



Postgraduate Diploma in Management

A three-year part-time programme in

Business Management

for

Working Executives and Business Owners

(An AICTE Approved Programme)

May 2016 – April 2019

ABOUT THE PROGRAM

The three-year part-time postgraduate diploma programme for working executives and business owners culminates in a Postgraduate Diploma in Management approved by AICTE. The programme imparts the rigor of a full-time programme through 900 plus hours of classroom interaction, but spread over 3 academic years to accommodate the time-constraints of a working executive or a business owner. It allows working executives and entrepreneurs, who are willing to stretch out a bit, to acquire the highest quality management education while continuing with their current work.

The programme has unique advantages for the participants. The design of this programme facilitates two-way learning. While participating in the programme the participants get many opportunities to apply the conceptual insights gained in the classroom to their respective workplace on a day-to-day basis. The participants also get multiple opportunities to share their work/marketplace experiences thereby enriching classroom learning and fostering meaningful, value-added discussions amongst peers. The two-way interaction on a real time basis, over an extended period of time, would greatly help in better understanding of the management concepts learnt in the classroom. The programme also attempts to balance the work-life pressures and classroom-learning rigour for participants by scheduling the class timings during late evenings and weekends, thereby providing breaks in-between terms, and reducing academic work-load during financial year endings.

Objective

The programme has been designed to achieve the following dual objectives of:

- Imparting the highest quality of management education to the participants
- Developing a general management perspective of the participants

To achieve these objectives, the programme has been designed for:

- Application of the classroom learning in workplace and special projects
- Peer learning through sharing of experiences in an academic setting
- Addressing some general needs of participants for balancing the work and education, while scheduling classes and terms.

ELIGIBILITY AND ADMISSION

Eligibility

The applicants of the three-year part-time programme in Postgraduate Diploma in Management from 2016 – 2019, for working executives and business owners should have the following eligibility:

Bachelor Degree

Candidates who have completed three years of Bachelors degree or equivalent in any discipline, recognized by a University or a Deemed University are eligible to apply.

Work Experience

Two years of work experience, after the completion of their bachelor's education, in supervisory/executive role in organizations as on 30 April 2016.

Admission

Candidates are requested to prepare a demand draft of Rs.1000/- in favour of “XLRI Jamshedpur” payable at Jamshedpur and fill in the online application form with draft details. Please submit the printout of filled-in application form, enclosing proof of 3 year graduation, proof- of- work experience and the demand draft to the following address:

**Admission Office (Evening Programme),
XLRI, Xavier School of Management,
C. H. Area (East), Jamshedpur – 831001.**

The candidates will have to appear for an aptitude test on 20 March 2016 (tentatively). The test will have a section on quantitative ability where the problems can be solved with mathematical concepts taught in standard IX and X. The other section will test the logical reasoning and english language skills. Candidates who have written any of the well-established, credible management entrance examination in the last two years, are encouraged to send the copy of the scores along with the application.

The shortlisted candidates will be required to appear for personal interview held at XLRI Campus during 10 - 20 April, 2016 (tentatively)

PROGRAMME STRUCTURE

Location

The program will be held at XLRI campus in Jamshedpur.

Class Timing

During a term, the average weekly load would *usually* be 9 hours of classroom contact, comprising of 6 sessions of 1.5 hours each. The six sessions will be spread over the week. Classes scheduled on weekdays would be held after 6.30 pm. Classes scheduled in the weekends, especially Sunday, might be held any time from 9.00 am to 9.30 pm.

Duration

May 2016 to April 2019

Courses

A standard course has a weight of 3 credits. For such a course the participants are expected to put in 100 hours of work, out of which 30 hours is for classroom contact and the balance for assignments, projects, case preparation, library work, etc. Details of courses are given below.

a) Core Courses (63 credits – 630 contact hours)

Business Law	Marketing Management I
Business Research Methods	Marketing Management II
Financial Management I	Macroeconomics Theory and Policy
Financial Management II	OB I Individual and Group Behavior in organizations
Human Resource Management	OB II Organizational Structure, Design and Change
Introduction to Sustainable Development and Corporate Sustainability	Operations Management I
Management Accounting I	Operations Management II
Management Accounting II	Operations Research
Managerial Communication	Quantitative Methods I
Managerial Economics	Quantitative Methods II
Managerial Ethics	Strategic Management
Management Information Systems	

The above course list may be changed by the institute from time to time

b) Electives (30 credits -- 300 hours)

Students can pursue elective courses in any two of the following areas of concentration:

- Finance
- Marketing
- Production and Operations
- Strategy and entrepreneurship
- Economics
- Information Systems

The areas will offer five or six elective courses, subject to adequate number of students are interested / available for registering. “Area of Concentration” will officially be acknowledged for students registering and successfully completing at least five courses in one area

c) There will be one Industry project (equivalent to 3 credits) which will need to be done under the supervision of a faculty.

Term Schedule

Normally each term will be 11 weeks long with 2 weeks of gap between two consecutive terms. Out of the 11 weeks the first 10 will be for classes and the last for examinations. However, a few terms may be shifted or stretched longer if necessary.

1st Year: 2016 - 2017

Term 1 to Term 4

Compulsory courses will be offered during the above terms.

2nd Year: 2017 - 2018

Term 5 to Term 7

Compulsory courses will be offered during the above terms.

3rd Year 2018 - 2019

Term 8 to Term10

Elective courses will be offered during the above terms.

The term schedule given above is subject to change without prior notice.

Break in Curriculum

In case there is a break in the coursework a candidate can take a break and repeat the unfinished term in the next year. The candidate has to complete the curriculum within a maximum period of 5 academic years

Placement

The institute will not provide any placement assistance to the participants of this program.

Facilities

The participants may avail the library facilities and the IT infrastructure as decided by the institute

Bank Loan

SBI, XLRI Branch and **Central Bank of India, Mango Branch** will extend education loan for selected candidates as per their respective norms.

PROGRAMME FEES

The fees and other charges payable for this program, for the batch 2016 – 2019, year wise is as follows.

1st Year (2016 – 2017) – Rs. 3.50 lakhs*

2nd Year (2017 – 2018) – Rs. 3.20 lakhs*

3rd Year (2018 – 2019) – Rs. 3.30 lakhs*

* This fee is payable in installments as decided by XLRI. Taxes, if applicable, will be charged additionally.

IMPORTANT DATES

Last date of receipt of application with payments	: 31st January, 2016
Written Examination	: 20 Mar 2016
Interviews	: 10 – 20 April, 2016
Last day of admission for selected candidates	: 05 May, 2016
Last day of admission for wait listed candidates	: 12 May, 2016
Commencement of program	: 3rd week, May 2016

The dates mentioned above are subject to change. The candidates are requested to keep in touch with admission office in order to get the information about any such changes.

The first installment of the fee must be paid before admission.

PROGRAMME HIGHLIGHTS

- Rigorous programme of 900+ contact hours
- Minimum 2 years work experience of candidates in executive/supervisory role
- Classes held in weekday evenings and weekends to distribute load, facilitate learning and reduce disruption of work of participants
- Breaks between terms to accommodate work and personal requirements of participants
- Terms scheduled to accommodate important festivals and year end pressure of participants
- Separate experience sharing seminars for peer learning
- Live industry projects under expert guidance
- Suitable for working executives as well as business owners
- AICTE approved

ALUMNI SPEAK (on re-launching of the programme in 2012)

I am happy to know that XLRI is re-starting the evening programme for the working professionals at Jamshedpur. This actually means that a bunch of professionals will get immense benefit from the programme which eventually will equip them to lead the future.

The BME course which I pursued almost two decades back helped me in my professional assignments. The faculty members of the institute are truly exceptional not only for their wisdom & qualifications but more importantly the values they uphold. The design of the programme gives wide range of inputs to the students.

I am sure many of my corporate colleagues will harness this opportunity and get benefitted.

My Best Wishes to the institute and the aspirants.

A B Lall

Head-Jamshedpur Plant

Tata Motors Limited

When I was doing my B.Tech there were 2 fads. One was to seek an admission in a US university and the other was to write CAT or XAT for admission to IIMs or XLRI. I avoided doing both. I wanted some work experience before I could choose to go back to academics.

I again faced the choice of doing a full time MBA/ PGDBM or BME at XLRI after having 2 years of work experience. I chose the later for two reasons: one was to do with financials. I didn't have to quit my job. But, the other reason, and as it turned out in retrospect the more important one, was the ability to test theories I would learn in a real work environment.

As the physicists believe, there is nothing more practical than a good theory, because a good theory has to stand its ground against severe tests of reality through experimentation and observation, I had a wonderful opportunity to accept and discard theories as they were thrown at me in the course of BME with a strong yardstick of validation in real life.

In BME, I didn't have to merely deal intellectually with the theories, a large number of them I could live and validate through my experience in managing people, union and situations. I could bring new insights to the class room from such experiences and go back with new perspective to handle situations differently. Application of organizational behaviour, strategy, quantitative techniques, finance and marketing as well as business law have had a profound effect on my ability to think holistically as I have moved from job to job within the same company.

I wonder if I would have had such deep appreciation of theories and an ability to modify or even invent them based on different situations if I had gone for a full time MBA. I am indeed grateful to one of my seniors in TATA Steel who actively encouraged me to take up BME.

Regards

Bimlendra Jha
Executive Chairman (Longs Steel UK) at Tata Steel in Europe

I was always a fun-loving person. I was cool before it was cool to be cool. People who knew me were surprised when I followed a hard day's work at the Tata Steel Plant with evening classes at XLRI for three straight years. If I had not enjoyed myself, I would have quit on day one. I value most the respect I picked up there for (a) data-driven, fact-based, analytical decision-making, and (b) spotting the parallels in seemingly disparate situations. Some of the decisions we take impact the entire subsequent course of our lives. Though it shaped my destiny, I don't recall weighing the pros and cons of going in for the PGDBM Evening Course at XLRI. My future was beckoning impatiently. I had a long list of targets in my youth. XLRI was my ammunition. It still is.

Thanking you,
Warm Regards,

Firdose Vandrevala
Executive Vice Chairman
Essar Steel India

I am glad to know that BMR Program is being restarted at XLRI. I wish the program grand success. Here are my thoughts on BME program and how it benefits us: "We live in a world which is fast changing & complex web of people, physical assets, technology, financial instruments, regulations, globalization etc. To successfully lead change, we need to build on diverse functional knowledge, team synergy, optimal utilization of resources & technology. We need to drive culture of innovation, high performance, continuous improvement and global networking. I believe that BME program at XLRI offered me an opportunity to open my mind to diverse considerations which help take better decision, lead people better and manage resources optimally to make positive impact in whatever we are doing in this complex environment."

Thanks for the opportunity of sharing my thoughts.

Best regards,

Indra Kumar
General Manager - Chennai Plant
Timken India

XLRI literally has made man out of monkey of me. When I joined XLRI (though I had engineering degree and some work experience (Tata Steel)), we were lacking a broad perspective to manage the operations and understand the business. XLRI opened up our “third eye” to look at the world from a completely different perspective. Business leaders as faculty were an added advantage in this course.

NK Sharan,
Vice President, TQMS,
Tata Sons

Doing an evening programme of PGDBM at XLRI is the best thing that I have done in my academic career. It did not only widen my perspective but also gave in-depth academic knowledge of the business world. Professionals in Jamshedpur are indeed fortunate for getting an opportunity of doing such a programme in a world class Institution like XLRI without taking any break from work. I have personally benefited immensely in advancement of my career by using the knowledge gained during this programme”

Best Regards

Pradeep Srivastava
Chancellor, Baddi University, Himachal Pradesh, near Chandigarh
Former Managing Director
The Indian Steel & Wire Products Limited
(A Subsidiary of Tata Steel Ltd)

When I joined the first batch of the 3 Year XLRI Evening Programme, I had 10 years experience at upper middle management level of TATA STEEL and had good practical experience in “Operational Management, HR & IR”

This programme not only helped me polish my learning in “General Management, HR & IR” but also gave me a very good learning opportunity in “Communication, Public Speaking and Financial Management.”

This helped me to grow faster to the top management level.

Prem Sagar (1968-1971 Batch)
Former Managing Director
Tayo Rolls

While I learned about Finance, Marketing and Organizational Behavior concepts in the BME program, it also enhanced my strategic thinking, problem solving and presentation skills. Putting in close to 100 hours/week between the day job and MBA program for 3-years (how can I forget that!), taught me how to work under sustained pressure. 17-years later, I continue to leverage these skills in my professional career as well as in my personal life!

Thanks and Best Regards,

Rajesh Agarwal
Procurement Domain Head, NGSC Hyderabad ,

NOVARTIS HEALTHCARE PRIVATE LIMITED

I was always interested in doing a stint in Marketing & Sales. Immediate benefit I got on completion of my PGDBM was selection in Tata Steel Marketing team. XLRI evening program and the opportunities that opened thereafter helped me work in various areas of business like Operations, Planning, Commercial and various task forces. I could take up different assignments at different locations with ease. Being practicing managers, there were many opportunities to put learnings from the program to use. These experiences are greatly instrumental in broadening my thinking horizon and dealing with various stakeholders.

Overall a program with many fond memories

Rajiv Mangal
President & CEO at Tata Steel Thailand pcl
PGDBM XLRI 1992-95

"The simple truth is that I would never have become an entrepreneur had I not attended the Business Management Evening Programme at XLRI. The evening programme gave me the opportunity to work and study at the same time - most importantly, it allowed me to finance my own education. I was simply a mechanical engineer going into the programme with very little idea of how businesses functioned. XLRI instilled this knowledge in me and gave me the confidence to venture out on my own."

B R Taneja
Chairman, Indian Seamless Group

STUDENT SPEAK (sharing the programme experience)

Although we are in business for quite some time but we mostly remain in our narrow silos of managing operations and sometime have a skewed vision of business and world around us. This course offers excellent learning opportunity in all aspects of business. We get exposed to various new practices that are being innovated or adapted in the industry - be it in financial management, operation management or any other field.

We also get opportunity of learning from our peers from different industries having varied background and vast experience. Faculties from the institute have enriched our journey of learning by virtue of their experience and excellence.

Adity Ganguly

Head, Process Technology Group

Tata Steel

As a 12+ years experienced core finance person, a new Experience, Excitement, Knowledge, Understanding of other business domain, interacting with scholars, making friends are few things which I gained in last two years after joining the BMP programme of XLRI. The journey is still on...

The course is designed in a very effective way for professionals in a friendly environment with lot of scope of professional as well as personal development. The course is strongly recommended to aspirants who want to sharpen their quality managerial skills with patience and above all wants to enjoy their student-hood once again.

With Best wishes to future participants.....

CA Keshava Kr Sinha,

Divisional Manager (Finance)

Tata Hitachi Construction Equipment Co Ltd., Jamshedpur.

'XLRI has provided me with an opportunity to inculcate innovative and strategic thinking. It has broadened my mind to different perspective in business which will help me to take on the big fish in this competitive environment. It has further given me the confidence and conviction to venture out and take risks and become a successful entrepreneur.'

Pankaj Kumar Singh

Entrepreneur

M/s K.I. Agro Products & M/s K Impression

Working as an engineer for the last six years, I got to understand that over time you reach a point where you your work is all repetitive. It is all people management to say the least. Here, a PGDM degree is somewhat "handy". We understand about different perspectives. You get freedom from some mundane life while you are in this course. "I also work and go to a School at a same time.!!!" Its challenging new affair. Here in the class you get to hear from people across industries, who are from very different background which you will not get when you are "pigeon hole" in your field of work in your office. We contribute to class in more critical way. Combining work with education is a very perfect way of learning. In all our classes from OB to HR to Accounts to Operation Management we replicate day to day experience in the class. Looking at the same issue from an outsider perspective and solving them in a better way.

Earlier in some business meets where Finance & accounts were discussed I went only like a viewer; like you go to a cinema hall to view some classic movie and things are going above your head. But now I find those presentations interesting and I can also contribute to them.

This is happening in all the spheres of work be it HR meet, Sales & Marketing et al. The ability to utilize both technical and business skills to provide solution makes us a more valuable asset.

Thanks XLRI...

Krishna Raj

Engineer

Adhunik Power & Natural Resources Ltd.

Best part of doing this program what I felt was, I could relate the learning from sessions with my day-to-day office work. I could implement many things in my work and enhance my skills.

Especially during projects (which are as usual hectic) you work closely with your classmates who are from different background and different age/experience. Interacting with this diverse group and working together is itself a good learning.

Initially I felt it a bit difficult to manage Family, office and Studies...but gradually I am used to this life.

I am happy to live my college days again after approx. 6 years and yet enjoying the Trio of Family-Work-Study... Thanks to XL.

Rashee

Manager IT

Tata Steel

First of all, I would like to thank XLRI, for restarted the BMP programme after a long gap. Last year when I joined XLRI, I had 11 years of experience at middle management level of BSNL, Jamshedpur and have good work experience of operation, marketing and HR management, but still I lacking a broad perspective to manage the operation, customer care and understanding of business & competitive market in Telecom sector. As the classes are moving ahead, I feel very confident and personally benefitted. The wisdom and pedagogy of the faculties of the institution have, are genuinely exceptional. The BMP programme designed in such a way, professional of any organization whether belonging to service, finance or manufacture sectors are equally benefitted. I am indeed grateful to one of my seniors in BSNL who encouraged me to join BMP.

Abu Asif Hasan

Sub Divisional Officer

BSNL, Jamshedpur

While going through the third term of the programme (BMP) I realized I was living in a dark world and there are lot of concepts which were yet to be grasped and can be used to approach to a better decision, lead the future and optimal resource utilization. I believe that this course is offering me an opportunity to open my mind to develop a different perspective to look at the world. I would also like to state the existence of world class learning infrastructure and exceptional, value driven faculty members at XLRI Jamshedpur.

Ashutosh K Tripathy

Manager - PPC

TML Drivelines Ltd.