INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

Post-graduate Programme (PGP)

The two-year Post-graduate Programme in Management (PGP) is a full-time residential course for graduates from all disciplines wishing to choose a career in management. This Programme was ranked at No.7th in the world by the Financial Times in M.Sc (Management) category in the year 2011.

Eligibility

The candidate must hold a bachelor's degree, with at least 50% marks or equivalent CGPA [in case of the candidates belonging to Scheduled Caste (SC)/ Scheduled Tribe (ST) and Differently Abled (DA) category, this is relaxed to 45%], of 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. The bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The percentage obtained by the candidate in the bachelor's degree would be based on the practice followed by the university/institution from where the candidate has obtained the degree. In case of the candidates being awarded grades/CGPA instead of marks, the equivalence would be based on the equivalence certified by the university/ institution from where they have obtained bachelor's degree. In case the university/ institution does not have any scheme for converting CGPA into equivalent marks, the equivalence would be established by IIM Ahmedabad by dividing obtained CGPA with the maximum possible CGPA and multiplying the resultant with 100.

Candidates appearing for the final year bachelor's degree / equivalent qualification examination and those who have completed degree requirement and are awaiting results can also apply. Such candidates must produce a certificate from the Principal/Head of the Department/Registrar/Director of the university/ institution certifying that the candidate is currently in the final year / is awaiting final results and has obtained at least 50% marks or equivalent (45% in case of candidates belonging to SC/ST/DA category) based on latest available grades/marks. Such candidates, if selected, will be allowed to join the programme provisionally only if they submit a certificate latest by June 30, 2015 from the Principal/Registrar of their college/institute (issued on or before June 30, 2015) stating that they have completed all the requirements (the results may, however, be awaited) for obtaining the bachelor's degree/ equivalent qualification on the date of issue of the certificate. Their admission will be confirmed only when the candidate submits the mark sheet and a certificate of having passed the bachelor's degree / equivalent qualification referred to in the certificate issued by the Principal/Registrar with at least 50% marks (45% in case of candidates belonging to SC/ST/DA category). It is mandatory for the final year students, who are provisionally admitted, to submit the mark-sheet and degree certificate of the final year bachelor's degree examination held on or before June 30, 2015 (including supplementaries, if any), to be eligible for admission to the Post Graduate Programme batch 2015-17. *The deadline for submission of the mark sheet and the certificate is December 31, 2015. Non-fulfillment of this condition will automatically result in the cancellation of the provisional admission. IIMA would not allow any candidate to join its programme in case the candidate is unable to complete all the requirements for a bachelor degree on or before June 30, 2015.* The IIMA would also not offer admission to any candidate after June 30, 2015.

Admission/Selection Process

The selection of candidates for admission to the 2015-17 batch of the PGP at IIM Ahmedabad is a two-step process.

In the first step, candidates are short-listed for Academic Writing Test (AWT) and Personal Interview (PI) from among the candidates who have a valid CAT score, who have applied for the programme and who satisfy the eligibility criteria for the programme.

Shortlisting and Selection[1] Criteria for PGP 2015-17 batch

1. Preliminary Screening

Candidates fulfilling the following minimum cut offs in CAT 2014 percentile ranks and Application Rating (AR) scores given in Table 1 and obtaining a positive (greater than zero) raw score in both Verbal and Quant Sections will only be considered for all subsequent stages.

Table 1: Minimum CAT-2014 Percentile Rank & AR score*

Category	Verbal percentile rank	Quant percentile rank	Total percentile rank	AR score
General	85	85	90	15.5
NC-OBC-cum-transgender	80	80	85	11
SC	75	75	80	8.5
ST	75	75	80	8.5
DA	75	75	80	8.5

*Refer Table 2 for calculation of A*R

Note: Scheduled Castes (SC), Scheduled Tribes (ST), Non-creamy Other Backward Castes (NC-OBC), Differently Abled (DA)

For computation of AR score of an applicant rating scores '*A*' and '*B*' and 'C'(Table 2) will be computed based on her/his percentage of marks obtained in 10th standard, 12th standard and bachelor's degree examinations respectively.

Table 2: Application Rating (AR): 2015-17 Rating Scores

Percent score in 10th Std. Exam	Rating Score A	Percent score in 12th Std. Exam	Rating Score B	Percent score in Bachelor's Degree	Rating Score C
<= 55	1	<= 55	1	<= 55	1
> 55 and <= 60	2	> 55 and <= 60	2	> 55 and <= 60	2
> 60 and <= 70	3	> 60 and <= 70	3	> 60 and <= 65	3
> 70 and <= 80	4	> 70 and <= 80	4	> 65 and <= 70	4
> 80 and <= 90	7	> 80 and <= 90	7	> 70 and <= 80	7
> 90	10	> 90	10	> 80	10

Application Rating Score: AR=0.5*A+1.5*B+2.5*C
Maximum Score for AR = 45

Notes about the marks obtained:
1. Percentages of marks of an applicant who is yet to complete bachelor's degree will be computed based on her/his available marks.
2. For a candidate having cleared CA/ICWAI/CS without having a bachelor's degree, the average of intermediate and final examinations' percentages of marks obtained would be treated as bachelor's degree marks.

---

[1] IIM Ahmedabad reserves the right to make changes in the Shortlisting and Selection Criteria, if considered necessary at any point.

3. For computing AR score of an applicant, scores in all subjects that appear in the marks- sheet of 10th and 12th Std. examinations will be considered irrespective of whether the board/university considers them for calculating the percentage.

4. For bachelor's degree, the percentage of marks awarded by the institute/university will be treated as final. If the institute/university does not award the percentage of marks, it will be calculated on the basis of the marks obtained in all subjects listed in the marks- sheet.

5. If the percentage of marks awarded by the institute/university does not take into account marks obtained in all the subjects as mentioned in the marks-sheet(s) for all the years, the candidates must produce a certificate from the Principal/Head of the Department/ Registrar/ Director of the university/ institution certifying details of the practice at the time of the interview, if shortlisted for the same.

6. If any board/institute/university awards only letter grades without providing an equivalent percentage of marks on the grade sheet, the candidate should obtain a certificate from the board/institute/university specifying the equivalent marks which should be used for filling the online CAT application form. The original equivalence certificate needs to be submitted at the time of interview, if shortlisted for the same.

7. For candidates having a 5-year integrated master's degree, percentage of marks obtained in the first 3 years will be considered as bachelor's degree percentage. For candidates in the final year of 5 year integrated master's degree, the marks obtained in the first 3 years will be considered as bachelor's degree 'Not Completed' percentage.

2. Screening for Academic Writing Test (AWT) & Personal Interview (PI)

To recognize exceptional performers across diverse academic backgrounds, from each of the five categories of academic disciplines, top 50 candidates or top 1% of the number of applicants to IIM Ahmedabad -- whichever is less -- will be shortlisted for AWT & PI on the basis of their CAT percentiles. For the classification of academic disciplines, refer to Table 3.

Based on the CAT percentile, from the remaining candidates of the pool meeting the minimum cut offs, and minimum AR scores prescribed in Table 1, a merit list will be drawn and shortlisted for AWT & PI for General category and for the reserved categories separately.

Table 3: Discipline for bachelor's degree (as per CAT Application)

AC-1

1. Agriculture [Agronomy, Soil Science, Agricultural Biochemistry, Agricultural Economics, Agricultural Extension, Plant Breeding and Genetics, Entomology, Plant Pathology etc.]

2. Animal Husbandry

3. Dairy Science/Technology

4. Fisheries

5. Forestry

6. Food Technology

7. Horticulture

8. Medicine/Dentistry

9. Pharmacology/Pharmacy

10. Science [Biology, Biochemistry, Bio-technology, Botany, Life Science, Zoology]

11. Science [Chemistry, Mathematics, Physics, Statistics]

12. Science (Others) : Home Science, Nursing and all other branches of Science not explicitly mentioned elsewhere in this list] 13. Veterinary Science	
AC-2	
1. Arts/Humanities [Archaeology, Education, Fine Arts (Dance, Music, Painting), Geography, History, Journalism, Languages, Library Science, Literature, Philosophy, Political Science, Psychology, Public Administration, Social Work/Welfare, Sociology, etc.] 2. Law 3. Education [including Physical Education and Sports] 4. Rural Studies/Rural Sociology/Rural Cooperatives/Rural Banking	
AC-3	
1. Commerce/Economics [Accountancy, Auditing, Banking, Business Mathematics, Business Organisation, Economics, Economic Development and Planning, Public Administration, Public Finance, Secretarial Practices etc.] 2. Chartered Accountancy 3. Cost and Works Accountancy 4. Company Secretaryship 5. Hotel & Tourism Management 6. Management [Business Administration, Business Management, Business Studies, Management Studies]	
AC-4	
1. Agricultural Engineering 2. Architecture 3. Engineering/Technology [B.E., B.Sc. (Engg.), B.Tech. in all engineering subjects including Computer Engineering, Computer Science, IT, other than Agricultural Engineering and Dairy Technology]	
AC-5	
1. Any other discipline not mentioned above.	

Note: Final discretion on the academic category that an academic program will be classified into rests with the Admissions Committee of IIM-Ahmedabad.

3. Final Selection

Selection at this stage will strictly be based on the ranks of the candidates computed separately for each category (General/SC/ST/NC-OBC-Transgender/DA) on the basis of their Composite Scores (CS). The numbers selected in different categories will be in proportions mandated by law.

The CS of a candidate who appears in AWT & PI will be computed using the following rule:
First, CAT, AWT and PI scores of a candidate are normalized by dividing it with the corresponding maximum possible score that could be obtained.

The CS of a candidate is then obtained as:

CS = 0.50 (Normalized PI Score) + 0.10 (Normalized AWT Score) + 0.40 (Normalized CAT Total Score).

The following information is about the admission process followed by IIMA for its PGP subsequent to CAT. It is therefore, important for the candidates to read them carefully.

1. *Performance in CAT is an important input in the admission process. Candidates should note that it is important to perform well in each section of the test. In addition to the performance in CAT, IIMA uses academic background for short-listing for AWT & PI.*

2. *Please note that IIMA short-lists candidates for AWT&PI independent of other IIMs. Hence it is possible to observe variations in the lists of candidates short-listed by different IIMs.*

3. *Details of candidates short-listed will be made available on IIMA website (www.iimahd.ernet.in) tentatively in the last week of December 2014 after the CAT results are published. Short-listed candidates would also be sent AWT&PI call letters by IIMA. No communication would be sent to applicants who are not short-listed for AWT&PI.*

4. *After the AWT&PI round, admission offers are made by IIMA to successful candidates. The ranking and final selection is based on a diverse set of attributes which includes performance in CAT, performance in AWT&PI, academic, co-curricular and extra-curricular achievements, work experience etc.*

5. *Disclosure of information about the admission process is driven by concerns which at times conflict with each other. The IIMA would like the admission process to be transparent. At the same time, IIMA would wish to protect the privacy of individual candidates and confidentiality of the process to prevent abuse. Based on these considerations, the performance of an individual is not made available to any other person. Similarly, the performance of candidates in AWT&PI, including assessment of attributes mentioned under paragraph 4 above is not disclosed to anyone to prevent exercise of undue pressure on the panelists participating in the admission/selection process. IIMA exercises its own discretion in disclosing weights assigned to diverse sets of attributes mentioned under paragraph 4 above. To ensure that the perceived lack of transparency does not in any way affect the candidates negatively, adequate care is taken in formation of panel, development of objective criteria for assessment, random allocation of candidates to a panel and other such measures.*

6. *Candidates, who appear in AWT&PI will be able to view whether they have been offered admission by IIMA tentatively during the second week of April 2015 by visiting the IIMA website. Admission offer letter would be sent to all successful candidates. Candidates, who are offered admission, need to confirm their acceptance by completing all the required formalities by first/second week of May 2015. Some candidates may also be placed on the waiting list initially during second week of April 2015. Offers to candidates on the waiting list would depend upon the number of successful candidates accepting the offer made by IIMA.*

NOTE:

In the event of specific guidelines being issued by Government of India, IIMA reserves the right to, depending on the nature of the guidelines, continue with its *AWT&PI* as stated above OR use an alternative selection procedure which may include calling for additional information from short-listed candidates, a supplementary test or any other suitable process/mechanism. Care will be taken to ensure that candidates are not put to undue inconvenience.

IMPORTANT INFORMATION

Please note that IIM Ahmedabad will conduct its Academic Writing Tests and Personal Interviews (AWT & PIs) in Ahmedabad, Bengaluru, Chennai, Hyderabad, Kolkata, Lucknow, Mumbai and New Delhi/NCR. Candidates short-listed for AWT & PI will be intimated by **registered post tentatively in the last week of December 2014.**

The CAT takers applying to IIMA's post-graduate programmes can also check out if they have been short-listed for AWT & PI by visiting the IIMA website (www.iimahd.ernet.in) tentatively in the last week of December 2014. No individual regret letters shall be sent to candidates not short-listed for AWT & PI.

Reservation

As per Government of India requirement, 27% of the seats are reserved for NC-OBC, 15% for SC and 7.5% for ST candidates. Candidates also need to mark carefully the category to which they belong in the application form.

3% seats are reserved for Differently Abled (DA) candidates. The three categories of disability are: a) low-vision/blindness, b) hearing impairment, and c) locomotor disability, cerebral palsy.

The candidates belonging to categories for which seats are reserved need to note and read carefully the eligibility requirements before applying. It should be noted that while it is the endeavour of IIMs that the candidates belonging to NC-OBC/SC/ST/DA categories join the programme in proportions mandated by the law, they have to meet the eligibility criteria and a certain minimum level of performance in CAT and AWT & PI.

Preparatory Programme

A preparatory programme will be offered in June 2015 to those selected students who in IIMA's opinion need special inputs in mathematics or/and communication in order to facilitate their learning in the first year of the PGP.

Method of Instruction

The case method is a major instrument of learning at IIMA. Other methods, such as seminars, group exercises, role-plays, lectures and discussions, are also used. Management cases are description of actual management situations based on the experiences or organizations in a wide range of settings. They present facts known to the executives responsible for dealing with the situations presented, and through discussions of these situations, students learn how to solve different kinds of managerial problems. Both Indian and foreign cases are used.

Expenses

The Fees and other charges payable by the PGP students of the 2014-2016 batch for their first academic year is approximately Rs.7,90,000/-. Laptop computer, personal expenses on boarding, travel, clothes and laundry are extra. The fees and other charges for the 2015-2017 batch will be based on the fees and other charges for the 2014-2016 batch, adjusted for inflation.

Financial Assistance/Scholarships

IIM-A aspires to give the opportunity to pursue its programmes (PGP & PGP-ABM) to all eligible applicants irrespective of their financial status. Keeping this in mind, IIMA has instituted a Special Need-Based Scholarship Scheme to complement the various scholarships provided by the industry and government. Every year many students are provided substantial financial support under the Scheme. The scholarship amount is decided on the basis of several criteria such as annual gross family income, ownership of assets, and the number of dependents in the family. The applications for these scholarships are invited every year in the month of July. Many commercial banks and financial institutions provide educational loans to students. For details, candidates may contact branch offices of such banks.

Profile of Past Students

Students admitted to the Post-graduate Programme in the past have had scholastic achievements in different disciplines such as arts, commerce, science and professional streams such as medicine, engineering and agriculture. Some of the qualities which characterize past students include high levels of initiative and energy, capacity for hard work, strong task orientation, willingness to learn, and a temperament suitable for teamwork. The PGP classes have had a mix of fresh graduates and persons with work experience. Among the recent PGP students, a significant proportion has had full-time paid work experience of more than six months after their graduation.

Curriculum

The first year's curriculum is compulsory and covers the basic functional areas of accounting and finance, behavioural science, communication, economics, information technology, marketing, personnel management and industrial relations, operations management, and quantitative methods. At the end of the first year, a student works in an organisation on a summer assignment lasting eight to ten weeks. The second year courses provide the students with an opportunity to pursue studies in areas of special interest to them. Therefore, all the second year courses are electives. It helps students to develop an integrated approach to solving management problems.

The Institute has an exchange programme with over fifty-two peer institutes all over the world. Every year, about one third of the batch spends a term with these premier management institutes abroad. Similarly, students from

the corresponding institutes study at IIMA for a term. The Student Exchange Programme enables IIMA students to appreciate diverse cultures and working environments and develop a more holistic vision. It facilitates free flow of ideas and knowledge among academic institutions, brings an international flavor and perspective to the classroom and prepares students for work in foreign countries.

The Institute has also an arrangement for Double Degree Programme with three European Institutes. The students completing the Double Degree Programme will receive the diploma / degree from IIMA as well as from the partner Institute.

Diploma

Graduates of the PGP are awarded the 'Post-graduate Diploma in Management'.

Placement

PGP graduates have been employed in a wide range of companies from public sector, private sector and multinational corporations. In recent years, recruiters have included Amazon, Accenture Services Pvt. Ltd. Aditya Birla Group, Arthur D Little, A T Kearney, Asian Paints, Axis Bank, Citigroup Global Markets, Credit-Suisse, Bain & Company, Bank of America Merrill Lynch, Barclays Capital, Booz & Company, Bharti Airtel Ltd., Cognizant, Deloitte Consulting, Deutsche Bank, EXL Services Ltd., Feedback Ventures, Goldman Sachs, Google India, Hindustan Unilever, Hinduja Group, HSBC, IBM India, ITC Ltd., Cadbury Kraft, Mahindra&Mahindra, McKinsey & Co, Mindtree Consulting, Microsoft India, Monitor Group, Morgan Stanley, Nestle India Ltd., Nomura International, Oliver-Wyman, PricewaterhouseCoopers, Procter & Gamble, Reliance Industries Ltd., RPG Group, Reserve Bank of India, SuperMax, Standard Chartered Bank, Tata Administrative Services, TATA Steel, The Royal Bank of Scotland Group, The Boston Consulting Group, Wipro, Yes Bank. About 8402 PGP alumni today occupy top managerial positions in industry, within and outside the country.

For further details please contact:

Admissions Officer
Indian Institute of Management
Vastrapur, Ahmedabad 380015
Fax:+91-79-66324631/26306896
Email: admission@iimahd.ernet.in (For post-cat queries only)