



◆ **Les Roches**
Alliance



Postgraduate Certificate in Hospitality Management (PGC-HM)

Leadership Built on Hospitality

AICTE-APPROVED





Academic ecosystem

Welcome to Indian School of Hospitality

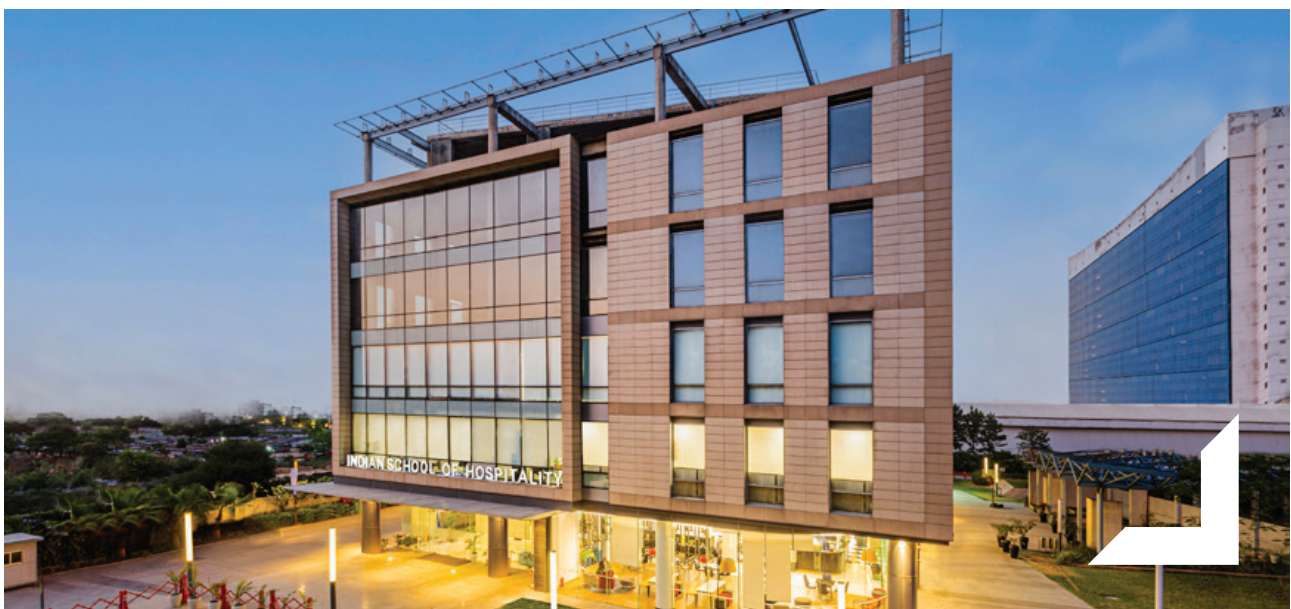
The Indian School of Hospitality (ISH) is a pioneering higher education institution in India shaping hospitality, culinary and service-sector education in India. Built with industry foresight and academic rigour, ISH offers undergraduate, postgraduate, and executive education programs that develop talent ready to lead with purpose and integrity.

Based in Gurugram (Delhi NCR), ISH is part of Sommet Education's global network, with 18 campuses across eight countries. Its hospitality management programs are offered in alliance with Les Roches, one of the world's top hospitality schools. Its culinary programs are offered through École Ducasse India, the official India campus of the globally renowned École Ducasse network. ISH represents a way of life: anchored in excellence, respect, shared ambition and a global approach to higher education. Every experience is designed to shape a generation of leaders who build, serve, and grow with intent.

Academic programs at ISH

At ISH, every program is built on recognised foundations and global alliances. Undergraduate degrees are awarded by **Gurugram University** and are **AICTE-approved**. Postgraduate certificates in hospitality, culinary arts, and bakery and pastry are also **AICTE-approved**. Culinary programs are designed and delivered under the **École Ducasse** framework, while hospitality and business programs align with **Les Roches Switzerland** through the **Sommet Education network**.

Together, these approvals and alliances ensure that ISH students graduate with **degrees and certificates that are nationally recognised and globally connected**.



Our alliances and partnerships

Global credibility. Local delivery. Pathways that open the world.



Why we build alliances

At ISH, every alliance is built to serve a clear purpose: to strengthen learning, expand access, and prepare students for leadership in a rapidly changing world. We work with institutions that bring academic depth, international mobility, and credibility, supporting our students' long-term growth.

We are part of the Sommet Education network

ISH is part of Sommet Education, the world's leader in hospitality and culinary education. Sommet brings together over 10,000 students from more than 100 countries across a network of 20 campuses, with a global alumni base of over 60,000 professionals.

Through this network, ISH offers programs shaped by the academic principles and quality standards of Sommet's global institutions, including Les Roches, École Ducasse, Glion, and Invictus. This partnership provides ISH students with access to academic pathways, shared learning models, and a trusted global network that connects Switzerland to South Africa, and India.



Les Roches

ED
ÉCOLE DUCASSE

INVICTUS
EDUCATION GROUP

ISH
INDIAN
SCHOOL OF
HOSPITALITY

Programme overview

The Postgraduate Certificate in Management (Hospitality Management) is a one-year program at ISH, approved by AICTE. It blends service operations, business strategy, and people leadership to prepare graduates for management across hospitality and service-led industries.

Over the course of one year, students progress through two semesters. Learning includes classroom study, live projects, skill workshops, and a structured 12-week work attachment. The curriculum is delivered at ISH in alliance with Les Roches Switzerland, with a pathway to progress into the MSc in International Hospitality Management at Les Roches Spain or Switzerland.

Graduates leave with the capability to run service systems, lead teams, and make sound operational and strategic decisions. They are ready for roles across hotels, wellness, education services, retail, real-estate services, and tourism, with the option to continue with a global master's.





Academic progression

Les Roches

Academic alliance for hospitality and business

ISH delivers hospitality and business programs at both undergraduate and postgraduate levels in alliance with Les Roches Switzerland, one of the world's most respected hospitality institutions.

Students benefit from a mirrored academic framework, shared faculty development models, and curriculum alignment that reflects global benchmarks and employer expectations.

Students with access to academic pathways, shared learning models, and a trusted global network that connects Switzerland to South Africa, and now to India.

Les Roches pathways

ISH students in the PGC in Hospitality Management can complete their credential in India or progress to a master's degree at Les Roches.

Option 1: India

- **First Academic Credential:** Postgraduate Certificate in Management (Hospitality Management) from ISH, approved by AICTE
- **Structure:** Full one year at ISH, including a 12-week industry work attachment

Option 2: Les Roches MSc progression

- **Semester 1:** ISH, India
- **Semester 2 and Semester 3:** Les Roches Spain or Switzerland, including a global internship
- **Credentials awarded:**
 - PGC in Hospitality Management from ISH (AICTE-approved)
 - MSc in International Hospitality Management from Les Roches
- **Award clarity:** These are alternative exits, not a dual credential



Capabilities by graduation

This program equips you to

- Lead teams and daily operations with clarity, speed, and consistency.
- Design service standards and SOPs that hold under pressure.
- Use data to improve efficiency, revenue, and guest experience.
- Plan resources for cost control, quality, and compliance.
- Communicate across functions—front office, housekeeping, F&B, facilities, marketing, finance.
- Manage escalations and make sound real-time decisions.
- Contribute to growth through structured planning and collaboration.

Your capability stack

You graduate with:

- Operational know-how across service formats and systems.
- People and resource management skills.
- Business fluency in planning, finance, and performance.
- Clear communication with teams, partners, and customers.
- Exposure to real environments through projects, simulations, and internship.

How you will learn

- Business cases and service simulations that mirror on-ground decisions.
- Live assignments with industry partners.
- Mentorship from leaders who run service businesses.
- Workshops in analytics, finance, communication, negotiation, and AI for service.
- A 12-week industry internship to apply learning.



Learning model

Focus areas and specialisation

Students build depth in hospitality and service management, combining operations, people, and strategy. The focus areas integrate service design with business models and asset thinking, supported by core management learning and skill workshops. Each student completes projects and a work attachment that link classroom learning to live service environments.

Hospitality focus areas

- Service strategy and guest experience
- Operational tools for front office and housekeeping
- People and culture in service teams
- Business models in hospitality and service sectors
- Real estate and asset thinking in hospitality

Skill workshops

- Excel for business planning
- AI for service innovation
- Negotiation and business communication

Core business and management

- Principles of management
- Financial planning and performance
- Marketing and guest experience
- Leadership and people management

Value-added courses

- Business ethics and values
- Personal branding and professional presence
- Leading self



Graduate outcomes 2024

At a glance

Class size:
53

**Pre-
placement
offers
(PPOs):**
27

**PPO joining
packages:**
mostly ₹6.5
(some at ₹6.7
depending on
employer)

**Internship
to job:**
strong
continuity
into the same
domain

Where graduates were placed

Domain 1: Luxury & Experiential Hospitality

Luxury and lifestyle
stays, dining &
F&B services,
travel services &
experiences.

Domain 2: Property & Real Estate Services

Advisory, brokerage,
developers, co-living,
interiors and fit-outs.

Domain 3: Consumer & Learning Services

Retail, fitness &
wellness, education
and training services.



Roles and progression across industries and domains

All figures show cash salary at joining, in ₹ LPA. Names withheld.

What pay looks like at joining

PPO cohort (27 students)

Joining package:

₹6.5 for most PPOs (some at ₹6.7 based on employer)

Non-PPO offers (by domain)

Luxury & Experiential Hospitality

- Most offers at joining: ₹6–7
- Median at joining: ₹6.5

Property & Real Estate Services

- Most offers at joining: ₹5.5–6.5
- Median at joining: ₹6.0

(examples include sales and business development roles across property management services and travel platforms)

Consumer & Learning Services

- Most offers at joining: ₹4.5–5.5
- Median at joining: ₹5.0

Total rewards note: Some hospitality roles include meals, staff discounts and, in a few cases, accommodation or transport support. These are not added to the salary figures shown. They reduce living costs and can improve savings and take-home.



Three horizons of growth

If you join through a PPO at ₹6.5



Luxury & Experiential Hospitality (non-PPO examples)



Property & Real Estate Services (non-PPO examples)



Consumer & Learning Services (non-PPO examples)



Method in one line: Year-1 growth ~10%, Year-2 growth ~12% with a role upgrade around month 24 (~10%), Year-3 growth ~12%. Indicators, not guarantees; actual outcomes vary by role, city, and employer.

Day-one roles

Operations leadership tracks, sales and revenue, property and advisory, travel product and services, restaurant management.

How to read these numbers

- **Median at joining** = the middle salary among offers in that domain.
- **Most offers at joining** = the bracket where the largest number of offers fall.
- Figures are in **₹ LPA at joining**. In-kind benefits depend on the employer and change effective take-home.



Admissions and progression

Indian School of Hospitality (ISH) admissions policy

Introduction

This Admission Policy has been framed in line with the All India Council for Technical Education (AICTE) Approval Process Handbook, the University Grants Commission (UGC) norms, the Department of Higher Education (DHE), Haryana, and Gurugram University regulations.

ISH follows a **transparent, merit-based, and inclusive admissions process**, aligned with NEP 2020 principles. While AICTE recommends specific weightages, ISH exercises its institutional autonomy to define a process that reflects the diversity and professional readiness of its applicants — and publishes this policy openly for clarity.

General Principles of Admission

- Transparency and fairness at every stage
- Merit and potential as key drivers
- Clearly defined eligibility criteria
- Adherence to AICTE / UGC / Govt. of Haryana reservation norms
- Publication of this policy on the website and prospectus
- Provision of grievance redressal for admission-related complaints



Postgraduate Certificate in Management (PGC – Hospitality, Culinary, Bakery, Real Estate Finance, etc.)

Eligibility

- Bachelor's degree in any discipline with a minimum of 50% marks (45% for reserved categories).

Selection Process

- Application review (academic record and personal statement)
- Program-specific evaluation (if required, e.g., a case-based exercise, culinary/service practical, or ISH institutional test)
- Personal interview (on campus, online, or in-city)

Note: National test scores (CAT/XAT/CMAT, etc.) may be submitted optionally, but are not mandatory.

Outcome

Admission decisions are communicated as conditional or unconditional offers. Admission is confirmed upon payment of the admission fee and registration with ISH.

Reservation & Relaxation Policy

As per AICTE and Government of Haryana norms:

- SC: 15%
- ST: 7.5%
- OBC: 27%
- EWS: 10%
- PwD: 5% (horizontal)

Relaxation of 5% in qualifying marks is provided for reserved categories.

Transparency & Disclosure

- Admission criteria and processes are published on the official ISH website and prospectus.
- The admissions process is reviewed annually by the IQAC.
- Grievance redressal mechanisms are available for applicants.

Compliance Statement

This Admission Policy is transparent, merit-based, and inclusive. It aligns with AICTE and UGC requirements while reflecting ISH's own holistic approach to evaluating talent and potential.

Admissions & progression

Step

01

Choose your route at application

- **Route A:** ISH PGC (India) → Apply to ISH.
 - **Route B:** PGC with progression to Les Roches MSc → Apply to ISH and Les Roches in parallel.
-

Step

02

Parallel evaluation & joint counselling

- **ISH Admissions** evaluate eligibility for the PGC (AICTE criteria).
 - **Les Roches Admissions** evaluate eligibility for the MSc progression (Spain or Switzerland).
 - **A joint counselling** touchpoint aligns timelines, documentation, and fee milestones.
-

Step

03

Offers

- **Route A Offer:** ISH PGC admission offer.
 - **Route B Offer:** ISH PGC admission **plus a Les Roches conditional MSc offer** (campus, intake window, and conditions such as English proficiency and visa).
-

Step

04

Seat booking & onboarding

- Candidates accept offers and pay respective deposits per each institution's timelines.
 - Onboarding begins at ISH Gurugram for Semester 1 for both routes.
-

Step

05

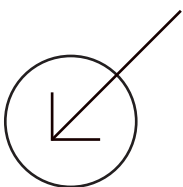
Progression execution (Route B)

- After Semester 1 at ISH, students **execute their pre-approved progression** to Les Roches **provided they remain in good academic standing at ISH** and meet any remaining Les Roches conditions (e.g., final documentation, visa).
- Students proceed to Les Roches for **Semester 2 + global internship and graduate with the MSc.**

Contingencies (Route B)

- If visa or timing issues arise, students may **defer the Les Roches start** to the next eligible intake, or **complete the ISH PGC in India.**
 - If a student withdraws from progression, they continue and graduate with the **ISH PGC.**
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Contact

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