

MEMORANDUM OF UNDERSTANDING

BETWEEN

NEPAL-INDIA CHAMBER OF COMMERCE & INDUSTRY (NICCI)

AND

KATHMANDU UNIVERSITY SCHOOL OF MANAGEMENT (KUSOM)

A. Background

Nepal-India Chamber of Commerce & Industry (NICCI), established in 1993, was founded by a group of visionary entrepreneurs and industrialists, including Mr. Prabhakar SJB Rana, Mr. Rukma Shumsher Rana, Mr. Padma Jyoti, Mr. Binod Chaudhary, Mr. Piyush Bahadur Amatya, Mr. Gopal Bahadur Shahi, Mr. Ravi Bhakta Shrestha, Mr. Shashi Kant Agrawal, and Mr. Vijay Dugar. Based in Kathmandu, NICCI is a bi-national, non-governmental, non-profit organization committed to promoting and strengthening economic relations between Nepal and India. Since its inception, NICCI has served as a trusted institutional platform facilitating cross-border cooperation in trade, investment, tourism, logistics, energy, infrastructure, and industrial collaboration. It acts as a vital bridge connecting businesses, policymakers, and stakeholders in both countries.

NICCI plays a central role in private sector development by organizing high-level conferences, sector-specific investment forums, B2B meetings, business delegations, and policy dialogues in Nepal and across the border in India. Its diverse membership includes leading Multinational Companies (MNCs) from manufacturing, banking, insurance, trade, infrastructure, education, agriculture, Ayurveda, automobiles, airlines, construction, food processing, telecommunications, tourism, and other service sectors. The Chamber is actively engaged in fostering innovation, entrepreneurship, and technology transfer. With the growing demand for skilled professionals and real-world expertise, NICCI is focusing on bridging the gap between academia and industry through collaborative initiatives such as internship facilitation, research partnerships, and industry-academia summits, etc.

India is Nepal's largest trading and investment partner, the main source of Foreign Direct Investment (FDI). Nepal, in turn, ranks as the 17th largest export destination for India. The densely populated Indian states bordering Nepal, such as Bihar, Uttar Pradesh, Uttarakhand, and West Bengal, play a particularly significant role in driving bilateral economic activity. As Nepal emerges as a strategic destination for investment in sectors like clean energy, manufacturing, healthcare, education, tourism, and digital services, NICCI continues to promote regional connectivity and shared prosperity. Through its multifaceted efforts, NICCI is dedicated to fostering a resilient, inclusive, and mutually rewarding economic partnership between Nepal and India.

Kathmandu University School of Management (KUSOM), established in 1993, is the first school to launch graduate program in Kathmandu University and also the first one to initiate the Master of Business Administration (MBA) program in Nepal based on internationally followed design principles and structure. KUSOM is a leading public educational institution dedicated to excellence in teaching, research, and innovation. Situated in Balkumari, Lalitpur, Nepal, under the academic extensions of Kathmandu University across the country, KUSOM has been recognized as a premier destination for higher education in Nepal.

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KUSOM is also considered to be the Centre of Excellence for those who really wish to explore and become a leader in the management fraternity of Nepal. As the School offers undergraduate, graduate, postgraduate, research, and doctoral programs with a vision to become a world-class management institution, KUSOM is known for its rigorous academic standards, strong emphasis on ethics and professionalism, and international collaborations.

As KU's strength lies in its commitment to quality, relevance, and innovation, the university has earned a national and international reputation for producing graduates who are not only academically competent but also socially responsible and professionally prepared. KUSOM also continuously engages in research and capacity-building activities that contribute to sustainable development, policy reform, and technological advancement.

Recognizing the critical importance of academia-industry collaboration, KUSOM values strategic partnerships that provide students with real-world learning experiences and professional exposure. The proposed collaboration with NICCI is a natural extension of this vision. Through joint internships, industry visits, collaborative research, workshops, and policy dialogues, KUSOM and NICCI aim to foster a new generation of industry-ready professionals, entrepreneurs, and thought leaders capable of addressing Nepal's development priorities and global opportunities.

B. Objective

This Memorandum of Understanding (MoU) aims at fostering a strategic collaboration between the NICCI and KUSOM to bridge the gap between academia and industry. The partnership seeks to promote cooperation in areas such as internship and job placement, joint research initiatives, academic-industry exchange, capacity-building programs, and co-hosting training, workshops, conferences, and summits. This MoU endeavors to develop a dynamic interface between academic knowledge and industry practices to equip students with practical skills and enhance innovation and entrepreneurship through joint efforts.

C. Areas of Cooperation

1. Internship and Job Placement Facilitation

To support structured internship programs and explore employment pathways for students in NICCI member companies across diverse sectors.

2. Joint Research and Innovation

To undertake collaborative research projects on themes of mutual interest, including business, policy, technology, sustainability, tourism, energy, and regional economic cooperation.

3. Capacity-Building and Training

To design and deliver training sessions, certification programs, and capacity-building workshops for students, faculty, and industry professionals.

4. Academia-Industry Conferences, Summits, Workshops, and Seminars

To organize joint summits, symposiums, conferences, and guest lectures that enable knowledge sharing between academia and industry leaders.

5. Knowledge Exchange and Publications

To share research papers, policy briefs, newsletters, and relevant publications to inform decision-making in academia and business sectors.



6. Curriculum and Pedagogy Enrichment

To provide industry insights for aligning academic programs with emerging market trends and enhancing employability.

7. Entrepreneurship and Start-up Support

To collaborate on entrepreneurship development through mentorship, incubation support, pitch events, and exposure visits.

8. Joint Projects and Case Studies

To identify and jointly execute projects such as real-life case studies, consulting assignments, and field-based research.

9. Student and Faculty Engagement

To encourage short-term industry visits, guest faculty exchanges, and collaborative supervision of research.

10. Policy Advocacy and Thought Leadership

To engage in collaborative policy research, white papers, and position documents that influence academia-industry collaboration, national and regional development.

D. Implementation and Coordination

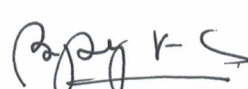
Each Party shall designate a Nodal Officer responsible for the planning, coordination, and implementation of the MoU activities. All joint programs shall be executed based on mutual consent, availability of resources, and institutional priorities.

E. Validity and Termination

This MoU shall remain in force for a period of **five (5) years** from the date of signature and may be renewed upon mutual agreement. Either party may terminate this MoU with a written notice of **180 days**. Termination shall not affect any ongoing programs or commitments under this framework.

F. Signatories

Signed this on Monday, 25th August, 2025, at the respective secretariat of the NICCI, this Memorandum of Understanding is executed.

For and on behalf of Nepal-India Chamber of Commerce & Industry (NICCI)	For and on behalf of Kathmandu University School of Management (KUSOM)
  Mr. Keshab Man Singh Director General	 Prof. Bijay KC ,PhD Dean 
Date: 25 th August 2025	Date: 25 th August 2025