



RP - Sanjiv Goenka  
Group  
Growing Legacies



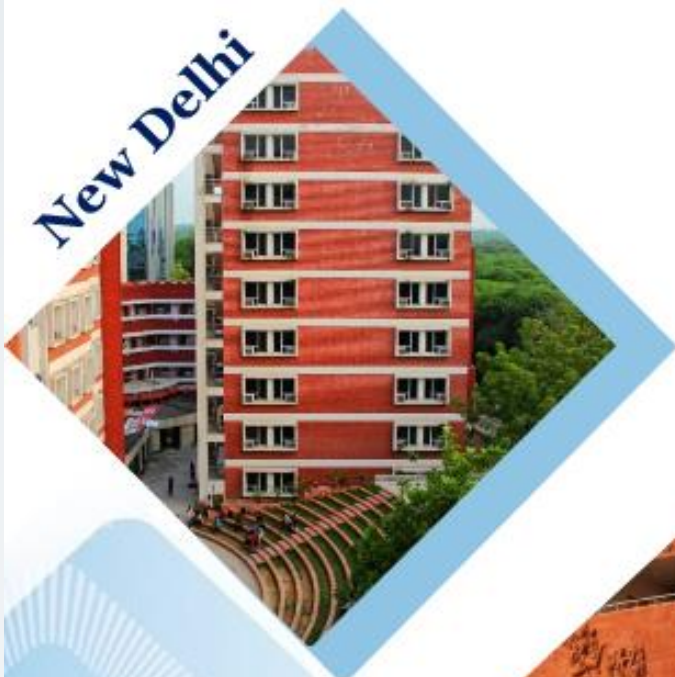
INTERNATIONAL MANAGEMENT INSTITUTE

*Shaping global leaders for tomorrow*

## ADMISSIONS BULLETIN

2019 - 21

New Delhi



Kolkata



Bhubaneshwar





**INTERNATIONAL MANAGEMENT INSTITUTE  
NEW DELHI**

*Shaping global leaders for tomorrow*

# ADMISSIONS BULLETIN

## 2019 - 21



## **Vision**

To be a premier global management school

## **Mission**

To develop socially sensitive, ethical, value adding leaders and organizations through relevant teaching, research, training and consulting that serve stakeholders' interests.

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Nominee of AICTE Regional Office
Nominee of State Board of Technical Education





## **Message from Director General**

Dear Prospective Students:

It gives me immense pleasure to introduce you to the International Management Institute (IMI), New Delhi. Ever since its inception in 1981 as the first Corporate Sponsored B-school in India, IMI New Delhi has had a constant influx of talent from across the country and the world, which represents diverse experiences, backgrounds, and sub-cultures. Over the past three decades, IMI New Delhi has adapted to the changing dynamics of today's business environment and it has helped its students create and apply knowledge by thinking and acting, preparing them for leadership roles in a rapidly changing world.

At IMI New Delhi, we help students discover their spark, which ensures a positive transformation, so that they can contribute to impacting our world in line with IMI's vision of 'Shaping Global Leaders for Tomorrow'. We are constantly striving to help students realize their potential, strengthen their skill sets and competence, which is critical for leadership in an increasingly complex world. We believe that innovation will drive the business world, and accordingly, we have ambitious plans to forge innovative ways of teaching, learning and interacting with the international community. We have a well-established corporate engagement programme which ensures exposure of our students across diverse segments spanning services, technology, consulting, and manufacturing, spanning across private and public sector companies. We have a very active 'Business Thought Leadership Programme' where senior executives and our own alumni speak to our students. We have over 5500 alumni across the world who have become change agents in the industry and in society, taking up positions of leadership and responsibility.

It also gives me pleasure to share with you that IMI New Delhi was ranked as the third best private B school in India by the CSR-GHRDC B-school survey, seventh best among private Business Schools by Outlook Magazine and ninth best Business School in India by Livemint in 2017. IMI New Delhi is also amongst a select band of management institutions which have been accredited by the prestigious 'Association of MBAs' (AMBA), UK. Further, the institute is empanelled with the Ministry of External Affairs under its Indian Technical and Economic Cooperation (ITEC) programme covering 161 countries.

We are known for the high quality of our faculty and their research publications. Research is a dominant area of focus at IMI and this aspect is further accentuated by the Fellow Programme in Management (FPM), which is a doctoral programme that reinforces IMI's commitment to research in management education. In addition, IMI New Delhi's linkage with many leading American and European universities demonstrates its endeavors to imbibe best international business practices and achieve global benchmarking. The Executive-FPM programme has been introduced from this academic year as a doctoral programme for working executives and academicians. The programme structure focuses on preparing the candidates to help them achieve excellence in career trajectories such as academics, research, consulting, and analytics. All of these ensure that IMI is a fully integrated management institute of the highest quality.

IMI New Delhi's rigorous admission selection process is not only transparent but also focusses on a comprehensive evaluation of a candidate's attitude, aptitude, and conceptual knowledge. As you explore opportunities for engaging with IMI New Delhi, I am excited at the prospect of inviting a diverse team of future managers to the forthcoming PGDM programmes at IMI New Delhi.

I wish each one of you the very best in your professional endeavours.

Prof. Himadri Das  
Director General, IMI New Delhi



## **Message from Admission Chair**

The landscape of management education has considerably evolved over the years. While it has always played a primary role in creating the foundation principles of a Business establishment, management education needs to constantly reinvent itself to be at par with the changing aspirations of the students as well as the industry. With that aim in mind, IMI New Delhi strives to integrate the lessons from the past and the needs of the future in the realm of Education that are imperative to succeed in the Business world.

We believe that classroom teaching must now be not only inclusive but also ambitious in bringing together and challenging ideas that may shape the future. It must be not only sensitive but also creative in pushing the boundaries of traditional management education to build the next generation of Business professionals.

The PGDM Programmes at IMI New Delhi taught by academic experts in their respective fields are designed to help students better adapt to and develop the required skill sets for the future jobs in the Corporate world and invest creatively in sustaining innovations and startups.

Value based learning being at the core of our teaching; our graduates leave the campus doors with a self-cultivated rigor and resilience to tackle the challenges of the Business World.

We, at IMI New Delhi, look forward to welcoming the batch of 2019 - 2021.

Prof. Shailendra Nigam

Chair - Admissions

## **About International Management Institute, New Delhi**

Nestled in the Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD Lausanne). IMI, Delhi is India's first corporate sponsored business school established with the support of corporate houses like RPS Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Magor. Over the last 37 years, the Institute has grown in stature nationally and globally by providing high quality management education. IMI's International linkages with reputed institutions such as UNDP, World Bank, ILO, UNCTAD and Asian Productivity Organisation underscores its emphasis on professionalism, excellence and quality in the areas of academia, research, consultancy and training.

IMI Delhi is a recipient of the prestigious accreditation of the Association of MBAs (AMBA), becoming **the fifth management institute in the country** to receive this recognition. As a result, IMI joins a league of select and prestigious International Business schools who have gained this accreditation. AMBA is a UK based international accreditation authority. The AMBA accreditation is considered as the gold standard for all MBA, DBA and MBM programmes and is considered to be the hallmark of excellence in management education.

In addition, IMI New Delhi is also offering ITEC (Indian Technical and Economic Co-operation) programmes. IMI is one of the few institutions empanelled by the Ministry of External Affairs, Government of India for offering this programme. Under the aegis of MEA, IMI organises a special Commonwealth Assistance Programme; through this 15 international students get selected for the Executive PGDM Programme offered by IMI. These ITEC programmes are targeted at developing countries in the Afro-Asian, South American and SAARC region. Another distinguishing feature of IMI, Delhi is its strong Alumni network of over 5000+ professionals who hold senior management positions in leading corporate houses across India and internationally.

IMI, Delhi's strengths in diverse management disciplines, its excellent team of faculty and strong network with eminent organisations, demonstrates the Institute's commitment to its vision of being a premier global management school.

Eduniversal, a global ranking and rating agency specializing in higher education has overall ranked the PGDM (General Management) program of IMI Delhi as No.7, in the Central Asian region among PGDM-HR programs, IMI, Delhi was ranked as No.9 and among Executive MBA programs it was ranked as No.16. In the last survey conducted by NIRF, Govt. of India in 2018 IMI, Delhi was ranked twenty-fifth overall among all public and private Management Institutions in India.

IMI is consistently ranked among top 10 private Business Schools in surveys conducted by various publications such as Business Standard, Outlook India, Business Today, NHRDN, India Today, and Business World.

## International Linkages and Exchange Programs

International Management Institute (IMI) was established in 1981 in collaboration with IMI Geneva (now IMD, Lausanne). IMI Delhi, in line with its vision, aspires to be a premier global management school. Over the last 35 years, the Institute has grown in its stature globally for providing high quality management education by establishing linkages with some of the premier business schools such as Montpellier Business School, France, ESC Rennes, France, Frankfurt School of Finance and Management, Germany, Grenoble Ecole de Management, France, Louvain School of Management, Belgium, Sichuan Academy of Social Sciences, China, KEDGE Business School, France to name a few. IMI has consciously fostered academic linkages covering exchange of students and faculty, curriculum development, institution building, joint research and training.

IMI, Delhi has been associated with the Ministry of External Affairs (MEA), Government of India, for the Indian Technical and Economic Co-operation (ITEC) Program. Under the aegis of MEA Special Commonwealth Assistance Programme IMI has been conducting many short duration ITEC programmes with various management specializations, targeted at developing countries from the Afro-Asian, South American and SAARC region covering 161 countries.

### IMI Delhi Current International Partnerships

#### IDRAC Business School, France



IDRAC Business School is a private institution of higher education and has nine campuses in France: Amiens, Bordeaux, Grenoble, Lyon, Montpellier, Nantes, Nice, Paris and Toulouse. IDRAC offers a portfolio of business programs strongly oriented towards marketing and management. (Accreditations: AACSB; EFMD)

#### Kedge Business School, France



KEDGE Business School is a French business school and grande école, located in Bordeaux, Marseille, Toulon and Paris. The school is consistently ranked near the top 10 business schools in France by the Financial Times and is the one of the best 30 business schools in Europe, according to the Financial Times 2014. KEDGE Business School offers an assortment of business programs, with marketing & administration being the more popular choice of specialization. (Accreditations: AACSB; EQUIS; AMBA)

#### Louvain School of Management, Belgium



Located in Louvain-la-Neuve and in Mons, The Louvain School of Management (LSM) offers world-class courses and highly specialized options based on advanced research. The unique Belgian partner of CEMS & PIM network. (Accreditation: EQUIS)



## JAMK University of Applied Sciences, University in Jyväskylä, Finland



JAMK University of Applied Sciences is an international higher education institution with expertise in 8 different fields of study. JAMK has several campuses in the city of Jyväskylä and a campus in Saarijärvi. The School of Business was granted sole permission to pilot Associate Diplomas in Finland by the Ministry of Education and Culture. (Accreditations: EPAS)

## International Centre for Promotion of Enterprises, Ljubljana, Slovenia



ICPE is an inter-governmental international Center with its headquarters in Ljubljana, Slovenia. The ICPE is now mandated to pursue and promote international cooperation in areas related to entrepreneurship development, SME and infrastructure sectors, corporate governance, technology transfer, strategies for privatization, FDI, promotion of knowledge-based societal change through research, training, consultancy and information services in these fields. (Accreditations: EFMD)

## Sichuan Academy of Social Sciences, Sichuan, China



Sichuan Academy of Social Sciences was founded in 1978, and it currently has been developed into a research base and center of philosophy and social sciences. Target positioning of the academy is its solid theoretical front, premium decision-making think-tank, first-class hall of academia as well as important base of science promotion. (Accreditations: CSADGE; ACGS)

## ESC Rennes International School of Business, France



ESC Rennes, founded in 1990, is a research-based business school based in Rennes, Brittany, France. Based on its student body and faculty composition, Rennes School of Business is the most internationally attended Grande École de Commerce in France. The campus is made up of 91% teacher-researchers and 53% international students, is a unique feature in the landscape of the Grandes Ecoles de Management. (Accreditations: AACSB; EQUIS; AMBA)



## Grenoble Ecole de Management, France



Grenoble École de Management is a French leading business school. It was founded in 1984 in Grenoble, France by the chamber of commerce and industry of Grenoble. Grenoble Ecole de Management offers 40 national and international programs. Since 2007, Grenoble Ecole de Management has been a signatory of the UN Global compact. (Accreditations: AACSB; EQUIS; AMBA)

## Frankfurt School of Finance and Management, Germany



Frankfurt School is one of the leading German business schools with over 50 years of experience in business, finance and management. Frankfurt School offers a wide variety of degrees and professional training courses. Frankfurt School of Finance and Management offers a portfolio of business programmes strongly oriented towards finance. (Accreditations: EQUIS; AACSB)

## Russian Presidential Academy of National Economy and Public Administration, Russia



The Russian Presidential Academy of National Economy and Public Administration under the President of the Russian Federation or RANEPA, is the biggest federal state-funded institution of higher professional education located in Moscow, Russia. RANEPA has earned a strong reputation in business education based on cutting edge research and case analysis of industry practice. (Accreditations: AACSB; EFMD; AMBA)

## Montpellier Business School, France



Montpellier Business School, established in 1897, is one of the oldest management schools in Europe. Formerly known as “ESC Montpellier”, it is among the top 15 best French Masters Grand Écoles and placed 46th in the Financial Times, Masters in Management 2016 globally. (Accreditations: AACSB; AMBA; EPAS)

## IGS-RH School of Human Resources, Paris, France



Founded in 1975, IGS-RH is the leader in HRM education in France with over 12 500 alumni working in HRM roles in companies in France and around the world. Since its inception, IGS-RH has had a pragmatic, hand-on approach to education in partnership with professional practitioners who bring real corporate experience to the classroom. Programs and curricula are constantly updated to meet corporate needs, and benefit from the feedback and input of a network of more than 8 000 partner companies.

## Academy of Public Administration under the aegis of President of the Republic of Belarus



Founded in 1991, the Academy gained the status of a presidential institution in 1995. It is among the country's most prestigious educational establishments and occupies a leading position in the system of training retaining and in-service training of managerial personnel from state authorities and organizations. Among the academy's alumni are many people widely known all over the country: high-rank officials, deputies, head of enterprises, organizations and institutions.

## NJCU School of Business, New Jersey City University, USA



New Jersey City University has a thriving campus in bustling, cosmopolitan Jersey City. NJCU School of Business offers a range of MBAs, M.S. degree programs, and certificates tailored to meet specific academic and professional goals in Accounting, Data Science and Business Analytics, Finance, Management, and Marketing.

## Suleman Dawood School of Business, Lahore, Pakistan



Established in 1986, was the first of the schools at the Lahore University of Management Sciences (LUMS) and ranked as one of the top business schools in the region. The school carries out rigorous economic and management research through the Strategic Sectors Research Centre, Social Enterprise Development Centre and the Case Research Centre. SDSB Programs are awarded highest HEG Accreditation

## University of Guelph, Canada



Research-intensive and learner-centred, the campuses span urban hubs and rural communities. Known for excellence in the arts and sciences and for its commitment to developing exceptional thinkers and engaged citizens. U of G has nearly 28,000 undergraduate and graduate students at its campuses in Guelph, Toronto and Ridgetown, including 1,200 international students from more than 100 countries and more than 140,000 alumni living in 150 countries.

## The Universidade do Estado do Rio de Janeiro, Brazil



The University of the State of Rio de Janeiro was created in 1950 and since then it has grown and has become one of the main institutions of higher education in Brazil. Its importance in the national and international academic scene can be proven by the quality of higher education, advanced scientific research, and by hundreds of projects of expansion and promotion of culture. Several areas of knowledge are present in 48 doctoral courses, 346 research groups, nearly 500 extension projects, artistic and cultural activities involving teachers, administrative staff, students and the nearest community.

## **Academic Programs offered**

IMI, Delhi offers four Post-Graduate programs including an Executive Education program (Ex-PGDM) and doctoral level Fellow Programs in Management (FPM/EFPM). **All programs are approved by AICTE.** The programs offered by the Institute are listed below.

- (a) Two-year full-time Post-Graduate Diploma in Management (PGDM).
- (b) Two-year full-time Post Graduate Diploma in Management (Human Resource Management) PGDM (HRM).
- (c) Two-year full-time Post Graduate Diploma in Management (Banking and Financial Services) PGDM (B&FS)
- (d) full-time Executive Post-Graduate Diploma in Management (Ex-PGDM)
- (e) Fellow Program in Management (FPM)
- (f) Executive Fellow Program in Management (EFPM)

## **Distinctive Features of the Programs**

IMI, Delhi provides students a wholesome learning experience during their stay at the Institute. The academic programs offered at IMI, Delhi are distinctive in the following ways:

### **Well Qualified Faculty**

IMI, Delhi boasts of more than 50 full time faculty members on its rolls. Most of these faculty members have doctoral qualifications which they have earned from reputed universities in India and abroad. IMI also has a good representation of faculty members with experience in senior management positions across diverse industries and functional areas of management. This provides a balanced mix of industry and academic experience which is so very necessary for imparting value adding management education.

### **Integrative Learning**

Keeping the growing complexity of the business world in mind, programs at IMI, Delhi foster the development of integrative capabilities through cross-functional modules, synthesizing a number of specialised disciplines into a unified learning experience. Case-based learning combined with real-life problem handling skills form an important part of the learning process for participants. This is further reinforced through a multi-pronged approach to addressing issues with conflicting viewpoints, before deciding on an optimum solution and course of action. The integrative learning is enabled through a distinctive pedagogy. This involves building a sound conceptual framework which is strengthened through participative learning, case studies, field projects and simulation exercises.

### **Extensive industry Interaction**

The academic programs at IMI, Delhi are accompanied with extensive industry interaction. The unique advantage of it being in the capital of India facilitates industry interaction. Such industry interface is enabled through guest lectures, Business Thought Leadership lectures, panel discussions and alumni events.



## **Residential Facility**

The institute through its student's council facilitates quality hostel accommodation on a first come first basis and preference would be given to students hailing from areas located outside Delhi/NCR. Students from Delhi and NCR who are willing to stay in Hostel would be considered subject to availability of rooms.

## **Management Development Programs**

IMI specializes in executive education. Our organizational ethos is rooted in 35 years of sustained pursuit of excellence in management education. Our faculty members have proven expertise in the field of management development with long years of experience in industry and business organizations. While the main thrust of continuing executive education programs at IMI is on programs sponsored by companies, we also conduct open programs based on decades of experience of faculty in concerned disciplines. IMI places significant thrust on harnessing the potential of people within organizations as a key differentiator for sustained growth. As a result, we have been paying special attention to Executive Education and MDPs as part of our responsibility as country's leading integrated business school.

## **Global Leadership Programs**

IMI has been offering Global Leadership Programs, both open as well as in-company programs. The objectives of Global Leadership Programs are to help participants build/hone the following competencies:

- Developing Global perspective among participants in the emerging business scenario.
- Inculcating in them holistic strategic thinking and entrepreneurial passion.
- Building mind-set to capitalize on emerging business opportunities through appropriate strategies and plans.
- Enabling them to be the architect of great organizations and institutions.
- Helping them orchestrate robust business strategy for sustainable growth.
- Building among them customer centricity and customization.
- Heightening their wealth creating mind-set.
- Building insight in them about their strengths and weaknesses as a leader and institution builder.
- Providing cutting edge leadership for becoming change masters.

## **Open Management Development Programs**

IMI New Delhi conducts wide range of open Management Development Programs in various functional and across functional areas of management. These MDPs are designed with an appropriate blend of conceptual knowledge and experiential learning to germinate, grow and harvest the soft, technical and managerial skills of participants in the contemporary business context with an emphasis on developing ability to apply learning in an efficient and effective decision making in real world to boost the performance and privy of the organizations – be it in the private, public, government, social or non-governmental sectors. IMI has been able to carve a niche for itself in the corporate world by delivering successful managers and leaders year after year. IMI today is trusted

with the responsibility of boosting competencies of existing managers and executives at various levels. Some of the open programs offered by the IMI are:

- Accelerating Sales Team Performance
- Advanced Leadership for Senior Managers
- Building Corporate Strategy for Effective CSR
- Business Analytics for Value Creation
- Business Research for Effective Market Decisions
- Communication and Presentation Skills for Managers
- Corporate Strategy for Risk Management
- Credit Management, NPAs and Recovery Strategies in Banks and Financial Institutions
- Design & Implementation of Balanced Scorecard & 360 Degree Feedback System to Create a High Performing Organization
- Design & Implementation of Formal Mentoring Programme for Building Learning Organization and Achieving Sustained Competitive Edge in VUCA World
- Developing High Impact Leadership: Influence People-Impact Business
- Developing HR Consulting Skills and Tool Kit: A Programme for Aspiring Internal HR Professionals and External Consultants
- Digital and Social Media Marketing
- Effective Decision Making Using Advanced Excel
- Effective PMS for High Performance Culture
- Effective Retail Management
- Enhancing Managerial Effectiveness: A Programme for High Potential Emerging Leaders
- Enhancing Trust and Loyalty through Holistic Customer Engagement
- Financial Skills for HR Managers
- Finance for Non-Finance Executives
- Forecasting Techniques for Marketing and Business Decisions
- Harnessing Emotional Intelligence for Higher Performance
- Honing Managerial Communication Skills
- HR Analytics: Making Informed Decisions
- Human Capital Management in Global Context
- Improving Negotiation Skills
- Interpersonal Skills and Persuasive Strategies for Managers
- Directors' Conclave
- Leading Strategy Execution & Change Leveraging Customer Engagement and Loyalty
- Managerial Leadership and Team Building
- Managing for Excellence through Effective Leadership
- Managing Self for Unlocking One's Potential and Achieving Excellence
- Maximize your Marketing ROI with Effective Selling and Negotiation
- Effective Project Management for Competitiveness
- Risk Management in Banks and Financial Institutions

- Strategic Cost Management to Improve Bottom Line
- Sustainable Development and Strategic CSR
- The Leadership Clinic: Solving Your Most Persistent Problems...
- Towards Effective Women Leadership
- Training of Trainers: A Programme for HR Professionals and Administrators for Enhancing Effectiveness and Return on Training Investment
- Understanding and Analysis of Financial Statements

### **Customized In-Company Programs**

These are essentially against requests that we receive from a large number of companies-both from Public and Private Sectors- to design and deliver specific modules exclusively for their employees. We have conducted many such programs for leading national and global organizations, including program for Senior Management (GM/ED level) and Top Management (Board level). Feedback received from these organizations has been very positive and we have been getting repeat business from same organizations. This bears testimony to our total engagement with these clients to study their issues and challenges and customizing our offerings to address the same. Some of the areas in which IMI New Delhi offers In-Company Training Programs include:

- Competency Development
- Corporate Boardroom: Journey to the Next Orbit
- Corporate Governance, Risk Management and Sustainability
- Corporate Social Responsibility and Sustainability
- Corporate Strategy for Project Management for Middle Level Executives
- Creative Leadership
- Creativity & Management Innovation
- Decision Making Tools
- Developing Learning Organization
- Developing Managerial Competence
- Doing Business in India
- Emotional Intelligence at Work
- Finance for Non-Finance Executives
- General Management
- General Management (with overseas component)
- Leadership Development
- Leadership Development (with overseas component)
- Leading for Business Excellence
- Managing for Global Competitiveness
- Materials and Supply Chain Management
- Maximizing Your Emotional Intelligence at Work
- Mentoring, Coaching and Counseling
- Negotiation Skills
- Performance Management Systems: A Strategic Tool
- Retail Management
- Sales Force Management
- Self-Growth and Interpersonal Effectiveness



- Strategic Cost Management
- Strategic Leadership Development
- Strategy Formulation & Strategy Implementation
- Succession Planning
- Towards Cutting Edge Leadership
- Wealth Creating Mindset for Senior Executives
- Women in Leadership Role for Women Executives

### **Online Executive Education**

IMI Delhi has recently joined hands with leading organizations in the field of technology and technology development to deliver online executive education programs. The fast-paced life that corporate executives face today with mounting pressures of achieving targets and growing their business activities, there isn't much time left with them for value addition. Our online endeavor intends to serve the needs of such professionals who are hard pressed for time with a view to help them acquire new skills, build expertise in a specialized area, update their professional profile for career advancement and broaden their knowledge base.

### **ITEC Programs**

Indian Technical and Economic Cooperation (ITEC) is a bilateral assistance program run by the Government of India. It is a demand-driven, response-oriented program that focuses on addressing the needs of developing countries through innovative technological cooperation between India and the partnering nation. Along with its corollary the Special Commonwealth Assistance for Africa Program, ITEC covers 158 countries across Asia, Africa, Latin America, Central and Eastern Europe, and several pacific and Caribbean nations. IMI is registered with Ministry of External Affairs in for its capacity building initiative, Indian Technical & Economic Cooperation Program for ITEC and SCAAP countries.

IMI New Delhi is a nodal institute for ITEC courses in India. These courses aim to enable global participants to understand the diverse culture and develop relationships across countries to reduce conflict, increase tolerance and establish peace and harmony. Organizational performance, whether in the government, public sector, private sector or NGOs, is dependent in many ways on the quality of understanding of the context and the leaders available to drive the organization forward.

There are two types of courses, one type is focused on developing general management capability and the other is functional capability course like Supply Chain Management. Participants from over 35 countries have been on these programs. Various ITEC approved courses being undertaken at IMI are:

- Strategic Management for Emerging Markets
- Corporate Governance and Excellence in Management of Public enterprises
- Excellence in Public Services through Market Orientation
- Operation Management (C-COM)
- Performance Management System: A Strategic Tool
- General Management
- 15-month Executive Post Graduate Diploma in Management

## Research at IMI, Delhi

International Management Institute, is recognized amongst both academic as well as practitioner bodies, for its 'intellectual capital'. A significant contributor to this recognition is the consistent and meaningful, philosophy of research as the elixir of academic life at IMI. The research-oriented culture has been built over the years and strengthened with new perspectives and initiatives that the school constantly undertakes to strengthen and enable this. Research at IMI, is oriented towards both theoretical- theory building, enhancing and modifying existing management frameworks-and action-oriented- addressing strategic and tactical needs of leading corporate houses and government bodies- research. This goes a full circle, as this researched-knowledge enriches participant learning, in both the classroom earning across its academic programs, as well as the executive training at IMI, Delhi. The commitment to enabling research as a way of life was the impetus behind creating a rigorous and well-structured Fellow Program in Management (doctoral program) in 2011. Seven scholars have successfully completed the program and are serving as academicians in reputed schools in Singapore, Philippines and India. Based on industry demand the institute has also launched an Executive Fellow Program in Management in 2018. The program adds value both for practicing managers as well as academicians.

True to its philosophy of being a research-led school the research culture is enabled by its state of the art library, e-books as well as online data bases such as EBSCO, Emerald, INFORMS, JSTOR, CMIE, INDIASTAT, EMIS, SCIENCE DIRECT, ACE, CAPEX, CRISIL, Economic outlook, F.T.com etc. Further, to enable and encourage empirical research the latest qualitative and quantitative data analysis tools such as NVIVO, SPSS, AMOS, EVIEWS etc. are available to all members of the IMI fraternity, including the faculty, staff and students.

The research repository of IMI, Delhi's faculty is rich, varied and constantly growing and ranges from research-based books, textbooks, journal articles, conference papers, business case studies as well as management articles in Business dailies and magazines. These publications, in reputed National and International sources, are widely cited for their originality of thought and methodology. The institute also disseminates management thought and practice through its two management journals- Global Business Review (<http://journals.sagepub.com/home/gbr>) and Emerging Economy Studies (<http://journals.sagepub.com/home/emi>) .

## Global Business Review

The **Global Business Review** is a peer-reviewed academic journal covering all aspects of management. It is published by International Management Institute in association with Sage Publications .It publishes articles which are of a multi-disciplinary, interdisciplinary, and internationally significant nature. An important feature is its cross-cultural and comparative approach. Multidisciplinary in nature and with a strong practical orientation, this refereed journal publishes surveys relating to report significant developments in management practice drawn from business/commerce, the public and the private sector, and non-profit organisations. The journal also publishes articles which provide practical insights on doing business in India/Asia from local and global and macro and micro perspectives. Papers are reviewed by eminent academicians and professionals from various places of the world. The journal's SCImago journal rank (SJR indicator) for the year 2017 was 0.33. A journal's SJR is a numeric value indicating the average number of weighted

citations received during a selected year per document published in that journal during the previous three years. The calculation of the SJR indicator is very similar to the Eigenfactor score, with the former being based on the Scopus database and the latter on the Web of Science database. In recent time, the journal is listed in The Emerging Sources Citation Index (ESCI) produced by Thomson Reuters, and now by Clarivate Analytics. It is accessible through the Web of Science. The index includes "high-quality, peer-reviewed publications of regional importance and in emerging scientific fields". The journal is registered in U.S.A. Frequency: Bi-monthly.

### **Emerging Economy Studies**

IMI New Delhi launched its second journal 'Emerging Economy Studies' in management in 2014. Emerging Economy Studies is published bi-annually, in May and November by Sage Publication. The journal intends to provide intellectual space to scholars and practitioners working on diverse issues concerning emerging economies, who have something new to say. The journal invites contributions from scholars who are analyzing, corporate managers who are experiencing and policy makers who are participating in the processes of economic development and social changes that are happening in the emerging economies. The wide variety of intellectual output that is covered by the objectives and scope of this journal clearly suggests that journal is more focused on inter-disciplinary and multi-disciplinary studies on emerging economies, using knowledge and wisdom contained in different fields of economics, management, sociology and economic anthropology.

### **Centers of Excellence**

IMI is recognized for the quality of its high caliber faculty and the range of intellectual capital that they demonstrate. The faculty members actively contribute to the training, research and consultancy services offered. IMI has setup 05 Centers of Excellence. Each of these is headed by a senior faculty member to ensure excellence in performance.

#### **The 05 Centers of Excellence are:**

- Center for Sustainable Development and Social Responsibility (CSDSR)
- Center for Human Values and Leadership (CHVL)
- Center for Disruptive Innovation and Enterprise (CDIE)
- Center for Advanced Banking and Financial Markets (CABFM)
- Center for Creativity and Marketing Excellence (CCME)



**Pride of IMI**  
**IMI NEW DELHI RANKING**

<b>2018</b>	
Eduniversal Best Masters Ranking	<ul style="list-style-type: none"> <li>▪ General Management : 7th in Central Asia</li> <li>▪ HRM : 9th in Central Asia</li> <li>▪ Executive Management</li> </ul>
NIRF, Ministry of HRD, Government of India	Ranked 25th overall among management institutions in India Rankings
<b>2017</b>	
Mint - MBA Universe	<u>Overall Rank 9th</u>
Business World	<u>Overall Rank 15th &amp; Ranked 6th Among Private B Schools</u>
CSR-GHRDC B-School Survey	<ul style="list-style-type: none"> <li>• <u>3rd among Top Private B-Schools of India</u></li> <li>• <u>3rd among Ranking of Top 20 B-Schools (Government &amp; Private) by Faculty, Publication, Research, Consultancy, MDP &amp; Other Programs</u></li> <li>• <u>3rd among Ranking of Top 20 B-Schools (Government &amp; Private) by Placement (Domestic &amp; Int), USP, Social Responsibility, Networking &amp; Industry Interface</u></li> <li>• <u>Best Private B-School in Delhi</u></li> </ul>
Business Today	12th Overall 6th among private B-Schools in the country 4th in Learning Experience 5th in Selection Process 5th in North Zone 5th in Delhi-NCR
Outlook Magazine	12th Overall 7th among private B-Schools in the country 10th in Academic Excellence 10th in Personality Development and Industry Exposure 4th in Infrastructure & Facilities Our Exe-PGDM program is ranked 8th among institutes with one year program
MBA Universe	9th Overall
Eduniversal Best Masters Ranking	PGDM ranked overall as No. 7 in the Central Asian region PGDM-HR ranked overall as No. 11 in the Central Asian region Executive PGDM ranked as No. 17 in the Central Asian region
NIRF, Ministry of HRD, Government of India	Ranked 9 <sup>th</sup> among Private Management Institutions in India Ranked 27 <sup>th</sup> overall among all Management Institutions including IIMs in India

<b>2016</b>	
NIRF, Ministry of HRD, Government of India	Ranked 1 <sup>st</sup> among Private Management Institutions in India Ranked 7 <sup>th</sup> overall among all Management Institutions including IIMs in India
MBA Universe	Overall Rank – 9 <sup>th</sup> Input Rank – 15 <sup>th</sup> Process Rank – 7 <sup>th</sup> Output Rank – 14 <sup>th</sup>
Business Today	Overall Rank – 10 <sup>th</sup> North Zone – 3 <sup>rd</sup> Delhi-NCR – 3 <sup>rd</sup> Learning Experience – 9 <sup>th</sup> Selection Process – 10 <sup>th</sup>
Outlook India	Overall Rank – 11 <sup>th</sup> 7 <sup>th</sup> Rank in Top 10 Private B-Schools; 7 <sup>th</sup> Rank in Academic excellence; 10 <sup>th</sup> Rank in Personality Development and Industry Exposure 2 <sup>nd</sup> Best B-School in Delhi and 3 <sup>rd</sup> Best B-School in North Region
Business World	Overall Rank – 15 <sup>th</sup> Private B School in India – 5 <sup>th</sup> Research – 7 <sup>th</sup> Industry Interface – 10 <sup>th</sup> Life skills/Soft skills – 7 <sup>th</sup>
Indian Management (Business Standard)	Overall Rank – (in Super League 2)
NHRDN - People Matter	Overall Rank – 14 <sup>th</sup> Faculty Profile-9 <sup>th</sup> Accreditation & Linkages-8 <sup>th</sup> Corporate Connectedness-10 <sup>th</sup> Campus Life-10 <sup>th</sup>
CSR-GHRDC B-School Survey - 2016	Ranking of Top Private B-Schools of India – 4 <sup>th</sup> Overall Ranking of Top B- Schools (Government & Private) by Faculty Publication, Research, Consultancy, MDP & other programs – 4 <sup>th</sup> Overall Ranking of Top B- Schools (Government & Private) by Placement (Domestic & International), USP, Social Responsibility, Networking & I Industry Interface – 11 <sup>th</sup> Overall

## List of Faculty: IMI NEW DELHI

<p><b>Agarwal, G.K.</b> M.S.(Industrial &amp; Management Engineering),M.S.U., USA, B.Tech.(IIT Kanpur) Professor <b>Area:</b> Strategy &amp; GM</p>	<p><b>Agrawal, Soni (on sabbatical leave)</b> Ph.D.(IIT–Kharagpur) Assistant Professor <b>Area:</b> OB &amp; HR</p>
<p><b>Anantaram, Rajeev</b> Ph.D.(University of Pittsburgh) Professor <b>Area:</b> Economics</p>	<p><b>Arora, R.K.</b> Ph.D.(IIT Delhi),FICWA,FCS,MBA Professor <b>Area:</b> Finance</p>
<p><b>Batra, D.K.</b> Ph.D.&amp; MBA(FMS, Delhi University) Professor <b>Area:</b> Marketing</p>	<p><b>Banik, Arindam (on sabbatical leave)</b> Ph.D.(Delhi School of Economics) Distinguished Professor <b>Area:</b> Economics</p>
<p><b>Banerjee, Parthasarathi</b> Ph.D (Jadavpur University) Professor <b>Area:</b> Strategy &amp; GM</p>	<p><b>Bhandarker, Asha</b> Ph.D. Business Management (Osmania University), M.A. (Psycho-Organizational Behaviour) Distinguished Professor <b>Area:</b> OB &amp; HR</p>
<p><b>Bhattachacharjee, Ayona</b> FMP in Economics ( IIM, Bangalore) Assistant Professor <b>Area:</b> Economics</p>	<p><b>Behl, Ramesh (on sabbatical leave)</b> M.Sc.(Kanpur University) Professor <b>Area:</b> Information Systems</p>
<p><b>Bhatia, Shikha</b> Ph.D (Guru Nanak Dev University) Assistant Professor <b>Area:</b> Finance/Accounting</p>	<p><b>Bhimaraya, Metri (on sabbatical leave)</b> Ph.D.(IIT Mumbai) Professor <b>Area:</b> OM &amp; QT</p>
<p><b>Bhaumik, Pradip K</b> Fellow in Management(IIM-A) B.Tech.(IIT Delhi) Distinguished Professor <b>Area:</b> OM &amp; QT</p>	<p><b>Chandra, V</b> Ph.D. (Jamia Milia Islamia) Professor <b>Area:</b> Communications, OB &amp; HR</p>
<p><b>Chawla, Deepak</b> Fellow in Management (IIM-A), M.Stat.(ISI) Distinguished Professor <b>Area:</b> OM &amp; QT, Marketing</p>	<p><b>Chaturvedi, Arvind</b> Ph.D.(IIT Delhi),M.Sc Stat(IIT Kanpur),M.A.(Eco) Professor <b>Area:</b> OM &amp; QT</p>
<p><b>Chopra, Monika</b> PhD in Finance (Guru Gobind Singh Indraprastha University, Delhi) Assistant Professor <b>Area:</b> Finance</p>	<p><b>Dasgupta, Pinaki</b> Ph.D. (Banaras Hindu University), MBA (Purvanchal University) Professor <b>Area:</b> Marketing</p>



<p><b>Das, Himadri</b>  <b>Director General</b>  Ph.D. (University of Virginia, USA), M.B.A. (IIT Delhi), M.S. (University of Virginia, USA), B.Tech. (IIT Delhi)  Professor  <b>Area:</b> Finance</p>	<p><b>Dhamija, Sanjay</b>  Fellow in Management (IMI, Delhi), M.Com. (Delhi School of Economics), FCMA, FCS, L.L. B (Delhi University), CFA (ICFAI)  Professor  <b>Area:</b> Finance</p>
<p><b>Deb, K Arnab</b>  Ph.D. in Economics from University of Connecticut, Storrs (U.S.A.)  Associate Professor  <b>Area:</b> Economics</p>	<p><b>Dhir, Swati</b>  FPM, Indian Institute of Management Lucknow  Assistant Professor  <b>Area:</b> OB &amp; HR</p>
<p><b>Goyal, Sonu</b>  Ph.D. (FMS, Delhi University)  Professor  <b>Area:</b> Strategy &amp; GM</p>	<p><b>Gupta, Prashant (on sabbatical leave)</b>  Ph. D. (Bundelkhand University), M. Phil, LLB, MMS (DAVV, Indore)  Professor  <b>Area:</b> Finance</p>
<p><b>Jain, Nalin</b>  MBA (FMS, Delhi University), B.Tech.(IIT BHU), Ph.D. (IIT Delhi)  Professor of Practice  <b>Area:</b> Marketing</p>	<p><b>Joshi, Himanshu</b>  Ph.D. (AMU), PGDM (IMI), B.E. (Bangalore Univ)  Associate Professor  <b>Area:</b> Information Systems</p>
<p><b>Jain, Nikunj Kumar</b>  FPM (Operations Management and Quantitative Techniques), IIM Indore  Assistant Professor  <b>Area:</b> OM &amp; QT</p>	<p><b>Kanjilal, Kakali</b>  Ph.D. (IGIDR-Mumbai), M.Sc.  Professor  <b>Area:</b> OM &amp; QT</p>
<p><b>Kapoor, G.K</b>  Ph.D. (Delhi University), M.Com  Professor  <b>Area:</b> Strategy &amp; GM</p>	<p><b>Kathuria, Rajat (on sabbatical leave)</b>  Ph.D. (University of Maryland)  Professor  <b>Area:</b> Economics</p>
<p><b>Khanna, Ashutosh</b>  Ph.D. &amp; MSc (London School of Economics and Political Science, U.K)  Associate Professor  <b>Area:</b> Strategy &amp; GM</p>	<p><b>Kalla, Supriya</b>  Fellow in Management (MDI)  Assistant Professor  <b>Area:</b> Marketing</p>
<p><b>Kumar, Vinod</b>  Ph.D. (IIT Roorkee)  Assistant Professor  <b>Area:</b> Marketing</p>	<p><b>Lal, Purna</b>  Ph.D (Banasthali University),  MBA (IIT Roorkee),  BE (Computer Technology)  Assistant Professor  <b>Area:</b> Information Systems</p>

<p><b>Mohapatra, Mamta</b> Ph.D. (Utkal University) Professor <b>Area:</b> OB &amp; HR</p>	<p><b>Mehta, Chhavi</b> Ph.D. (IIT Delhi) Associate Professor <b>Area:</b> Finance</p>
<p><b>Majumder, Mrinmoy</b> Fellow (MICA) Assistant Professor <b>Area:</b> OB &amp; HR</p>	<p><b>Maurya, Harshit</b> Ph.D (University of Lucknow) Assistant Professor <b>Area:</b> Marketing</p>
<p><b>Mitra, Amarnath</b> Ph.D (IFHE University) Assistant Professor <b>Area:</b> OM &amp; QT</p>	<p><b>Nagarajan Meenakshi</b> Ph.D (FMS, University of Delhi) Associate Professor <b>Area:</b> Marketing</p>
<p><b>Nigam, Shailendra</b> Ph.D. (Agra University), MBA, L.L.B Professor of Practice <b>Area:</b> OB &amp; HR</p>	<p><b>Ojha, R.P.</b> B.Sc. (Honours), (Patna Science College, Patna) Post Graduate Honours Diploma, (XLRI, Jamshedpur) Professor <b>Area:</b> OB &amp; HR</p>
<p><b>Pradhan, Sajeet</b> Ph.D. (IIT Kharagpur), UGC-NET,MBA (KIIT University) Assistant Professor <b>Area:</b> OB &amp; HR</p>	<p><b>Ramachandran. K</b> Professor Practice ICWA, CAIIB, PGCGM Professor of Practice <b>Area:</b> Finance /Accounting</p>
<p><b>Rao, Harish</b> Ph.D. (IIM Ahmedabad) Assistant Professor <b>Area:</b> OM &amp; QT</p>	<p><b>Rizvi Irfan A.</b> Ph.D. (University of Delhi), PGDPM (FMS), MSc (BHU) Professor <b>Area:</b> OB &amp; HR</p>
<p><b>Shankar, Gauri</b> Ph.D. (Delhi School of Economics) Professor <b>Area:</b> Finance</p>	<p><b>Singh, Alok Kumar</b> FPM (IIM Indore) Assistant Professor <b>Area:</b> OM &amp; QT</p>
<p><b>Sondhi, Neena</b> Ph.D. (University of Delhi) Professor <b>Area:</b> Marketing</p>	<p><b>Srivastava, Bhupen</b> Ph.D. (Southern Illinois University) Professor Emeritus <b>Area:</b> OB &amp; HR</p>
<p><b>Srivastava, Aman</b> Ph.D. (JamiaMiliaIslamia) Professor <b>Area:</b> Finance</p>	<p><b>Srivastava M, Rajiv</b> MBA from Katz Graduate School of Business, University of Pittsburgh, USA Professor <b>Area:</b> Finance / Accounting</p>

<p><b>Tandon, Deepak</b>  Ph.D. (Finance (International University of Contemporary Studies, Washington D.C., U.S.), MBA (FMS) DU, LLB – DU, CAIIB  Professor  <b>Area:</b> Finance</p>	<p><b>Tokas, Kalpana</b>  FPM (IIM- Bangalore)  Assistant Professor  <b>Area:</b> Economics</p>
<p><b>Upadhyay, Jai Prakash (on sabbatical leave)</b>  Ph.D. (IIT Delhi)  Professor  <b>Area:</b> OB &amp; HR</p>	<p><b>Vancheshwar, Vijay</b>  Ph.D. (IIT Delhi) M Tech (IIT Delhi)  Professor  <b>Area:</b> Communication, Strategy &amp; GM</p>
<p><b>Varma, Siddharth</b>  Ph.D. (IIT Delhi), M. Tech (IIT Delhi), MBA (AIT, Bangkok), B.E. (Univ. of Roorkee now IIT Roorkee)  Professor  <b>Area:</b> OM &amp; QT</p>	



**Information about two Year Full-Time Program(s)**  
**(AICTE approved)**  
**PGDM – PGDM (HRM) – PGDM (B&FS) 2019-21**

**Program Duration**

The three PGDM programs at IMI, Delhi are of two years duration each. IMI follows a trimester system and each program consists of six trimesters. Each trimester is of 11-12 weeks duration. The academic calendar begins early July. Apart from the six trimesters students are required to undergo a compulsory Summer Internship Program (SIP) at the end of the first year.

**Program Structure**

The PGDM programs at IMI, Delhi consist of core courses taught in the first year of the program. The core courses cover various functional areas including Marketing, Finance, Operations, HR, Strategy and Information Systems. In the second year, coursework is designed to offer students an opportunity to pursue courses of their interest. Students will, thus, have an opportunity to specialize in a focused area of their interest. This is done by choosing suitable elective courses in the second year. A student can also pursue a Course of Independent Study (CIS) in lieu of an elective, to further his/her interest in a particular area, subject to meeting the conditions specified for pursuing a CIS.

**Eligibility for admission**

**Education background**

To be eligible for admission to the PGDM Program(s), the participants must possess a bachelor's equivalent degree, with a minimum of 50% aggregate marks or equivalent in any discipline, from a recognised university in India or abroad (recognised by the UGC / Association of Indian Universities). However, the final selection may be based on a higher cut-off percentage depending on the total number of applicants for the program. The bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years education, after completing higher secondary schooling under the 10+2 system or equivalent. Candidates appearing in the final year of their bachelor's degree or equivalent are also eligible, provided they furnish proof of meeting the minimum eligibility criteria by September 30, 2019. Candidates who are unable to comply with this requirement are liable to be rejected from the programme. It is desirable that candidates complete all academic requirements before enrolling for the programme to help them keep pace with the rigour and assessment parameters of the programme.

**Participant profile**

Participants for the PGDM program(s) may be fresh graduates and/or with relevant work experience from any discipline including Engineering, Humanities, Commerce, Economics, Medicine or any other branch of education.

## Admission Procedure

### Application form

- IMI admission Bulletin can be downloaded from our website [www.imi.edu](http://www.imi.edu)
- Application form is available at <http://admission.imi.edu> and must be submitted online. IMI Delhi does not accept Admission applications off-line.
- Applicant should complete the online application form and submit it along with the admission application fee, which is non-refundable.
- Cost of an application form will be Rs.2200/- for an applicant desirous of applying to any one of the two-Year Program(s) of IMI Delhi. In addition, if the applicant desires to apply for another program(s) also then candidate is required to pay Rs.500/- per program(s) additionally.
- The admission fee can be paid through Credit Card/ Debit Card/Bank Transfer through the designated payment gateway. No receipts are to be sent to IMI's Admission Office in such a case.
- **Applications complete in all respects, including application fees, should be submitted online by midnight of December 03, 2018. Incomplete forms are liable to be rejected summarily.**

## Admission Process

### Admission Test

#### CAT

- Admission to the programme is through the Common Admission Test (CAT) conducted by The Indian Institute of Management at different centers all over the country. CAT 2018 would be held on November 25<sup>th</sup>, 2018 (Refer CAT Bulletin for further details).
- IMI will obtain the test scores from the IIM for those candidates who have appeared in the CAT examination and have also applied to IMI for the PGDM program(s).
- IIMs have no role either in the selection process or in the conduct of the program

#### GMAT

- Foreign students, PIO and NRI sponsored candidates are also eligible, based on their GMAT scores, provided they have taken the GMAT test not earlier than January 2017 and not later than 20<sup>th</sup> January 2019.
- Indian residents who have appeared for GMAT, not earlier than January 2017 and not later than 20<sup>th</sup> January 2019 are also eligible to apply.
- Candidates will be required to furnish their GMAT scores while applying and provide a self-attested copy of the GMAT score sheet to the Admission Office for verification at the time of personal interview. Candidates appearing for GMAT or no GMAT score while applying can enter numeric '0' in the GMAT score field and should email their score card immediately after the test to [admissions@imi.edu](mailto:admissions@imi.edu). GMAT scores without the above document will not be accepted and the application may be summarily rejected.

## Selection Process

### Shortlisting Criteria

Candidates who have appeared for the CAT 2018 examination or furnished valid GMAT score and have applied to IMI, Delhi will be shortlisted on the basis of information provided in the application form, CAT scores or GMAT score, educational background, marks in 10th, 12th, graduation and work experience, if any. Only shortlisted candidates will be called for the final stage of the selection process.

**Applicants should note that mere fulfillment of minimum eligibility criteria may not ensure consideration for shortlisting by IMI, Delhi. IMI, Delhi will not entertain any correspondence on this subject and decisions of the IMI Admissions Committee will be final in all matters.**

### Selection criteria

Past academic performance in graduation, class XII & X, Essay Writing, Psychometric Test, Personal Interview besides other qualitative parameters, will constitute the core components of the final stage of the selection process. The IMI, Delhi Admission Committee reserves the right to modify these components while communicating these to the applicants at the Personal Interview stage. The overall objective will be to identify and assess the candidate's potential for a managerial career.

### Company sponsored Candidates:

- IMI, Delhi accepts applications from Company sponsored candidates, within the approved strength of the programme. These candidates will also be assessed as per the selection process described above.
- Candidates being sponsored by their respective companies must submit a letter from the sponsoring organisation, to this effect and undertake to pay all fees and dues from time to time, during the complete duration of the programme. This letter/undertaking will be required to be submitted at the Personal Interview stage.
- **Candidates who are sponsored by their organisation will not be eligible for receiving any placement assistance from the Institute's placement cell.**
- The fee structure for such candidates is given separately along with the fee structure for general candidates.

Based on the short listing, applicants will be called for a Personal Interview to assess their suitability for the Programme. Interviews will be held during February/March 2019 (tentative).



## Interview Centers

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhopal, Bhubaneswar, Chandigarh, Chennai, Dehradun, Guwahati, Hyderabad, Jaipur, Kochi, Kolkata, Mumbai, Pune and Varanasi. Candidates should indicate their first and second preference of interview center in the application form. If a candidate's preferred center is not allotted, for any reason, the candidate will be informed of the change. IMI reserves the right to change any of the centers for the selection process, without assigning any reasons.

## Admission Offer

Admission offer will be based on a composite score arrived after the assessment has been made during the various stages of the selection process, defined above. The result will be announced through an Admission Portal and will be notified on the IMI, Delhi Website. Applicants are advised to check the updates on the website at regular intervals. Offer letters will thereafter be dispatched, to the mailing address provided in the application form as also by email. **Applicants are advised to provide their complete postal address and active email ID which should be valid up to 30th June 2019 for receiving important communications.** Successful candidates, who have been offered admission, will be required to pay the first installment of fee within one week of the date of offer, failing which the offer shall lapse and admission will be offered to the next candidate on the waiting list, without any further intimation. **IMI, Delhi will not accept any responsibility for non-receipt of any communication which is sent to the candidate's mailing address and email ID provided in the Admission Application form.**

## Withdrawal and refund policy

As per AICTE rules, in the event of an applicant withdrawing before the starting of the programme, the wait listed candidates would be given admission against the vacant seat. In such a case the entire fee collected from the student, after a deduction of the processing fee of Rs.1000/- (Rupees one thousand only), shall be refunded and returned to the candidate withdrawing from the programme. However, should a student leave the programme after **commencement** of the course and if the seat consequently falling vacant is not filled by another candidate, for whatever reason, only the refundable components of fee shall be returned to the candidate.

## Summer Internship Program (SIP)

On completion of the first year, all students are required to undergo a Summer Internship Program of 8 to 10 weeks duration. This helps them to gain hands-on experience in the application of core concepts and functional skills. This practice of 'Learning by Doing' enables the student to relate the rigor of theory in the world of business. The students work on projects specified by the company in which they undergo SIP. At the end of the summer internship which is done under the supervision of a company executive and a faculty mentor, students are required to submit a report to the company and to the institute. The concerned company executive normally provides feedback to the Institute on the student's performance. Successful completion of Summer Internship Program is an essential requirement for the award of Post-Graduate Diploma at IMI, Delhi.

## **Pedagogy**

Faculty members at IMI, Delhi enjoy academic freedom to adopt appropriate pedagogy for imparting education in respective courses. Pedagogy is normally a combination of lectures, case discussions, presentations, assignments and project work. The primary emphasis is on interactive and participative methods of learning. Faculty members for all the programs are primarily in-house from the Institute but may also include adjunct or visiting faculty. Guest lectures from industry practitioners are also organized regularly to expose students to the current business environment and practices.

## **Schedule of classes**

Classes for the PGDM program are held every day starting at about 9.00 am and may extend up to late evening hours, if needed. Classes may sometimes be organized on weekends, to suit the requirements of the program. Each class is of 90 minutes duration. Attendance is compulsory. Classes shall tentatively begin during early July 2019.

## **Evaluation**

IMI, Delhi follows a system of continuous evaluation. The evaluation consists of many components to ensure a thorough evaluation of the students learning. These components may include:

- Mid term exam
- End term exam
- Quizzes
- Projects
- Case study discussions
- Assignments
- Presentations

Emphasis is laid on continuous evaluation of a student's performance through the six trimesters, culminating in a Cumulative Grade Point Average (CGPA) score, over a 10-point scale being awarded to the student.

## Post Graduate Diploma in Management (PGDM) – 2019-21

### The Program

The two year Post Graduate Diploma in Management (PGDM) is the flagship program of IMI, Delhi. It is designed to prepare students for careers in industry, across functional areas. The program equips students with strong conceptual skills to manage businesses in an integrated manner. The program develops versatile managers who are capable of handling responsibilities in different business domains. The emphasis is on developing a holistic manager with a vision to take on the challenges of the future in a socially sensitive manner.

### The program is

- **Approved by AICTE**
- **Accredited by National Board of Accreditation (NBA)**
- **Accredited internationally by the prestigious U.K based Association of MBA's (AMBA)**

### Program Goals and Objectives

#### Goal 1: Demonstrate written and oral communication skills

- **Objective 1.1** - Student should be able to write well organized and grammatically correct business reports and letters.
- **Objective 1.2** - Student should be able to make effective oral presentations

#### Goal 2: Demonstrate problem solving and critical thinking skills

- **Objective 2.1** - Student should be able to demonstrate critical thinking skills by understanding the issues, evaluating alternatives on the basis of multiple perspectives and presenting a solution including conclusions and implications
- **Objective 2.2** - Student should be to demonstrate problem solving skills by understanding and defining the problem, analyzing it and solving it by applying appropriate theories, tools and techniques from various functional areas of management.

#### Goal 3: Develop ability to explain responsible leadership behavior in management

- **Objective 3.1** - Student should be able to illustrate the role of responsible leadership in management.
- **Objective 3.2** - Student should be able to identify social concerns and ethical issues in management.

#### Goal 4: Develop a global perspective in management

- **Objective 4.1** - Student should be able to identify challenges faced by the organization at the global level.
- **Objective 4.2** - Student should be able to take decisions in the global business environment.



## Curriculum

The first three trimesters are essentially devoted to developing understanding of basic concepts across different functional areas to provide an integrated learning experience to the students. This covers courses across core areas of management. Core courses offered in the first year cover the following domains.

- a) Basic areas, e.g. Economics and Organizational Behaviour
- b) Quantitative Techniques, e.g. Statistics and Research Methods
- c) Functional and Professional areas, e.g. Marketing and Finance
- d) Integrative areas, e.g. Strategy and International Business
- e) Technology, e.g. Management Information Systems

### Core Courses PGDM Program\*

<ul style="list-style-type: none"><li>• Business Mathematics</li><li>• Business Statistics</li><li>• Business Strategy &amp; Competitive Advantage</li><li>• Cost &amp; Management Accounting</li><li>• Corporate Strategy</li><li>• Corporate Social Responsibility &amp; Sustainable Development</li><li>• Financial Accounting &amp; Analysis</li><li>• Financial Management I &amp; II</li><li>• Human Resource Management</li><li>• Information Technology for Decision Making</li><li>• Legal Aspects in Business</li></ul>	<ul style="list-style-type: none"><li>• Management Information Systems</li><li>• Managerial Economics</li><li>• Macroeconomic Theory &amp; Policy</li><li>• Marketing Management I &amp; II</li><li>• Organizational Behaviour I &amp; II</li><li>• Operations Management I &amp; II</li><li>• Principles &amp; Practices of Corporate Governance</li><li>• Research Methods for Management</li><li>• Indian Economic Policy</li><li>• Managerial Communication I &amp; II</li></ul>
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\* the list is indicative and is subject to periodic restructuring in line with current industry demand

In the second year, students are allowed to choose elective subjects of their choice to specialize in the functional area of their interest. Dual specialization is possible in the PGDM program depending on the elective chosen.

### Specialization is offered in the following areas:

- **Marketing**
- **Finance**
- **Operations**
- **Strategy**
- **Information Systems.**

A combined list of electives offered for the three PGDM program(s) is provided at the end of the brochure.

## **Post-Graduate Diploma in Management - Human Resource Management PGDM (HRM) – 2019-21**

### **The Program**

People are key differentiators in enabling organizations gain and maintain a competitive edge. Human Resource (HR) professionals who bring an insight for perceptive people management are increasingly in demand. Such skilled HR professionals are required to address present and emerging challenges of managing the diverse needs of a growing human talent pool. The Post-Graduate Diploma in Human Resource Management PGDM (HRM) prepares a cadre of HR professionals equipped with appropriate values, perspective, and competencies to become catalysts of progressive change in the dynamic environment today.

### **The program is**

- **Approved by AICTE**
- **Accredited by National Board of Accreditation (NBA)**
- **Accredited internationally by the prestigious U.K based Association of MBA's (AMBA)**

### **Program Goals & Objectives**

#### **Goal 1:** Demonstrate written and oral communication skills

- **Objective 1.1** - Student should be able to write well organized and grammatically correct business reports and letters.
- **Objective 1.2** - Student should be able to make effective oral presentations

#### **Goal 2:** Demonstrate problem solving and critical thinking skills

- **Objective 2.1** - Student should be able to demonstrate critical thinking skills by understanding the issues with a strong focus on Human Resources Management, evaluating alternatives on the basis of multiple perspectives and presenting a solution including conclusions and implications
- **Objective 2.2** - Student should be to demonstrate problem solving skills by understanding and defining the problem particularly related to Human Resources Management, analyzing it and solving it by applying appropriate theories, tools and techniques.

#### **Goal 3:** Develop ability to explain responsible leadership behavior in management

- **Objective 3.1** - Student should be able to illustrate the role of responsible leadership in management.
- **Objective 3.2** - Student should be able to identify social concerns and ethical issues in management.

#### **Goal 4:** Develop a global perspective in management

- **Objective 4.1** - Student should be able to identify challenges in Human Resources Management faced by the organization at the global level.
- **Objective 4.2** - Student should be able to take decisions in the global business environment with a special focus on Human Resources Management.

## Curriculum

The curriculum is designed with a holistic approach to Human Resource Management. It is distributed among several compulsory and elective courses, and the Summer Internship Program. The first year covers compulsory courses which cover basics in various functional areas: Marketing, Finance, Human Resources and Operations. Besides this it also includes courses like Economics, Quantitative methods and Information Technology. The focus during both the years is not only on developing a manager with strong Human Resource Management skills but also to provide a balanced professional based on industry requirements.

### Core Courses PGDM(HRM) Program\*

<u>Courses –OB/HR Area</u>	<u>Courses –Other Areas</u>
<ul style="list-style-type: none"><li>• Organizational Behaviour – I</li><li>• Organizational Behaviour – II</li><li>• Organizational Behaviour – II</li><li>• HR Systems &amp; Processes</li><li>• Human Resource Planning (Recruitment &amp; Selection)</li><li>• Learning &amp; Development</li><li>• Performance Management Skills</li><li>• Compensation and Reward Management</li><li>• Competency Management &amp; Assessment Centre</li><li>• Employee Relations and Management of Unions</li><li>• Employee Relations: Legal Framework-I</li><li>• Employee Relations: Legal Framework-II</li><li>• HR Analytics (Metrics &amp; Measurement of HR)</li><li>• Strategic HRM</li><li>• Management of Change</li><li>• International HRM &amp; Cross-Cultural Management</li></ul>	<ul style="list-style-type: none"><li>• Managerial Economics</li><li>• Macro-Economic Theory &amp; Policy</li><li>• CSR and Sustainable Development</li><li>• Principles and Practices of Corporate Governance</li><li>• Management of Accounting</li><li>• Corporate Finance</li><li>• Marketing Management</li><li>• Quantitative Techniques for HR</li><li>• Operations Management</li><li>• Research Methodology for HR</li><li>• Information Technology for Decision Making</li><li>• Human Resource Information Systems</li><li>• Strategy Formulation and Implementation</li><li>• Managerial Communication I &amp; II</li></ul>

\* the list is indicative and is subject to periodic restructuring in line with current industry demand

A combined list of electives offered for the three PGDM program(s) is provided at the end of the brochure.

## **Post Graduate Diploma in Management (Banking & Financial Services) PGDM (B&FS) – 2019-21**

### **The Program**

IMI, Delhi's two year Post Graduate Diploma in Management (Banking & Financial Services) is designed to cater to the growing needs of management professionals for Banking and Financial Services industry. The program is aimed to develop high quality management professionals equipped with technical and managerial competency with a global mind set. The focus of the program is to develop a holistic and integrative approach towards management in Banking and Financial Services industry.

### **The program is**

- **Approved by AICTE**
- **Accredited internationally by the prestigious U.K based Association of MBA's (AMBA).**

### **Program Goals & Objectives**

#### **Goal 1:** Demonstrate written and oral communication skills

- **Objective 1** - Student should be able to write well organized and grammatically correct business reports and letters.
- **Objective 2** - Student should be able to make effective oral presentations

#### **Goal 2:** Demonstrate problem solving and critical thinking skills

- **Objective 1** - Student should be able to demonstrate critical thinking skills by understanding the issues with a strong focus on banking and financial services, evaluating alternatives on the basis of multiple perspectives and presenting a solution including conclusions and implications
- **Objective 2** - Student should be to demonstrate problem solving skills by understanding and defining the problem related particularly to banking and financial services, analyzing it and solving it by applying appropriate theories, tools and techniques.

#### **Goal 3:** Develop ability to explain responsible leadership behavior in management

- **Objective 1** - Student should be able to illustrate the role of responsible leadership in management.
- **Objective 2** - Student should be able to identify social concerns and ethical issues in management.

#### **Goal 4:** Develop a global perspective in management

- **Objective 1** - Students should be able to identify challenges faced by banks and financial institutions in the global business environment.
- **Objective 2** - Student should be able to take decisions in the global business environment with special focus on banking and financial institutions



## Curriculum

The curriculum for the PGDM (Banking & Financial Services) program is spread over six trimesters with core courses being covered in the first year and elective courses for specialization being covered in the second year. The first year covers compulsory courses which include basics in various functional areas: Marketing, Finance, Human Resources and Operations. Besides this it also includes courses like Economics, Statistics and Information Technology. The elective courses provide more focused specialization within the Banking & Financial Services domain. Summer Internship Program is mandatory after the completion of first year.

<u>Courses – B&amp;FS Area</u>	<u>Courses – Other Areas</u>
<ul style="list-style-type: none"><li>• HRM for Banking &amp; Financial Services</li><li>• Financial Accounting &amp; Analysis</li><li>• Financial Management-I</li><li>• Information Systems for Banking &amp; Financial Services</li><li>• Financial Management II</li><li>• Cost &amp; Management Accounting</li><li>• Financial Markets &amp; Services</li><li>• Bank Management</li><li>• Legal &amp; Regulatory Environment for Banking &amp; Financial Services</li><li>• Financial &amp; Commodity Derivatives</li><li>• Equity Research &amp; Portfolio management</li><li>• Fixed Income securities</li><li>• Credit Evaluation, Monitoring &amp; Recovery Management</li><li>• Risk Management in Banking and Financial Services</li></ul>	<ul style="list-style-type: none"><li>• Strategic Management</li><li>• Business Mathematics</li><li>• Managerial Economics</li><li>• Macroeconomics</li><li>• Indian Economic Policy</li><li>• Marketing Management</li><li>• Marketing of Banking &amp; Financial services</li><li>• Research Methods for Management</li><li>• Business Statistics</li><li>• Information Technology for Decision Making</li><li>• Managerial Communication I &amp; II</li><li>• Organizational Behaviour</li><li>• Operations Management for Services</li><li>• Business Analytics</li><li>• Principles &amp; Practices of Corporate Governance</li><li>• Customer Relationship Management</li></ul>

\* the list is indicative and is subject to periodic restructuring in line with current industry demand  
A combined list of electives offered for the three PGDM programs is provided at the end of the brochure.

## SUGGESTIVE LIST OF ELECTIVE COURSES IN 2-YEAR PGDM PROGRAM(S)

MARKETING MANAGEMENT		FINANCIAL MANAGEMENT	
1	Consumer Behaviour	1	International Finance
2	Marketing Research	2	Financial Derivatives
3	Business Forecasting	3	Management of Banks
4	Business to Business Marketing	4	Security Analysis and Portfolio Management
5	Brand Management	5	Project and Infrastructure Finance
6	Customer Relationship Management	6	Behavioral Finance
7	International Marketing	7	Management of Financial Services
8	Sales and Distribution Management	8	Financial Risk Management
9	Retail Marketing	9	Treasury & Risk Management in Banks
10	Marketing of Services	10	Structured Finance
11	Advertising Management	11	Financial Econometrics
12	Integrated Marketing Communication	12	Business Valuation
13	Strategic Marketing	13	Corporate Taxation
14	Rural Marketing	14	Wealth Management and Alternative Investment
15	Product and Brand Management	15	Investment Banking
16	Digital Marketing	16	Advanced Financial Statement Analysis
17	Managing Customer Value	17	Quantitative Finance
18	Managing Corporate Reputation	18	Treasury & Foreign Exchange Risk Management
19	Semiotics & Marketing Communications	19	Fixed Income Securities
20	Luxury Brand Management	20	Financial & Commodity Derivatives
21	Sales Planning and Relationship Management	21	Private Equity
22	Rural Marketing of Banking and Insurance	22	Micro Finance and Financial Inclusion
23	Advertising & Sales Promotion	23	Advanced Life Insurance Management
<b>QUANTITATIVE TECHNIQUES AND OPERATIONS MANAGEMENT</b>		24	Advanced General Insurance
1	Applications of Operations Research	25	Advanced Actuarial Sciences
2	Logistics and Supply Chain Management	26	Working Capital Management
3	Logistics Modeling	27	Strategic Cost & Revenue Management
4	Operations Strategy	28	Management Control Systems
5	Project Management	29	Financial Markets and Institutions
6	Quality Management	30	Tax Planning and Management
7	Service Operations Management	<b>STRATEGY, GENERAL MANAGEMENT &amp; ECONOMICS</b>	
8	Six Sigma	1	New Venture Creation
9	Time Series Modeling and Forecasting	2	International Business
<b>ORGANIZATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT</b>		3	Business in Emerging Markets
1	Managerial Compensation	4	Mergers and Acquisition
2	Career and Succession in Management	5	Strategic Alliances and Joint Venture
3	Talent Management	6	Game Theory for Business Strategy
4	Journey to Self	7	Managing Innovation
5	Power, Ethics, and Politics	8	Multivariate Analysis
6	Psychometrics Testing	9	Business Modeling
7	Employee Well-being at Work	10	Kulhad Economy
7	Role of HR in Mergers and Acquisition	11	Business Consulting
8	Coaching and Mentoring	12	Business Consulting
9	Industrial Jurisprudence	13	Business Ethics & Ethical Behaviour
10	Diversity Management	14	Economics of Strategy
11	Business Negotiation Skills	15	Disruptive Innovation
12	Leadership and Managerial Effectiveness	<b>INFORMATION MANAGEMENT</b>	
13	Measurement in HR & IR	1	Enterprise Resource Planning
14	Self Discovery and Personal Growth	2	Software Project Management
15	Managing and Negotiating Differences	3	Strategic Decision Making for Information Goods
16	Performance Management System	4	E-Business
<b>ECONOMICS</b>		5	Business Analytics
		6	IT Consulting
1.	Competitive Strategy	7	Data & Information Security
2.	Multinational Corporation		

*Note: List of electives is suggestive and subject to change*

**Fee structure for PGDM, PGDM (HRM) & PGDM (B&FS)**  
**(2019-21): IMI Delhi**

The fee structure for self-sponsored/company sponsored / Foreign Candidates / PIO / NRI for PGDM, PGDM (HRM) & PGDM (B & FS) programmes is given in the following table.

**Self-sponsored**

Item	I	I	III	IV	V	VI	Total
<b>Tuition Fee</b>	<b>2,46,000</b>	<b>2,46,000</b>	<b>2,46,000</b>	<b>2,60,000</b>	<b>2,60,000</b>	<b>2,60,000</b>	<b>15,18,000</b>
Text/ Reading	13,200	13,200	12,100	13,200	13,200	12,100	77,000
Student welfare (incl. mediclaim)	4,400	4,400	4,400	4,400	4,400	4,400	26,400
Library Fee	7,700	7,700	6,600	7,700	7,700	6,600	44,000
<b>Total Fee</b>	<b>2,71,300</b>	<b>2,71,300</b>	<b>2,69,100</b>	<b>2,85,300</b>	<b>2,85,300</b>	<b>2,83,100</b>	<b>16,65,400</b>
Security Deposit *	15,000	-	-	-	-	-	15,000
Alumni- Life Membership	2,500	2,500	2,500	2,500	2,500	2,500	15,000
<b>Total</b>	<b>2,88,800</b>	<b>2,73,800</b>	<b>2,71,600</b>	<b>2,87,800</b>	<b>2,87,800</b>	<b>2,85,600</b>	<b>16,95,400</b>

\*Refundable subject to obtaining clearance to all dues and damages to institute properties/assets

**Company-sponsored**

Item	I	I	III	IV	V	VI	Total
<b>Tuition Fee</b>	<b>430,000</b>	<b>430,000</b>	<b>430,000</b>	<b>455,000</b>	<b>455,000</b>	<b>455,000</b>	<b>2,655,000</b>
Text/Reading Material	12,000	12,000	11,000	12,000	12,000	11,000	70,000
Student Welfare (including	4,000	4,000	4,000	4,000	4,000	4,000	24,000
Library Fee	7,000	7,000	6,000	7,000	7,000	6,000	40,000
<b>Total Fee</b>	<b>453,000</b>	<b>453,500</b>	<b>451,000</b>	<b>478,000</b>	<b>478,000</b>	<b>476,000</b>	<b>2,789,000</b>
Security Deposit *	15,000	-	-	-	-	-	15,000
Alumni- Life Membership	2,000	2,000	2,000	-	2,000	2,000	12,000
<b>Total</b>	<b>470,000</b>	<b>455,000</b>	<b>453,000</b>	<b>480,000</b>	<b>480,000</b>	<b>478,000</b>	<b>2,816,000</b>

\*Refundable subject to obtaining clearance to all dues and damages to institute properties/assets

**Foreign Candidates, PIO and NRI (IN US \$)**

	1 <sup>st</sup> Year	2 <sup>nd</sup> Year
Program Fees	27,500	22,500

**Due date of Fee Deposit:**

<b>Academic Year 2019-20</b>	1st Instalment	As per the due date mentioned in the offer letter
	Hostel & Mess Fee	
	2nd Instalment	11th September 2019
	3rd Instalment	11th December 2019
<b>Academic Year 2020-21</b>	4th Instalment	10th April 2020
	Hostel & Mess Fee	
	5th Instalment	10th September 2020
	6th Instalment	10th December 2020

The students are required to submit the fee as per the listed due dates. A penalty of Rs.100 per day, beyond the period specified above after the second installment, will be charged in case the fee is not paid within the stipulated dates. An exception would be considered only if a permission has been obtained well in advance from the designated and competent authority.

**Hostel Fees and Mess Charges**

Academic Year	Hostel Fee (AC room on twin-sharing)	Mess Charges**
2019-20	1,15,000	58,500
2020-21	1,20,000	62,400

\*\* Mess charges are indicative and subject to review depending on changes in input costs.



## **Post Graduate Diploma in Management (Executive) 2019-2020 15-Month Full-Time Program (Approved by AICTE)**

### **The Program**

Started in 1984, the 15-month Executive Post Graduate Program is designed for experienced middle level managers who wish to take up leadership roles in the industry or have been identified by their organizations for such roles. The Program provides general management and functional area orientation with emphasis on international and cross-cultural exposure. The Program would provide an opportunity for personal as well as professional growth through a rigorous interactive learning environment including a 5-week International study module.

- **The Program is approved by AICTE.**
- **It is accredited by U.K. based Association of MBA's (AMBA)**

### **Program Goals and Objectives**

**Goal 1:** Demonstrate general management and strategic thinking skills

- Objective 1.1 - Student should be able to identify and analyze issues from cross functional perspective
- Objective 1.2 - Student should be able to demonstrate strategic thinking in management

**Goal 2:** Develop ability to explain responsible leadership behavior in management

- Objective 2.1 - Student should be able to illustrate the role of responsible leadership in management.
- Objective 2.2 - Student should be able to identify social concerns and ethical issues in management.

**Goal 3:** Develop a global perspective in management

- Objective 3.1 - Student should be able to identify challenges faced by the organization at the global level.
- Objective 3.2 - Student should be able to take decisions in the global business environment.

**Goal 4:** Demonstrate execution of acquired management knowledge in real life situation

- Objective 4.1 - Student should be able to identify issues in the organization suitable for applying the acquired management knowledge
- Objective 4.2 Student should be able to develop an action plan to provide a solution to the issues based on acquired knowledge

## Eligibility for Admission

Candidates who fulfill the following requirements are eligible to apply for admission:

**Educational Background:** Bachelor's degree or equivalent recognized by the Association of Indian Universities with a minimum of 50% aggregate marks.

**Work Experience:** Minimum 5 years of full time, post-qualification, experience as on March 31, 2019.

**Other requirements:** Proficiency in written and spoken English is required. The candidates interested in the International module must possess a valid passport with expiry not earlier than December 2020.

## Participant Profile

Program is open to individuals from all nationalities and applicants could be:

- Self-Sponsored Candidates
- Company Sponsored from Private/Public Sector/Government Departments
- Entrepreneurs or those from Family owned businesses
- Non-Resident Indians(NRIs) / Persons of Indian Origin (PIOs) working for an organization or enterprise
- Defense Personnel who have retired or will be retiring shortly
- International Professionals from any country

## Admission Process

### Application form

- IMI admission Bulletin can be downloaded from our website [www.imi.edu](http://www.imi.edu)
- Application form is available at <http://admission.imi.edu/imiex> and must be submitted online.
- Applicant should complete the online application form and submit the same along with the admission fee, wherever applicable.
- The admission application fee for self-sponsored candidates is Rs.2200/- and is non-refundable.
- The admission fee can be paid through Credit Card/ Debit Card/Net Banking through the designated payment gateway. **No receipts are to be sent to IMI's Admission Office in such a case.**

Applications complete in all respects, including application fees should be submitted online latest by **midnight of November 30, 2018**. Incomplete forms are liable to be rejected summarily.

## Admission Test

- For all self-sponsored candidates, admission to the Program is based on scores in the Common Admission Test (CAT) conducted by The Indian Institute of Management, GMAT and XAT. For all such candidates IMI will accept CAT scores for any year from 2016 onwards. Candidates who have appeared for GMAT, not earlier than January 1, 2017 and not later than November 2018, are also eligible to apply and must provide their GMAT scores while applying. Candidates can also apply through XAT scores for the last two years (i.e. 2017 & 2018). In exceptional circumstances self-sponsored candidates may be permitted to take IMI's admission Test in lieu of CAT, GMAT and XAT scores. *External bodies have no role either in the selection process or in the conduct of the Program.*
- Foreign students, PIO and NRI sponsored candidates are also eligible, based on their GMAT scores, provided they have taken the GMAT test not earlier than January 1, 2017 and not later than November 2018, and submit such scores while applying to IMI.

## Interview Cities

Besides Delhi, the selection process will be conducted at some other cities including Bangalore, Kolkata, and Mumbai based on choice of preferences. Candidates should indicate their first and second preference of interview cities in the application form. If a candidate's preferred city is not allotted, for any reason, the candidate will be informed of the change. IMI reserves the right to change any of the cities for the selection process, without assigning any reasons.

## Selection Process

- Candidates sponsored by a PSU or Corporate House will be shortlisted on the basis of information provided in the application form and the recommendation of the sponsoring organization.
- Candidates will be shortlisted on the basis of information provided in the application form, CAT scores, GMAT score, XAT score or IMI Test score, educational background, marks in 10th, 12th, graduation & work experience.
- Based on the above short listing, applicants will be called for a Personal Interview to assess their suitability for the Program. Interviews will be tentatively held in November/December 2018. For Foreign students' skype interview may be conducted.
- Experience certificate, certified copy of GMAT / CAT / XAT scorecard and Sponsorship letter (if applicable) would be required to be submitted, at the time of interview, where applicable.

**Applicants should note that the mere fulfillment of minimum eligibility criteria or recommendation from the sponsoring organization will not ensure consideration for short listing or selection by IMI.**

## Admission Offer

- Admission offer will be based on the assessment made during the selection process, defined above.
- In the case of PSU/Corporate House sponsored candidates, the sponsoring authority will be notified. Sponsoring organizations will be required to confirm in writing the names of candidates who will finally be joining the Program, within two weeks of the communication of the result.
- Offer letters to self-sponsored applicants will be dispatched to the mailing address provided in the application form. The offer will also be emailed. Successful candidates will be required to pay the 1st installment of fee within two weeks of the date of issue of the offer, failing which the offer shall stand cancelled and admission will be automatically offered to the next candidate on the waiting list.

## Placement

IMI's Placement Cell would provide assistance for placement of self-sponsored candidates. Candidates who are sponsored by their organizations will not be eligible for receiving any placement assistance.

## Duration & Curriculum

### ***900 Contact Hours | 10 Elective Courses | 18 Core Courses | Field Project***

The program is spread over 15 months with flexibility of following two options:

1. ***Executive PGDM with International Module:*** 12 months of course work over 4 terms at IMI Delhi and, 5 weeks of course work at a global partner Business School outside India followed by 5 weeks of Field Project completion.
2. ***Executive PGDM without International Module:*** This option consists of entire 15 months of course work over 5 terms at IMI Delhi including the On campus/Off campus Field Project.

The complete program is of 90 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During the program, students will complete 18 core courses of 54 credits, and 30 credits of elective courses as well as a 6-credit Field Project. The Field Project needs to be completed along with the final report submission and presentation by the end of the 5<sup>th</sup> Term. Participants opting for the International Study Module will do two elective courses with the international partners. Other participant will do two elective courses at IMI, Delhi. A student also has an option to pursue a Course of Independent Study as per the norms defined in the student's handbook. Classes are of ninety minutes duration and each course (of 3 credits) has twenty sessions which means 30 hours of class room interaction. The entire program is completed over a 15-month period.



## List of Core & Elective Courses

### Core Courses\*

Term I	Term II
<ul style="list-style-type: none"> <li>• Data Interpretation for Managers</li> <li>• Financial Reporting and Analysis</li> <li>• Financial Markets</li> <li>• Managing People at Work</li> <li>• IT for Managers</li> <li>• Microeconomics</li> <li>• Legal Aspects of Business</li> <li>• Managerial Communications</li> <li>• Assessing and Creating Customer Value</li> </ul>	<ul style="list-style-type: none"> <li>• Competition and Strategy</li> <li>• Macroeconomics</li> <li>• Corporate Finance</li> <li>• Human Resource Systems and Processes</li> <li>• Delivering and Managing Customer Value</li> <li>• Strategic Operations Management</li> <li>• Research Method in Management</li> <li>• Management Information System</li> </ul>
Term III	Term IV
<ul style="list-style-type: none"> <li>• Managerial Accounting for Decision Making</li> <li>• Corporate Governance</li> <li>• International Business</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainable Development</li> <li>•</li> </ul>

*\*The list is indicative and may be modified, if required.*

### Elective Courses\*

A wide array of elective courses, across functional areas, are offered in Term III & Term IV to enable a participant to pursue his/her area of interest. An indicative list of electives offered in EXPGDM is as follows:

Finance	Marketing
<ul style="list-style-type: none"> <li>• Management of Banks</li> <li>• Security Analysis and Portfolio Management</li> <li>• Financial Derivatives and Risk Management</li> <li>• Project and Infrastructure Finance</li> <li>• Advanced Financial Statement Analysis</li> <li>• Management of Financial Services</li> <li>• Private Equity and Venture Capital</li> <li>• Micro Finance</li> <li>• Working Capital Management</li> <li>• Wealth Management and Financial Planning</li> <li>• Tax Planning and Management</li> <li>• Strategic Profit and Cost Management</li> <li>• International Finance</li> <li>• Treasury &amp; Risk Management</li> <li>• Strategic Financial Management</li> <li>• Business Valuation</li> <li>• Bank Management</li> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>• Sales and Distribution Management</li> <li>• Marketing of Services</li> <li>• Consumer Behavior</li> <li>• Product and Brand Management</li> <li>• B2B Marketing</li> <li>• Digital Marketing</li> <li>• Customer Relationship Management</li> <li>• International Marketing</li> <li>• Strategic Marketing</li> <li>• Marketing to the Bottom of the Pyramid</li> <li>• Marketing Research</li> <li>• Business Forecasting **</li> <li>•</li> </ul>

<b>Operations Management &amp; Quantitative Techniques</b>	<b>Information Systems</b>
<ul style="list-style-type: none"> <li>• Logistics &amp; Supply Chain Management</li> <li>• Quality Management</li> <li>• Service Operations Management</li> <li>• Simulation Modeling</li> <li>• Business Forecasting **</li> <li>• Time Series Modeling</li> <li>• Project Management</li> <li>• Operations Strategy</li> <li>• Quantitative Techniques for Decision Making</li> <li>• Business Analytics**</li> <li>• Excellence in Operations Management</li> </ul>	<ul style="list-style-type: none"> <li>• Enterprise Resource Planning</li> <li>• E-Business</li> <li>• Data &amp; Information Security</li> <li>• Enterprise Data warehousing &amp; Intelligence</li> <li>• Introduction to R Programming</li> <li>• IT Consulting (Visiting Faculty)</li> <li>• Software Project Management</li> <li>• SMAC(Social Media, Analytics &amp; Cloud)</li> <li>• Enterprise &amp; Business Simulation</li> <li>• Business Analytics**</li> </ul>
<b>Strategy and General Management</b>	<b>Organizational Behaviour and Human Resources</b>
<ul style="list-style-type: none"> <li>• Business Modeling</li> <li>• In-organic Growth through M&amp;A</li> <li>• Business in Emerging Markets</li> <li>• Enterprise Risk Management</li> <li>• Recent Trends in Corporate Governance</li> <li>• Competitive Strategy</li> <li>• Business Ethics and Ethical Behaviour</li> <li>• Strategy Execution and Change</li> <li>• Digital Business Strategy</li> <li>• Innovation Strategy</li> </ul>	<ul style="list-style-type: none"> <li>• Employees Relations in the Global Context</li> <li>• Personal Growth Lab</li> <li>• Competency Management</li> <li>• Talent Management</li> <li>• Diversity Management</li> <li>• Leadership and Managerial Effectiveness</li> <li>• Team Building &amp; Conflict Management</li> <li>• Business Negotiation Skills</li> <li>• Strategic Performance Management</li> <li>• Management of Organizational Change: Issues &amp; Challenges</li> <li>• Strategic Human Resources Management</li> <li>• Coaching and Mentoring</li> <li>• Meaning, Happiness and Well-being at Work</li> <li>• Designing Organizations for Sustainable Competitive Edge</li> </ul>

*\*The list is indicative and may be modified, if required.*

*\*\* Multidisciplinary Elective*

### **Field Research Project (6 credits)**

The field research project for self-sponsored candidates is to be undertaken for any company of their choice in consultation with their faculty mentor. For Company sponsored candidates, the field research project is to be conducted at the place of employment of the participant. The project is to be jointly guided by IMI faculty and a project supervisor from the employer organization (wherever applicable). The field project is an important and integral component of work in the Executive PGDM Program. It provides an opportunity for the students to demonstrate their independence and originality, to plan and organize a large project and to put into practice management concepts and frameworks they have been taught throughout the 12-month course. Successful completion of the Field Project is an essential requirement for qualifying the Executive PGDM Diploma.

### **International Study Module (Optional)**

The International Study Module is conducted in collaboration with leading business schools across the globe, with the objective of enhancing cross-cultural knowledge and understanding challenges faced by global managers. In this five-week International Study Module students will undergo course work equivalent to 6-credits at the collaborating institution, visit industries, interact with business leaders, attend workshops and explore various business opportunities. This module will tentatively take place in April - May, 2020.

### **International Affiliations**

With a view to continually benefit professional interactions with some of the well-known Business Schools, IMI, Delhi has consciously fostered academic linkages covering exchange of students and faculty, curriculum development, institution building and joint research and training. IMI Delhi has collaborations with some of the leading International Institutions and several accredited Business schools like Montpellier Business School, France; Frankfurt School of Finance and Management, Germany; Grenoble Ecole de Management, France; ESC Rennes, France; Louvain School of Management, Belgium; Sichuan Academy of Social Sciences, China; KEDGE Business School, France; ICPE, Slovenia; to name a few. IMI has been conducting numerous executive training programs with global Business Schools such as the Rotman School of Management, Canada, ESCP, Europe, ESSEC, Europe.

### **List of Partner Universities**

1. Academy of Public Administration under the aegis of President of the Republic of Belarus
2. ESC Rennes International School of Business, France
3. Frankfurt School of Finance and Management, Germany
4. Grenoble Ecole de Management, France
5. IDRAC Business School, France
6. IGS-RH School of Human Resources, Paris, France
7. International Centre for Promotion of Enterprises, Ljubljana, Slovenia
8. JAMK University of Applied Sciences, Rajakatu, Jyväskylä, Finland
9. KEDGE Business School (KEDGE), France
10. Louvain School of Management, Belgium
11. Montpellier Business School (MBS), France;
12. NJCU School of Business, New Jersey City University, USA
13. Russian Presidential Academy of National Economy and Public Administration, Russia
14. Sichuan Academy of Social Sciences, Sichuan, China
15. Suleman Dawood School of Business, Lahore, Pakistan
16. The Universidade do Estado do Rio de Janeiro, Brazil
17. University of Guelph, Canada

## Evaluation

Emphasis is laid on continuous evaluation of a student's performance throughout the duration of the Program culminating in a Cumulative Grade Point Average (CGPA) score on a 10-point scale, being awarded.

## Pedagogy

Teaching pedagogy includes case-based learning, class discussions, assignments, field projects, seminars/workshops, management games, role-plays and simulation based learning. IMI organizes number of industry interactions and Business Thought Leadership sessions by practitioners to offer experiential learning.

## Schedule of Classes

Classes for the Executive PGDM Program are held every day starting at 9.00 am and can extend up to late evening hours, including weekends, to suit the requirements of the Program. Each class is of ninety minutes duration. Classes shall commence from the first week of April 2019.

## Fee structure for Executive PGDM (2019-20)

The fee structure for Executive PGDM program has two options (I) without International Study Module and (II) with International Study Module as given in the following tables. The candidates are free to choose any of the following options for their study.

<b>Option I : Executive PGDM Without International Study Module</b>				
<u>Head / Instalment</u>	<b>I</b>	<b>II</b>	<b>III</b>	<b>Total</b>
Tuition Fee	1,88,000	1,88,000	2,88,000	6,64,000
Text/Reading Material	9,000	9,000	9,000	27,000
Student Welfare	4,000	4,000	4,000	12,000
Library Fee	7,000	7,000	7,000	21,000
Computer Fee	5,000	5,000	5,000	15,000
Lodging ( <i>single Executive AC Rooms</i> )	70,000	70,000	70,000	2,10,000
Boarding	45,000	45,000	45,000	1,35,000
Security Deposit*	10,000	-	-	10,000
Alumni- Life Membership	6,000	-	-	6,000
<b>Total</b>	<b>3,44,000</b>	<b>3,28,000</b>	<b>4,28,000</b>	<b>11,00,000</b>

\* Refundable subject to obtaining clearance to all dues and damages to institute properties/assets.



<b>Option II : Executive PGDM With International Study Module</b>				
<u>Head / Instalment</u>	<b>I</b>	<b>II</b>	<b>III</b>	<b>Total</b>
Tuition Fee	1,88,000	1,88,000	1,88,000	5,64,000
Text/Reading Material	9,000	9,000	9,000	27,000
Student Welfare	4,000	4,000	4,000	12,000
Library Fee	7,000	7,000	7,000	21,000
Computer Fee	5,000	5,000	5,000	15,000
Lodging ( <i>single Executive AC Rooms</i> )	70,000	70,000	70,000	2,10,000
Boarding	45,000	45,000	45,000	1,35,000
Security Deposit*	10,000	-	-	10,000
Alumni- Life Membership	6,000	-	-	6,000
Intl Study Module**	2,34,000	2,33,000	2,33,000	7,00,000
<b>Total</b>	<b>5,78,000</b>	<b>5,61,000</b>	<b>5,61,000</b>	<b>17,00,000</b>
Due date of Fee Payment	<b>As per offer letter</b>	<b>31 Aug</b>	<b>30 Nov</b>	-

*\*Refundable subject to obtaining clearance to all dues and damages to institute properties/assets.*

*\*\* The fee for the International Study Module covers cost of Visa, International Travel, Insurance and accommodation besides tuition fee payable to the partner Business School. Accommodation may be provided in studio apartments on twin-sharing basis and the studio apartments are equipped with basic kitchen accessories & cutlery etc.*

*Individuals are required to pay for all meals, and local travel (wherever applicable) from their per-diem allowance or equivalent personal funds, during the entire duration of the International Study Module.*

#### **Fee for PIO /NRI/Foreign Candidates (with International Study Module) 2019-20:**

PIO/NRI Candidates will pay US \$ 39,300 inclusive of US \$ 500 security deposit. It is payable within 3 weeks of issuing of admission offer letter. The fee is inclusive of cost of books, hostel and mess fee, but excluding the boarding charges during the International Study Module. The security deposit of US \$ 500 is refundable subject to obtaining clearance of all dues and damages to institute properties/assets.

#### **Due dates for payment of Fee**

The 1st installment of the fee, specified above, will be payable within 2 weeks of the release of admission offer. Each subsequent installment will be due for payment within 7 days of commencement of each term, as per the Academic Calendar. A penalty of Rs.100 per day, beyond the period specified above from 2nd installment onwards, will be charged in the event the fee is not paid within the due dates, unless express permission has been obtained from the competent authority.

#### **For any clarifications or queries please contact:**

Admission office: +91-11- 47194176 / 47194194 / 47194203 / 26528277 / 9999633476

Fax+91-11-46012729,

Email id: admissions@imi.edu

## **Fellow Program in Management (AICTE Approved) 2019-2023**

### **Program Objectives**

The Fellow Program in Management (FPM) is the doctoral program of the International Management Institute (IMI). The program has been designed to provide a holistic and enabling research eco-system for scholars who seek to achieve the scholarly award. The program structure focuses on preparing the candidates, through a rigorous and well-crafted path that helps them achieve excellence in career trajectories such as academics, research & consultancy assignments, as well as research and analytics based corporate roles. The program mix involves critical core courses, in-depth and research-based courses related to the domain interest of the candidate, individually pursued self-study courses and at the core lies the topic-of-individual-interest, that ultimately leads to the candidate's thesis. The FPM scholars are expected to work closely in their areas of interest with the faculty members of IMI to further the existing repository of both theory and practice in the field of business management.

### **Areas of Specialization**

The FPM scholars can specialize in one of the following areas:

1. Economics & Business Environment
2. Finance and Accounting
3. Marketing
4. Organisational Behaviour/Human Resource Management
5. Operations Management and Quantitative Methods
6. Information Management
7. Strategy & General Management

### **Applicant eligibility:**

The applicant seeking admission to the FPM program of IMI needs to be adhering to the following **Eligibility Criteria:**

- a. **Academic qualifications:** To be considered for admission into the FPM program at IMI, Delhi, the applying candidate must possess one of the following **qualifications:**
  - A Masters' degree or its equivalent in any discipline with a minimum of 55% aggregate marks

**OR**

  - A Bachelor's Degree in Engineering with a minimum of 60% marks or equivalent grade point average plus minimum of one year's work experience.

**OR**

  - Any professional qualifications such as CA, CMA and CS with a minimum of 55% aggregate marks. *(please note: CA/CMA/CS must also possess a graduation degree from a university recognized by AIU).*

b. **Universities & Affiliations:** The above-mentioned qualifications will be considered valid for admission only if:

- The obtained qualification is from any of the universities incorporated by an act of the central or state legislature in India, or other educational institutions established by an act of parliament or declared to be deemed as a university under section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE.
- The degrees of candidates from foreign universities must be recognized by the Association of Indian Universities (AIU). Similarly, the PGDM of Indian Institutions must be recognized as equivalent to MBA by AIU or approved by AICTE.

c. **Additional criteria for selection:**

- In addition, all the candidates must have secured a minimum of 55% marks in all their public examinations starting with the secondary level.
- Work experience in industry or academics will be given due credit in the selection process.

**Admission process:** The admission process for the FPM process of IMI-Delhi is a three-step process. The steps are as follows:

a. **Admission form & indication of research interest:** The applicant needs to complete the FPM application form. The form has to be accompanied by an abstract of 1000-1500 words about the proposed research area/topic. This may be broad based at this juncture but is critical for gauging the applicants interest.

b. **Admission/ eligibility tests:** the candidate should have cleared any of the following tests:

- Common Admission Test (CAT) held by the IIMs. Alternatively, the GMAT score is also considered valid for the purpose of applying for the course. Scores of GMAT taken on or after 01 January, 2015 will be considered valid for admission to the session of 2019. The CAT score for the year 2017 and 2018 would be considered valid.
- Alternatively, the candidates could appear in the test conducted by IMI for the program.
- The recently qualified JRF/SRF candidates can also apply (Please note this should not be later than two years of the JRF offer letter, in this case 2017) in the relevant areas of specialization but they would need to appear in the test conducted by IMI.

**Please note:**

- Indian candidates who do not have a CAT score will have to appear for either GMAT or IMI internal test (Administered only at IMI, Delhi).
- NRIs and foreign candidates will also need to appear in the CAT/GMAT/or IMI internal test.

c. **Admission Interview:** Based on the research abstract and the scores obtained in CAT/GMAT or IMI internal test, evaluation of past academic performance and relevant work experience, candidates will be called for an interview for final selection.

## How to apply:

Applicants can fill the online admission form and make an online payment of INR. 2200/- at the admission portal <http://admission.imi.edu>

## Program Fee and Financial Aid

The FPM program is a full-time residential program. The candidates, who are inducted for the program after the above detailed selection process, are recognized for their merit and are given a sizeable financial aid during the course of the study.

### Program fee:

#### a. Tuition fees:

**Students of Indian nationality:** The program entails no tuition fee component from students of Indian origin. This includes the JRF/SRF recipients as well. For JRF/SRF, no fees would be charged and also books/course material required for the course work would be made available free of charge.

**Students of Nationalities other than Indian:** NRI and foreign candidates under the ICSSR/other fellowship schemes are required to pay a sum of US \$ 3000 (per year for the first two years (2019-2020) and (2020-2021)). The amount would include tuition fee, text books/reading material, student welfare and library fee. Please note: there is no fees to be paid by the FPM student after successful completion of the comprehensive exam.

#### b. Other charges:

Please note: The charges mentioned below are applicable to all scholars, regardless of their nationalities. These expenses need to be deposited at the time of admission. This includes:

- A registration/admission fees of INR 50,000/-
- A lifetime non-refundable Alumni fee of INR. 12000/-
- A refundable security deposit of INR. 25000/- at the time of admission. The security deposit of INR.25000/- is refunded only after completion of the program. Please note: the security amount will be forfeited if a candidate fails to complete the program.

#### c. Hostel & Mess charges

FPM being a full-time residential program, students are required to stay at campus during the duration of the course. The FPM and Research Committee may be requested and may consider exemption from this requirement in special cases.

Academic Year	Hostel fee (AC room on twin-sharing)	Mess Charges
2019-2023	As per the current Hostel & Mess Charges(of each Academic year)	



## Financial aid and support:

Please note: Stipend and the contingency grants are available to students possessing an Indian nationality.

- a. **FPM stipend:** The fellowship provides a monthly fellowship of INR. 25,000/- during the first two years and INR. 30,000/- during the third year and the fourth year of the program, respectively. The Fellowship amount is paid at the end of successful completion of each term for the first two years. The maximum duration of the program for availing fellowship is four years. All selected students, holding an Indian nationality, are eligible for the award of the IMI fellowship. Please note the FPM scholars who are getting a JRF/ SRF fellowship are not eligible for the fellowship.
- b. **Contingency grants:** The IMI fellowship holders are also eligible to get a liberal grant for buying book/hardware/software etc. This contingency grant-maximum INR. 30,000/- per annum is available to the FPM candidate in the third year and fourth year of the program (post the successful completion of the comprehensive exam). The grant is disseminated on production of valid and original receipts. Please note, all payments (contingency grant) requests are to be recommended by the concerned supervisor and approved by Head Research & Chairperson FPM programs.  
With regards the JRF/SRF scholars, in case the scholarship that they are getting does not provide for a contingency grant, they may avail the same from IMI (subject to authentic proof).
- c. **Conference support:** After successful completion of the comprehensive examination, ALL scholars - Indian nationality (IMI & JRF/SRF scholars) and NRI/other nationalities-are eligible for a conference support for presenting and attending conferences. **Please note:** The conference support is limited up to a maximum of two national conferences and one international conference provided they have cleared their comprehensive examination.

## Program Structure & other details

### a. Course work and evaluations:

1. **First year of FPM course work:** The FPM scholar will pursue the first year of his/her coursework, together with the first-year students of the PGDM for that particular year. This would entail covering all the basic courses in management.

Evaluations & promotions: For promotion to second year student must have a minimum average grade of B- (B minus). However, in the area of specialization, overall minimum grade of B- (B minus) would have to be obtained.

Exemption & conditions: Exemption from first year courses may be given to candidates under the following conditions:

- a. Applicants who have passed out from any IIM which has produced at least 10 batches of PGDM students.
- b. Applicants who have completed PGDM/MBA from an institute appearing in the top 15 institutes as per the ratings of credible agencies such as NIRF, Outlook, Business Today, and Business World for at least once in the last three years of the application year.
- c. Candidates having specialized degree such as PGDM (HR), PGDM (Banking & Insurance), PGDM (Retail) or PGDM (Marketing) may be considered for exemption from specific courses based on the recommendation by the concerned area. **Please note:** The PGDM/MBA should have been completed within the last 5 years from the date the candidate is seeking admission to the FPM program.

2. **Second year of course work:** In the second year of study ALL FPM scholars- regardless of their areas of specialization needs to complete FOUR core courses- two courses in advanced research methodology; one course in strategic management and one course on Pedagogy & teaching in Management. Besides this each student needs to complete SIX additional courses- three are compulsory courses and three elective courses- these may be from his/her area of specialization or any other allied area at IMI-New Delhi. In addition, as per AICTE norms the scholar also needs to complete a review paper based on the literature on the thesis related topic (ROLT) Please note each of the above-mentioned courses are three credit courses. The FPM scholar has the flexibility of opting for a CIS (Course of Independent Study) in the area of specialization in lieu of ONE area elective. In addition, the FPM students has the option for choosing TWO advanced electives from other areas-other than the area of specialization.

Evaluation & promotion: On successful completion of the second-year courses all FPM students would need to undergo a Comprehensive Examination administered by the respective areas. The structure of the comprehensive exam would be decided by the respective areas.

3. **Third & Fourth year of course work:** On the successful completion of comprehensive examination, the candidate is required to form a Thesis Advisory Committee (TAC) for guidance towards the final thesis.

**Research proposal formulation and defense:** Under the guidance of TAC, the student has to develop a research proposal and defend it in an open forum comprising the IMI faculty and other doctoral students. Post this the scholar is to be working under the guidance of the TAC towards completion of his/her thesis work.

**Thesis submission and defense:** Thereafter, on completion of the proposed research as well as the mandatory publication requirements of the thesis submission, the candidate would inform the Head Research & Chairperson FPM programs, of the same. Head Research & Chairperson FPM programs, in consultation with TAC would recommend a Thesis Evaluation Committee (TEC) for the evaluation of the research work. The candidate would then be required to present a public seminar on research findings. The candidate would be then evaluated by the TEC in an oral defense. After successfully defending the final thesis candidate is awarded the title of “Fellow of the International Management Institute, New Delhi”.

**b. Program Duration**

The FPM scholar is expected to complete the program within FOUR years. However, under special circumstances extension of one more year may be granted without any financial aid.

**Contact**

**Head, Research & Chairperson, FPM programs**  
**International Management Institute**  
**B-10, Qutab Institutional Area**  
**New Delhi 110 016**  
**Tel.011 47194108**  
**Fax:011 26867539**  
**Email:[fpmoffice@imi.edu](mailto:fpmoffice@imi.edu)**  
**Website: [www.imi.edu](http://www.imi.edu)**

## **Executive- Fellow Program in Management (AICTE Approved) 2019-2023**

### **Program Objectives**

The Executive-Fellow Program in Management (E-FPM) is the doctoral program of the International Management Institute (IMI). The program has been designed to provide a holistic and enabling research eco-system for Working Executives and Academicians who seek to achieve the scholarly award. The program structure focuses on preparing the candidates, through a rigorous and well-crafted path that helps them achieve excellence in career trajectories such as academics, research & consultancy assignments, as well as research and analytics based corporate roles. The program mix involves critical core courses, in-depth and research-based courses related to the domain interest of the candidate, individually pursued self-study courses and at the core lies the topic-of-individual-interest, that ultimately leads to the candidate's thesis.

### **Areas of Specialization**

The FPM scholars can specialize in one of the following areas:

1. Economics & Business Environment
2. Finance and Accounting
3. Marketing
4. Organisational Behaviour/Human Resource Management
5. Operations Management and Quantitative Methods
6. Information Management
7. Strategy & General Management

### **Applicant eligibility:**

The applicant seeking admission to the E-FPM program of IMI needs to be adhering to the following **Eligibility Criteria:**

- a. **Work experience:** The candidate should have completed minimum FIVE years of relevant work experience working in the corporate sector or as full –time teaching academic.
- b. **Academic qualifications:** To be considered for admission into the E-FPM program at IMI, Delhi, the applying candidate must possess one of the following **qualifications:**
  - A Masters' degree or its equivalent in any discipline with a minimum of 55% aggregate marks  
**OR**
  - A Bachelor's Degree in Engineering with a minimum of 60% marks or equivalent grade point average plus minimum of one year's work experience.  
**OR**
  - Any professional qualifications such as CA, CMA and CS with a minimum of 55% aggregate marks. *(please note: CA/CMA/CS must also possess a graduation degree from a university recognized by AIU).*

**c. Universities & Affiliations**

The above mentioned qualifications will be considered valid for admission only if:

- The obtained qualification is from any of the universities incorporated by an act of the central or state legislature in India, or other educational institutions established by an act of parliament or declared to be deemed as a university under section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE.
- The degrees of candidates from foreign universities must be recognized by the Association of Indian Universities (AIU). Similarly, the PGDM of Indian Institutions must be recognized as equivalent to MBA by AIU or approved by AICTE.

**d. Additional criteria for selection:**

- In addition, all the candidates must have secured a minimum of 55 % marks in all of their public examinations starting with the secondary level.

**Admission process: The admission process for the E-FPM process of IMI-Delhi is a three step process. The steps are as follows**

**a. Admission form & indication of research interest:** The applicant needs to complete the E-FPM application form. The form has to be accompanied by an abstract of 1000-1500 words about the proposed research area/topic. This may be broad based at this juncture but is critical for gauging the applicants interest.

**b. Admission/ eligibility tests:** the candidate should have cleared any of the following tests

- Common Admission Test (CAT) held by the IIMs. Alternatively, the GMAT score is also considered valid for the purpose of applying for the course. Scores of GMAT taken on or after 01 January 2015 will be considered valid for admission to the session of 2019. The CAT score for the year 2017 and 2018 would be considered valid.
- Alternatively, the candidates could appear in the test conducted by IMI for the program.

**Please note:**

- Indian candidates who do not have a CAT score will have to appear for either GMAT or IMI internal test (Administered only at IMI, Delhi).
- NRIs and foreign candidates will also need to appear in the CAT/GMAT/or IMI internal test.



- c. **Admission Interview:** Based on the research abstract and the scores obtained in CAT/GMAT or IMI internal test, evaluation of past academic performance and relevant work experience, candidates will be called for an interview for final selection.

### How to apply

Applicants can fill the online admission form and make an online payment of INR. 2200/- at the admission portal <http://admission.imi.edu>

### Program Fee structure Fees structure for E-FPM(Executives/Academicians) 2019-2023

<b>E-FPM( Corporate Executives)</b>						
Cost Heads	1st year	2nd year	3rd year	4th year	Total	Additional Year
Tuition fees	120,000.00	80,000.00	80,000.00	80,000.00	360,000.00	60,000.00
Admission/Registration	50,000.00	NA	NA	NA	50,000.00	NA
Reading material/ Computer/library etc.	40,000.00	5,000.00	5,000.00	5,000.00	55,000.00	NA
Alumni fees	12,000.00	NA	NA	NA	12,000.00	NA
Security deposit(refundable)	25,000.00	NA	NA	NA	25,000.00	NA
<b>Total( Four years)</b>	<b>247,000.00</b>	<b>85,000.00</b>	<b>85,000.00</b>	<b>85,000.00</b>	<b>502,000.00</b>	
<b>E-FPM( Academician)</b>						
Cost Heads	1st year	2nd year	3rd year	4th year	Total	Additional Year
Tuition fees	80,000.00	60,000.00	60,000.00	60,000.00	260,000.00	50,000.00
Admission/Registration	50,000.00	NA	NA	NA	50,000.00	NA
Reading material/ Computer/library etc.	40,000.00	5,000.00	5,000.00	5,000.00	55,000.00	5,000.00
Alumni fees	12,000.00	NA	NA	NA	12,000.00	NA
Security deposit(refundable)	25,000.00	NA	NA	NA	25,000.00	NA
<b>Total( Four years)</b>	<b>207,000.00</b>	<b>65,000.00</b>	<b>65,000.00</b>	<b>65,000.00</b>	<b>402,000.00</b>	

**Please note: The security deposit is refundable post successful completion of thesis submission**

### Program Structure & other details

#### a. Course work and evaluations:

1. **E-FPM course work:** The E-FPM scholar will pursue his/her coursework over a span of three trimesters. The E-FPM student needs to pursue FOUR specialized courses- of these two courses would be mandatory core courses in the scholar's area of specialization and two are electives which the candidate can choose from either the area of specialization or allied areas. In addition, they are required to complete FOUR core courses- ALL scholars- regardless of their areas of specialization. The E-FPM scholar also in the last trimester works on a paper that is essentially a review paper on the existing literature related to the proposed thesis topic of the scholar.

2. **Comprehensive examination:** On successful completion of the mandatory courses all E-FPM students would need to undergo a Comprehensive Examination-written and oral viva-administered by the respective areas.
3. **Research proposal formulation and defense:** On the successful completion of comprehensive examination, the candidate is required to form a Thesis Advisory Committee (TAC) for guidance towards the final thesis. Under the guidance of TAC, the student would be required to develop a research proposal and defend it in an open forum comprising the IMI, Delhi faculty and other doctoral students. Post this the scholar is to be working under the guidance of the TAC towards completion of his/her thesis work.
4. **Thesis submission and defense:** Thereafter, on completion of the proposed research as well as the mandatory publication requirements of the thesis submission, the candidate would inform the Head Research & Chairperson FPM programs, of the same. Head Research & Chairperson FPM programs, in consultation with TAC would recommend a Thesis Evaluation Committee (TEC) for the evaluation of the research work. The candidate would then be required to present a public seminar on the research findings. The candidate would be then evaluated by the TEC in an oral defense. After successfully defending the final thesis candidate is awarded the title of “Executive-Fellow of the International Management Institute, New Delhi”.

**b. Program Duration**

The E-FPM scholar is expected to complete the program within FOUR years. However, under special circumstances extension of one more year may be granted.

**Contact**

**Head, Research & Chairperson, FPM programs  
International Management Institute  
B-10, Qutab Institutional Area  
New Delhi 110 016  
Tel.011 47194108  
Fax:011 26867539  
Email:[fpmoffice@imi.edu](mailto:fpmoffice@imi.edu)  
Website: [www.imi.edu](http://www.imi.edu)**



## **CONTACT US**

### **IMI, Delhi**

International Management Institute  
B-10, Qutab Institutional Area  
Tara Crescent  
New Delhi – 110016

Website: [www.imi.edu/delhi/](http://www.imi.edu/delhi/)

Admission office: +91-11- 47194176, 47194194 /  
47194203 & 26528277  
Fax+91-11-46012729

**Email id:** [admissions@imi.edu](mailto:admissions@imi.edu)



## **ADMISSIONS BULLETIN 2019-21**







## Message from the Chair- Admissions

Dear Applicants:

We, at IMI Bhubaneswar are delighted to extend a warm welcome to you as an aspirant of PGDM programme. It gives me immense pleasure to introduce International Management Institute (IMI) Bhubaneswar, an institution of international repute from the famed RP-Sanjiv Goenka group and IMI family. The 16-acre campus located in pristine nature's lap has achieved many accolades in a short span. The Institute is accredited by National Board of Accreditation (NBA), Ministry of HRD, Government of India and has also been awarded life membership by Association of Management Development Institutions in South Asia (AMDISA), a SAARC recognized body. Association of Indian Universities (AIU) has accorded the flagship PGDM programme equivalence with MBA degree. IMI Bhubaneswar is youngest management institute to be ranked among top 75 institutes by NIRF 2018 Ranking (Ministry of HRD, Govt. of India)

It has always been our endeavor to push the boundaries of excellence. At IMI Bhubaneswar, faculty having experience at International and National institutions of repute bring their knowledge into the class rooms. Our faculty are involved in providing consultancy and training to officers/executives from organizations e.g. Indian Armed Forces, NTPC, Power Grid Corporation, OHPC, IMFA, SAP, UNICEF, CBSE, Vedanta, to name a few. The learning's from these associations trickle down to our students through an industry-oriented curriculum and innovative teaching pedagogy. Business Leadership series where business leaders from across the country share their experiences with students, puts us in a different pedestal altogether. In order to offer a better learning environment, IMI Bhubaneswar ensures diversity in its student intake. A strong alumni network comprising of alumni of IMI since 1981 provides us with a unique access to the corporate. We are proud to proclaim ourselves as a student-driven institution. Students are involved in management of various events, functions and committees which makes them day one ready to face any challenge in the corporate world.

As an institution with a sense of responsibility towards the society, we facilitate the education of meritorious students through scholarships. Girl students are encouraged through a dedicated scholarship scheme. We have created a provision for admission of students belonging to economically & socially challenged sections in the PGDM programme. As a commitment to our armed forces, pre-admission scholarships are awarded to wards of defense and paramilitary personnel.

This effort has been amply noted and rewarded by the industry, academic fraternity and the students' community. EGAD Business School, Mexico; Sichuan Academy of Social Sciences (SASS), China; ESC Rennes International School of Business, France; and Manhattan Institute of Management, NY, USA have entered into an academic collaboration with IMI Bhubaneswar. IMI Bhubaneswar has signed an exclusive MOU with Vedanta Ltd. for Work Integrated Learning Program for middle to senior level executives. Numerous B- School surveys have rated us as an emerging management institution of repute. The crowning glory in our short history has been attainment of 100% placement since inception.

I take this opportunity to invite you to be part of IMI Bhubaneswar's 9th batch PGDM (2019-21).

**Dr. Kapil Pandla**  
**Chair- Admissions**  
Associate Professor (HR & OB)

**IMI Bhubaneswar**  
**Post-Graduate Diploma in Management**  
**(PGDM 2019-2021)**  
**2 Year Full-Time Programme (AICTE approved)**

**The Programme**

IMI Bhubaneswar's two-year, full-time post-graduate diploma, approved by AICTE, is designed to prepare students for careers in industry, across functional areas of management. The programme equips the students with strong conceptual skills to manage businesses in an integrated manner. The emphasis is on developing a holistic manager with a vision to take on the challenges of the future.

**The program is approved by AICTE, accredited by National Board of Accreditation (NBA), United State Board for Education Standardization (USBES), and recognized by Association of Indian Universities (AIU), Youngest Management Institution to be ranked in top 75 in NIRF 2018 rankings (Ministry of HRD, Govt. of India)**

**Programme Objectives**

The programme has been offered with the following objectives:

- To build awareness about the socio-economic environment, both domestic and international, and its implications for businesses.
- To hone analytical and problem-solving skills using modern day managerial tools to enhance decision making capabilities.
- To impart state-of-art skills and knowledge in functional areas of management with the objective of preparing students for cross-functional positions in industry.
- To develop the students' personality, integrated with strong values and positive attitude so as to be receptive to societal concerns and ethical conduct.

**Eligibility and Admission Process**

To be eligible for admission to the PGDM Program, the participants must possess a Bachelor's degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities (AIU) for admission to post-graduate programs. The bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years education after completing higher secondary schooling under the 10+2 system or equivalent. The applicants to the programme are selected on the basis of IMI Selection Index score calculated based on the past academic performance in 10th, 12th, and graduation; CAT/XAT/GMAT/CMAT score; written test; essay writing; group discussion; extempore, and personal interview. Appropriate weightage is given to work experience of the applicants.

Participants for the PGDM program may be from any discipline such as Engineering, Humanities, Commerce, Economics, Medicine or any other branch of education. Fresh graduates as well as candidates with relevant work experience are welcome to apply.

### **Participants profile**

Participants for the PGDM Programme may be from any discipline such as Engineering, Humanities, Commerce, Economics, Hotel Management, Medicine or any other branch of education. Fresh graduates as well as candidates with relevant work experience are welcome to apply.

### **International Students**

International Management Institute (IMI) Bhubaneswar invites applications from students belonging to foreign countries desirous of pursuing 2- year Post Graduate Diploma in Management (PGDM).

The Programme equips students with strong conceptual skills to manage business in an integrated manner. The emphasis is on developing a holistic manager with a vision to take on the challenge of the future in a socially sensitive manner.

The Programme is approved by All India Council for Technical Education (AICTE), the statutory body and a national- level council for technical education, under Department of Higher Education, Ministry of Human Resource Development, and Government of India. The Programme is also accredited by National Board of Accreditation (NBA), and recognized by Association of Indian Universities (AIU).

### **Scores Accepted**

GMAT and TOEFL/IELTS

### **Language of Instruction**

All courses across the Programme are taught in English

### **VISA information**

- Foreign students need students VISA for studying in India. As per Govt. Of India rules, enrolment for academic Programme without a tourist VISA is strictly prohibited.
- A letter from IMI Bhubaneswar will be sent to the shortlisted candidates inviting them to study in IMI B campus in order to facilitate the VISA application process

### **Accommodation (on campus)**

All international students are provided with single occupancy furnished rooms with combined toilet and bath

## Admission Procedure

### Application form

- IMI Admission Bulletin can be downloaded from our website [www.imibh.edu.in](http://www.imibh.edu.in)
- Application form is available at the link <http://admission.imi.edu> and must be submitted online. IMI does not accept admission applications off-line.
- Applicant should complete the online application form and submit the same along with the admission application fee which is non-refundable.
- The admission application fee is as follows:
  - **An applicant desirous of applying for the PGDM Programme at IMI Bhubaneswar only, will be required to pay a fee of Rs. 1000 (For International Student Application Fee will be USD 100).**
  - An applicant desirous of applying to PGDM Programme at IMI Delhi and in any of the other campuses of IMI will be required to pay a common application fee of Rs.2200.

**(For Example:** A candidate wishing to apply to the PGDM Programme at IMI Bhubaneswar only will be required to pay Rs. 1000. However, a candidate applying to the PGDM Programme at IMI Delhi will be required to pay Rs. 2200. A candidate applying to PGDM Programme at IMI Bhubaneswar and IMI Delhi will be required to pay Rs. 2200.)

- The admission fee can be paid through Credit Card/ Debit Card/Bank transfer through the designated payment gateway. **No receipts are to be sent to IMI's Admission Office in such cases.**
- Payment can also be made by Demand Draft, drawn in favor of **International Management Institute**, payable at New Delhi for all campuses, giving the IMI Application Form number, Programme and campus reference on the reverse of the Demand Draft. In the absence of the above information the application will be treated as incomplete and liable to be rejected. **All payments by Demand Draft are to be sent to IMI, Delhi, irrespective of the Campus applied to.**
- Applications complete in all respects, including application fee, should be submitted online by midnight of **Monday, December 03 2018.** Incomplete forms are liable to be summarily rejected.



## Admission Process

### Admission test

- **CAT** - Common Admission Test (CAT) conducted by the Indian Institute of Management.
- **XAT** - Xavier Aptitude Test (XAT) conducted by XLRI
- **CMAT** - Common Management Admission Test (CMAT) conducted by AICTE
- **GMAT**
  - Foreign students, PIO and NRI sponsored candidates are also eligible and are required to take the Graduate Management Aptitude Test (GMAT) **at a test centre outside India**, taken not earlier than **December 2016 and not later than December 2018**, and submit such scores while applying to IMI.
  - Indian residents who have appeared for GMAT, not earlier than **December 2018**
  - Candidates will be required to **furnish their GMAT scores while applying and provide an attested copy of the GMAT score sheet to the Admission Office for verification**. GMAT scores without the above document will not be accepted and the application may be summarily rejected.

## Selection Process

### Shortlisting criteria

Candidates who have appeared for the CAT 2018/ XAT 2019/ CMAT 2019 examination or furnished valid GMAT score and have applied to IMI Bhubaneswar will be shortlisted on the basis of information provided in the application form, CAT/XAT/ CMAT (sectional and overall) or GMAT score, educational background, marks in 10th, 12th, graduation and work experience. Only shortlisted candidates will be called for the final stage of the selection process.

**Applicants should note that mere fulfillment of minimum eligibility criteria may not ensure consideration for shortlisting by IMI Bhubaneswar. IMI Bhubaneswar will not entertain any correspondence on this subject and decisions of the IMI Bhubaneswar Admissions Committee will be final in all matters.**

### Selection criteria

IMI Selection Index consisting of CAT/XAT/CMAT/GMAT score, past academic performance in graduation, class XII & X, Group discussion, Extempore speaking, Essay writing, Personal interview besides other parameters, will be considered for selection. The IMI Bhubaneswar Admission Committee reserves the right to decide on these components. The overall objective is to identify and assess the candidate's potential for a managerial career.

### Company sponsored candidates:

- IMI Bhubaneswar accepts applications from Company sponsored candidates, within the approved strength of the Programme and such candidates will also be assessed as per the selection process described above.
- Candidates being sponsored by their respective companies must submit a letter from the sponsoring organization, to this effect and undertake to pay all fees and dues from time to time, during the complete duration of the Programme. This letter/undertaking will be required to be submitted at the Personal Interview stage.
- Candidates who are sponsored by their organization will thus not be eligible for receiving placement assistance from the Institute's placement cell.
- The fee structure for such candidates is different and can be obtained from the Admission Office of the campus.

### Interview centers

Besides **Delhi**, the selection process will be conducted at other centers including **Ahmedabad, Allahabad, Amritsar, Bangalore, Bhubaneswar, Chandigarh, Chennai, Delhi, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Jammu, Kolkata, Kanpur, Lucknow, Mumbai, Ranchi, Raipur, Varanasi and Vishakapatnam**. Candidates should indicate their 1st and 2nd preference of interview center in the application form. If a candidate's preferred center is not allotted for any reason, the candidate will be informed of the change. **IMI reserves the right to change any of the centers for the selection process, without assigning any reasons.**

### Admission Offer

Admission offer will be based on IMI Selection Index after the assessment has been made during the various stages of the selection process defined above. The result will be announced on IMI's website. Applicants are advised to check the updates on the website at regular intervals. Offer letters will thereafter be dispatched to the mailing address provided in the application form and also by email. **Applicants are advised to provide their complete postal address and active email ID which should be valid up to 30th June 2019 for receiving important communications.** Successful candidates, who have been offered admission, will be required to pay the 1st installment of fee within two weeks of the date of offer, failing which the offer shall stand lapsed and admission will be offered to the next candidate on the waiting list, without any further intimation. **IMI will not accept any responsibility for non-receipt of any communication which is sent to the candidate's address and mail ID provided in the Admission Application form.**

### Refund of Fees on Withdrawal as per the AICTE Guidelines

In the event of a student/ candidate withdrawing before the starting of the course the entire fee collected from the student after a deduction of the processing fee of Rs. 1000 (Rupees One thousand only) shall be refunded by the institution. If a student leaves after joining the course and if the vacated seat is consequently filled by another student by the last date of admission, the institution would refund the fee collected after a deduction of the processing fee of Rs. 1000 (Rupees One thousand only) and proportionate deductions of monthly fee and proportionate Hostel Fee. In case the vacated seat is not filled, the institution would refund the security deposit.

## Curriculum

The course for the PGDM Programme is spread over six trimesters, each trimester being of 11-12 weeks. The first three trimesters are essentially devoted to foundation courses, across core areas of management. These are aimed at providing the student the conceptual understanding of the functional areas such as:

- a) Basic areas, e.g. Economics and Organizational Behavior
- b) Techniques, e.g. Statistics and Research Methods
- c) Functional areas, e.g. Marketing and Finance
- d) Integrative areas, e.g. Strategy and International Business
- e) Technology, e.g. Management Information Systems
- f) Emerging Areas, e.g. Business Analytics and Social Media Analytics

### Core Courses

- Business Analytics
- Business Communication Skills I & II
- Business Mathematics
- Business Statistics
- Cost & Management Accounting
- Corporate Governance & Business Ethics
- Corporate Social Responsibility & Sustainable Development
- Financial Accounting & Analysis Financial Management I & II Human Resource Management
- Information Technology for Decision Making
- Individual Dynamics
- International Business
- Legal Aspects in Business Management Information Systems Managerial Economics
- Macroeconomic Theory & Policy Marketing Management I & II
- Organisational Design & Theory
- Operation Management I & II
- Research Methods for Management
- Strategic Management I & II

### Elective Courses

Courses in the 2<sup>nd</sup> year are designed to offer students an opportunity to pursue their interests in various functional areas. Students will thus have an opportunity to specialize in the functional area of their interest. A student can specialize in more than one area, the areas being Marketing, Finance, Organisational Behavior & Human Resource Management, Decision Sciences & Operations, Information Management & Analytics, and Strategy. A student also has an opportunity to pursue a Course of Independent Study (CIS) in lieu of an elective, to further his/her interest in a particular area, subject to meeting the conditions specified for the purpose and reviewed from time to time.

An indicative list of elective courses, offered during the 2<sup>nd</sup> year of study is given, which is subject to change.

<b>Finance</b>	<b>Marketing</b>	<b>OB &amp; HR</b>	<b>Decision Science and Operations</b>	<b>Strategy</b>	<b>Information Management and Analytics</b>
Wealth Management and Personal Finance	Consumer Behaviour	Employee Relations and Labour Laws	Logistics and Supply Chain Management	Business in Emerging Markets	Data Science Using R
Security Analysis and Portfolio Management	Product and Brand Management	Corporate Leadership	Service Operations Management	Managing Business Risks in Uncertain Times	Visualization and Dashboard
Financial Statement Analysis and Forensic Accounting	Sales and Distribution Management	Recruitment and Selection	Project Management	Strategizing & Financing Entrepreneurial Ventures	Block Chain and Cyber Security
Financial Econometrics	International Marketing	Advanced HRM	Total Quality Management and Six Sigma	Business Negotiation Skills	Finance and Risk Analytics
Financial Engineering and Risk Management	Advertising & Integrated Marketing Communication	Training and Development	Operations Research		Marketing Analytics
Business Valuation	Marketing Research	Performance and Compensation Management	Supply Chain Analytics		Customer Relationship Management
International Finance	Marketing of Services	HR Analytics	Business Forecasting		Digital Marketing
Management Controls & Strategic Cost Management	Retail Marketing	Business Negotiation Skills			Web and Social Media Analytics
Financial Derivatives	Rural Marketing Business Forecasting				Supply Chain Analytics
Management of Banks	Marketing Analytics				HR Analytics
Project and Start Up Finance	Customer Relationship Management				Enterprise Resource Planning
Strategic Financial Management	Digital Marketing				
Business Forecasting	Web and Social Media Analytics				
Strategizing & Financing Entrepreneurial Ventures					
Finance and Risk Analytics					



## **Summer Internship**

On completion of the first year, the students gain hands-on experience in the application of core concepts and functional skills through a Summer Project with leading Corporate Firms. This practice of 'Learning by Doing' helps the students to relate the rigour of theory to the world of business. They work on projects as per the specifications of the company. At the end of 8-10 weeks of a closely guided project under the supervision of a company executive, the students submit a report to the company. Our students have also received Pre-Placement Offers (PPOs) for their exemplary work during their internship.

## **Pedagogy**

Faculty at IMI Bhubaneswar enjoys academic freedom to adopt appropriate pedagogy for imparting education. Pedagogy would be a combination of lectures, case discussions, presentations, assignments and project work. The primary emphasis would be on interactive and participative methods of learning. Faculty for the Programme comprises of the core faculty at Bhubaneswar campus as well as faculty from IMI Delhi and Adjunct or Visiting faculty. Guest lectures from industry practitioners are also organized to expose students to the current business environment and practices.

## **Schedule of classes**

Classes for the PGDM Programme are held every day starting at 8.30 am and can extend up to late evening hours, including weekends, to suit the requirements of the Programme. Each class is of 60 minutes duration. Attendance in all classes is compulsory. Classes shall tentatively begin, from the 2nd/3rd week of June 2019.

## **Evaluation**

Emphasis is laid on continuous evaluation of a students' performance through the six trimesters, culminating in a Cumulative Grade Point Average (CGPA) score, over a 10 point scale being awarded.

## IMI Bhubaneswar PGDM Fee Structure

The fee structure for Self-Sponsored candidates for PGDM Programme is given in the following table.

	Due Date	Tuition Fee	Text/ Reading Material	Student Welfare	Library Fee	IT Fee	Alumni- Life Membership	Total Rs.	Refundable Security Deposit*
<b>1st installment</b>	With Acceptance of Admission Offer	145000	10000	5000	10000	8500	2000	180500	20000
<b>2nd installment</b>	01.09.19	145000	10000	5000	10000	8500	2000	180500	
<b>3rd installment</b>	07.12.19	145000	10000	5000	10000	8500	2000	180500	
<b>4th installment</b>	06.04.20	150000	10000	5000	10000	8500	2000	185500	
<b>5th installment</b>	31.08.20	150000	10000	5000	10000	8500	2000	185500	
<b>6th installment</b>	07.12.20	150000	10000	5000	10000	8500	2000	185500	
<b>Total</b>		<b>885000</b>	<b>60000</b>	<b>30000</b>	<b>60000</b>	<b>51000</b>	<b>12000</b>	<b>1098000</b>	

\*Refundable subject to obtaining clearance against all dues and damages if any to institute properties/assets

**Note 1\*:** Security deposit is refundable subject to obtaining clearance against all dues and damages, if any, to institute's properties/assets.

**Note 2:** Each candidate needs to adhere to the payment schedule. Late fee payments are accepted only in exceptional cases (with prior approval), with a daily penalty of Rs. 500/ day from the scheduled date.

**Note 3:** In case, the candidate is unable to clear his/her dues within ten days of scheduled payment with penalty, he/she may be asked to leave the campus.

### Hostel Fees and Mess Charges\*

Academic	Amount (in Rupees) for One Academic year (June 2019 to March 2020)	Amount Due on
2019-2021	1, 60, 000/- for AC single room (This is for Lodging only)	June 11, 2019
	1, 05, 000/- for shared AC room ( 2 person (This is for Lodging only)	
	1, 10, 000 for Non- AC Single Room (This is for Lodging only)	
	55, 000/- for shared Non- AC room persons) (This is for Lodging only)	
	Mess: Vegetarian /Non Vegetarian 5,500/- per month*	Mess Charges are payable Quarterly in advance (5th of every Quarter)

\*Hostel and Mess charges are indicative and subject to change. Delayed hostel fee payment will be accepted with a daily penalty of Rs. 500/ day. GST extra as applicable.

### COURSE FEE (International Students)

- The course fee for foreign/PIO/OCI students is US\$26000/ -.
- The course fee for foreign students belonging to the SAARC countries is US\$24000/ -.
- The course fee for NRI students is US\$22500/
- Fees to be paid in six equal instalments. Due date will be same as for the Indian students

### Boarding & Lodging charges

Year & Due Date	Amount
11 <sup>th</sup> June 2019	US \$ 3000
11 <sup>th</sup> June 2020	US \$ 3000
<b>TOTAL</b>	<b>US \$ 6000</b>

### Mode of Payment

The Fee can be paid through demand draft/pay order drawn in favour of “**International Management Institute**” payable at Bhubaneswar.

### Tuition Fee Waiver:

- Students can apply for the Tuition Fee Waiver (TFW) Scheme of AICTE under which sons and daughters of parents whose annual income is less than Rs.6.00 (Six) Lakhs from all sources shall be eligible. However, as per AICTE guidelines it is applicable only in case of supernumerary batch strength and decision of Institute is final and binding.
- Tuition fee waiver would also be available for students belonging to socially challenged sections of the society.

### Scholarship and Rewards\*

The institute has the provision for awarding the following scholarship and rewards to the deserving performers.

### Pre- Admission Scholarships\*

- **Merit scholarship:** Upto Rs. 1 lakh for applicants having a first-class career and securing at least 75 percentile in CAT/XAT/CMAT and at least 75 percent in GMAT
- **Merit scholarship for women candidates:** 20 percent additional merit scholarship for female applicant fulfilling the above mentioned criteria
- **Defense personnel:** Wards of defense personnel are eligible for a scholarship of Rs. 50,000

\*Only one of the above mentioned pre-admission scholarships can be availed. 50 % of the scholarship availed will be disbursed at the end of the first year and next 50 % at the end of the second year. A candidate can avail either tuition fee waiver or pre-admission scholarship. Scholarship Committee's decision is final and binding on all applicants.

### Post- Admission Scholarships

Merit scholarships are awarded for outstanding cumulative academic performance.

Summer internship scholarship is awarded in order to emphasize the seriousness of summer internships and encourage the students to put in their maximum effort.

### **International Linkages**

In order to provide global exposure to our students, IMI Bhubaneswar continuously strives to facilitate professional interactions with top Business Schools across the globe. EGADE Business School, Mexico; Sichuan Academy of Social Sciences (SASS), China; ESC Rennes International School of Business, France; and Manhattan Institute of Management, NY, USA are some of the institutions that have entered into an academic collaboration with IMI Bhubaneswar.

### **Grievance redressal committee**

Prof. Rahul Gupta Choudhury	Prof. Ansuman Chatterjee
Prof. Ranjit R Ghatak	Mr. Arup Kumar SII

### **Ombudsman**

Prof. T.N. Kapoor, Ex. PVC- Punjab University, Chandigarh
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## List of Faculty – IMI Bhubaneswar

<p><b>Baid, Devesh</b> Ph. D. (IIT Bombay) CMA, CA(Inter), M.Com Associate Professor <b>Area:</b> Finance &amp; Accounting</p>	<p><b>Behl, Ramesh</b> M. Sc. (EDBA) Professor &amp; Director <b>Area:</b> Information Systems</p>
<p><b>Chatterjee, Ansuman</b> Ph.D.(Utkal University), M.Phil, MBA,M.Com Associate Professor <b>Area:</b> Finance &amp; Quantitative Techniques</p>	<p><b>Chhabra, Bindu</b> Ph. D (Guru Nanak Dev University, Amritsar) Professor <b>Area:</b> Organizational Behavior &amp; HR</p>
<p><b>Choudhury Gupta, Rahul</b> Ph. D (Alliance University),CII Fellowship, PGDM (IIM Kolkata), B.E Associate Professor <b>Area:</b> Marketing</p>	<p><b>Das, Santanu</b> Ph. D. (BIT, Mesra) Assistant Professor <b>Area:</b> Finance &amp; Accounting</p>
<p><b>Dua, Aman</b> Ph. D (IIFT, New Delhi), PGDIE (NITIE), B.E Assistant Professor <b>Area:</b> Operation Management and Quantitative Techniques</p>	<p><b>Ghatak, Ranjit Roy</b> Ph. D. (M.J.P. Rohilikhand University) Associate Professor <b>Area:</b> Operation Management and Quantitative Techniques</p>
<p><b>Katiyar, Rajesh</b> Ph.D ( IIT, Roorke), M. Tech. M.Sc Assistant Professor <b>Area:</b> Operation Management and Quantitative Techniques</p>	<p><b>Kumar, Rohit Vishal</b> Ph. D (University of Calcutta) Associate Professor <b>Area:</b> Marketing</p>
<p><b>Mishra, Manit</b> Ph. D (Utkal University, Bhubaneswar) Associate Professor <b>Area:</b> Marketing and Quantitative Techniques</p>	<p><b>Mishra, Supriti</b> Ph.D.(IIT Kharagpur),Post-doctorate (Leonard N. Stern School of Business) New York University Associate Professor <b>Area:</b> Strategy and General Management</p>
<p><b>Pandla, Kapil</b> Ph. D. (MDS University, Ajmer), MBA Associate Professor <b>Area:</b> Organizational Behavior &amp; HR</p>	<p><b>Panigrahi, Ramakrushna</b> Ph. D. (ISEC Bangalore),M.Phil, M.A Associate Professor <b>Area:</b> Economics</p>
<p><b>Rath, Arun K.</b> Ph. D. ( KIIT University) Professor <b>Area:</b> Strategy, and General Management</p>	<p><b>Sahay Prakash, Yamini</b> Ph.D. (IIT Bombay), M.Phil., M.A Associate Professor <b>Area:</b> Organizational Behavior &amp; HR</p>
<p><b>Sharma, Sourabh</b> Ph.D. (Jiwaji University, Gwalior) Associate Professor <b>Area:</b> Information Systems Management</p>	

**Contact Details – Admissions Office, IMI Bhubaneswar**

**Dr. Kapil Pandla**  
Chairperson- Admissions

**Mr. Yashraj Behera**  
Manager

**Mr. Nilesh Kumar**  
Sr. Executive

**Mr. Abhinav Kumar**  
Sr. Executive

**Ms. Nazia Parveen**  
Executive

International Management Institute  
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Email Id: [admissions@imibh.edu.in](mailto:admissions@imibh.edu.in)

Website: [www.imibh.edu.in](http://www.imibh.edu.in)



**RP-Sanjiv Goenka  
Group**

Growing Legacies



**IMM**

International Management Institute  
Kolkata

# ADMISSIONS BULLETIN

## 2019-21



Admission Office: 2/4C, Judges Court Road, Alipore, Kolkata -  
700027 Email: [k.rao@imi-k.edu.in](mailto:k.rao@imi-k.edu.in); [admission.imik@rp-sg.in](mailto:admission.imik@rp-sg.in).  
Admission contact number: +91 33 66529616 / 15, +91 8697147008; Website: [www.imi-k.edu.in](http://www.imi-k.edu.in)



## Message from Chairperson – Admissions, IMI Kolkata

I have a great pleasure in introducing International Management Institute (IMI) Kolkata. The school reflects our vision of being a globally recognized centre of excellence in management education using latest tools and techniques for producing professionals with leadership quality and global mindset.

Turning the dreams of our visionary leader Late Shri R. P. Goenka into a reality, IMI Kolkata, a RP-Sanjiv Goenka Group initiative, aims at shaping brilliant minds by equipping them with the skills to lead national and global organizations.

In 2010, IMI Kolkata starting from a humble beginning, saw an exponential growth of number of students within a short span of 7 years. IMI Kolkata has achieved many milestones in the field of management education. The Institute has been ranked 75<sup>th</sup> among leading business schools in the country by the National Institutional Ranking Framework (NIRF), Ministry of Human Resource Development, Government of India. IMI Kolkata PGDM programme also has accreditation from NBA and MBA degree equivalence from AIU.

IMI Kolkata is unique in many ways. The award winning internationally acclaimed infrastructure adds to the quality of student life. We have been successful in growing students by developing them combining a unique approach of learning with innovative pedagogy. The pedagogy is driven by a team of qualified and motivated faculty, engaged in practice based teaching and research. We keep our students out of class rooms as well, allowing them to apply academic knowledge to real life business challenges.

The Institute's enviable international academic collaborations and industry connect further enhance the value of the curriculum with opportunities of mutually rewarding intellectual exchanges. Currently IMI Kolkata caters to its diverse student base from all over India.

Today, we offer admission to just a small percentage of those who apply, and have been able to offer 100% placement assistance to all the graduating students till date. IMI Kolkata offers scholarships based on academic performance and financial background. On behalf of IMI Kolkata, I wish you all the best and extend you a whole hearted welcome to be a part of IMI Kolkata family.

Best Wishes,

Soni Agrawal  
Chairperson- Admissions, IMI Kolkata



# **IMI Kolkata**

## **Post-Graduate Diploma in Management PGDM (2019 - 2021)**

### **Two-year, Full-time Programme**

AICTE approved and equivalent to MBA as per Association of Indian Universities (AIU) The National Board of Accreditation (NBA) accredits the PGDM Programme

IMI Kolkata has been ranked 75<sup>th</sup> among Business Schools in India by the National Institutional Ranking Framework (NIRF), Ministry of Human Resource Development (MHRD), Government of India in 2018.

The programme is approved by the All India Council for Technical Education (AICTE) The Programme

IMI Kolkata offers a two-year, full-time PGDM (Post-Graduate Diploma in Management) programme, which is designed to prepare students for careers in corporate across all functional areas. The programme inculcates a strong sense of business fundamentals along with ethical values.

#### **Programme Objectives**

The two-year PGDM programme of IMI Kolkata equips students with strong conceptual skills to manage business in an integrated manner. The emphasis is on developing a holistic manager with a vision to take on the challenges for the future. Some of the key goals are:

Sharpening the analytical and problem solving skills using managerial tools.

Imparting knowledge in functional areas of management with an objective of preparing students for cross-functional positions in industry.

Developing the student's personality with strong values and a positive attitude, so that s/he is receptive to societal concerns and committed to ethical conduct.

#### **Programme Duration**

IMI Kolkata follows the trimester system with the academic calendar beginning in June and each trimester is of 11-12 weeks duration. At the end of the first three trimesters of the programme, all students are required to undergo compulsory summer internship for 8-10 weeks in industry.

## **Eligibility for Admission Educational Qualification**

In order to be eligible for admission to the PGDM programme, the participants must possess a Bachelor's degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities (AIU) for admission in post-graduate programmes. The Bachelor's degree or an equivalent qualification obtained by the candidate must entail a minimum of three years education after the completion of higher secondary schooling under the 10+2 system or equivalent. Candidates appearing in the final year of their Bachelor's degree or equivalent are also eligible, provided they furnish the proof of having met the minimum eligibility criteria by **September 20, 2019**, failing which the candidates may be asked to withdraw from the programme. It is desired that candidates must complete all academic requirements before joining the programme to enable them to keep pace with the rigour and internal assessment schedule of the programme.

## **Profile of the Participant**

Participants for the PGDM programme may be from any discipline such as Engineering, Humanities, Science, Social Sciences, Commerce, Economics, Medicine, Law or any other branch of education. Candidates with relevant work experience as well as fresh graduates are eligible to apply.

## **Admission Procedure**

### **Application Form**

IMI Kolkata Admission Bulletin can be downloaded from our websites [www.imi.edu](http://www.imi.edu) OR [www.imi-k.edu.in](http://www.imi-k.edu.in) For the application form the candidate may visit <http://admission.imi.edu> and the same may be submitted online.

Applicant should complete the online application form and submit the same along with the admission application fee which is non-refundable.

### **Admission Application Fee**

An applicant desirous of applying only to the PGDM programme at IMI Kolkata will be required to pay Rs. 1000/- by clicking on the "Apply Now" button under IMI Kolkata Campus option provided at <http://admission.imi.edu>

An applicant desirous of applying to the PGDM programme at IMI Kolkata in addition to IMI Delhi's any one programme, i.e., PGDM/PGDM (HRM)/PGDM (B&FS) will be required to pay the common application fee of Rs. 2200/- only. In this case, the candidate needs to indicate appropriate interest for the PGDM programme of IMI Kolkata by ticking 'v' on IMI Kolkata (box) as an option provided in the IMI Delhi application form under Programme Preference head.

The admission fee can be paid through Credit Card/Debit Card/Bank Transfer through the designated payment gateway. Applicants are advised not to send to IMI Admissions Office the online receipts generated through the process.

## Admission Process

### Admission Test

- **CAT** - Admission to the programme is through the Common Admission Test (CAT) conducted by the Indian Institutes of Management at different centres all over the country. CAT 2018 would be held on Sunday, November 25, 2018. (Refer to the CAT Bulletin for further details). IMI Kolkata will consider current year's CAT score only.

IMI Kolkata will obtain the test scores from the IIMs for those candidates who have appeared in the CAT Examination and also applied to IMI Kolkata for the PGDM programme.

IIMs have no role either in the selection process or in the conduct of the programme.

- **GMAT** - Foreign students and PIO candidates are also eligible and are required to take the Graduate Management Aptitude Test (GMAT), taken not earlier than December 2014 and not later than April 2019, and submit such scores while applying to IMI Kolkata.

Indian residents who have appeared for GMAT, not earlier than December 2014 and not later than April 2019 are also eligible to apply.

Candidates will be required to furnish their GMAT scores while applying and provide an attested copy of the GMAT score sheet to the Admissions Office for verification. GMAT scores without the above document will not be accepted and the application may be summarily rejected.

- **XAT** - Candidates who have appeared for XAT 2019 are eligible to apply. The XAT is usually conducted on the first Sunday of January every year. IMI Kolkata will consider current year's XAT score only.

### Selection Process Short Listing Criteria

Candidates who have appeared for the CAT 2018 examination or furnished valid GMAT score or XAT (2019) score and have applied to IMI Kolkata will be short listed on the basis of information provided in the application form, CAT scores (sectional and overall) or GMAT/XAT score, educational background, marks in Class X and XII, graduation and work experience. Only short listed candidates will be called for the final stage of the selection process.

Applicants should note that mere fulfilment of minimum eligibility criteria may not ensure consideration for short listing by IMI Kolkata. IMI Kolkata will not entertain any correspondence on this subject and decisions of the IMI Kolkata Admissions Committee will be final in all matters.

## **Selection Criteria**

Past academic performance in graduation, Class XII & X, Psychometric Test, Essay Writing and Personal Interview will constitute the components of the final stage of the selection process. The IMI Kolkata Admissions Committee reserves the right to modify these components while communicating the same to the applicants during the Personal Interview. The objective is to identify and assess the candidate's potential for a managerial career.

## **Company Sponsored Candidates**

IMI Kolkata accepts applications from Company sponsored candidates, within the approved strength of the programme. These candidates will also be assessed as per the selection process described above. Candidates being sponsored by their respective companies must submit a letter from the sponsoring organization, to this effect and undertake to pay all fees and dues from time to time, during the complete duration of the programme. This letter/undertaking will be required to be submitted at the Personal Interview stage. ***Candidates who are sponsored by their organization will not be eligible for receiving any placement assistance from the Institute's placement cell.*** The fee structure for such candidates is given separately along with the fee structure for general candidates. Based on the short listing, applicants will be called for a Personal Interview to assess their suitability for the Programme. Interviews will be held during February/March 2019 (tentative).

## **Interview Centres**

Besides Kolkata, the selection process will be conducted at other centres including Delhi, Ahmedabad, Allahabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Lucknow, Ranchi, Jaipur, Dehradun, Varanasi and Mumbai. If a candidate's preferred centre is not allotted, for any reason, the candidate will be informed of the change. IMI Kolkata reserves the right to change or cancel any of the centres for the selection process, without assigning any reasons.

## **Admission Offer**

Admission Offer will be based on a composite score arrived after the assessment has been made during the various stages of the selection process, defined above. The result will be emailed to the shortlisted candidates. Offer letter will thereafter be dispatched, to the mailing address provided in the application form and also via email. Applicants are advised to provide their complete postal address and active email ID which should be valid up to 30th June 2019 for receiving important communications. Successful candidates, who have been offered admission, will be required to pay the 1st installment of fee within two weeks of the date of offer, failing which the offer shall stand lapsed and admission will be offered to the next candidate on the waiting list, without any further intimation. IMI Kolkata will not accept any responsibility for non-receipt of any communication which is sent to the candidate's address and email ID provided in the Admission Application Form.



## **Withdrawal & Refund Policy**

As per AICTE rules, in the event of an applicant withdrawing before the commencement of the course, the entire fee collected from the candidate shall be refunded after deduction of the processing fee of Rs. 1000/- (Rupees One Thousand only). The vacant seat will be allotted to the next eligible candidate. If a student leaves after joining the Course and if the vacated seat is consequently filled by another student by the last date of admission, the Institution shall refund the fee collected after a deduction of the processing fee of not more than Rs. 1000/- (Rupees One thousand only) and proportionate deductions of monthly fee and proportionate hostel rent, wherever is applicable.

In case the vacated seat is not filled, the Institution shall refund the security deposit and return the original documents. Institution shall not demand fee for the subsequent years from the students cancelling their admission at any point of time. Fee refund along with the return of Certificates shall be completed within 7 days of getting the request of withdrawal.

## **Scholarship**

IMI Kolkata offers scholarships to the selected students based on academic performance, financial considerations and students with remarkable achievements in the field of sport, art culture as mentioned below:

- Scholarship for Economically Weaker Section
- Merit based scholarship
- Scholarship based on Extra – Curricular Activities
- Special Consideration for SC/ST/OBC (NC)/Physically Challenged Candidates.

## **100% Tuition Fee Waiver**

IMI Kolkata has announced upto 100% tuition fee waiver for its upcoming batch of students with outstanding academic career till date (according to the criteria set by IMI Kolkata). The 100% tuition fee waiver will be sanctioned for the 1st year after the enrolment of the student in the PGDM programme. The performance of the student after completion of the 1st year will be reviewed for a renewal of 100% tuition fee waiver for the 2nd year. The seats reserved for the same will not exceed 5% of the sanctioned total intake for the year. Students need to apply to the IMI Kolkata Admissions Office to avail of the benefits under this scheme.

Students with a minimum of 80% in Class X, XII and 1st class throughout their academic career along with a score of more than 90 percentile in CAT/XAT or more than 650 in GMAT relevant to the current year will be eligible to apply for the same. However selection for the 100% tuition waiver scheme will be based on academic excellence and performance in the Personal Interview. IMI Kolkata has the sole right and discretion for final selection of the students under the scheme. Students availing of the scheme are required to maintain a CGPA of 8 or above to avail of the benefit throughout their two years' course of study.

## **Interim Scholarship for Outstanding Academic Performance**

IMI Kolkata offers interim scholarship not exceeding 1 Lakh in the two-year period to a maximum of 3 students per batch enrolled in the Institute on the basis of their outstanding academic performance on the completion of their first year and financial considerations.

## **Scholarship for Economically Weaker Section**

All students whose total family income is less than Rs. 6 lakhs per annum shall be eligible for Scholarship under Economically Weaker Section.

Applications for Tuition Fee Waiver under Economically Weaker Section shall be invited from the students after they have been admitted into the programmes. Any student joining PGDM 2019-21 batch who is desirous of claiming the tuition waiver should apply to admissions office (admission-imik@rp-sg.in) before due date as will be intimated by the institute, with a copy of the income tax returns, PAN number, Counsellor's recommendation or any other document relevant for the financial year 2018-19.

Requests received after due date shall not be processed. Please note that all Applications for Tuition fee waiver (under economically weaker section) shall be collected and processed at one time for all such applicants.

Scholarships for Economically Weaker Section shall be offered up to 5% seats of the total intake of the institute.

## **Other Benefits for Students**

Students with remarkable achievements in the field of sport, art and culture shall be specially considered for Admission 2019 - 21. The admission criteria for the candidate under this scheme may be relaxed at the discretion of the IMI Kolkata Admissions Committee. Prior intimation from students who wish to apply under this scheme is solicited.

IMI Kolkata encourages SC/ST/OBC/physically challenged students to apply. Also 5% relaxation to be given on CAT percentile for SC/ST/OBC category.

## **Terms & Conditions:**

- Indian citizens can only avail of all scholarships and benefits
- All scholarships and benefits are non-transferable
- Scholarships and benefits cannot be redeemed for cash value
- Scholarships funds are to be disbursed periodically throughout the programme
- Scholarship will be cancelled in case of withdrawal or dismissal of the recipient from the PGDM programme.

## Core Courses

<b>Business Communication Skills</b>	<b>Business Ethics</b>
<b>Information Technology for Decision Making</b>	<b>Organizational Behaviour II</b>
<b>Financial Accounting and Analysis</b>	<b>Financial Management II</b>
<b>Managerial Economics</b>	<b>Legal Aspects of Business</b>
<b>Marketing Management I</b>	<b>Human Resource Management</b>
<b>Business Mathematics</b>	<b>Management Information System</b>
<b>Organizational Behaviour I</b>	<b>Operations Management II</b>
<b>Financial Management I</b>	<b>Research Methods for Management</b>
<b>Macro Economics Theory &amp; Policy</b>	<b>Strategy Formulation</b>
<b>Cost &amp; Management Accounting</b>	<b>Soft Skill II</b>
<b>Marketing Management II</b>	<b>Indian Economy</b>
<b>Business Statistics</b>	<b>Strategy Implementation</b>
<b>Operations Management I</b>	<b>International Business</b>
<b>Soft Skill I</b>	

## Elective Courses

Courses in the 2nd year are designed to offer the students with an opportunity to pursue their interests in various functional areas. Students can specialize in the functional area of their interest. A student can specialize in more than one area viz. Marketing, Finance, Operations and IT, Human Resource Management and Economics & Strategy.

An indicative list of elective courses, offered during the 2nd year of study, is given in the later part of the bulletin, which is subject to change.

### IMI Kolkata - Elective Courses

#### **Economics, Strategy & General Management**

- Managing Consulting Engagements
- Economics of Strategy
- Entrepreneurship
- Understanding Emerging Markets
- Foreign Language
- Design Thinking for Innovation
- Econometrics for Business
- Business, Government and International Economy
- Behavioural Economics in Action
- Concepts in Corporate Governance and Social Responsibility

## Finance

- Fixed Income & Equity Valuation
- Portfolio Management
- Project & Infrastructure Finance
- Banking & Finance
- International Finance
- Mergers, Acquisitions & Corporate Restructuring
- Financial Institutions & Markets
- Financial Risk Management
- Behavioural Finance
- Futures, Options & Other Derivatives
- Financial Modelling
- Investment Banking
- Tax Planning and Management
- Advanced Financial Statement Analysis
- Wealth Management and Alternative Investments.
- Management of Financial Services.

## Organizational Behaviour & Human Resource Management

- **Human Resource Management**
- Managing Organizational Change
- Fundamentals of Labour Law & Applications
- HR Analytics
- Performance Management & Reward System
- Human Resource Planning.
- Recruitment & Selection
- Compensation Management
- Strategic HRM
- Talent Management
- Training & Development

## Marketing Management

- Integrated Marketing Communication
- Sales & Distribution Management
- Retail Marketing
- Digital Marketing Strategy
- Customer Relationship Management
- Services Marketing
- Advanced Marketing Research
- Consumer Behaviour
- Product Management
- Strategic Brand Management
- Marketing Strategy and International Markets
- Rural Marketing



## Information Systems & Operations Management

- Technology for E-Business
- Supply Chain Management
- Business Intelligence & Data Mining
- Cloud Computing
- Data Analytics
- Service Operations Management
- Project Management
- Network Models
- ERP
- Multiple Criteria Decision Making
- System Dynamics
- Total Quality Management
- Business Forecasting
- Introduction to Artificial Intelligence for Business

### Summer Internship

On completion of 1st year, students are required to gain hands-on experience in the application of core concepts and functional skills. This practice of '*Learning by Doing*' helps the students relate to the rigour of theory in the world of business. The students work on projects as per the specification of the company. At the end of eight to ten weeks of such a closely guided project, under the supervision of the company executive(s), they submit a report to the company and the Institute. The concerned company executives normally provide feedback to the Programme Director on the student's performance. Successful completion of Summer Internship is an essential requirement for the award of the IMI Diploma.

### Pedagogy

Faculty at IMI Kolkata enjoys academic freedom to adopt appropriate pedagogy for imparting education. Pedagogy in a combination of lectures, case discussions, presentations, assignments and project work. The primary emphasis is on interactive and participative methods of learning. Faculty for the programme is primarily in-house from IMI Kolkata but may also include Adjunct or Visiting Faculty. Guest lectures from industry practitioners are also organized to expose students to the current business environment and practices.

### Schedule of Classes

Classes for the PGDM programme are held every day starting from 9 am in the morning and can extend up to late evening hours, including weekends, to suit the requirements of the programme. Each class is of 90 minutes duration. Attendance in all classes is compulsory. Classes shall tentatively begin from the 2nd/3rd week of June 2019.

## Evaluation

Emphasis is laid on continuous evaluation of a student's performance through the six trimesters, culminating in a Cumulative Grade Point Average (CGPA) score, over a 10 point scale.

## International Collaborations

IMI Kolkata has collaborated with various renowned institutes/universities on the global front. Knowledge sharing is of utmost importance in this dynamic world and collaborative research assists in addressing and solving regional and global issues. The partnerships encompass areas of mutual benefit and interest in terms of research projects, joint conferences/seminars/workshops, joint publications, consultancy projects, and exchange programme for students and faculty members.

The collaborating partners of IMI Kolkata include ESC Rennes School of Business, IDRAC Business School and University of Tours in France, Sichuan University, Kunming University of Science and Technology and Sichuan Academy of Social Sciences in China, Emporia State University (U.S.A), Xunta De Galicia (Spain), Universidade do Estado do Rio de Janeiro (Brazil), College of Business and Economics, University of Guelph (Canada), University College, Kiseljak (Bosnia and Herzegovina) and North South University (Bangladesh), University of Turku (Finland).

### IMI Kolkata Current International Linkages

#### IDRAC Business School, France:



IDRAC Business School is a private institution of higher education and has nine campuses in France: Amiens, Bordeaux, Grenoble, Lyon, Montpellier, Nantes, Nice, Paris and Toulouse. IDRAC offers a portfolio of business programs strongly oriented towards marketing and management. (Accreditations: AACSB; EFMD)

#### Emporia State University, Kansas,



Emporia State University is one of the oldest public universities in the state of Kansas, U.S.A. The collaboration focuses on academic and research activities in the field of business management and business education along with student and faculty exchange programmes and organization of seminars, workshops and conferences.

### College of Business and Economics, University of Guelph, Ontario, Canada



The University of Guelph is a reputed public research university in Canada. This marks IMI Kolkata's first collaboration in Canada. The cooperation aims at joint research, exchange visits of academic personnel between IMI Kolkata and the College, joint conferences, short duration courses and management development programmes.

### ESC Rennes School of Business, France



ESC Rennes School of Business, France and IMI Kolkata have partnered to establish and facilitate educational and academic exchanges between the two institutions in order to support their students and teachers in gathering and exchanging academic and professional experience. The two institutions have agreed to promote mutually beneficial activities in the areas of education and research along with cooperation towards the internationalization of higher education.

### Xunta De Galicia



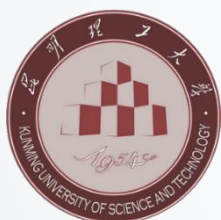
IMI Kolkata in association with Xunta de Galicia has undertaken a student exchange program wherein nominated students from IMI Kolkata has attended a term in Spain and taken courses on International Marketing, International Business and Entrepreneurship.

### Sichuan Academy of Social Sciences, Sichuan, China



Sichuan Academy of Social Sciences was founded in 1978, and it currently has been developed into a research base and center of philosophy and social sciences. The academy is positioned as a premium think-tank in China.

### Kunming University of Science and Technology



The cooperation agreement between IMI Kolkata and Kunming University of Science and Technology encompasses institutional exchange of faculty and students, development of teaching and research activities related to the areas of interest and competencies. It also covers technical, scientific and cultural activities.

### North South University, Dhaka, Bangladesh



IMI Kolkata has a Memorandum of Understanding (MOU) for academic collaboration with the North South University (NSU), the first private university promoted by several business leaders/philanthropists in Bangladesh, encompassing areas of mutual benefit and interest, such as joint research projects, publications, executive development programmes, exchange programmes for students and faculty members, bilateral consultancy projects etc.

### Sichuan University of China



IMI Kolkata has entered into a student exchange and research collaboration programme with the Sichuan University of China. As a part of the student exchange programme selected Students from the University will study for a trimester at IMI Kolkata and students from IMI Kolkata will study in China with scholarships. Faculty members from both institutes will engage in joint research publications, organization of seminars and conferences of international importance.

### Universidade do Estado do Rio de Janeiro, Brazil



IMI Kolkata has engaged with Universidade do Estado do Rio de Janeiro, UERJ, one of the largest universities in Brazil, for research collaboration, student exchange programme, faculty exchange programme, and promotion of joint research publications, organization of seminars and conferences of international

### University College, Kiseljak, Bosnia and Herzegovina



CEPS - Centre for Business Studies is accredited by the Agency for Development of Higher Education and Quality Assurance of Bosnia and Herzegovina. The collaboration aims at promotion of joint publications and research work, institutional exchange between the faculty members, developing of teaching and/or research activities related to the areas of interests of IMI Kolkata and CEPS and organizing conferences, short duration courses and management development programmes.



### **The University Paris-Est Marne-la-Vallée**



The University Paris -Est Marne-la-Vallee is a public institution with a cultural, scientific and professional character, combining a training policy and the development of a research excellence.

The collaboration aims at promotion of joint publications and research work, institutional exchange between the faculty members and students, developing of teaching and/or research activities related to the areas of interests of IMI Kolkata.

### **Université François-Rabelais (University of Tours)**



IMI Kolkata has a collaboration with IAE François Rabelais University (Université François-Rabelais) or University of Tours, a public university in Tours, France. The University of Tours has had long term MBA programmes and is an active partner of the International Institute of Education – IIE.

### **University of Turku**



Turun yliopisto  
University of Turku

The University of Turku, located in Turku in southwestern Finland, is the second largest university in the country as measured by student enrollment, after University of Helsinki.

The collaboration aims at promotion of joint publications and research work, institutional exchange between the faculty members and students, developing of teaching and/or research activities related to the areas of interests of IMI Kolkata.

## Sponsored Research and Consultancy

The institute's faculty members are contributing to the world of knowledge with the aim of enhancing student's intellect on one hand while attempting to address and solve global/regional issues on the other. They have been awarded research and consulting projects by reputed international agencies/institutes. IMI Kolkata faculty members have worked on varied projects like:

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|--|--|
| <ul style="list-style-type: none"><li>➤ Trade in Health Services in South Asia sponsored by SANEI-GDN</li><li>➤ Measuring the Barriers to Trade in Services in South Asia: An Empirical Exercise sponsored by Asian Development Bank</li><li>➤ Trade in Banking and Financial Services in India sponsored by Asian Development Bank Institute (ADBI), Tokyo.</li><li>➤ Market Structure, FDI, Imitation and Innovation funded by All India Council for Technical Education</li><li>➤ Study on High Impact Opportunities for Energy Efficiency in India by UNEP, Denmark.</li><li>➤ Corporate Governance in Emerging Economies funded by National Accounting Council of Brazil</li><li>➤ Japan and India: Paradigm for a Strategic Economic Partnership in the 21st Century sponsored jointly by IMI Kolkata and Ritsumeikan Asia Pacific University, Japan.</li><li>➤ Forecasting Electricity Prices in India funded by Statkraft.</li><li>➤ Regression Analysis I &amp; Regression Analysis II under the E-pathshala &amp; MHRD Project under the National Mission on Education through ICT (NME-ICT) funded by UGC, Ministry of Human Resource Development.</li><li>➤ Erasmus+ Project sponsored by Xunta De Galicia, Spain</li><li>➤ Índia em transformação: o novo crescimento econômico e as perspectivas pós-crisis funded by BRICS Centre Rio de Janeiro</li><li>➤ China and India: History, Culture, Cooperation and Competition sponsored by IMI Kolkata, IMI Delhi and SASS</li><li>➤ ICP in CSR funded by Indian Institute of Corporate Affairs</li></ul> | <ul style="list-style-type: none"><li>➤ Barriers to Cross Border Energy Cooperation &amp; Implications on Energy Security and the Environment: An Indian perspective with reference to energy trade in South Asia by SANEI Bangladesh, Funded by World Bank.</li><li>➤ Responsible Business Professionals for Finland &amp; India Trade awarded by CIMO Asia-ohjelma 2016</li><li>➤ Consumer Well-being and Material Desires awarded by Curtin University, Australia.</li><li>➤ "Fostering Entrepreneurship for Sustainable and Inclusive Agri- Food Innovation: A comparative analysis of India and IJK", sponsored by UK India Education Research Initiative-UGC (UKREI-III).</li><li>➤ Study of Energy Balance of Rural India Using Geospatial Inputs funded by Space Application Centre, ISRO</li><li>➤ Research/consulting projects awarded by Ministry of Corporate Affairs, GOI.</li><li>➤ Does Good Corporate Governance Lead to Enhanced Business Value? awarded by National Foundation for Corporate Governance.</li><li>➤ Research/consulting projects awarded by Chartered Institute of Management Accountants UK.</li><li>➤ Research/consulting projects awarded by U.S. Agency for International Development (USAID).</li><li>➤ Research/consulting projects awarded by Ministry of Environment, Forest and Climate Change, Government of India</li><li>➤ Research/consulting projects awarded by National Institute of Public Finance and Policy (NIPFP).</li><li>➤ Research/consulting projects awarded by Center for Studies in Social Sciences Calcutta.</li></ul> |
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## **MDP & Consultancy**

IMI Kolkata offers wide range of Open&InCompany Management Development and Executive Development Programmes across industries and sectors. Sometimes such programmes are customized as per the client's requirement and competency levels of the people to be trained. Functional areas covered include Marketing Management, Human Resource Management, Operations, Management, Financial Management, Information Technology, Strategic Management, General Management, Soft Skill Training, Effective Communication and Personality Development, Interpersonal Skills, Negotiation Skills, Business Analytics Vigilance Management, Credit Management and Risk Management in Banks, Monitoring and Recovery of Loan Assets, Supply Chain, Procurement & Contract Management and Benchmarking to name a few. It also offers long term and short term Certificate Course on General Management for experienced Working Executives.

## **Centres of Excellence**

IMI Kolkata has four Centres of Excellence aimed at fulfilling the gap of research, engagement and capacity building in the areas of Financial Markets, Retail, Asian Studies and Corporate Governance and Social Responsibility.

## **IMI Konnect**

*IMI Konnect*, an open access scholarly publication of IMI Kolkata, published once in every two months with ISSN No. 2321-9378, started its journey in December, 2012. It publishes original research articles by scholars in the field of management and firsthand perspectives from business thinkers and practitioners on contemporary issues. *IMI Konnect* provides an intellectual non-technical platform for the national and international scholars and the industry experts to discuss and debate their opinions and thus contribute to the knowledge of management. It also publishes interviews with eminent personalities in the field of business. The publication caters to academicians and practitioners in corporate and government organizations.

**Faculty  
IMI Kolkata**

<p><b>Arindam Banik</b> Ph.D. (Delhi School of Economics) Director &amp; Professor <b>Area:</b> Economics, International Finance &amp; Business</p>	
<p><b>Abhijit Roy</b> PhD (Thesis Submitted in The University of Burdwan), Assistant Professor <b>Area</b> -Finance and Accounting</p>	<p><b>Paramita Mukherjee</b> Ph.D. (Jadavpur University) MS- QE (ISI) Professor <b>Area:</b> Economics, Financial Econometrics</p>
<p><b>Amit Anand Tiwari</b> Fellow (IIM Lucknow ) Assistant Professor <b>Area-</b> Marketing Mangement</p>	<p><b>Rachana Chattopadhyay</b> Ph.D. (Calcutta University under the Fellowship of ISI Kolkata) Associate Professor <b>Area:</b> Organizational Behaviour &amp; HRM</p>
<p><b>Baidyanath Biswas</b> Fellow Program in Management, Information Technology and Systems (IIM Lucknow) Assistant Professor <b>Area</b> - IT and QT</p>	<p><b>Rituparna Basu Ph.D.</b> (IIT Kharagpur) Assistant Associate Professor <b>Area:</b> Marketing, Retail &amp; Entrepreneurship</p>
<p><b>Baljeet Singh Sani</b> Fellow (IIM Indore) Assistant Professor <b>Area:</b> Marketing</p>	<p><b>Rohit Singh</b> PhD (Supply Chain Management) IIT Gwalior, MBA (Operations Management) Assistant Professor <b>Area-</b>Operations</p>
<p><b>Boudhayan Ganguly</b> Fellow (IIM Lucknow ) Associate Professor <b>Area:</b> Operations &amp; IT</p>	<p><b>Roma Puri</b> Fellow (IIM Calcutta) Associate Professor <b>Area:</b> Organizational Behaviour &amp; HRM</p>
<p><b>Chanchal Chatterjee</b> Ph.D. (University of Burdwan) Associate Professor <b>Area:</b> Finance &amp; Accounting</p>	<p><b>Sahana Roy Chowdhury</b> Ph.D. (ISI) Associate Professor <b>Area:</b> Economics</p>
<p><b>Dibyajyoti Guha</b> Ph.D. (IIT Bhubaneswar) Assistant Professor <b>Area:</b> Information Systems</p>	<p><b>Sarojakshya Chatterjee Ph.D.</b> (IIT Kharagpur) Professor <b>Area:</b> Finance</p>
<p><b>Himadri Roy Chaudhuri</b> Ph.D. (University of Calcutta) Associate Professor <b>Area:</b> Marketing, Consumer Behaviour, Branding</p>	<p><b>Soni Agrawal</b> Ph.D. (IIT Kharagpur) Associate Professor <b>Area:</b> Organizational Behaviour &amp; HRM</p>
<p><b>Mohua Banerjee</b> Ph.D. (University of Calcutta) Professor <b>Area:</b> Marketing &amp; Retail</p>	<p><b>Surendra Poddar</b> CFA (USA), FRM (GARP USA), Pursuing Fellow Programme (XLRI) Assistant Professor <b>Area:</b> Finance &amp; Accounting</p>
<p><b>Pooja Sengupta</b> Ph.D. (Old Dominion University, Virginia, USA) Assistant Professor <b>Area:</b> Quantitative Methods</p>	<p><b>Tirthankar Nag</b> Fellow (IIM Ahmedabad) Professor <b>Area:</b> Strategy, Sustainability, Corporate Governance and Social Responsibility</p>



## PGDM Fee Structure (2019 – 21)

<b>Self-sponsored Fee PGDM Batch 19 - 21</b>					
Year Account Category	First Year		Second Year		Total
	I	II	I	II	
All Figures in Indian rupees	<b>Installment</b>	<b>Installment</b>	<b>Installment</b>	<b>Installment</b>	
Tuition Fee	2,44,030	2,44,030	2,44,030	2,44,028	9,76,118
Text/Reading Material	22,813	22,813	22,813	22,814	91,253
Student Welfare (Includes medical cover/Insurance)		12,000		12,000	24,000
Library fee	15,313	15,313	15,313	15,314	61,253
Life Membership of Alumni Association		5,000		5,000	10,000
Computer Fee	7,500	7,500	7,500	7,500	30,000
Security Deposit (Refundable subject to obtaining clearance of all dues and damage to the Institute properties/Assets)	15,000				15,000
<b>Total</b>	<b>3,04,656</b>	<b>3,06,656</b>	<b>2,89,656</b>	<b>3,06,656</b>	<b>12,07,624</b>

<b>Company Sponsored Fee PGDM Batch 19 - 21</b>					
Year Account Category	First Year		Second Year		Total
	I	II	I	II	
All Figures in Indian rupees	<b>Installment</b>	<b>Installment</b>	<b>Installment</b>	<b>Installment</b>	
Tuition Fee	2,75,000	2,75,000	2,75,000	2,75,000	11,00,000
Text/Reading Material	32,500	32,500	32,500	32,500	1,30,000
Student Welfare (Includes medical cover/Insurance)		12,000		12,000	24,000
Library fee	18,750	18,750	18,750	18,750	75,000
Life Membership of Alumni Association		5,000		5,000	10,000
Computer Fee	23,787	23,787	23,787	23,788	95,149
Security Deposit (Refundable subject to obtaining clearance of all dues and damage to the Institute properties/Assets)	15,000				15,000
<b>Total</b>	<b>3,65,037</b>	<b>3,67,037</b>	<b>3,50,037</b>	<b>3,67,038</b>	<b>14,49,149</b>

Hostel and mess charges will be separately charged on the above course fee structure

<b>Foreign Candidates and PIO (IN US \$)</b>	
Program Fees (Food, Room non-A.C./A.C. Charges extra)	* 21500

\*The Institute reserves the right to revise the rates as and when required.

\*Please note: These admissions are subject to AICTE approval



International Management Institute  
Kolkata

**Contact Details – IMI Kolkata Admissions**

**Dr. Soni Agrawal**  
Chairperson - Admissions

**Ms. Karabi Bhattacharya Rao**  
Chief Manager

2/4C, Judges Court Road, Alipore, Kolkata – 700 027

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Website: [www.imi-k.edu.in](http://www.imi-k.edu.in)

E-mail: [admission.imik@rp-sg.in](mailto:admission.imik@rp-sg.in); [k.rao@imi-k.edu.in](mailto:k.rao@imi-k.edu.in)

# Fellowship Programme in Management (FPM)

## Overview

The full time Fellow Programme in Management (FPM) at IMI Kolkata has been designed to cater to the scholarly needs of the faculty members, researchers and executives willing to pursue rigorous research work at doctoral level on a full time basis. The FPM programme is aimed at giving prospective scholars an academic space to challenge the conventional wisdom and encourage them to extend horizons of current thought into a new realm of knowledge and understanding. The FPM research scholars of IMI Kolkata are expected to undertake a rigorous multidisciplinary approach to offer original works of theoretical and practical relevance with far reaching implications.

IMI Kolkata offers ample opportunities for advanced study and research. The primary focus of the programme is to prepare qualified candidates for academic careers in research, teaching and consultancy. The programme includes intensive formal courses as well as individually pursued self-study or seminar courses on special topics. The research scholars are expected to work closely with the Institute's well-known faculty, both inside and outside the classroom.

The FPM is designed to train scholars for careers in research, teaching and consultancy in technical and theoretical disciplines underlying business administration. These skills have become mandatory for jobs in academia and are increasingly important in business and government, as well as in consulting, research and technical advisory firms.

## Programme Objectives

- Promote contemporary academic research
- Develop the prospect of new age management education in India with pertinent theoretical insights
- Train, motivate and empower prospective scholars to become highly skilled and innovative researchers and facilitators

## Areas of Research

- Economics
- Finance & Accounting
- Organizational Behaviour & Human Resource Management
- Information Systems
- Operations Management
- Marketing
- Strategic Management

## **Admission Procedure**

### **Eligibility**

The ideal candidates for FPM are those who possess outstanding academic background, followed by professional experience and intellectual curiosity as well as diligence required to pursue the work of scholarship.

The candidates for the programme must have one of the following qualifications obtained from any of the universities incorporated by an act of the central or state legislature in India, or other educational institutions established by an act of parliament or declared to be deemed as a university under section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE. The candidates with foreign degrees must be from foreign universities or institutions, which are recognized by the Association of Indian Universities (AIU).

- A Post-graduate degree or its equivalent in any discipline with a minimum of 55% aggregate marks  
OR
- A Bachelor's Degree in Engineering with a minimum of 60% marks or equivalent grade point average and a minimum of 3 years of relevant work experience  
OR
- Any professional qualifications such as CA, ICWA and CS with a minimum of 55% aggregate marks . In addition, all the candidates must have secured a minimum of 55% marks in all of their public examinations starting with the secondary level. Work experience in industry or academics may be given due credit in the selection process.

Those who are appearing for their final year examination in the current academic year may also apply. However, their admission to the programme will be provisional subject to their successful completion of all requirements for obtaining the relevant degree before September 30, 2019. Preference will be given to those who have MBA degrees, Masters in Economics, Commerce, Psychology, Sociology and other related subjects.

### **Admission Test**

For all candidates fulfilling the eligibility criteria the Institute will conduct its very own Research Aptitude Test (RAT) and Personal Interview (PI). RAT will include Logical Reasoning, Analytical Ability and Writing Ability through descriptive questions. Candidates having valid CAT/GMAT/GRE scores may also apply for the programme.



## Key Dates and Process

FPM Application opens: Jan 1, 2019

FPM Application closes: End of February, 2019

FPM Research Aptitude Test (RAT) & Personal Interview (PI) at IMI Kolkata

campus Declaration of result of RAT and PI

Commencement of the Programme: 4th week of June, 2019

## How to Apply

Application form and the brochure for the full time Fellow Programme in Management can be downloaded from the IMI Kolkata website [www.imi-k.edu.in](http://www.imi-k.edu.in). Candidates need to fill up the form and submit the same to the Institute along with a crossed cheque/demand draft of Rs. 500 drawn in favour of International Management Institute Kolkata payable at Kolkata by Feb 19, 2019 at the following address:

Ms. Asmita Biswas  
International Management Institute Kolkata  
2/4 C, Judges Court Road, Alipore  
Kolkata – 700027  
Tel: 91-33-6652-9630  
E-mail: a.biswas@imi-k.edu.in; fpm.imik@imi-k.edu.in

The foreign scholars need to pay an amount of USD 50 through bank transfers as application fee.

## Duration of the Programme

The programme is of four years' duration. However, this is extendable maximum up to 1 year in exceptional cases, subject to the consideration and approval by the IMI Kolkata research council. It consists of two phases. The first phase of the programme involves course work for two years followed by a comprehensive examination (CE). The CE based on research scholar's chosen area of interest will be taken after completion of the course work. The CE serves as a gateway to the dissertation as the means to ensure that research scholars have the background knowledge to do a doctoral dissertation.

The second phase requires scholars to work on their thesis. This involves the preparation of thesis proposal, pursuing research on this proposal and finally an examination based on the thesis leading to FPM.

## Course Structure & Curriculum

The candidates will pursue a number of compulsory courses in different areas of management spread over 3 trimesters in the first year. The courses will be of 3 credits equivalent to 30 hours of classes. After the first 3 trimesters the candidates are required to prepare a summer paper during the period April-June.

On successful completion of first year, during the 2nd year they are required to pursue 4 compulsory courses and at least 5 elective courses during the 4th and the 5th trimester. During the 6th trimester they are required prepare a seminar paper. The candidates will appear for CE at the end of the 6th trimester and on successful completion, will commence their thesis from the 3rd year. At the end of the 2nd year they are required to prepare their thesis proposal during the period April-June.

### Compulsory Courses

Following is the list of courses one has to pursue in the first year. However, waivers may be given for some courses as per the decision of IMI Kolkata Research Council.

#### 1st Year

- Business Mathematics
- Financial Accounting and Analysis
- Information Technology for Decision Making
- Managerial Economics
- Marketing Management I
- Organizational Behaviour I
- Business Statistics
- Financial Management I
- Operations Management I
- Macro Economics Theory and Policy
- Cost and Management Accounting
- Marketing Management II
- Organizational Behavior II
- Business Ethics
- Financial Management II
- Operations Management II
- Management Information System
- Human Resource Management
- Legal Aspects of Business
- Strategy Formulation
- Indian Economy

#### 2nd Year

- Qualitative Research Methods
- Quantitative Research Methods
- Communication in Management Pedagogy
- Philosophy of Business Management

## Elective Courses

Following are the set of electives offered in different areas:

### Economics

- Advanced Microeconomics
- Advanced Macroeconomics
- Econometrics
- Game Theory
- Industrial Organisation
- Behavioural Economics
- Public Economics
- Development Economics
- Financial Economics
- International Business

### Finance and Accounting

- Advanced Corporate Finance
- Asset Pricing Theory
- Financial Econometrics
- Financial Derivatives
- International Finance
- Advanced Research in Accounting

### Marketing

- Behavioural & Consumer Research
- Marketing Theory
- Qualitative Research Methods
- Measurement Theory in Marketing
- Marketing and Society
- Marketing Seminar

### Strategic Management

- Advanced Strategic Management
- Seminar on Advanced Methodologies in Strategic Management Research
- International Strategic Management
- Strategy and Innovation
- Seminar on Entrepreneurship
- Economics of Strategy
- Corporate Governance
- Corporate Social Responsibility (CSR) and Sustainable Development

### Information System

- Graph Theory and Combinatorial Optimization
- Computer Algorithms and Applications
- Data Mining and Business Intelligence
- System Analysis and Design
- Software Risk Management
- Multi Criteria Decision Making
- E-commerce
- Cloud Computing
- Computer Networks
- Database Management Systems
- Data Analytics with Hadoop

### Organisational Behaviour and Human Resource Management

- Organizational Theory
- Advanced HRM
- Managing Transformation & Change
- Researches on Leadership & Organizational Behaviour
- Strategic HRM: Advances in Research
- Advances in Organization Design and Change
- Research in Personality and Applied Behavioural Science

### Operations Management

- Optimization and Logistics Modeling
- Simulation Classical and Advanced Techniques for Optimization
- Stochastic Process: Theory and Applications
- Contemporary Topics in Operations Management
- Supply Chain Modeling Techniques
- Project Management
- Non-Linear Programming

## Fees Structure

### Fees and Expenses

Limited number of scholarships will be provided by IMI Kolkata. Tuition fees and fee for reading materials, computer and library are waived for IMI Kolkata scholarship holders. They need to pay hostel and mess fees as per norms. For others, the fees are as under:

#### Indian Research Scholars\*\*

Particulars	Year 1	Year 2	Year 3	Year 4
Tuition fee	INR 40,000	INR 40,000	—	—
Reading materials, computer & library fee	INR 30,000	INR 30,000	INR 30,000	INR 30,000
Alumni Association Activities (Life membership, one-time fee to be paid at the time of admission)	INR 5,000	—	—	—
Security Deposit (Refundable, to be paid at the time of admission)	INR 15,000	—	—	—
Registration (for Doctoral Thesis/Synopsis)	—	—	INR 20,000	—
<b>Total</b>	<b>INR 90,000</b>	<b>INR 70,000</b>	<b>INR 50,000</b>	<b>INR 30,000</b>

#### Foreign Research Scholars

Particulars	Year 1	Year 2	Year 3	Year 4
Tuition fee	USD 1,200	USD 1,200	—	—
Reading materials, computer & library fee	USD 800	USD 800	USD 800	USD 800
Alumni Association Activities (Life membership, one-time fee to be paid at the time of admission) + Security Deposit (Refundable, to be paid at the time of admission)	USD 500	—	—	—
Registration (for Doctoral Thesis/Synopsis)	—	—	USD 300	—
<b>Total</b>	<b>USD 2,500</b>	<b>USD 2,000</b>	<b>USD 1,100</b>	<b>USD 800</b>

\*\*For scholarship holders from Indian funding agencies like UGC, ICSSR etc., norms for fees as per the respective funding agency may be applicable.

The above fees are exclusive of hostel and mess charges. Few rooms are available at the IMI Kolkata campus for candidates willing to stay in campus. Rooms may be offered to the candidates subject to availability.

## Payment Schedule

### Indian Research Scholars

1st Year	1 <sup>st</sup>	INR 50,000	June 28, 2019
	2 <sup>nd</sup>	INR 40,000	September 13, 2019
2nd Year		INR 70,000	May 15, 2020
3rd Year		INR 50,000	May 14, 2021
4th Year		INR 30,000	May 16, 2022

### Foreign Research Scholars

1st Year	USD 2500	June 28, 2019
2nd Year	USD 2000	May 15, 2020
3rd Year	USD 1100	May 14, 2021
4th Year	USD 800	May 16, 2022

Note: Tuition fees and fee for reading materials, computer and library are waived for IMI Kolkata scholarship holders.

The fees are to be paid through RTGS/NEFT/demand draft drawn in favour of International Management Institute Kolkata payable at Kolkata at the following address:

Ms. Asmita Biswas  
Research Officer  
International Management Institute Kolkata  
2/4 C, Judges Court Road, Alipore, Kolkata – 700027 Tel: 91-33-6652-9630,  
E-mail: [a.biswas@imi-k.edu.in](mailto:a.biswas@imi-k.edu.in); [fpm.imik@imi-k.edu.in](mailto:fpm.imik@imi-k.edu.in)



The bank details for RTGS/NEFT payment are as under -

<b>PAN:</b>	<b>AABTA8025E</b>
<b>BANK NAME:</b>	<b>AXIS BANK</b>
<b>ACCOUNT HOLDER NAME:</b>	<b>International Management Institute Kolkata</b>
<b>IFS CODE:</b>	<b>UTIB0000391</b>
<b>ACCOUNT NO:</b>	<b>911010066934574</b>
<b>BRANCH:</b>	<b>PANCHANANTALA BRANCH, HOWRAH</b>
<b>ADDRESS:</b>	<b>PANCHANANTALA BRANCH, HOWRAH, 2 DESHPRAN SASHMAL ROAD, PIN: 711101</b>

The Institute reserves the right to charge any other fees from the students or to increase the above fees if considered necessary. Due notice would be given, while making such changes.

**Scholarships:**

IMI Kolkata will offer limited number of scholarships based on merit. For the first two years, they will be provided with scholarships amounting to INR 20,000 per month. Scholarships for the third and the fourth year will be INR 25,000 per month.

The IMI Kolkata Scholarship holders are also eligible to get liberal grant for buying books, called contingency grant up to a maximum of INR 25,000 per annum, as per norms. It is to be noted that the tuition fees for IMI Scholarship holders may be waived off. However, the candidates applying to the residential programme will have to incur hostel and mess charges separately.

Self-sponsored candidates and candidates with scholarships from other funding agencies (viz. UGC, ICSSR, etc.) are also encouraged to apply.

**Ms. Asmita Biswas**  
**Administrative Executive**  
**International Management Institute Kolkata**  
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