



## SELECTION CRITERIA FOR IIMs/OTHER B-SCHOOLS FOR THE LAST YEAR/THIS YEAR

### IIM Kozhikode (last year)

There is a 2 stage process of selection

#### Stage1

A basic short listing done on the basis of percentile cut-offs in CAT is given below

	QA	DI	VA	Overall
GEN	80	80	80	90
SC/ST	70	70	70	80

#### Stage2

In stage 2, an index score is computed with 50% weight for the overall CAT score, 20% weight for academic performance in secondary school, 20% weight for higher secondary school and 10% weight for the Work Experience of the candidate. The academic performance is taken as the percentage of marks reported by the candidates and is standardized across the board using the data available with IIMK for four years including the current year. In each category, the top ranking candidates based on this index score are called for further process.

The following was the criteria used for final selection of candidate to PGP 2010-12 batch.

Index score obtained in stage 2 of short listing for GD/PI - 50%

Group discussion and social skills - 15%

Personal interview - 25%

Writing task (Essay) - 10%

### IIM Ahmedabad

The selection of candidates for admission to the 2011-13 batch of the PGP at IIM Ahmedabad is a two-step process.

In the first step, candidates are short-listed for personal interviews from among candidates who have a valid CAT/GMAT score who have applied for the programme and who satisfy the eligibility criteria for the programme. A non-overseas candidate who applies with a CAT score is required to perform well in **all** three sections in CAT to be considered for short-listing. An overseas category candidate who applies with a GMAT score instead of a CAT score should have scored at least 45 in the quantitative and verbal sections and should have a total scaled score of at least 700. GMAT should have been administered within the last 24 months as on 15 December 2010. A candidate's prior academic record is also used in the short-listing process. The exact criteria used to short-list candidates for personal interviews will be disclosed on the



CAT website at [www.catiim.in](http://www.catiim.in) and the IIM Ahmedabad website at [www.iimahd.ernet.in](http://www.iimahd.ernet.in) along with the list of short-listed candidates on January 22, 2011. In the second step, after the completion of personal interviews of all candidates short-listed in the first step, candidates for admission to the 2011-13 batch of the PGP at IIM Ahmedabad are selected from among the candidates who have attended the personal interviews. In preparing this list, apart from performance in personal interviews, inputs such as the CAT/GMAT score\*, academic background and achievements, extra-curricular activities, and post-degree work experience are taken into consideration.

### **IIM Bangalore**

IIMB adopts a two-phase selection process and accordingly these selection criteria are applied in two phases. The first phase process is applied to all eligible candidates who appear for CAT 2010 to determine those qualifying candidates who will be called for personal interview (PI). During the PI process the candidates selected for interviewing during a particular half-day (morning or afternoon) will have to write a short note (one page) on a topic provided by IIMB. The topics chosen will typically reflect current political, economic and business affairs, though other topics such as sports and those that require more creative thinking can also be included. The time provided for writing the note will typically be about 30 minutes.

Subsequently two interviewers will evaluate each candidate on his/her performance on the note and his/her performance during the personal interview. In addition, for candidates having work experience, each interviewing faculty will evaluate the quality and relevance of the candidate's work experience. These scores, in combination with the pre-PI selection parameters will be used cumulatively in the second and final phase of selection to identify the candidates who will merit selection from among those candidates who appear for the PI.

The selection process, parameters and weights used are uniform for all categories of applicants. Sufficient candidates are short listed at each stage in each category to meet the reservation requirement for each group, as applicable at that time.

The first short list of candidates is based on candidates securing minimum section-wise and aggregate percentile scores in the CAT. The minimum percentile is given below

	QA	DI	VA	Overall
GEN	80	80	90	90
OBC	70	70	80	80
SC	50	50	50	70
PWD	45	45	45	60
ST	50	50	50	70

Refer to the website <http://www.iimb.ernet.in/sites/default/files/PGPAdmission-2011-Final.pdf> for more details from hereon.



## IIM KOLKATA

Selections for the post-graduate programmes PGDM and PGDCM are done through a two-stage process. In the first stage, candidates appear in CAT. In the second stage, candidates appear before a panel for group discussion (GD) and personal interview (PI). For PGDM, candidates are short-listed for GD and PI based on CAT and academic performance. For PGDCM, the interview short-list will be prepared based on multiple criteria such as CAT score, academic background and performance and relevant work experience. *Candidates short-listed for PGDCM will have to appear for a separate Personal Interview, which will also evaluate candidates' competence and interest in Computer technologies.* A candidate (including a reserved category candidate) to be short-listed for GD and PI for admission to post-graduate-programmes PGDM and PGDCM should obtain a minimum of 20%, 20% and 10% in 'quantitative', 'logic and data interpretation' and 'verbal' sections, respectively. The actual cut-off used for short-listing, however, may be higher than the minimum cut-off and would depend upon the performance of candidates in CAT 2010. Cut-off may be different for different categories (e.g. General, SC, ST, NC-OBC and PWD) of candidates.

Final selection for both the programmes PGDM and PGDCM is made using multiple criteria, such as performance in CAT, group discussion, personal interview, academic background and performance, extra-curricular activities and relevant work experience.

## IIM LUCKNOW

There is a 2 stage process of selection.

Stage-1: Screening for GD/PI & Stage-2: GD/PI

### Stage-1

Basic percentile requirement for GD/PI is given in the table below.

Course	QA	DI	VA	OVERALL
PGP	80	85	85	90
PGP ABM	75	75	75	85

In order to identify the right candidates for stage 1, basic weightage is given on different components. The total marks are 50. The distribution is shown below.

Aggregate CAT-10	37.5
Class 10 marks	2.5
Class 12 marks	2.5
Graduation marks	2.5
Experience Profile	2.5
Graduation Profile	2.5
TOTAL	50

### **STAGE-2**

Stage -2 involves assessment of the candidate by an interview panel which conducts a written ability test, GD and Interview. The total marks are 50. The distribution of marks for each component is given below

Written ability test	10
GD	10
Interview	5
Quality of work experience	25
<b>TOTAL</b>	<b>50</b>

Minimum requirement of marks in the Interview is 7.5 out of 25. Final selection will be based on combined scores in Stage-1 and Stage-2.

### **IIM INDORE**

Candidates are short-listed for Group Discussion and/or Personal Interview on the basis of their performance in CAT/GMAT, academic record, and relevant work experience. Final selection to the PGP would be based on criteria, such as the candidate's academic record, scholastic achievements, relevant work experience, and performance in CAT/GMAT, group discussion, and personal interview.

### **IIM RANCHI (LAST YEAR)**

Candidates are short listed on the basis of performance in CAT, GD and Interview. The basic percentile requirement for GD/PI is given below

<b>DETAILS</b>	Section-1	Section-2	Section-3	<b>OVERALL</b>
Percentile	80.7	86.5	78.97	99.65
Scaled Score (out of 150 in each sections and out of 450 in Overall)	67	72	60	256

### **IIM RAIPUR (LAST YEAR)**

2 stage process for screening of candidates for **Personal Interview only**.

**Stage-1:** Basic Screening process based on CAT-09 OVERALL percentile which was 90 for General Candidates and 80 for SC/ST candidates.

**Stage-2:** Personal Interview

10 times required number of candidates to be selected were called for the Personal Interview. The screening for PI was based on 50% weightage on CAT score and 50% on Academic Performance. The breakup is given below.

Breakup of 50% CAT score		Breakup of 50% Academic performance	
QA	15%	Class-10th	12%
DI	15%	Class-12th	18%
VA	20%	Graduation Degree	20%

**IIM ROHTAK (LAST YEAR)**

The process that is being adopted for selecting the promising students for PGP at IIMR for the year 2010 involves two stages. Stage-1 applies to all eligible candidates who have appeared for CAT-2009 to determine those qualifying candidates who will be called for Stage -2. Sufficient numbers of candidates belonging to different categories are short listed in Stage-1 for meeting the (Government of India) norms on reservation.

**Stage - 1:**

All candidates who have secured minimum section - wise and aggregate percentile scores in CAT 2009 are first short listed. The percentile cut-off scores (the minimum percentile scores Required) for the Stage-1 consideration are given below.

	QA	DI	VA	Overall
SC	70	70	70	70
ST	55	55	55	60
PWD	55	55	55	60
OBC	80	80	80	80
Genera	90	90	90	95

**Stage-2:**

Subsequently, seven times the number of candidates required to be admitted will be called for Stage 2 from the top of this list. Stage-2 of the admissions process involves the assessment of the candidate by an interview panel, which will conduct the following:

- (i) Group Discussion (on a given topic for 15 minutes),
- (ii) Personal Interview.

The final selection was on the basis of the combined scores in both the stages. The weights for these components as well as that of CAT are as shown below



Components	Weightage
GD	10
PI	25
CAT score	65
TOTAL	100

## IIM SHILLONG

IIM Shillong has not yet come out with the selection criteria. The general admission criterion based on last 2-3 years pattern is given below.

1. Class 10th marks
2. Class 12th marks
3. CAT Score
4. Standardized bachelor's score

### General Interpretation of the criteria

Unlike other IIM's, Shillong hasn't given any weightage to prior work experience. So this is good for people without work experience. The CAT percentile asked by IIM Shillong is at 90 percentile overall. The class X and class XII marks required are also 75% and 65% respectively.

A Standardized score(\*) of 2.15 is required to be considered. The way they have calculated the score means that if a bell curve is drawn for all the students who have done a particular course in the past, the marks should lie beyond 2.15 standard deviation. A +2 standard deviation is at 95% and 2.15 is somewhere at 96%. So the interpretation is that in your class, your marks should be in top 5 if the class size is 100. So the toughest criteria for IIM Shillong calls is the bachelor score.

The above criteria have a strict 'And' connection. This means that heroics in one criterion would not help if you fail in other. In other words, if a student scored 100 percentile in CAT and scored 90% in class X and class XII but was not in top 5 percentile of his bachelors, he would not get IIM Shillong call.

(\*Standardized Bachelor's Score =  $(x-m)/s$  wherein x is the actual percentage of marks obtained by a Candidate in a Discipline, m (%) denotes the average of the percentage marks obtained by all candidates in a disciplinary background and s denotes the standard deviation of the corresponding percentage marks. These standardized marks so computed are comparable across disciplines.)

## **IIM TRICHY**

IIM Trichy will be opening up this year with a batch of 60. The Institute will accept CAT scores followed by GD/PI. The institute will give weightage on Academics and CAT percentile. The breakup of different factors is given below.

Qualification	Cut-off Marks				
	GEN	OBC	SC	ST	PWD
10th	75	70	60	55	60
12th	70	65	55	50	55
UG	65	60	50	50	50

CAT Percentile	Cut-off Percentile				
	GEN	OBC	SC	ST	PWD
Overall	90	80	60	60	60
Verbal	85	70	55	40	55
QA	80	70	50	40	50
DI	75	60	50	40	50

Please visit <http://www.iimb.ernet.in/iimt/admissions-announcement> for details.

## **XLRI JAMSHEDPUR**

XAT score is accepted followed by GD/Case discussion and Personal Interview. For last year in Human Resource Management Programme, around 650 applicants having more than 92.60 percentile in VA, 80.36 percentile in QA, 84.36 percentile in RA, and overall 95.03 percentile were shortlisted for Group Discussion and Personal Interview.

For Business Management Programme around 550 applicants having more than 90.13 percentile in VA, 91.31 percentile in QA, 90.01 percentile in RA, and overall 98.02 percentile were shortlisted for Personal Interview.

## **MDI GURGAON**

CAT score accepted followed by GD/PI and interview. The overall cut-offs for the last 3 years is as given below

<b>Programme</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
Post Graduate Diploma in Management (PGDM) General	98	97	97.99
Post Graduate Diploma in Management PGDM (HR)	94	95	96.74
Post Graduate Diploma in Management PGDM (IM)	90	96	98.19



## **SP JAIN**

The selection criteria for calling candidates for interviews will be based on multiple factors like:

- CAT/XAT/GMAT score
- Work Experience - more than 5 years
- Past Academic Performance
- Extracurricular activities, other interest
- Accomplishments (Professional and Academic)

All the above factors along with the performance in the interviews are used to determine the eligibility of candidates for offering final admission. Selection will be largely determined by potential for lateral shift, clear career plans, sound purpose of taking up this programme and ability to map the relationship between these by the prospective candidate and SPJIMR's assessment of the above.

For the last year SPJIMR had the interview process scheduled during Jan 2010 through March 2010. Since the interviews commenced before the CAT2009/XAT2010 results were declared, the short listing for the first round of interview were made on the basis of academic performance, versatility in extra-curricular activities and relevant work experience. Candidates who cleared the first round appeared for a second round on the same day. The minimum score required to get the final offer is **85 percentile in CAT2009/XAT2010 or a score of 680 in GMAT** taken in 2009.

## **IIT MUMBAI**

Selection made on the basis of All India rank in the written test known as JMET, followed by GD/PI. Last AIR called for GDPI was 418 in 2010, and it generally remains around 400+- 20.

## **MICA Ahmedabad**

The selection process for the PGDM (C) involves two steps:

### Stage - I

MICA Admissions Test (MICAT): The MICAT is designed to assess analytical ability, divergent thinking, written communication skills and general awareness about the Communications industry.

### Stage - II

Group Exercise (GE) and Personal Interview (PI): Candidates shortlisted on the basis of MICAT will be invited for Group Exercises and Personal Interviews in March-April, 2011.





### **IMT Ghaziabad, Nagpur, Hyderabad and Dubai**

It accepts CAT scores. Till last year, the cut-off percentile was 95 for Ghaziabad and 84-90 for Nagpur. Sectionals were not considered but at the time of selection, no one below 70 percentile sectional and 95 overall was admitted to IMT Ghaziabad. They were either given IMT Nagpur or waitlisted. The 2010 batch had close to 70% people with 2 yrs or more work experience; hence for people having work experience, the cut-off percentile can decrease to 90-92.

### **NITIE Mumbai**

**It accepts CAT scores. Only engineers can apply. For last year** PGDIM cut off was 98.26 % ile , PGDITM cut off was 97.5 % ile, PGISEM cut off was approx 90% ile. PGDISEM is a specialized course. Aspirant with related profile can get calls at lower percentile and many could not get call even at higher percentile. You need to get minimum percentile in each sectional. Earlier years, minimum percentile range was around 80-85%ile, but after the introduction of Online CAT, the percentile range came down 75 %tile in last year.

### **UBS CHANDIGARH AND LUDHIANA (LAST YEAR)**

It accepts CAT scores. The cut off for getting a GD PI call in general category was 93 for Chandigarh and around 82 for Ludhiana. Suitable reservations are there for PH categories. The USP is the fees which is around 50-60k for 2 yrs. There are no sectional cut offs, but one has to secure a minimum of 10 percent (not percentile) in each cat section. Allotment is according to ranks. A rank list is prepared after GD/PI and then counseling is held to decide whether one wants to go to Chandigarh or Ludhiana.

### **FORE INSTITUTE OF MANAGEMENT**

CAT percentile and academic performance components are used for short listing candidates who apply to FSM. Final selection is based on **CAT percentile, academic record, performance in group discussion & interview and relevant Work Experience.**

The cutoff last year was 91 %ile for PGDM and 83 %ile for PGDM(IB). No sectional cut-offs were considered last year, but based on trends forms are usually rejected for a 0 score in any of the sections. You have to fill 2 separate forms for these programs. This year it has decided to give Profile based calls.

### **IMI**

It accepts CAT scores. The selection criteria are CAT Scores, Academic performance from class 10<sup>th</sup>, Relevant work experience(if applicable), Extra Curricular and GD/PI. The Cut off for last year was 95 %tile for PGDM and 90 %tile for PGDM(HR) with sectional 70 , 70 ,75 in QA,DI and Verbal respectively. **The number of seats** are 120 for PGDM and 60 for PGDM (HR) [15% Seats are reserved for company sponsored candidates in both the programs].



### **LBS New Delhi**

**It accepts CAT scores.** Cut-off was 89.73 percentile last year. Candidates short-listed on the basis of CAT score will be called for Group Discussion (GD), Extempore and Personal Interview (PI) for final selection at one of the following places (as selected by the candidate at the time of applying for registration with LBSIM):

(1) Bengaluru (2) Delhi (3) Hyderabad (4) Kolkata (5) Mumbai

The weightage for final selection this year will be 60% for CAT score and 40% for Group Discussion, Extempore and Personal Interview. GD/PI will be in Mid Feb 2011.

Please go through the institute website very carefully while preparing for PI as questions are asked from there.

### **SIBM Pune, SCMHRD Pune and SIIB Pune**

**All these institutes accept SNAP scores.** They are the top 3 institutes under SNAP. The cut-offs for last year were 117, 113 and 100 respectively for General Category. The upcoming good institute under SNAP is SIBM Bangalore which had a cut-off of 99 last year. For the 1<sup>st</sup> 2 institutes the written test is followed by GD/PI while for SIIB, the written test is followed by Role exercise /Group Task and PI.

### **XIM Bhubaneswar**

**It accepts XAT and IRMA scores for its 2 programmes of PGDM-BM and PGDM (RM).**

In PGDM-BM, for last year the cut-off was 96.1 (88.6 for Orissa) with sectional percentiles of 71.97, 72.90 and 70.32 for QA, VA and DI/DM section (50.7, 51.7 and 49.07 for Orissa).

In PGDM-RM, for the last year the cut-offs was 38 percent correct answers overall in IRMA with sectionals of 30, 35, 30 and 20% correct answers in Reasoning, QA, English and GA. No Details for Orissa candidates available.

### **LIBA Chennai**

It accepts XAT scores. It also has a criterion of 60% in Graduation. Specific Reservation for Christians (50% of the seats). The cut-off percentile was around 91 percentile (Overall) and 75-79 percentile in each section. XAT score submission is followed by GD and PI. The cut-off percentile might decrease for candidates having minimum 1.5 yrs work experience.

### **GIM Goa**

It accepts XAT scores. Weightage is given to profile as well. For the last year the cut-off was 92-93 for freshers and 88+ for a profile based call. Proper weightage is given to the Essay Section of XAT as well.

