



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

## Admission Bulletin 2013

**DELHI CAMPUS**



**BHUBANESWAR CAMPUS**



**KOLKATA CAMPUS**



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## **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.**



<b>Board of Governors</b>	
Shri Sanjiv Goenka, Chairman, IMI Board of Governors Chairman, RP-Sanjiv Goenka Group	
Dr. Pritam Singh Director-General, International Management Institute, New Delhi	
Shri P.K. Khaitan Sr. Advocate, Supreme Court	
Shri O.P. Vaish Advocate, Supreme Court	
Shri B.M. Khaitan Chairman & Managing Director, Williamson Magor & Co. Ltd.	
Prof. Jagdish N Bhagwati Professor, Columbia University	
Shri Deepak Khaitan Managing Director, Williamson Magor & Co. Ltd.	
Ms. Savitri Kunadi Former Indian Ambassador to France	
Shri D.H. Pai Panandiker Director-General, RPG Foundation	
Shri Deepak Parekh Chairman, HDFC & Infrastructure Finance Dev. Corp	
Shri N.K. Singh Former Member, Planning Commission of India	
Shri Harsh Pati Singhania Managing Director, J K Paper Ltd.	
Mr. V.C. Agrawal President Corporate HR, RP-SG Group	
Prof. M M Pant Former Pro-Vice Chancellor, IGNOU	
Shri Harshavardhan Neotia Chairman, Ambuja Realty	
Prof. Ramesh Behl Professor, International Management Institute, New Delhi	
Nominee of AICTE Regional Office	
Nominee of State Board of Technical Education	

## Message from the Director General



Dear Applicant,

Greetings to you and your families from the entire IMI fraternity!

Management education has today become a benchmark for growth and prosperity and also a catalyst for economic wellbeing of the nation. IMI, since its inception in 1981, has been in the forefront by offering high quality management education, having realized the need for human resource development.

As prospective managers your challenge is now to make an intelligent choice in selecting an institution of repute, amongst a plethora of options, with varying grades of quality and credibility. In selecting IMI, as your destination of learning and knowledge acquisition, you will undoubtedly be making the perfect choice.

There are a couple of strong and compelling reasons to justify this:

- For one, IMI offers a judicious blend of academic acumen and proven hands-on experience in the corporate environment amongst its highly rated faculty. This ensures that you will not only enhance your skill sets, but also sharpen your overall personality and thus improve your employability score.
- With a three decade heritage and 4000+ alumni network, we at IMI enjoy the benefit of excellent corporate connectedness, so very vital to sustain and build the competitive edge of our students in the corporate world.
- Our campuses in Delhi, Bhubaneswar and Kolkata offer the very best, both in terms of infrastructure and a conducive and congenial environment for academic pursuit.
- The Delhi campus, which is currently under expansion, promises to be one of the best, combining a serene learning ambience with an excellent location in the capital - a rare and unbeatable combination! The expanded, modern and comprehensive residential campus will be complete and ready to welcome the new batches in June 2013.

I can assure you that you will find the experience at IMI to be very stimulating, enriching and rewarding as you join the student community at Delhi, Bhubaneswar or Kolkata. I look forward to meeting and interacting with you during your stay with us.

With best wishes,

Dr. Pritam Singh, Padma Shri  
Director General

September 5, 2012



## **Programs at a glance**

### **Post Graduate Diploma in Management.....(PGDM) Delhi, Bhubaneswar & Kolkata**

The two year program is designed to prepare students for careers in industry, across functional areas of management and was started in 1993 in Delhi Campus. It attracts candidates from across education streams, be it engineering, medicine, architecture, social sciences or economics and commerce. Fresh graduates as also those with work experience are eligible to apply. Entry is through the Common Admission Test (CAT) conducted by the IIM's and GMAT. IMI's Bhubaneswar & Kolkata campuses started in 2010 and offer this program too. For more details see pages 9,37,45.

### **Post Graduate Diploma in Human Resource Management.....PGDHRM- Delhi**

This two year program was started in 2005 to equip students from across functional disciplines, for careers in human resource development, realizing that one among the key differentiators for competitive advantage is the people related skills. It attracts candidates who are fresh out of colleges or even those who have prior work experience and wish to acquire new skills in this domain. For more details see page 14.

### **Executive Post Graduate Diploma in Management..... (Executive-PGDM) – Delhi**

Started in 1984, this 15 month program is designed for middle level managers with a minimum 5 years post qualification work experience. It involves ten and half months course work at IMI Delhi campus and one and half months course work at a partner Business school in Europe/USA. The executives then do a dissertation over the next three months at their work place. For more details please watch out for our Admission Announcement soon.

### **Post Graduate Diploma in Management For Working Executives...PGDM(WE) Delhi &Bhubaneswar**

With a view to promote post-experience education, IMI launched this three year program for Working Executives in 1986, aimed at offering opportunities for skill building to those employed at the junior management levels, with minimum three years work experience, in Delhi and NCR. For this program classes are held over Friday & Saturday evenings and Sunday and the course work may be completed in 27 months. IMI Bhubaneswar is launching this program, later this year. For more details please watch out for our Admission Announcement soon.

### **Fellow Programme in Management.....FPM**

Started in 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 as also Corporate Executives, intent in making a career in either domain. For more details please watch out for our Admission Announcement.



## **About International Management Institute**

International Management Institute (IMI), India's first corporate sponsored business school was established in 1981, as an autonomous non-profit educational society in collaboration with International Management Institute, Geneva now IMD Lausanne. In 2010 IMI opened its second Campus in Bhubaneswar in the temple city of Orissa, and the third campus in Kolkata, both of which were activated in August 2010.

In its quest to achieve excellence, IMI is one amongst the seven Business Schools in South Asia to receive the SAQS accreditation in 2009.

IMI Delhi has very recently received the prestigious accreditation of the Association of MBAs (AMBA). IMI Delhi thus becomes only **the fifth management institute in the country** to receive this accreditation and joins 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 internationally 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 (IIMD) Lausanne, Switzerland; Faculty of Management, McGill University, Montreal, Canada; and Manchester Business School, U.K. In addition IMI has very active Student Exchange Programs with various B Schools in Europe, North America, Australia & Asia.

## **Education Programs**

IMI offers four Post-graduate programs and one Doctoral program in its Delhi Campus and two Post Graduate programs at Bhubaneswar and one in Kolkata Campus. All programs are approved by AICTE.

### **Programs offered by Delhi Campus:**

- a) Two year full-time Post-Graduate Diploma in Management (PGDM).
- b) Two year full-time Post Graduate Diploma in Human Resource Management- (PGDHRM).
- c) Fifteen months full-time Executive Post-Graduate Diploma in Management (Ex-PGDM), for those with minimum five years work experience.
- d) Three years Post-Graduate Diploma in Management for Working Executives (PGDM-WE) for those with minimum of 3 years work experience.
- e) Fellow Program in Management (FPM).

### **Program offered by Bhubaneswar Campus:**

- a) Two year full-time Post Graduate Diploma in Management (PGDM)
- b) Three years Post-Graduate Diploma in Management for Working Executives (PGDM-WE) for those with a minimum of 3 years work experience.

### **Program offered by Kolkata Campus:**

- a) Two year full-time Post Graduate Diploma in Management (PGDM)

## **Faculty**

IMI has on its rolls over 70 faculty members, between the three campuses. Of the full time faculty members, about 75 percent have Doctoral qualifications from reputed Universities such as Wharton, Cornell, Rochester, Virginia, Maryland, Wisconsin-Madison and Yale besides the IIM's. IMI also has a unique mix of large number of faculty with extensive industry exposure, spanning across functional areas, in 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.

## **Business Education and IMI**

International Management Institute (IMI) conducts a wide range of Management Development Programs in various functional and cross- functional areas of management. In keeping with its track record IMI has launched a major thrust in Executive Education, and a modest beginning has been made with the banking and financial services sector. 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 to boost the performance and privy of the organizations — be it in the private, public, government, social or non-governmental sectors. IMI 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 also.

## **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. Accordingly, participants develop skills through a case-based approach and are encouraged to analyze issues from several, often 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 lecture method. The others being an over whelming use of the Case method, role-plays, Presentations, Computer simulations, live field projects just to name a few.

## **Research at IMI**

Research is a major priority at International Management Institute and is inextricably linked with effective management training. It is the Institute's objective to support companies in a changing world by combining theoretical progress and their implications in business. Indeed, we believe that close co-operation with the business sector and our alumni network is the essential precondition for a successful business activity. The combination of theory and practice has always been a central element of our teaching and is anchored in an integrative manner in our academic programs:

## **Centers of Excellence**

IMI is known for its excellent faculty and high quality intellectual capital. Many of the faculty members are actively involved in training, research and consultancy in areas that are of interest to them. Keeping the above in mind it was felt that developing a few focused centers of excellence will go a long way in harnessing this competency and dove tail it into a meaningful intellectual output. IMI has thus setup 9 Centers of Excellence and each is headed by a senior faculty member.

## **Residential facilities**

All the three campuses offer residential facilities for both male and female students in a secure and congenial environment with all the basic amenities. Mess facility is also offered through vendors who are appointed by the respective campuses.



**IMI Delhi**  
**Post-Graduate Diploma in Management**  
**(PGDM 2013-2015)**  
**2 year full-time Program**  
**(AICTE approved)**

**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, SAQS (South Asian Quality Assurance System) 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 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

**Program Duration**

IMI follows the trimester system with the academic calendar beginning in June 2013 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 industry.

**Eligibility for admission**

**Education background**

To be eligible for admission to the PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. 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. 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 28, 2013. 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 or 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://onlineadmissions.imi.edu/> and must be submitted on line. IMI does not accept Admission applications off-line.
- Applicant should complete the online application form and submit the same along with the admission fee which is non-refundable.
- The admission application fee will be as follows: An applicant desirous of applying to any program in any of the three campuses of IMI will be required to pay a common application fee of Rs.1500 plus a program fee of Rs.500 per program per campus.  
(Eg. A candidate wishing to apply to the PGDM program at all three campuses will be required to pay Rs.1500 + (500x3) = 3,000; a candidate applying to just one program, in one campus will be required to pay Rs.1500 + 500 = 2000; a candidate applying to the PGDHRM program at Delhi campus besides any one PGDM program at any of the three campuses will be required to pay Rs.1500+ (500x2) = 2500)
- The admission fee can be paid through Credit Card/ Debit Card 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 for all campuses, giving the IMI Application Form 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, irrespective of the Campus applied to.**
- **Applications complete in all respects, including application fees, should be submitted online by midnight of 9<sup>th</sup> October 2012. 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 2012 would be held between Thursday, October 11 and Tuesday, November 6, 2012. (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.**
- IIM's 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 October 2010 and not later than October 2012, and submit such scores while applying to IMI.

- Indian residents who have appeared for GMAT, not earlier than October 2010 and later than October 2012 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.** 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 2012 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. 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 thus not be eligible for receiving 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.

### **Interview Centers**

### **NEW CENTRE: GUWAHATI**

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their preferred center(s) 1st and 2nd preference for interview 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 2013 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 joining the course and if the seat consequently falling vacant is not filled by another candidate, for any reason, only the refundable components of fee shall be returned to the candidate.

## 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, eg. Economics and Organizational Behavior
- b) Techniques, eg. Statistics and Research Methods
- c) Functional areas, eg. Marketing and Finance
- d) Integrative areas, eg. Strategy and International Business
- e) Technology, eg. Management Information Systems

## Core Courses

Business Mathematics	Macroeconomic Theory & Policy
Business Statistics	Marketing Management I
Cost & Management Accounting	Marketing Management II
Financial Accounting & Analysis	Information Technology for Decision Making
Financial Management I	Management Information Systems
Financial Management II	Operation Management I
Organizational Behavior I	Operation Management II
Organizational Behavior II	Ethics and Business
Strategy Formulation	Legal Aspects in Business
Research Methods for Management	International Business
Managerial Economics	Strategy implementation
Managing Oral Communication I & II	Written Analysis and Communication I & II

## **Elective Course**

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, 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.

An indicative list of elective courses, offered during the 2nd year of study, is given on page 44 of the bulletin, which is subject to change.

## **Summer Internship**

On completion of year one, 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 Program 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 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 lecturers 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 2nd/3rd week of June 2013.

## **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 Delhi**  
**Post-Graduate Diploma in Human Resource Management**  
**(PGDHRM 2013-2015)**  
**2 year full-time Program**  
**(AICTE approved)**

**The Program**

Approved by the AICTE, the program 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. 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 program is approved by AICTE accredited by SAQS (South Asian Quality Assurance System) and the 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 Duration**

IMI follows the trimester system with the academic calendar beginning in June 2013 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 industry.

**Eligibility for admission**

**Education background**

To be eligible for admission to the PGDHRM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. 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. 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 28, 2013. 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 PGDHRM program may be from any discipline such as Engineering, Humanities, Commerce or 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

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### **GMAT**

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#### **Short listing Criteria**

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**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 thus not be eligible for receiving 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.

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their preferred center(s) 1st and 2nd preference for interview 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 2013 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.**

### 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 joining the course and if the seat consequently falling vacant is not filled by another candidate, for any reason, only the refundable components of fee shall be returned to the candidate.

### Program Structure and Curriculum

The curriculum is designed with a holistic approach to human resource management. The course comprises 108 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.

#### Core Courses

Financial Accounting and Analysis	Competency Management
Behavior in Organizations	Legal Framework of Employment –I
Business Economics	Operations Management
HR Systems and Processes	Performance Management Systems
IT for Decision Making	Research Methods
Marketing Management – I	Ethical Issues in HR & Corporate social responsibility
Organizational Design and Development	Human Resource Information Systems
Business Statistics	Strategic Management
Corporate Finance	Management of Change
Marketing Management – II	Legal Framework of Employment – II
Personal Growth Lab	Employee Relations & Collective bargaining
Recruitment and Selection	Improving Workforce Practices using PCMM
Cost and Management Accounting	International HRM & Cross Cultural Management
Compensation & Reward Management	Learning and development
Written Analysis & Communication I & II	Managing Oral Communication – I & II

## **Elective Courses**

An indicative List of elective courses, offered during the 2nd year of study, is given on page 44 of this bulletin, which is subject to change.

## **Summer Internship**

On completion of year one, 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 Program Director on the student's performance. Successful completion of Summer Internship is an essential requirement for the award of the IMI Diploma.

## **Internship with an NGO**

Three week of internship with a civil society institution forms part of the curriculum with a view to sensitizing the students with the emerging socioeconomic and ecological concerns at enterprise / societal / global level.

## **Block Field Work and Mentoring Program**

Various interventions like block filed work, corporate mentoring, live projects are incorporate in the HR program to enhance the corporate exposure and learning of the students. Block filed work cum mentoring program offers students the opportunity to interact and learn from corporate mentors and gain an insight into the strategic role of HR in overall corporate strategy. The mentoring program helps the students in making better career choices and makes a smooth transition to the corporate world. In the second year, the students are also exposed to live industry projects to enhance their learning on practical implications of HR policies.

## **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 lecturers from industry practitioners are also organized to expose students to the current business environment and practices.

## **Schedule of Classes**

Classes for the PGDHRM 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 in the 2nd / 3rd week of June 2013.

## **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.



## **Fee structure for PGDM & PGDHRM (2013-15): Delhi Campus**

The fee structure for self-sponsored /company sponsored and NRI /POI/Foreign students for both PGDM & PGDHRM programs is given in the following table.

### **PGDM & PGDHRM (2013-15 Batch) – Self Sponsored**

<b>Installments</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>	<b>VI</b>	<b>Total (Rs)</b>
Tuition Fee	164,000	164,000	164,000	164,000	164,000	164,000	984,000
Text/Reading Material	10,000	10,000	10,000	10,000	10,000	10,000	60,000
Student Welfare	3,500	3,500	3,500	3,500	3,500	3,500	21,000
Library Fee	7,000	7,000	7,000	7,000	7,000	7,000	42,000
Computer Fee	8,500	8,500	8,500	8,500	8,500	8,500	51,000
<b>Total Fee</b>	<b>193,000</b>	<b>193,000</b>	<b>193,000</b>	<b>193,000</b>	<b>193,000</b>	<b>193,000</b>	<b>11,58,000</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>210,000</b>	<b>195,000</b>	<b>195,000</b>	<b>195,000</b>	<b>195,000</b>	<b>195,000</b>	<b>11,85,000</b>

### **PGDM & PGDMHRM (2013-15 Batch)- Company-sponsored**

	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>	<b>VI</b>	<b>Total (Rs)</b>
Tuition Fee	330,000	330,000	330,000	330,000	330,000	330,000	19,80,000
Text/Reading Material	10,000	10,000	10,000	10,000	10,000	10,000	60,000
Student Welfare	3,500	3,500	3,500	3,500	3,500	3,500	21,000
Library Fee	7,000	7,000	7,000	7,000	7,000	7,000	42,000
Computer Fee	8,500	8,500	8,500	8,500	8,500	8,500	51,000
<b>Total Fee</b>	<b>359,000</b>	<b>359,000</b>	<b>359,000</b>	<b>359,000</b>	<b>359,000</b>	<b>359,000</b>	<b>21,54,000</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>376,000</b>	<b>361,000</b>	<b>361,000</b>	<b>361,000</b>	<b>361,000</b>	<b>361,000</b>	<b>21,81,000</b>

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

### **PGDM & PGDHRM (2013-15 Batch)- NRI/PIO/Foreign Students**

	<b>1st Yr.</b>	<b>2nd Yr.</b>
Fee (incl. books)	US\$ 32610	US\$ 32610
Less: Caution Deposit	-	US\$ 500
<b>Net Fee</b>	<b>US\$ 32610</b>	<b>US\$ 32110</b>

**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.

**Hostel Fess and Mess Charges\***

Academic Year	Amount (in Rupees)	Amount Due On
2013-2014	Hostel: 78,000/- p.a	Within 2 weeks of hostel accommodation offer letter
	Mess charges*: Vegetarian/ Non-Vegetarian : 3,500/- per month*	Mess charges are payable monthly in advance each month
2014-2015	Hostel: 78,000/- p.a.	2 months before start of academic year
	Mess charges*: Vegetarian/ Non-Vegetarian : 3,500/- per month*	Mess charges are payable monthly in advance each month

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

**Mode of Payment of Fee**

The fee can be paid through demand draft/pay order drawn in favor of "International Management Institute" payable at New Delhi.

# **Executive Post Graduate Diploma in Management (Executive PGDM 2013-2014) 15 month full-time program (AICTE approved)**

## **The Program**

Started in 1984 the 15 month Executive Post Graduate Program is designed for experienced executives 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 6 week International study module.

The program is approved by AICTE and accredited by SAQS (South Asian Quality Assurance System) and Association of MBA's (AMBA).

## **Program Objectives**

The program has been offered with the following objectives.

- To equip middle level executives 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 issue for 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. This includes 10.5 months full time course work in Delhi campus, 1.5 months in one of our partner B-School in Europe/USA plus 3 months of project work that can be conducted in the company the participant is employed in. The six weeks International Study Module is an integral part of the program.

## **Eligibility for Admission**

### **Educational Background**

Eligible candidates must fulfill the following requirements:

- To be eligible for admission to the Executive PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 60% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. 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, 2013.

- **Proficiency in written & spoken English and mathematics.**
- Must possess a valid passport with expiry not earlier than December 2014.

### **Participant Profile**

Program is open to individuals from all nations. Applicants could be:

- 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
- Defence Personnel who have retired or will be retiring shortly
- International Professionals from any country
- International Professional from ITEC sponsored countries, as per Ministry of External Affairs, GOI.

### **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://onlineadmissions.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 is Rs.2000 and is non-refundable.
- The admission fee can be paid through Credit Card/ Debit Card 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 Form 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 March 31, 2013. Incomplete forms are liable to be rejected summarily.**

### **Admission Process**

#### **Admission Test**

- For all non sponsored candidates admission to the program is based on scores in the Common Admission Test (CAT) conducted by The Indian Institute of Management. For all such candidates IMI will accept CAT scores for the year 2010 & 2011 besides 2012. IIM's 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 March 31, 2010, and submit such scores while applying to IMI. Indian residents who are self sponsored and have appeared for GMAT, not earlier than March 2010 and not later than March 31, 2013, are also eligible to apply, as stated above and must provide the GMAT scores while applying.
- Candidates Sponsored by PSU's or Corporate Houses will be required to appear for the IMI written test during April 2013 in IMI Campus, New Delhi.

## Selection Process

- Candidates sponsored by a PSU or Corporate House will be selected on the basis of information provided in the application form, their scores in the IMI Admission Test and Personal Interview.
- Candidates who are not sponsored will be shortlisted 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.
- Based on the above assessment, applicants will be called for a Personal Interview. Interviews will be held at IMI, New Delhi during April 2013. For international 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 will not ensure consideration for short listing 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 non 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.

## Curriculum

The program is built around 12 months of course work over 4 terms of 11 to 12 weeks each, and three months of field project at the end of the course work. Of the 12 months, 10.5 months course work will be on campus in Delhi and 1.5 months at our partner B.School in Europe or USA. The complete program is of 84 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact, During this period students are required to complete 16 compulsory courses and 8 elective courses, besides 3 months of Field project work and 2 International module courses. 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.

### Core Courses

A list of core courses that are offered in Executive PGDM program are:

Data Interpretation in Uncertainty (3)	Management Oral Communication (1.5)
Financial Accounting and Analysis (3)	Written Analysis and Communication (1.5)
Information Technology for Decision Making (3)	Management Information Systems (1.5)
Prices, Markets & Economics Environment (3)	Corporate Finance (3)
Leading Teams & Organization (3)	Excellence in Operations (3)
Strategic Operation Management (3)	Marketing (3)
Cost and Management Accounting (1.5)	Strategic Human Resource Management (3)
Legal Aspects in Business (1.5)	Research Methods for Management (3)
Going Global (1.5)	Sustainable Growth & Development (1.5)
Strategy (3)	Quantitative Techniques for Decision Making (1.5)

- Figures in brackets indicate the number of credits



## **Elective Courses**

An indicative list of elective courses offered has been provided on page 44 of this bulletin, which is subject to change.

## **International Study Module**

This would be conducted in collaboration with one of the leading business schools in USA/Europe. Objective of the International Module is to enhance cross-cultural knowledge and to understand challenges being faced by Global Managers. In this six 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.

## **Field Project**

The field project will 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 will be jointly guided by IMI faculty and a project supervisor from the employer organization. The field project is the most important single component of work in the Executive PGDM program. It provides the 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 an essential requirement for qualifying for the EX-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 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 upto late evening hours, including weekends, to suit the requirements of the program. Attendance in all classes is compulsory. Classes are of ninety minutes duration and each subject would have twenty such sessions which means 30 hours of class room interaction. Classes shall, tentatively begin from the 3rd week of June 2013.

## **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.

### **Fee structure for Executive PGDM (2013-14)**

The fee structure for self-sponsored /company sponsored and NRI /POI/Foreign students for Ex-PGDM batch 2013-14 is given in the following table.

	Installments			
	I	II	III	Total
<b>Tuition Fee</b>	144,000	144,000	144,000	432,000
<b>Text/Reading Material</b>	9,000	8,000	8,000	25,000
<b>Student Welfare</b>	4,000	4,000	4,000	12,000
<b>Library Fee</b>	4,000	4,000	4,000	12,000
<b>Computer Fee</b>	5,000	5,000	5,000	15,000
<b>International Study Module</b>	177,000	177,000	177,000	531,000
<b>Lodging (single Executive AC Rooms)</b>	48,000	48,000	48,000	144,000
<b>Boarding</b>	20,000	20,000	20,000	60,000
<b>Security Deposit*</b>	10,000	-	-	10,000
<b>Alumni- Life Membership</b>	6,000	-	-	6,000
<b>Grand Total</b>	<b>427,000</b>	<b>410,000</b>	<b>410,000</b>	<b>12,47,000</b>

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

<b>PIO / NRI Candidates: 2013-14</b>
PIO / NRI Candidates will pay <b>US \$ 36,206*</b> Payable within 3 weeks of issuing admission offer letter
*Inclusive of Security Deposit of US\$500, refundable subject to obtaining clearance of all dues and damages to institute properties/assets.
PIO / NRI Candidates Fee is inclusive of cost of books, Hostel & Mess fee.

#### **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.

#### **Mode of Payment of Fee**

The fee can be paid through demand draft/pay order drawn in favor of "International Management Institute" payable at New Delhi.

# **Post-Graduate Diploma in Management**

## **PGDM- WE 2013-16**

### **3 Year Program for Working Executives**

#### **(AICTE approved)**

#### **The Program**

The Post-Graduate Diploma in Management for Working Executives was started by the Institute in July 1986. The program offered by IMI is a reflection of its two year full time program in terms of its content and academic rigour keeping in view the commitment of IMI to promote post-experience management education in the country.

The program is designed to impart knowledge and skills in the basic and functional areas of management. It is meant for working individuals who have not had the opportunity to acquire formal management education. Being a week end program **it requires attending classes only on Friday & Saturday evening besides Sunday.** It suits those working in and around Delhi and NCR.

**It is 3 year program in which the on-campus course work can be completed in 27 months.**

The program is approved by AICTE, accredited by SAQS (South Asian Quality Assurance System) and Association of MBA's (AMBA).

#### **Program Objectives**

The program is offered with the following objectives.

- To impart theoretical knowledge in the basic and functional areas of management
- To enhance understanding of real world business complexities by exposing students to case studies and experiential learning situations
- To develop analytical skills among students for taking decisions at the work place by imparting understanding of management tools and techniques
- To inculcate values and attitudes which contribute to a socially sensitive & ethical behavior.

#### **Program Duration**

The PGDM program for Working Executives is spread over nine terms, each term being approximately 11-12 weeks duration. The students have the flexibility to complete the program requirements within five years. This gives them the freedom to drop a term and resume studies at an appropriate time to cover personal & professional exigencies, with prior permission from the Institute. Since classes for this program are held over the weekend, the course work which requires attending classes can be completed in 27 months.

#### **Eligibility for Admission**

##### **Educational Background**

Eligible candidates must fulfill the following requirements

- To be eligible for admission to the PGDM Program for Working Executives, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. 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 of 3 years of, post qualification full time work experience, at executive level/similar level as on March 31, 2013.

- **Proficiency in written & spoken English and Mathematics.**

### **Participant Profile**

The program is open to working executives / entrepreneurs / Defence personnel , who are being groomed for effective decision making positions or those whom the organization wishes put on the fast track or those who wish to prepare themselves for newer opportunities and are based in or around Delhi NCR. Applicants could be from any of the following sectors:

- Private sector
- Public sector undertakings
- Government departments
- Entrepreneurs/Owners of small and medium size enterprises
- Defence personnel – retired or serving

The program is open to both organization-sponsored and self sponsored candidates. A letter of sponsorship from the organization would be required in case of organization-sponsored candidates and a No Objection Certificate from the organization for all other candidates.

### **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://onlineadmissions.imi.edu/> and must be submitted on line.
- Applicant should complete the online application form and submit the same along with the admission fee, wherever applicable.
- The admission application fee is Rs.2000, which is non-refundable.
- The admission fee can be paid through Credit Card/ Debit Card 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 Form number and 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, should be submitted online by midnight March 31, 2013. 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. For all such candidates IMI will accept CAT scores for the year 2010 & 2011 besides 2012. IIM's have no role either in the selection process or in the conduct of the program. Under exceptional circumstances candidates may also be permitted to appear for the IMI Test.
- 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 March 31, 2010, and submit such scores while applying to IMI. Indian residents who are self sponsored and have appeared for GMAT, not earlier than March 31, 2010 and not later than March 31, 2013 are also eligible to apply, as stated above.

- Candidates Sponsored by PSU's or Corporate Houses will be required to appear for the IMI written test during April 2013 in IMI Campus, New Delhi.

### **Selection Process**

Candidates sponsored by a PSU or Corporate House will be selected on the basis of information provided in the application form, their scores in the IMI Admission Test and Personal Interview.

Candidates who are self sponsored will be shortlisted on the basis of information provided in the application form, CAT scores (sectional and overall), GMAT score or IMI Test Score educational background, marks in 10th, 12th, graduation and work experience.

Based on the above assessment, applicants will be called for a Personal Interview. Interviews will be held at IMI, New Delhi during April 2013. For international students, telephonic interview may be conducted.

Experience certificate certified copy of CMAT/CAT Score Card 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 will not ensure consideration for short listing 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.

### **Curriculum**

The curriculum is designed to prepare managers for successful careers in a wide variety of business and governmental organizations. The PGDM program for Working Executives covers the following areas of study.

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

The first 6 trimesters of the program are devoted to foundation courses wherein students are exposed to all the above listed core subjects. In the latter 3 trimesters, the students pursue their chosen areas of interest by choosing from a list of elective subjects, offered across different areas. In totality students will study 24 compulsory courses (72 credits, each credit being 10 hours of class work) and 8 elective courses (24 credits). A 6 credit term project is a mandatory requirement of the course which commences in the 7th trimester and concluded by the 9th trimester. Each functional area offers a range of electives but the final decision to go ahead with an elective is subject to a minimum number of students opting for it. Students also have an option of doing a Course of Independent Study, in lieu of two elective subjects, as per details available in the students hand book.

## Core Courses

A list of the core courses offered at the institute are:

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Managerial Economics	Operations Management – II
Information Technology for Decision Making	Human Resource Management
Business Maths	Marketing Management – II
Financial Accounting and Analysis	Financial Management - II
Organizational Behaviour – I	Research Methods in Management
Organizational Behaviour – II	Management Information Systems
Cost and Management Accounting	Legal Aspects of Business
Business Statistics	Strategic Management – I
Macro Economic Theory and Policy	Strategic Management – II
Marketing Management – I	Ethics & Business (1.5 credit)
Financial Management – I	Managing Oral Communication (1.5 credits)
International Business	Corporate Social Responsibility &
Operations Management – I	Sustainable Development (1.5 credits)
	Written Analysis & Communication (1.5 credits)

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- Figures in brackets indicate the number of credits

## Elective Courses

An indicative list of elective courses offered has been provided on page 44 which is subject to change.

## Pedagogy

Faculty at IMI enjoy 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 visiting faculty. Guest lectures from industry practitioners are also organized to expose students to the current business environment.

## Schedule of Classes

Classes for the PGDM program for Working Executives are held in the evenings on **Friday and Saturday between 6.15 to 9.45 p.m and on Sundays from 9 am to 4.15 pm**. In case of elective subjects, the days for which a student would attend classes would depend on the number of courses a student has opted for in a particular term. Classes are of three hours duration with a break in between. All the 9 trimesters are scheduled on back to back basis with upto 7 days break between trimesters so as to complete the course work in 27 months.

## Evaluation

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



## Fee Structure

The fee structure for self-sponsored /company sponsored students for PGDM - WM batch 2013-16 is given in the following table. For NRI / PIO and Foreign students the fee will be conveyed on request.

<b><u>Installments</u></b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>	<b>VI</b>	<b>VII</b>	<b>VIII</b>	<b>IX</b>	<b>Total (Rs)</b>
Tuition Fee	56,000	49,400	49,400	56,000	49,400	49,400	56,000	49,400	49,400	464,400
Text books /Reading Material	6,600	4,400	4,400	5,500	4,400	4,400	5,500	4,400	4,400	44,000
<b>Total Fee</b>	<b>62,600</b>	<b>53,800</b>	<b>53,800</b>	<b>61,500</b>	<b>53,800</b>	<b>53,800</b>	<b>61,500</b>	<b>53,800</b>	<b>53,800</b>	<b>508,400</b>
Security Deposit *	15,000	-	-	-	-	-	-	-	-	15,000
Alumni- Life Membership	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	-	12,000
<b>Total (Rs)</b>	<b>79,100</b>	<b>55,300</b>	<b>55,300</b>	<b>63,000</b>	<b>55,300</b>	<b>55,300</b>	<b>63,000</b>	<b>55,300</b>	<b>53,800</b>	<b>535,400</b>

\* Refundable subject to obtaining clearance to 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.

### Mode of Payment of Fee

The fee can be paid through demand draft/pay order drawn in favor of "International Management Institute" payable at New Delhi.

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

## **General Introduction**

The development of knowledge is not a discipline or function, but a mindset— a way of approaching all endeavors. In FPM, the candidate discovers how to challenge conventional wisdom, pushing the boundaries of current thought to open new avenues of knowledge and understanding.

The program includes intensive formal courses as well as individually pursued self study courses on special topics and research programs. The Research Scholars are expected to work closely with the Institute's best-well- known faculty, both inside and outside the classroom.

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

## **Objectives**

The primary focus of the program is to prepare qualified candidates for academic careers in research, teaching and consultancy.

## **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 program 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 Masters' degree or its equivalent in any discipline with a minimum of 55% aggregate marks*

*OR*

*A Bachelors Degree in Engineering (4 years) with a minimum of 60% marks or equivalent grade point average*

*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 public examinations starting with the secondary level. Work experience in industry or academics may be given due credit in the selection process. The maximum age for the FPM candidate is 35 years.

## Experienced Corporate Executives

The eligibility criteria described above will apply equally to the experienced corporate executives. The work experience as full-time executives or as management lecturers (at the level of Assistant Professor, Associate Professor and Professor with minimum 10 years teaching experience) in an organization/institution (AICTE approved) of repute is only considered as the valid experience. For experienced corporate executives, a minimum of 10 years of managerial/executive work experience is required. The minimum and maximum age of a candidate in this category should be 35 and 45 years respectively.

## Admission Procedure

### Application form

- IMI Admission Bulletin and Application Form can be downloaded from our website [www.imi.edu](http://www.imi.edu).
- Fill up application form, downloaded from IMI website, and submit the same along with other documents (including one page synopsis of the proposed topic and DD/Cheque of Rs.2000 in favor of International Management Institute, payable at New Delhi) to the following address:

Mrs Supriya Menon  
Programme Secretary  
FPM Programme  
International Management Institute  
B10, Qutab Institutional Area  
New Delhi 110016  
Telephone: 011 47194100 (30 lines), 011 47194196 (Dir)  
Fax: 011 26867539  
Email: [supriya@imi.edu](mailto:supriya@imi.edu)

**Applications, complete in all respects, should reach the FPM Office of IMI on or before April 30, 2013. Incomplete forms are liable to be rejected summarily.**

### Selection Process

For Fellow Program, candidates who fulfill the eligibility criteria stated above are required to submit Common Admission Test (CAT) Score held by the IIMs. Alternatively, those who have earned recent GATE, GRE, GMAT with satisfactory scores may also be considered. Likewise, the recent qualified JRF/SRF candidates can also apply in the relevant areas of specialization. Scores of any of these examinations including CAT taken during the period 2011 - 2012, will be considered valid.

- Candidates who have applied this year need not apply. However candidates (i.e experienced Senior Corporate Executives/Senior Business School Teachers) are welcome to apply without CAT/GATE/GRE/GMAT Score.
- Candidates short-listed on the basis of their academic record and performance in the examinations mentioned above may be advised to appear before the Selection Panel for a personal interview for final selection sometime some time in mid May, 2013 and the successful candidates will receive offers by the first week of June 2013.
- IMI encourages applications from Non-Resident Indians, Persons of Indian Origin and foreign citizens. Such candidates should have a valid GMAT/GRE score of not older than one year from the date of application.
- **Applicants should note that the mere fulfillment of minimum eligibility criteria will not ensure consideration for short listing by IMI.**

## Areas of Specialization

Finance, Marketing, Accounting, Economics, Quantitative Methods, Information Technology, Strategic Management, Operations Management, International Business, Organizational Behaviour, Human Resource Management.

## Course Work

The FPM program consists of two phases. The first phase of the program involves course work followed by a comprehensive examination. The second phase requires research 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.

The Fellow Research scholars are required to study the courses (duration six months) such as (a) Strategic Management and Fundamentals of Economics (b) Advanced Qualitative Techniques (c) Advanced Quantitative Techniques (d) Two courses on the areas of specialization.

A comprehensive examination will be taken after completion of the core courses. During the study period, FPM Research Scholars (those who are selected under IMI Fellowship Scheme) will be given scholarship. The amount of scholarship is Rs. 20,000 per month. Experienced corporate executives and lecturers working at the level of Associate Professor and Professor are encouraged to apply.

## Duration of the Program and Accommodation

The Fellow Research Scholars are expected to complete the program in four years. However, under special circumstances extension of one more year may be granted.

<b>FPM Fee Structure (Rupees)</b>	
College/University Lecturers	20,000 p.a.
Working Executives	80,000 p.a.
Foreign Research Scholars	USD 3000 p.a.
Indian Research Scholar	20,000 p.a.
<b>Other Fees</b>	
Reading material/Computer fee/Library fee	35,000 p.a.
Alumni Life membership	3,000
Security Deposit (Refundable)*	15,000

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

## Mode of Payment

All the payments have to be made on or before the date mentioned. The fee can be paid through demand draft/pay order drawn in favour of "International Management Institute" payable at New Delhi.

### List of Faculty - IMI Delhi

<b>Acharya, Manaswini</b> Ph.D (Utkal University)  Professor <b>Area : Marketing &amp; Communication</b>	<b>Agarwal, G.K.</b> M.S.(Industrial & Management Engineering), M.S.U., USA, B.Tech.(IIT Kanpur)  Professor <b>Area : Strategy and General Management</b>
<b>Agrawal, Soni</b> Ph. D (IIT – Kharagpur)  Assistant Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Anantaram, Rajeev</b> Ph. D (University of Pittsburgh)  Professor <b>Area : Economics</b>
<b>Arora, R K</b> Ph. D (IIT Delhi), FICWA, FCS, MBA  Professor <b>Area : Finance</b>	<b>Awasthy, Richa</b> Ph.D., (Jamia Hamdard University)  Assistant Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>
<b>Balasubramanian, S</b> MBA (University of Rochester), B.E. (Mysore)  Professor <b>Area : Marketing</b>	<b>Banik, Arindam</b> Ph.D (Delhi School of Economics)  Distinguished Professor & Dean (Research & Publications) <b>Area : Economics</b>
<b>Behl, Ramesh (on leave)</b> M.Sc. (Kanpur University)  Professor <b>Area : Information Systems</b>	<b>Bhandarker, Asha</b> Ph.D (Osmania Univ.)  Distinguished Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>
<b>Bhaskar, A Uday</b> Ph.D. (IIT Delhi)  Assistant Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Bhat Ramesh</b> PhD (Delhi University) , Research Fellow (Harvard University)  Adjunct Professor <b>Area : Finance</b>
<b>Bhaumik, Pradip K</b> Fellow in Management (IIM-A) B.Tech. (IIT Delhi)  Distinguished Professor <b>Area : Quantitative Techniques &amp; Operations Management</b>	<b>Bhimaraya, Metri</b> Ph.D (IIT Mumbai)  Professor <b>Area : Operations Management</b>
<b>Chandra, V</b> Ph.D., ( Jamia Milia Islamia)  Professor <b>Area : Communications, Human Resource &amp; Organizational Behaviour</b>	<b>Chaklader, Barnali</b> Ph.D (Bundelkhand Univ), FCMA, MBA, M.Com (Delhi University)  Associate Professor <b>Area : Finance</b>
<b>Chakrabarti, Ahindra (on leave)</b> Ph.D. (University of Burdwan)  Professor <b>Area : Finance</b>	<b>Chakrabarti, Pradip</b> MBA (FMS, Delhi University), B.Tech (Hons.) IIT - Kharagpur , Colombo Plan Fellow (Australia)  Professor <b>Area : Marketing</b>

<b>Chaturvedi, Arvind</b> Ph.D. (IIT Delhi), M.Sc Stat (IIT Kanpur), M.A. (Eco)  Professor  <b>Area :</b> Quantative Techniques & Operations Management	<b>Chawla, Deepak</b> Fellow in Management (IIM-A), M.Stat. (ISI)  Distinguished Professor  <b>Area :</b> Quantitative Techniques & Operations Management
<b>Roy Chowdhury, Rajyasri</b> Ph.D. (JNU)  Associate Professor  <b>Area :</b> Communications , Strategy and General Management	<b>Das, Himadri</b> Ph.D. (University of Virginia, USA), M.B.A.(IIT Delhi), M.S. (University of Virginia, USA) , B.Tech. (IIT Delhi)  Professor & Dean (Academic Programs)  <b>Area :</b> Finance
<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>Dokadia, Afsha</b> Pursuing 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., 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), Pursuing PhD (IIT Delhi)  Associate Professor  <b>Area :</b> Marketing	<b>Joshi, Himanshu</b> PGDM, (IMI), B.E. (Bangalore University)  Senior Lecturer  <b>Area :</b> Information Systems
<b>Kalra, Satish</b> Ph.D. (TISS)  Professor & Dean (Placements, Alumni Linkages & Corporate Communications)  <b>Area :</b> Human Resource & Organizational Behaviour	<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 Management	<b>Kapoor, G.K</b> Ph.D (Delhi University), M.Com  Professor  <b>Area :</b> Strategy and General Management
<b>Kathuria, Rajat (on leave)</b> Ph.D. (University of Maryland)  Professor  <b>Area :</b> Economics	<b>Kaul, V.M</b> MBA, M.Tech (IIT Delhi)  Professor  <b>Area :</b> Human Resource & Organizational Behaviour
<b>Khanna, Ashutosh</b> PhD & MSc,(London School of Economics and Political Science, U.K)  Associate Professor  <b>Area :</b> Strategy and General Management	<b>Lal, Purna</b> MBA (IIT Roorkee) BE (Computer Technology)  Lecturer  <b>Area :</b> Information Systems



<b>Maheshwari, Sunil</b> Fellow in Management (IIM- A), B.Tech (IIT Delhi) Adjunct Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Mehra, P C</b> PGDBM, (XLRI, Jamshedpur), Professor <b>Area : Marketing</b>
<b>Mohapatra, Mamta</b> Ph.D. (Utkal University) Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Nigam, Shailendra</b> Ph.D., (Agra University), MBA, L.L.B Associate Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>
<b>Nirjar, Abhishek</b> PhD (Sheffield University UK) MBA, (Lucknow University) Professor & Dean (MDP & Consulting) <b>Area : Strategy and General Management</b>	<b>Ojha, Samiksha</b> PhD (Delhi University), PGDBM (IMT Ghaziabad) MA Economics (Kanpur University) Associate Professor <b>Area : Finance</b>
<b>Rai, Snigdha</b> Ph.D (BHU) Assistant Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Rath, Arun Kumar</b> Ph.D (Kalinga Institute of Industrial Technology) Professor <b>Area : Strategy and General Management</b>
<b>Rizvi Irfan A.</b> PhD (University of Delhi) PGDPM (FMS), MSc (BHU) Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Sharma, Baldev R</b> Ph.D. (Michigan State University) M.A. (Oberlin College), Professor Emeritus <b>Area : Human Resource &amp; Organizational Behaviour</b>
<b>Singh, Pritam, Padma Shri</b> Ph.D. (BHU) MBA (Kelly School of Business, USA), M.Com (BHU) Professor & Director General <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Sondhi, Neena</b> Ph.D. (University of Delhi) Professor <b>Area : Marketing</b>
<b>Srivastava, Bhupen</b> Ph.D. (Southern Illinois University) Professor <b>Area : Human Resource &amp; Organizational Behaviour</b>	<b>Tyagi, Anupam</b> Ph.D. (University of Utah, USA) Associate Professor <b>Area : Economics</b>
<b>Varma, Siddharth</b> Ph.D (IIT Delhi), M. Tech (IIT Delhi), MBA (AIT, Bangkok), B.E. (IIT Roorkee) Professor <b>Area : Quantitative Techniques &amp; Operations Management</b>	<b>Verma, Sandhya</b> M.Sc. (BHU) Adjunct Professor <b>Area : Information Systmes</b>
<b>Vancheswar, Vijay</b> Ph.D.(IIT Delhi), M.Tech (IIT Delhi) Professor <b>Area : Marketing &amp; Communications</b>	<b>Venkatesh, Umashankar</b> Ph.D (Vikram University, Ujjain) Professor <b>Area : Marketing</b>

**IMI Bhubaneswar**  
**Post-Graduate Diploma in Management**  
**(PGDM 2013-2015)**  
**2 year full-time Program**  
**(AICTE approved)**

**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 socially sensitive manner.

**The program is approved by AICTE.**

**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 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

**Program Duration**

IMI follows the trimester system with the academic calendar beginning in June 2013 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 industry.

**Eligibility for admission**

**Education background**

To be eligible for admission to the PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. 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. 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 28, 2013. 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 or 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://onlineadmissions.imi.edu/> and must be submitted on line. IMI does not accept Admission applications off-line.
- Applicant should complete the online application form and submit the same along with the admission fee which is non-refundable.
- The admission application fee will be as follows: An applicant desirous of applying to any program in any of the three campuses of IMI will be required to pay a common application fee of Rs.1500 plus a program fee of Rs.500 per program per campus.  
(Eg. A candidate wishing to apply to the PGDM program at all three campuses will be required to pay Rs.1500 + (500x3) = 3,000; a candidate applying to just one program, in one campus will be required to pay Rs.1500 + 500 = 2000; a candidate applying to the PGDHRM program at Delhi campus besides any one PGDM program at any of the three campuses will be required to pay Rs.1500+(500x2) = 2500)
- The admission fee can be paid through Credit Card/ Debit Card 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 for all campuses, giving the IMI Application Form 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, irrespective of the Campus applied to.**
- **Applications complete in all respects, including application fees, should be submitted online by midnight of 9<sup>th</sup> October 2012. 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 2012 would be held between Thursday, October 11 and Tuesday, November 6, 2012. (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.**

- IIM's 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 October 2010 and not later than October 2012, and submit such scores while applying to IMI.
- Indian residents who have appeared for GMAT, not earlier than October 2010 and later than October 2012 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**. 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 2012 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. 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 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

### NEW CENTER: GUWAHATI

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their preferred center(s) 1<sup>st</sup> and 2<sup>nd</sup> preference for interview 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 2013 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.**

### 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 joining the course and if the seat consequently falling vacant is not filled by another candidate, for any reason, only the refundable components of fee shall be returned to the candidate.

### 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, eg. Economics and Organizational Behavior
- b) Techniques, eg. Statistics and Research Methods
- c) Functional areas, eg. Marketing and Finance
- d) Integrative areas, eg. Strategy and International business
- e) Technology, eg. Management Information Systems

## Core Courses

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Business Mathematics	Macroeconomic Theory & Policy
Business Statistics	Marketing Management I
Cost & Management Accounting	Marketing Management II
Financial Accounting & Analysis	Information Technology for Decision Making
Financial Management I	Management Information Systems
Financial Management II	Operation Management I
Organizational Behavior I	Operation Management II
Organizational Behavior II	Ethics and Business
Strategy Formulation	Legal Aspects in Business
Research Methods for Management	International Business
Managerial Economics	Strategy implementation
Managing Oral communication	Written analysis and communication

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## 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, 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.

An indicative list of elective courses, offered during the 2<sup>nd</sup> year of study, is given on page 44 of this bulletin, which is subject to change.

## Summer Internship

On completion of year one, 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 Program 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 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 2nd/3rd week of June 2013.

### 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.

### List of Faculty - IMI-Bhubaneswar

<b>Behl, Ramesh</b> M. Sc (EDBA)  Professor & Director <b>Area:</b> Information Systems	<b>Dash, Prashanta Kumar</b> Ph. D (Utkal University)  Associate Professor <b>Area:</b> Quantitative Techniques & Operations Management
<b>Mishra, Manit</b> Ph. D (Utkal University)  Assistant Professor <b>Area:</b> Marketing & Quantitative Techniques	<b>Mishra, Supriti</b> Ph. D (IIT Kharagpur), Post-doctorate (Leonard N. Stern School of Business) New York University, USA  Associate Professor <b>Area:</b> Strategy
<b>Mohanty, Swarup Kumar</b> Ph. D (Devi Ahilya University Indore)  Associate Professor <b>Area:</b> Organizational Behavior & H.R.	<b>Panigrahi Ramkrushna</b> Ph. D (ISEC Bangalore)  Associate Professor <b>Area:</b> Economics
<b>Punyatoya, Plavini</b> Fellow in Management (IIM Indore)  Assistant Professor <b>Area:</b> Marketing	<b>Swain, Dindayal</b> Ph. D (GGU Central University)  Associate Professor <b>Area :</b> Marketing

### **IMI Bhubaneswar Fee Structure**

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

	<b>Tuition Fee</b>	<b>Text/Reading Material</b>	<b>Student Welfare</b>	<b>Library Fee</b>	<b>Computer Fee</b>	<b>Alumni- Life Membership</b>	<b>Security Deposit</b>	<b>Total Rs.</b>
<b>1st installment</b>	122000	8000	2750	6000	6600	2000	15000	162350
<b>2nd installment</b>	122000	8000	2750	6000	6600	2000		147350
<b>3rd installment</b>	122000	8000	2750	6000	6600	2000		147350
<b>4th installment</b>	122000	8000	2750	6000	6600	2000		147350
<b>5th installment</b>	122000	8000	2750	6000	6600	2000		147350
<b>6th installment</b>	122000	8000	2750	6000	6600	2000		147350
<b>Total</b>	<b>732000</b>	<b>48000</b>	<b>16500</b>	<b>36000</b>	<b>39600</b>	<b>12000</b>	<b>15000</b>	<b>899100</b>

\*Refundable subject to obtaining clearance against all dues and damages if any 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.

#### **Hostel Fess and Mess Charges\***

<b>Academic Year</b>	<b>Amount (in Rupees)</b>	<b>Amount Due On</b>
<b>2013-2014</b>	Hostel: 85,000 p.a	Within 2 weeks of hostel accommodation offer letter
	Mess: Veg/Non Vegetarian : 4,000/- per month*	Mess charges are payable monthly in advance each month
<b>2014-2015</b>	Hostel: 85,000 p.a	2 months before start of academic year
	Mess: Veg/Non Vegetarian : 4,000/- per month*	Mess charges are payable monthly in advance each month

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

#### **Mode of Payment:-**

The Fee can be paid through demand draft/pay order drawn in favor of "International Management Institute" payable at New Delhi.

## ELECTIVE COURSES

(Offered across different programs at Delhi & Bhubaneswar, subject to review)

MARKETING MANAGEMENT		3	Talent Management
1	Consumer Behavior	4	Journey to Self
2	Marketing Research	5	Power, Ethics, and Politics
3	Distribution Management	6	Psychometrics Testing
4	Business Forecasting	7	Role of HR in Mergers and Acquisition
5	Business Marketing	8	Coaching and Mentoring
6	Sales Management	9	Industrial Jurisprudence
7	Brand Management	10	Diversity Management
8	Customer Relationship Management	11	Business Negotiation Skills
9	International Marketing	FINANCIAL MANAGEMENT	
10	Sales and Distribution Management	1	International Finance
11	Retail Marketing	2	Financial Derivatives
12	Marketing of Services	3	Management of Banks
13	Advertising Management	4	Security Analysis and Portfolio Management
14	Sales Promotion and Public Relations	5	Project and Infrastructure Finance
15	Strategic Marketing	6	Quantitative Applications in Finance
16	Rural Marketing	7	Management of Financial Services
17	Product and Brand Management	8	Financial Engineering and Risk Management
18	Digital Marketing	9	Restructuring, Acquisitions, Strategic Alliances and Mergers
19	Managing Customer Value	10	Private Equity
20	Managing Corporate Reputation	11	Fixed Income Securities
QUANTITATIVE TECHNIQUES AND OPERATIONS MANAGEMENT		12	Financial Econometrics
1	Logistics and Supply Chain Management	13	Business Valuation
2	Total Quality Management	14	Corporate Taxation
3	Strategic Management of Innovation and Technology	15	Wealth Management and Alternative Investment
4	Project Management	16	Investment Banking
5	Time Series Modeling and Forecasting	17	Advanced Financial Statement Analysis
6	Six Sigma	18	Strategic Cost Management
7	Applications of Operations Research	ECONOMICS AREA	
INFORMATION SYSTEMS		1	Seminar Course : Emergence of India and China: The Changing Dynamics of Globalization
1	Enterprise Resource Planning	2	Economics of Information Technology
2	Software Project Management	3	International Business and Economic Environment
3	Knowledge Management	4	Regulation, Competition and Antitrust: A Case Study Approach.
4	E-Business	STRATEGY AND GENERAL MANAGEMENT	
5	Information Systems Analysis and Design	1	CSR and Sustainable Development
6	Business Intelligence	2	New Venture Creation
7	ERP for HR Applications	3	Business in Emerging Markets
8	Implementing Enterprise Solutions Using Cloud Computing	4	Corporate Governance and Business Ethics
9	Cyber law & Information Security	5	Contemporary Issue in Strategy and Innovation
10	IT Consulting	6	Legal Aspects of Business
ORGANISATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT		7	Strategic Innovation
1	Managerial Compensation	8	Strategic Transformation and Change
2	Career and Succession in Management	9	Global Shifts in Business

**IMI Kolkata**  
**Post-Graduate Diploma in Management**  
**PGDM 2013-2015)**  
**Two-year, full-time program**  
**(AICTE approved)**

**The Program**

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

**The program is approved by the AICTE.**

**Program Objective**

IMI Kolkata's two year PGDM 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 of 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 the 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.

**Program Duration**

IMI follows the trimester system with the academic calendar beginning in June 2013 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 industry.

**Eligibility for admission**

**Education background**

To be eligible for admission to the PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. 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. 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 28, 2013. 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 or 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://onlineadmissions.imi.edu/> and must be submitted on line.
- Applicant should complete the online application form and submit the same along with the admission fee which is non-refundable.
- The admission application fee will be as follows: An applicant desirous of applying to any program in any of the three campuses of IMI will be required to pay a common application fee of Rs.1500 plus a program fee of Rs.500 per program per campus.  
(Eg. A candidate wishing to apply to the PGDM program at all three campuses will be required to pay Rs.1500 + (500x3) = 3,000; a candidate applying to just one program, in one campus will be required to pay Rs.1500 + 500 = 2000; a candidate applying to the PGDHRM program at Delhi campus besides any one PGDM program at any of the three campuses will be required to pay Rs.1500+(500x2) = 2500)
- The admission fee can be paid through Credit Card/ Debit Card through the designated payment gateway. **No receipts are to be sent to IMI's Admission Office in such case.**
- 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, 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, irrespective of the Campus applied to.**

## 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 2012 would be held between Thursday, October 11 and Tuesday, November 6, 2012. (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.**
- IIM's 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 October 2010 and not later than October 2012, and submit such scores while applying to IMI.

- Indian residents who have appeared for GMAT, not earlier than October 2010 and later than October 2012 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.** 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 2012 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. 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 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**

### **NEW CENTER: GUWAHATI**

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their preferred center(s) 1st and 2nd preference for interview 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 2013 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.**

### **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 joining the course and if the seat consequently falling vacant is not filled by another candidate, for any reason, only the refundable components of fee shall be returned to the candidate.

### **Scholarship**

IMI Kolkata offers scholarships to selected students based on academic performance and financial considerations.

### **Curriculum**

IMI Kolkata's curriculum offers the students with electives in the fields of Marketing, Finance, Accounting and Control, Operations, IT, Economic and Public Policy, Strategy and Human Resource Management. Students are given ample opportunities to apply theoretical learning to real-life scenarios in the form of case studies, research, events, live projects, etc.

Students at IMI Kolkata in a two-year, full- time program study 20 courses in the first year. Each full credit course has 3 credits or 30 hours of classroom teaching. In the first year, a student has 60 credits. For completion of the program a student has to take a minimum of 11 optional courses (33 credits) in addition to compulsory courses in the second year.

The compulsory 2nd year course include a project work spanning over 2 terms (6 credits), Strategy Implementation (3 credits) and International Business (3 credits).

## Core courses

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Business Communication Skills	Operations Management I
Information Technology for Decision Making	Organizational Behavior II
Financial Accounting and Analysis	Financial Management II
Managerial Economics	Legal Aspects of Business
Marketing Management I	Human Resource Management
Business Mathematics	Management Information System
Organizational Behavior I	Operations Management II
Financial Management I	Research Methods for Management
Macro Economics - Theory & Policy	Strategy Formulation
Cost & Management Accounting	Strategy Implementation
Marketing Management II	Project Work
Business Statistics	International Business
	Project Work

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## 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, Information Systems, Operations and Organization Behavior and Human Resource Management.

An indicative list of elective courses, offered during the 2<sup>nd</sup> year of study, is given on page 52 of the bulletin, which is subject to change.

## Summer Internship

On completion of year one, 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 Program 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 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 9 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 2nd/3rd week of June 2013.

## 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.

### Faculty - IMI- Kolkata

<b>Banerjee, Mohua</b> Ph.D. (University of Calcutta) Associate Professor <b>Area:</b> Marketing	<b>Chakrabarti, Ahindra</b> Ph.D. (University of Burdwan) Professor and Director <b>Area :</b> Finance
<b>Chatterjee, Chanchal</b> Ph.D. (University of Burdwan) Assistant Professor <b>Area:</b> Finance	<b>Chatterjee, Devjani</b> Ph.D. (IIT, Kanpur) Assistant Professor <b>Area:</b> Organizational Behaviour
<b>Chatterjee, Sarojakshya</b> Ph.D. (IIT, Kharagpur) Professor <b>Area:</b> Finance	<b>Chattopadhyay, Rachana</b> Ph.D. (Calcutta University) Assistant Professor <b>Area:</b> HR Management
<b>Dasgupta, Buro Shiva</b> Ph.D. (University of Calcutta) Professor <b>Area:</b> Communication	<b>Ganguly, Boudhayan</b> Fellow of IIM (Lucknow) Assistant Professor <b>Area:</b> Operations & Technology Management
<b>Mishra, Nandita</b> Ph.D. (S.N.D.T. University, Mumbai) Associate Professor <b>Area:</b> Economics	<b>Mukherjee, Paramita</b> Ph.D. (Jadavpur University) Associate Professor <b>Area:</b> Economics
<b>Nag, Tirthankar</b> Fellow of IIM (Ahmedabad) Associate Professor <b>Area:</b> Strategy	<b>Roy Chaudhuri, Himadri</b> Ph.D. (University of Calcutta) Assistant Professor <b>Area:</b> Marketing

### **IMI-KOLKATA FEE STRUCTURE (2013-2015)**

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

	<b>First year</b>		<b>Second year</b>		<b>Total (Rs)</b>
	<b>1<sup>st</sup> Installment</b>	<b>2<sup>nd</sup> Installment</b>	<b>1<sup>st</sup> Installment</b>	<b>2<sup>nd</sup> Installment</b>	
<b>Tuition Fee</b>	175,000	236,000	261,000	187,000	859,000
<b>Text/Reading Material</b>	10,500	10,500	10,500	8,500	40,000
<b>Student Welfare (includes, Medical cover/Insurance)</b>	--	5,000	--	5,000	10,000
<b>Library Fee</b>	7,500	7,500	7,500	7,500	30,000
<b>Life Membership of Alumni Association</b>	--	3,000	--	3,000	6,000
<b>Computer Fee</b>	6,000	9,000	10,000	15,000	40,000
<b>Security Deposit*</b>	15,000	--	--	--	15,000
<b>Total</b>	<b>214,000</b>	<b>271,000</b>	<b>289,000</b>	<b>226,000</b>	<b>10,00,000</b>

\*(Refundable subject to obtaining clearance of all dues and damage to institute properties/Assets).

#### **Residential Accommodation**

##### **Hostel and Mess Fees**

Hostel Fees amounting to Rs.5,000/- per month is payable in advance on a quarterly basis.

The Institute has appointed a caterer to run the mess. The Mess will serve vegetarian breakfast, lunch and dinner at Rs.3,000/- per month per person in the first year. The rate will be decided at the commencement of each academic year. It will serve non-vegetarian dishes, the schedule for which will be decided from time to time. **Mess charges are indicative and subject to review based on changes in input costs**

### IMI-Kolkata - Elective Courses

ECONOMICS, STRATEGY& GENERAL MANAGEMENT		INFORMATION TECHNOLOGY	
1	Business in Emerging Markets	1	Business Intelligence
2	Corporate Governance	2	Data & Information Security
3	Economics of Emerging Markets	3	Database Management Systems (DMS)
4	Economics of Information Technology	4	Decision Support Systems (DSS)
5	Entrepreneurship Development	5	E-Business
6	International Business& Economic Environment	6	Enterprise Resource Planning
7	Journey to Self	7	Information Systems Analysis & Design
8	Legal Aspects of Business	8	IT for Business Continuity Planning
9	Micro Economics of Competitiveness	9	Knowledge Management
10	Regulatory Economics	10	Managing IT Infrastructure (MITI)
11	Engagement Management	11	Software Project Management
12	Global Strategic Management	OB & HR	
13	Strategic Management of Innovation & Technology	1	Leadership Development
OPERATIONS MANAGEMENT		2	Consumer Psychology
1	Business Forecasting	3	Organizational Development and Change Management
2	Logistics & Supply Chain Management	4	Performance Management and Reward System
3	Project Management	5	Competency Mapping
4	Six Sigma	6	Advanced Organizational Behavior
5	Total Quality Management	7	Training and Development
FINANCIAL MANAGEMENT		MARKETING MANAGEMENT	
1	Corporate Taxation	1	Advertising Management
2	Financial Control and Cost Management	2	Brand Management
3	Financial Derivatives	3	Business Marketing
4	Financial Engineering & Risk Management	4	Consumer Behavior
5	International Finance	5	Customer Relationship Management
6	Investment Banking	6	Digital Marketing
7	Management of Banks	7	Distribution Management
8	Management of Financial Services	8	Marketing of Services
9	Management of Insurance Business	9	Marketing Research
10	Private Equity	10	Retail Marketing I & II
11	Project & Infrastructure Finance	11	Rural Marketing
12	Restructuring, Mergers & Acquisitions	12	Sales and Distribution Management
13	Security Analysis & Portfolio Management	13	Sales Management
14	Valuation and Financial Statement Analysis	14	Sales Promotion Management
15	Wealth Management & Alternate Investments	15	Strategic Marketing Management
16	Financial Econometrics		



## **CONTACT US**

### **Delhi Campus**

International Management Institute

B-10, Qutab Institutional Area,

Tara Crescent, New Delhi – 110016

Phone : +91-11-47194100/200, 46012730 Fax +91-11-46012729

Admission office : +91-11-47194194 & 47194176

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

### **Bhubaneswar Campus**

International Management Institute

IDCO Plot No. 1, Gothapatna

PO: Malipada, Dist.: Khurda

Bhubaneswar- 751003

Phone : 0674-3042100 (30 Lines) Fax: 0674-3042129

Admission office: 0674-3042147 & 3042141

Email :- [admissions@imibh.edu.in](mailto:admissions@imibh.edu.in)

### **Kolkata Campus**

International Management Institute

2/4 C, Judges Court Road, Alipore, Kolkata – 700027

Admission Office: +91 33 6652 9645 / 9648

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