

**IMI**  
**INTERNATIONAL MANAGEMENT INSTITUTE**  
*— Shaping global leaders for tomorrow —*



IMI  
NEW DELHI

**ADMISSION  
BULLETIN  
2016-18**

IMI  
BHUBANESWAR

IMI  
KOLKATA

# ADMISSIONS BULLETIN 2016

## The International Management Institute, New Delhi is AMBA Accredited

Crafted with

### world-class expertise

The high standard of AMBA-accredited MBAs is certified by highly experienced Business School Deans and Directors - Experts assessing Experts.

Be in **brilliant** company

MBA students on AMBA-accredited programmes are required to have at least 3 years prior management experience, making for quality networks and applied learning.

Be part of a **priceless** network

AMBA-accredited MBA programmes require a minimum of 500 'contact' hours, ensuring face-to-face learning and strong relationship-building.



Access to the **highest quality**

experts in academia and industry. Faculty at AMBA-accredited programmes are internationally-diverse and at least 75% must have a relevant postgraduate qualification.

Invest in education that stands the **test of time**

AMBA-accredited schools have educated MBAs to AMBA standards for a minimum of 3 years and usually over 10 years.



## **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.

### **Board of Governors**

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**Dr. Bakul Dholakia**  
Director – General, International Management Institute, New Delhi

**Mr. V.C. Agarwal**  
President Corporate HR, RP-SG Group

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Former Finance Secretary, GOI

**Shri V. K. Sharma**  
Executive Director (Retired), RBI

**Prof. Ramesh Behl**  
Director, International Management Institute, Bhubaneswar

Nominee of AICTE Regional Office

Nominee of State Board of Technical Education

## **Message from Director General**



These are volatile and uncertain times not only for India, but also for the leading economies of the world. Education at all levels is going to be the deciding factor for fulfillment of hopes and aspirations of today's youth. The role of a well- established Business School should be to prepare the youth to take on the challenges of constantly changing business environment in making them knowledgeable, innovative, hardworking, and dedicated. Business education should be oriented towards giving them the right kind of skills that are relevant to the work at hand and what they can build on in future. At IMI, it has been our continuous endeavor to develop and equip our students with all of the above and more.

IMI, established in 1981, is an internationally acclaimed institution known for its high intellectual capital, cutting-edge teaching and training. By virtue of being India's first corporate sponsored B-school, IMI enjoys considerable corporate connectivity. It is among the league of a few distinguished institutions in the country which are accredited by the prestigious global accreditation agency "Association of MBAs" (AMBA). IMI has also been accredited by NBA. The institute is also accredited with the Ministry of External Affairs for Programs under their ITEC initiative covering 161 countries.

Making once in a life time choice requires careful research. Similarly, choosing a business school requires a sharp focus. The rapidly changing business environment and business practices pose innumerable challenges for the young managers. Therefore the curriculum here at IMI strives to give its students not only the best academic experiences, but also hone their skills to eventually emerge as true leaders. IMI is looking forward to meet the educational aspirations from various segments of students as well as industries by offering a wide range of management programs.

With best wishes,

**Dr. Bakul Dholakia, Padma Shri**

**Director General, IMI**

## **Message from Admission Chair**



Bringing together the nuances of professional ethics and a sensitive learning curriculum, Management Education plays an imperative role in the underlying foundation of Business Professionals. Understanding strategy and indulging in critical thinking, the classroom learning paves way to rightfully tackle the challenges of practicality. IMI, New Delhi as a B School, strives to build upon the same integration, inculcating both skill and rigor needed to bear results in the Business World.

The PGDM Programmes at IMI, taught by academic experts in their respective fields, are designed not only to help students prepare for future job prospects in the corporate world, but also help sustain potential entrepreneurs and their startups.

Focusing on value based learning, with emphasis on encouraging intellectual curiosity; IMI graduates leave the campus doors as equipped Business Professionals.

We, at IMI, New Delhi, look forward to welcome the Batch of 2016-18.

**Dr. Shailendra Nigam**

**Chair – Admissions, IMI New Delhi**

## **IMI NEW DELHI PROGRAMS AT A GLANCE**

### **Post Graduate Diploma in Management (PGDM)**

The two year program is designed to prepare students for careers across functional areas of management. It was shaped in 1993 and has ever since attracted candidates from diverse educational streams; ranging from engineering, medicine, architecture, social sciences, economics and commerce. Both fresh graduates and experienced professionals are eligible to apply. Entry is through the Common Admission Test (CAT) conducted by the IIM's and also through Graduate Management Aptitude Test (GMAT).



### **Post Graduate Diploma in Human Resource Management (PGDMHRM)**

This two year program commenced in 2006 was developed to equip students from across functional disciplines for careers in human resource management. The key intent behind the curriculum is to develop people related skills in the students. It attracts both fresh graduates and experienced professionals.



### **Post Graduate Diploma in Management (Banking & Financial Services)**

This two year Post Graduate Diploma in Management (Banking & Financial Services) is designed to prepare students for careers in banking and financial services industry. The program equips students with strong conceptual skills to manage Banking & Financial Service businesses in an integrated manner. The emphasis is on developing a holistic manager with a vision to take on the challenges of the future in a socially sensitive manner.

### **Executive Post Graduate Diploma in Management (EXPGDM)**

Started in the year 1984, this 15 month program is designed for middle level managers with a minimum of 5 years post qualification work experience. It involves ten and half months course work at IMI Delhi campus and a 5 week optional course work at a partner Business school in Europe/USA. The executives then do a dissertation over the next three months (company sponsored executives will do a dissertation at their work place).

### **Fellow Program in Management (FPM)**

Started in the year 2010, IMI's Fellow Program in Management, has been launched with the objective of capacity-building in the domain of education, research and consultancy and is open to both full- time research scholars and Corporate Executives who intend to make a career in either domain.

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

It is India's first corporate sponsored business school. It was established in 1981, as an autonomous non-profit educational society in collaboration with International Management Institute, Geneva now IMD Lausanne.

IMI Delhi has recently received the prestigious accreditation of the Association of MBAs (AMBA) thus becoming **the fifth management institute in the country** to receive the same joining the league of prestigious International Business schools. AMBA is a UK based international accreditation authority and its accreditation is considered as the gold standard for all MBA, DBA and MBM programs and is the hallmark of excellence in management education.

## **Affiliations & linkages**

With a view to continually benefit from professional interactions with some of the well-known Business Schools, IMI has consciously fostered academic linkages covering exchange of faculty, curriculum development, institution building, and joint research and training. It has been fortunate to have had collaborations with International Institute for Management Development (IMD) Lausanne, Switzerland; Faculty of Management, McGill University, Montreal, Canada; and Manchester Business School, U.K. In addition, IMI has a very active Student Exchange Program with various B Schools in Europe, North America, Australia and Asia.

## **Academic Programs**

IMI New Delhi offers Three Two-Year Post-Graduate Programs, 15-Month EXPGDM and FPM in its Delhi Campus. All programs are approved by AICTE.

## **Programs Offered**

- (a) Two year full-time Post-Graduate Diploma in Management (PGDM).
- (b) Two year full-time Post Graduate Diploma in Human Resource Management- (PGDMHRM).
- (c) Two year full-time Post Graduate Diploma in Management (Banking and Financial Services)
- (d) Fifteen months full-time Executive Post-Graduate Diploma in Management (Ex-PGDM), for those with minimum five years works experience.
- (e) Fellow Program in Management (FPM).

## **Faculty**

IMI New Delhi has on its rolls 50 full time faculty members. Of the full time faculty members, more than 90 percent have Doctoral qualifications from reputed Universities, such as Michigan, Pittsburgh, Virginia, Maryland, & London school of Economics and IIMs. IMI also has a unique mix of large number of faculty members with extensive industry exposure, spanning across functional areas holding senior positions. **In a recent survey conducted by Business World, IMI was ranked 3rd in the domain of intellectual capital** as also amongst the 15 super league Business schools, in the latest AIMA survey. In **Business Today survey, IMI Delhi was ranked 9<sup>th</sup> and it was ranked 11<sup>th</sup> in the Outlook B-School Survey.**

## **Management Development Program**

International Management Institute (IMI), New Delhi conducts a wide range of Management Development Programs in various functional and cross- functional areas of management. Keeping up with its track record, IMI has launched a major thrust in Executive Education. These MDPs are designed with an appropriate blend of



conceptual knowledge and experiential learning to develop the appropriate mindset and competences needed to succeed in the contemporary business context with emphasis on developing the ability to apply learning in an efficient and effective decision making in the real world. This aims to boost the performance and privity of the organizations — be it in the private, public, government, social or non-governmental sectors. IMI Delhi conducts open-enrolment programs and specially customized executive development programs for middle, senior and top level managers of different organizations, some with overseas learning components as well.

### **Cultivating Integrative Capabilities**

Keeping the growing complexity of business in mind, IMI's programs foster such integrative capabilities with cross-functional modules that synthesize a number of specialized disciplines into a unified learning experience. Participants develop skills through a case-based approach and are encouraged to analyze issues from several conflicting viewpoints, before deciding on a course of action.

### **Pedagogy**

IMI follows a pedagogy involving a mix of various modern and interactive forms apart from the classroom teaching method. The others being extensive use of resources such as Case based methods, role-plays, Presentations, Computer simulations and live field projects.

### **Research at IMI**

Research is encouraged at International Management Institute and is comprehensively linked with effective management training. It is the Institute's objective to support companies in a changing world by combining theoretical progress with their implications in business. IMI believes that close co-operation with the business sector and alumni network is the essential precondition for a successful business. The combination of theory and practice has always been a central component of the teaching methodology and is anchored in an integrative manner in the academic program.

### **Global Business Review**

GBR is a premier management journal brought out by IMI Delhi since 2000 and is now highly acclaimed as a top-ranking business & management Journal in Asia and is also widely recognized globally.

### **Emerging Economy Studies**

IMI New Delhi launched its 2<sup>nd</sup> journal in Management in 2014.

### **Centers of Excellence**

IMI is known for its excellent faculty and high quality intellectual capital. The faculty members are actively involved in training, research and consultancy in various disciplines. IMI has setup 10 Centers of Excellence headed by senior faculty members for focused competencies and effective intellectual output.

The following are the 10 Centers of Excellence:

- Center for Advanced Banking and Financial Markets
- Center for Family Business and Entrepreneurship
- Center for Infrastructure Sector Financing
- Center for Excellence in Manufacturing and Supply Chain Management
- Center for Corporate Governance and Social Responsibility



- Center for Sustainable Development
- Center for Human Values & Leadership
- Centre for Management of Innovation and Technology
- Center for Social Sector Governance
- Center for Women Leadership

### **Residential facilities**

All Programmes offered by IMI Delhi are Residential Programmes. The residential facilities provided for both male and female students are secure and host a congenial environment with all the basic amenities. Mess facility is also offered through vendors appointed by the institute.

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

<b>CSR-GHRDC B - School Rankings</b>	<ul style="list-style-type: none"> <li>- 3<sup>rd</sup> in Ranking of Top B-Schools of Super Excellence</li> <li>- 1<sup>st</sup> in Private B School in Delhi State</li> <li>- 9<sup>th</sup> Overall among Top 20 Government &amp; Private B-Schools in Faculty, Publication, Research, Consultancy, MDP and Other Programs</li> <li>- 11<sup>th</sup> Overall among Top 20 Government &amp; Private B-Schools in Placements, USP, Social Responsibility, Networking and Industry Interface</li> </ul>
<b>Business Today Survey, October 2014</b>	IMI Ranked 9 <sup>th</sup> in Business Today (9 <sup>th</sup> Overall, 4 <sup>th</sup> in Learning Experience, 5 <sup>th</sup> Selection Process & Establishment and 6 <sup>th</sup> in Future Orientation)
<b>Outlook B-School Survey, October 2014</b>	IMI Ranked 11 <sup>th</sup> in Outlook B- School Survey (11 Overall and 4 <sup>th</sup> among Private B Schools and 4 <sup>th</sup> in Northern Region).
<b>NHRDN-PEOPLE MATTERS B-SCHOOL RANKING, APRIL-2015</b>	IMI Ranked 8 <sup>th</sup> in NHRDN survey (8 <sup>th</sup> overall, 5 <sup>th</sup> in Marketing, 5 <sup>th</sup> in Finance, 2 <sup>nd</sup> in HR, 6 <sup>th</sup> in Operations, 6 <sup>th</sup> in Strategy and 8 <sup>th</sup> in IT
<b>INDIAN MANAGEMENT-JUNE 2015</b>	IMI Ranked 2 <sup>nd</sup> in Super League
<b>TIMES OF INDIA, February 27, 2015 (B-SCHOOL CHRONICLES)</b>	IMI overall Ranking is 18
<b>Business World – December 1, 2014</b>	11 <sup>th</sup> in overall ranking, 2 <sup>nd</sup> in Industry Interaction, 3 <sup>rd</sup> in Intellectual capital

## List of Faculty: IMI NEW DELHI

<p><b>Acharya, Manaswini</b> Ph.D. Fulbright Scholar (University of Virginia Charlottesville) Professor &amp; Dean (Corporate Relations) Chairperson (Branding &amp; Media Relations) <b>Area : Marketing &amp; Communication</b></p>	<p><b>Aeron, Prageet</b> FPM (IIM - Ahmadabad) Assistant Professor <b>Area : Information Systems</b></p>
<p><b>Agarwal, G.K.</b> M.S.(Industrial &amp; Management Engineering), M.S.U., USA, B.Tech.(IIT Kanpur) Professor <b>Area : Strategy and General Management</b></p>	<p><b>Agrawal, Soni</b> Ph.D. (IIT – Kharagpur) Assistant Professor <b>Area : Human Resource &amp; Organizational Behaviour</b></p>
<p><b>Anantaram, Rajeev (on sabbatical leave)</b> Ph.D. (University of Pittsburgh) Professor <b>Area : Economics</b></p>	<p><b>Arora, R K</b> Ph.D. (IIT Delhi), FICWA, FCS, MBA Professor <b>Area : Finance</b></p>
<p><b>Awasthy, Richa</b> Ph.D. (Jamia Hamdard University) Assistant Professor <b>Area : Human Resource &amp; Organizational Behaviour</b></p>	<p><b>Banik, Arindam (on sabbatical leave)</b> Ph.D. (Delhi School of Economics) Distinguished Professor <b>Area : Economics</b></p>
<p><b>Batra, D.K.</b> Ph.D. &amp; MBA (FMS, Delhi University) Professor <b>Area: Marketing</b></p>	<p><b>Behl, Ramesh (on sabbatical leave)</b> M.Sc. (Kanpur University) Professor <b>Area : Information Systems</b></p>
<p><b>Bhandarker, Asha</b> Ph.D. Business Management Osmania University, M.A. (Psycho-Organizational Behaviour) Distinguished Professor <b>Area: Human Resource &amp; Organizational Behaviour</b></p>	<p><b>Bhaumik, Pradip K</b> Fellow in Management (IIM-A) B.Tech. (IIT Delhi) Distinguished Professor <b>Area : Quantitative Techniques &amp; Operations Mngt.</b></p>
<p><b>Bhimaraya, Metri</b> Ph.D. (IIT Mumbai) Professor &amp; Dean (Academics &amp; Alumni Relations) <b>Area : Operations Management</b></p>	<p><b>Chandra, V</b> Ph.D. ( Jamia Milia Islamia) Professor <b>Area : Communications, Human Resource &amp; Organizational Behaviour</b></p>
<p><b>Chaklader, Barnali</b> Ph.D. (Bundelkhand Univ), FCMA, MBA, M.Com (DU) Associate Professor <b>Area : Finance</b></p>	<p><b>Chaturvedi, Arvind</b> Ph.D. (IIT Delhi), M.Sc Stat (IIT Kanpur), M.A. (Eco) Professor <b>Area : Quantitative Techniques &amp; Operations Management</b></p>
<p><b>Chawla, Deepak</b> Fellow in Management (IIM-A), M.Stat. (ISI) Distinguished Professor &amp; Dean (Research &amp; FPM) <b>Area : Quantitative Techniques &amp; Operations Management, Marketing</b></p>	<p><b>Das, Himadri (on sabbatical leave)</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 : Finance</b></p>
<p><b>Dasgupta, Pinaki</b> Ph.D. Banaras Hindu University, MBA Purvanchal University</p>	<p><b>Deb, K Arnab</b> Ph.D. in Economics from University of Connecticut, Storrs (U.S.A.)</p>

Professor <b>Area:</b> Marketing	Assistant Professor <b>Area :</b> Economics
<b>Dhamija, Sanjay</b> M.Com. (Delhi School of Economics), FCMA, FCS, L.L. B (Delhi University), CFA (ICFAI) Professor <b>Area :</b> Finance	<b>Dholakia, Bakul</b> Ph.D. (M S University, Baroda) Director General <b>Area :</b> Economics & Strategy
<b>Dokadia, Afsha</b> Ph.D. (TISS), MBA Sr. Lecturer <b>Area :</b> Human Resource & Organizational Behaviour	<b>Goyal, Sonu</b> Ph.D. (FMS, Delhi University) Professor <b>Area :</b> Strategy and General Management
<b>Gupta, Prashant</b> Ph. D. (Bundelkhand University), M. Phil, LLB, MMS (DAVV, Indore) Associate Professor <b>Area :</b> Finance	<b>Jain, Nalin</b> M. B. A. (FMS, Delhi University), B. Tech.(IIT BHU), Submitted Ph.D. (IIT Delhi) Associate Professor <b>Area :</b> Marketing
<b>Joshi, Himanshu</b> Submitted Ph.D. (AMU), PGDM (IMI), B.E. (Bangalore University) Assistant Professor <b>Area :</b> Information Systems	<b>Kalla, Supriya</b> Fellow in Management (MDI) Assistant Professor <b>Area :</b> Marketing
<b>Kanjilal, Kakali</b> Ph.D. (IGIDR-Mumbai), M.Sc. Associate Professor <b>Area :</b> Quantitative Techniques & Operation Mngt.	<b>Kapoor, G.K</b> Ph.D. (Delhi University), M.Com Professor <b>Area :</b> Strategy and General Management
<b>Kathuria, Rajat (on sabbatical leave)</b> Ph.D. (University of Maryland) Professor <b>Area :</b> Economics	<b>Khanna, Ashutosh</b> Ph.D. & MSc,(London School of Economics and Political Science, U.K) Associate Professor <b>Area :</b> Strategy and General Management
<b>Lal, Prerna</b> MBA (IIT Roorkee) BE (Computer Technology) Lecturer <b>Area :</b> Information Systems	<b>Mehta, Chhavi</b> Ph.D. IIT Delhi Assistant Professor <b>Area:</b> Finance
<b>Mohapatra, Mamta</b> Ph.D. (Utkal University) Professor & Programme Chair-PGDMHRM <b>Area :</b> Human Resource & Organizational Behaviour	<b>Nigam, Shailendra</b> Ph.D. (Agra University), MBA, L.L.B Professor Chairperson – Admissions <b>Area :</b> Human Resource & Organizational Behaviour
<b>Nirjar, Abhishek</b> Ph.D. (Sheffield University UK) MBA, (Lucknow Univ.) Buddhiraja Chair Professor Dean- International Relations & Executive Education <b>Area :</b> Strategy and General Management	<b>Ojha, R.P.</b> B.Sc. (Honours), Patna Science College, Patna Post Graduate Honours Diploma, XLRI, Jamshedpur Professor <b>Area :</b> Organization Behaviour and Human Resources
<b>Ojha P. Vijay</b> Ph.D. in Economics, University of Delhi	<b>Rath, Arun Kumar</b> Ph.D. (Kalinga Institute of Industrial Technology)

<p>Professor  <b>Area:</b> Economics</p>	<p>Professor  <b>Area :</b> Strategy and General Management</p>
<p><b>Rizvi Irfan A.</b>  Ph.D. (University of Delhi) PGDPM (FMS), MSc (BHU)  Professor  <b>Area :</b> Human Resource &amp; Organizational Behaviour</p>	<p><b>Seth, Vijay K</b>  Ph.D. Delhi School of Economics  Professor  <b>Area:</b> Strategy and General Management</p>
<p><b>Shankar, Gauri</b>  Ph.D. Delhi School of Economics  Professor  <b>Area:</b> Finance</p>	<p><b>Singh, Alok</b>  FPM, IIM Indore  Assistant Professor  <b>Area:</b> Quantitative Techniques &amp; Operation Management</p>
<p><b>Sondhi, Neena</b>  Ph.D. (University of Delhi)  Professor  Area : Marketing</p>	<p><b>Srivastava, Bhupen</b>  Ph.D. (Southern Illinois University)  Professor  <b>Area :</b> Human Resource &amp; Organizational Behaviour</p>
<p><b>Srivastava, Aman</b>  Ph.D. (Jamia Milia Islamia)  Associate Professor  <b>Area :</b> Finance</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 &amp; Programme Chair – PGDM (B&amp;FS)  <b>Area :</b> Finance</p>
<p><b>Vardhan, Harsh</b>  Ph.D. Finance (FMS, Delhi University)  Associate Professor  <b>Area :</b> Finance</p>	<p><b>Varma, Siddharth</b>  Ph.D. (IIT Delhi), M. Tech (IIT Delhi), MBA (AIT, Bangkok), B.E. (IIT Roorkee)  Professor  <b>Area :</b> Quantitative Techniques &amp; Operations Mngt.</p>



# **Information about 2 Year Full-Time Programmes (AICTE approved) PGDM – PGDM(HRM) – PGDM(B&FS) 2016-18**

## **Program Duration**

IMI follows the trimester system with the academic calendar beginning in the month of June 2016 and each trimester being of 11-12 weeks duration. At the end of the first three trimesters of the program, all students are required to undergo compulsory summer internship for 8-10 weeks in the industry. The program equips 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 in a socially sensitive manner.

## **Eligibility for admission**

### **Education background**

To be eligible for admission to the PGDM Programs, the participants must possess a Bachelor's degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, from a recognized university in India or abroad (recognized by the UGC / Association of Indian Universities). However, final selection may be on higher percentage based on the total number of applications received. 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 the proof of having met the minimum eligibility criteria by September 30, 2016. Candidates who are unable to comply with this requirement may be asked to withdraw from the program. It is desired that candidates complete all academic requirements before joining the program to enable them to keep pace with the rigor and internal assessment schedule of the program.

## **Participant profile**

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

## **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 the same along with the admission application fee, which is non-refundable.

- Cost of an application form will be Rs. 2000/- for an applicant desirous of applying to any one or more than one of the 2-Year Programs of IMI Delhi.
- 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.
- Payment can also be made by Demand Draft, drawn in favor of International Management Institute, payable at New Delhi, giving the IMI Application Registration number, program 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.
- **Applications complete in all respects, including application fees, should be submitted online by midnight of **December 05, 2015**. Incomplete forms are liable to be rejected summarily.**

## Admission Process

### Admission Test

#### CAT

- Admission to the program is through the Common Admission Test (CAT) conducted by The Indian Institute of Management at different Centers all over the country. CAT 2015 would be held on November 29<sup>th</sup>, 2015 (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 programs.
- 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 and are required to take the Graduate Management Aptitude Test (GMAT) at a test centre outside India, taken not earlier than December 2013 and not later than December 2015.
- Indian residents who have appeared for GMAT, not earlier than December 2013 and not later than December 2015 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 Admission Office for verification at the time of personal interview. GMAT scores without the above document will not be accepted and the application may be summarily rejected.

## Selection Process

### Short listing Criteria

Candidates who have appeared for the CAT 2015 examination or furnished valid GMAT score and have applied to IMI will be short listed on the basis of information provided in the application form, CAT

scores (sectional and overall) or GMAT score, educational background, marks in 10th, 12th, graduation and work experience, if any. Only short listed 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 short listing by IMI. IMI 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, Extempore speaking, Psychometric Test, Essay Writing, Personal Interview besides other qualitative parameters, will constitute the core components of the final stage of the selection process. The IMI Admission Committee reserves the right to modify these components while communicating the same to the applicants at the Personal Interview stage. The overall objective being to identify and assess the candidate's potential for a managerial career.

### **Company sponsored Candidates:**

- IMI accepts applications from Company sponsored candidates, within the approved strength of the program 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 program. 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 short listing, applicants will be called for a Personal Interview to assess their suitability for the Program. Interviews will be held during February/ March 2016 (tentative).

### **Interview Centers**

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Hyderabad, Kolkata and Mumbai. Candidates should indicate their 1st and 2nd preference of interview center in the application form. If a candidate's preferred centre 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 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 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 2016 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 mailing 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 starting of the course, 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 program. However, should a student leave the program 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.

## Elective Courses

Courses in the 2nd 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, Strategy, Information Systems and Operations. In the PGDM program specialization is not offered in the area of Organization Behavior and Human Resource Management. 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.

## Summer Internship Program

On completion of First year, all 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 student relate the rigor 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 executive normally provides feedback to the Institute on the student's performance. Successful completion of Summer Internship is an essential requirement for the award of IMI Post-Graduate Diploma.



## **Pedagogy**

Faculty at IMI 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 program is primarily in-house from IMI 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 program 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 program. Each class is of 90 minutes duration. Attendance in all classes is compulsory. Classes shall tentatively begin, from the 2<sup>nd</sup>/3<sup>rd</sup> week of June 2016.

## **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.

# Post Graduate Diploma in Management (PGDM) - 2016-18 (Approved by AICTE)

## The Program

IMI's two year Post Graduate Diploma in Management 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 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 NBA and Association of MBA's (AMBA).**

## Program Objective

The program has been offered with the following objectives.

- To build awareness about the socio-economic environment, both domestic & international and its implications on business
- 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

## Curriculum

The course for the PGDM program 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

### Core Courses

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• Business Mathematics</li><li>• Business Statistics</li><li>• Business Strategic &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>• Managing Oral Communication I &amp; II</li><li>• Macroeconomic Theory &amp; Policy</li><li>• Marketing Management I &amp; II</li><li>• Organizational Behavior 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>• Written Analysis and Communication I &amp; II</li><li>• Indian Economic Policy</li></ul> |
|--|--|

# Post-Graduate Diploma in Management-Human Resource Management (PGDM(HRM))–2016-18 (Approved by AICTE)

## The Program

It is increasingly being realized that people are key differentiators in enabling organizations to gain and maintain competitive edge in a borderless society. It is thus imperative for organizations to attract, nurture, develop and retain such talent which will be responsive to the demands of ever changing technology, increased mobility and fast growing obsolescence. HR professionals with an in depth understanding of the fundamental issues of management and related-disciplines and who bring an insight for perceptive people management are increasingly in demand. Organizations, Consulting houses, Government, Institutional bodies and Non-Governmental Organizations (NGOs) are continuously seeking the expertise of skilled HR professionals to address present and emerging challenges of managing the diverse needs of a growing human talent pool. Insights and perspectives into the various HR subsystems will also be a necessary condition for enabling future HR professionals to contribute to the attainments of organizational development initiatives. The Post-Graduate Diploma in Human Resource Management (PGDMHRM) prepares a cadre of HR professionals equipped with appropriate values, perspective, and competencies to become catalysts in developing a culture of excellence in the organization.

**The program is approved by AICTE and accredited Internationally by the prestigious Association of MBA's (AMBA).**

## Program Objectives

The program is being offered with the following objectives:

- To acquire expertise in the different fields of human resources and employee relations;
- To understand the different areas of businesses and their linkages with the discipline of human resource management;
- To comprehend the strategic role of human resources in an organizational development model;
- To gainfully use technology across the various human resource function;
- To become change agents of an organization and society at large; and,
- To develop skills that make for sensitive and responsive professionals who integrate the working of the “heart and mind” as the foundation for building an enriching organization climate

## Program Structure and Curriculum

The curriculum is designed with a holistic approach to human resource management. The course comprises 114 credits distributed among several compulsory and elective courses, and the Summer Internship. Since the emphasis is to provide specialization in HRM, the effort has been to provide a balanced package based on industry requirements.

<b><u>Courses –OBHR Area</u></b>	<b><u>Courses –Other Areas</u></b>
<ul style="list-style-type: none"><li>• Organizational Behaviour – I: Individual</li><li>• Organizational Behaviour – II: Teams and Groups</li><li>• Organizational Behaviour – III: Organizational Design and Development</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></ul>

<ul style="list-style-type: none"> <li>• HR Systems &amp; Processes</li> <li>• Human Resource Planning</li> <li>• Recruitment &amp; Selection</li> <li>• Learning &amp; Development</li> <li>• Performance Management</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</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>• Management of Accounting</li> <li>• Financial Management</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>• Managing Oral Communication</li> <li>• Written Analysis &amp; Communication</li> </ul>
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## **Post Graduate Diploma in Management (Banking & Financial Services) (PGDM(B&FS))-2016-2018 (Approved by AICTE)**

### **The Program**

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

### **Program Objective**

The program has been offered with the following objectives.

- To develop technical skills with managerial competency for banking and Financial Services Industry
- To cater the growing demand for risk management professionals for banking and Financial Services industry with global managerial mind set
- To develop understanding about global financial system and regulatory structure
- To hone analytical and problem solving approach for risk management and operations of banking and Financial Services industry
- To build capacity for product development and distribution of banking and Financial Services products

### **Program Structure and Curriculum**

The course for the PGDM (Banking & Financial Services) program 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

<b>Courses – B&amp;FS Area</b>	<b>Courses – Other Areas</b>
<ul style="list-style-type: none"> <li>• Fundamentals of Banking &amp; Financial Services</li> <li>• Financial Accounting &amp; Analysis</li> <li>• Financial Management-I</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>• Treasury &amp; Foreign Exchange Management</li> <li>• Wealth Management &amp; Alternative investments</li> <li>• Micro Finance &amp; Financial Inclusion</li> <li>• Equity Research &amp; Portfolio management</li> <li>• Fixed Income securities</li> <li>• Credit Evaluation, Monitoring &amp; Recovery Management</li> <li>• Strategic Financial Management</li> <li>• Advanced Financial Statement Analysis</li> <li>• Project and Infrastructure Finance</li> <li>• International Finance</li> <li>• Private Equity</li> <li>• Risk Management in Banking and Financial Services</li> <li>• Management of Financial Institutions</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Management</li> <li>• Business Mathematics</li> <li>• Managerial Economics</li> <li>• Macro Economic Theory &amp; Policy</li> <li>• Indian Economic Policy</li> <li>• Sales Management</li> <li>• Marketing Management</li> <li>• Marketing of Banking &amp; Financial services</li> <li>• Research Methods For Management</li> <li>• Business Forecasting</li> <li>• Business Statistics</li> <li>• Managing Oral Communication</li> <li>• Written Analysis &amp; Communication</li> <li>• Information Technology for Decision Making</li> </ul>

### LIST OF ELECTIVE COURSES IN 2-YEAR PGDM PROGRAMMES

<b>MARKETING MANAGEMENT</b>		<b>FINANCIAL MANAGEMENT</b>	
1	Consumer Behaviour	1	International Finance
2	Marketing Research	2	Financial Derivatives
3	Business Forecasting	3	Management of Banks
4	Business Marketing	4	Security Analysis and Portfolio Management
5	Brand Management	5	Project and Infrastructure Finance
6	Customer Relationship Management	6	Behavioural 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	Role of HR in Mergers and Acquisition	<b>INFORMATION MANAGEMENT</b>	
8	Coaching and Mentoring		
9	Industrial Jurisprudence	1	Enterprise Resource Planning
10	Diversity Management	2	Software Project Management
11	Business Negotiation Skills	3	Strategic Decision Making for Information Goods
12	Leadership and Managerial Effectiveness	4	E-Business
13	Measurement in HR & IR	5	Business Analytics
14	Self Discovery and Personal Growth	6	IT Consulting
15	Managing and Negotiating Differences	7	Date & Information Security
16	Performance Management System		

**Fee structure for PGDM, PGDM(HRM) & PGDM (B&FS)**  
**(2016-18) : IMI Delhi**

The fee structure for self-sponsored /company sponsored and NRI /PIO/Foreign students for PGDM, PGDHRM & PGDM (B & FS) programs is given in the following table.

**Self-sponsored**

Item	I	II	III	IV	V	VI	Total
<b>Tuition Fee</b>	<b>217,000</b>	<b>217,000</b>	<b>217,000</b>	<b>228,000</b>	<b>228,000</b>	<b>228,000</b>	<b>1,335,000</b>
Text/ Reading Material	12,000	12,000	11,000	12,000	12,000	11,000	<b>70,000</b>
Student welfare (incl. mediclaim)	4,000	4,000	4,000	4,000	4,000	4,000	<b>24,000</b>
Library Fee	7,000	7,000	6,000	7,000	7,000	6,000	<b>40,000</b>
<b>Total Fee</b>	<b>240,000</b>	<b>240,000</b>	<b>238,000</b>	<b>251,000</b>	<b>251,000</b>	<b>249,000</b>	<b>1,469,000</b>
Security Deposit *	15,000	-	-	-	-	-	<b>15,000</b>
Alumni- Life Membership	2,000	2,000	2,000	2,000	2,000	2,000	<b>12,000</b>
<b>Total</b>	<b>257,000</b>	<b>242,000</b>	<b>240,000</b>	<b>253,000</b>	<b>253,000</b>	<b>251,000</b>	<b>1,496,000</b>

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

**Company-sponsored**

Item	I	II	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 mediclaim)	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	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>

**NRI (IN US \$)**

	<b>1<sup>st</sup> year</b>	<b>2<sup>nd</sup> Year</b>
<b>Total Program Fees Inclusive of hostel, mess and books</b>	<b>42500</b>	<b>42500</b>

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 well in advance from the competent authority.

**Due date of Fee Deposit:**

Academic Year 2016-17	1st Instalment	As per the due date mentioned in the offer letter
	Hostel & Mess Fee	
	2nd Instalment	10th September 2016
Academic Year 2017-18	3rd Instalment	10th December 2016
	4th Instalment	10th April 2017
	Hostel & Mess Fee	
	5th Instalment	10th September 2017
6th Instalment	10th December 2017	

**Hostel Fees and Mess Charges\***

<b>Academic Year</b>	<b>Hostel Fee (AC room on twin-sharing)*</b>	<b>Mess Charges**</b>
<b>2016-17</b>	<b>1,10,000</b>	<b>45,000</b>
<b>2017-18</b>	<b>1,15,000</b>	<b>48,000</b>

\* There are limited number of Non-AC rooms which will be allotted on first come first serve basis @ **92000 p.a.**

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



# Executive Post Graduate Diploma in Management (Executive PGDM 2016-2017) 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 and accredited by Association of MBA's (AMBA).**

**We now invite applications for the 2016-17 batch, classes for which shall commence in second week of May 2016.**

## Program Objectives

The Program is being offered with the following objectives.

- To equip middle level managers with management skills necessary for leadership roles.
- To supplement existing expertise of participant with general management & functional area knowledge.
- To enhance analytical skills for effective decision making.
- To provide a learning platform to handle cross-cultural issues in managing a business in a global environment.
- To inculcate values and attitudes which contribute to a socially sensitive & ethical behavior.

## Program Duration

The Executive Post Graduate Program is a full time Program spread over 15 months.

## Eligibility for Admission

Candidates who fulfill the following requirements, are eligible to make an application for admission:

- **Educational Background:** To be eligible for admission to the Executive PGDM Program, the participants must possess a Bachelor's degree or equivalent recognized by the Association of Indian Universities with a minimum of 60% aggregate marks. The bachelors' 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.
- Minimum 5 years of full time, post-qualification, experience as on **March 31, 2016**.
- Proficiency in written and spoken English.

## Participant Profile

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

- Self-Sponsored candidates
- Company Sponsored from Private/Public Sector/Government Department
- Entrepreneurs and those from Family owned businesses

- Non-Resident Indians/ PIOs working for an organization or enterprise
- Defense Personnel who have retired or will be retiring shortly
- International Professionals from any country

## 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.
- 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.1500 and is non-refundable. Company Sponsored candidates are exempted from paying the admission application fee.
- 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.**
- Payment can also be made by Demand Draft, drawn in favor of **International Management Institute**, payable at New Delhi, giving the IMI Application Registration number, Program 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.

**Applications complete in all respects, including application fees (where applicable), should be submitted online by midnight **February 17, 2016**. Incomplete forms are liable to be rejected summarily.**

## Admission Process

### 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 or GMAT. For all such candidates IMI will accept CAT scores for any year from 2011 onwards. Candidates who have appeared for GMAT, not earlier than January 1, 2011 and not later than December 31, 2015, are also eligible to apply and must provide their GMAT scores while applying. In exceptional circumstances self-sponsored candidates may be permitted to take IMI's admission Test in lieu of either CAT or GMAT scores. *IMIs 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, 2011 and not later than December 31, 2015, and submit such scores while applying to IMI.

### 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 who are not sponsored will be shortlisted on the basis of information provided in the application form, CAT scores, GMAT 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 during February/ March 2016. For Foreign students telephonic interview may be conducted.
- Experience certificate, certified copy of GMAT / CAT 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. 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.

### **Curriculum**

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

1. *Executive PGDM with International module*: This option consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. Of the 12 months, 5 weeks of course work will be carried out at our partner Business School in Europe and the balance will be on campus in Delhi.
2. *Executive PGDM without international module*: This option also consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. The entire course work is held on campus in Delhi.

The complete Program is of 85.5 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this program, students will complete 20 core courses, 8 elective courses and a field research project work besides either two International module courses or two elective courses at IMI. A student also has an option to pursue a Course of Independent Study in lieu of two elective subjects, as per the norms defined in the student's handbook. Classes are of ninety minutes duration and each course (of 3 credits) would have twenty such sessions which means 30 hours of class room interaction. The entire program is normally completed over a 15 month period, with a maximum allowed duration for completion being 2 years from the date of enrollment.

### **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.

### Core Courses\*

The Indicative lists of core courses that are offered in Executive PGDM Program are: Numbers in Bracket indicate credits

Term I	Term II
<ul style="list-style-type: none"> <li>Quantitative Analysis for Decision Making</li> <li>Financial Accounting and Analysis</li> <li>Managing People at Work</li> <li>IT for Managers</li> <li>Managerial Economics</li> <li>Organizational Communications</li> <li>Written Analysis of Cases</li> <li>Strategic Operations Management</li> <li>Cost and Management Accounting</li> <li>Legal Aspects in Business</li> </ul>	<ul style="list-style-type: none"> <li>Creating &amp; Sustaining Competitive Advantages</li> <li>Quantitative Techniques for Decision Making</li> <li>Capital Markets</li> <li>Understanding Customers</li> <li>Macroeconomics</li> <li>Corporate Finance</li> <li>Excellence in Operations</li> <li>Strategic Human Resource Management</li> <li>Management Information System</li> </ul>
Term III	Term IV
<ul style="list-style-type: none"> <li>Growth Strategies</li> <li>Business Analytics</li> </ul>	<ul style="list-style-type: none"> <li>Enterprise Risk Analysis</li> <li>Corporate Social Responsibility &amp; Business Ethics</li> </ul>

### Elective Courses\*

Wide array of elective courses, across functional areas, are offered in the 3<sup>rd</sup> & 4<sup>th</sup> trimesters to enable a participant to pursue his/her area of interest. A comprehensive list is as below.

Term III ( 5 Electives )	Term IV ( 3 Electives )
Marketing of Services	Business Marketing
Employment Relations & Labour Reforms	Business Acumen (Simulation )
Sales and distribution Management	Customer relationship Marketing
Advertising & Sales Promotion	Marketing Research
Working Capital Management	Management Control System
Strategic Cost & Revenue Management	Financial Markets and Institutions
International Finance	Tax Planning and Management
Logistics and Supply Chain Management	Advanced Financial Statement Analysis
Quality Management	Project Management
Business Forecasting	Change Management
Enterprise Resource Planning	Coaching, Counseling & Mentoring
Leadership & Managerial Effectiveness	Performance Management System'
Managing and Negotiating Differences	Business in Emerging Markets
Business Modeling	Principles and Practices of Corporate Governance
Blue Ocean Strategy (with Simulation)	



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

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

The International Study Module is conducted in collaboration with leading business schools in Europe with the objective of enhancing cross-cultural knowledge and to understand challenges being 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, 2017.

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

The field research project for self-sponsored candidates will be undertaken for any company of their choice based on the data provided by the company. For Company sponsored candidates, the field research project is to be conducted at the place of employment of the participant where they will be working after completing their 12 months of course work. 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 some of the techniques they have been taught throughout the 12-month course. **Successful completion of the Field Project is in essential requirement for qualifying the Executive PGDM Diploma.**

## **Pedagogy**

Teaching pedagogy would include case-based learning, class discussions, assignments, field projects, seminars/workshops, management games, role-plays and simulation based learning. IMI also organizes number of industry interactions to offer a real life experiential learning environment.

## **Schedule of Classes**

Classes for the Executive PGDM Program 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 Program. Each class is of ninety minutes duration. Classes shall commence from mid-May, 2016

### **Fee structure for Executive PGDM (2016-17)**

The fee structure for Executive PGDM program has two options (I) with International Study Module and (II) without 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>Item</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>

<b>Option II : Executive PGDM With International Study Module</b>				
<u>Item</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>	<b>-</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, from their per-diem allowance or equivalent personal funds, during the entire duration of the International module.**

**Fee for PIO /NRI/Foreign Candidates (with International Study Module) 2016-17:**

PIO/NRI Candidates will pay US \$ 39,300 inclusive of US \$ 500 security deposit. It is payable within 3 weeks of issuing 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.



**CONTACT US**

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