



One Year
Post-Graduate
Programme in
Management

PGPX for Executives

Multiply Experience with Knowledge



Indian
Institute of
Management
Ahmedabad

James Beeson receiving Gold Medal
from P. Chidambaram,
then Union Finance Minister



PGPX course was a great choice for me and I value the experience as one of greatest learning experiences of my life-learning on management, India and life.



*- James Beeson, PGPX 2006 - 07
Vice President Finance
United Water, China.*

IIMA

A learner's paradise

Indian Institute of Management Ahmedabad was conceived as an institute of management rather than just a business school. Over the past five golden decades it has built and consolidated its academic standing and today it shoulders a leadership position in management education worldwide. This achievement has been because of IIMA's constant endeavour to maximize learning effectiveness by regularly updating the course contents, revising course designs, and experimenting with innovative pedagogies for more interactive learning. The institute is the pioneer of the case study approach to management education in India, the result of its early collaboration with Harvard. A student-centered methodology entails working in groups and encourages intense participation due to which students learn to present their perspectives, defend their stand and think through management problems.



PGPX

The knowledge leverage

The people who occupy the corner rooms are getting younger and those who are waiting to reach there are introspecting, taking breaks and are critically examining of what is stopping them. They are awakening to the fact that learning is an ongoing process and they need to invest in themselves. The full time residential One Year Post-Graduate Programme in Management for Executives (PGPX) at IIMA is fast becoming the best choice for companies who want to sponsor executives for 'Fast Track Leadership Programmes.' Some are increasingly encouraging their executives to take up the PGPX on sabbaticals.

The **One Year Post-Graduate Programme in Management for Executives (PGPX)** is a get-ready-for-top-management programme in which only the sharpest minds make it to the consideration set. With general management orientation and emphasis on international exposure and global business skills, the residential programme is ideal for mid-level managers making them learners for life. They learn to see the world as a marketplace, every challenge as an opportunity and every road-block as a chance to be change agents. From this self-inspired thinking comes the natural fallout - a supremely positive attitude and an increased ability to take life by the horns. With its refreshingly new learning pattern, PGPX aims to be the knowledge fountainhead of tomorrow's management leadership and a classic demonstration of IIMA's commitment to excellence.

PGPX

Programmed for future

The programme follows a six-segment course structure, each segment seamlessly joined to the next. The segments are:

Induction

Spread over two and a half days, it gives the students a chance to get familiar with the infrastructure, co-curricular and extra-curricular activities, while tuning into the programme content and the IIMA method of learning. It also helps the students to understand the self while making the transition to the PGPX and the future.

Building Blocks

This core segment gives the students a rigorous grounding in the fundamentals of management. It crystallizes and enhances their basic conceptual and analytical knowledge, pre-disposing them for managerial effectiveness.

Preparing for Top Management

This segment which is the differentiating element of the PGPX, further develops students' skills, enabling them to better understand and envision the dynamics within complex management problems. It also prepares them for visionary leadership, as change agents while playing a role at the top.

International Immersion Programme

Here, students are immersed in two intensive weeks of academics in an international location. This segment equips students with understanding of macro-level dynamics and unfamiliar economic environment in a foreign country.





Capstone

As a finale to the learning experience, the Capstone segment provides an opportunity to integrate learning from the entire programme, reflect on one's own experience as an executive and understand what it means to work in large, multi-disciplinary teams facing tough deadlines.

Electives

The students are offered a wide range of elective courses including on marketing, finance, supply chain management, strategic management and various sectoral areas. While electives depend on student interest and faculty supply, this allows students the freedom of electives in areas of passion and proficiency, making every student's experience unique and customized to his or her chosen growth path. It is also an opportunity to explore new areas of learning and a chance to reflect on and leverage past experience. They register for courses ranging between 7 to 8 credits spread over Terms IV and V.

As part of the electives segment, students can opt for an Individual Research Project (IRP), equivalent to 1.5 Credits. The project is executed by PGPX students with a faculty advisor.

The result is a high quality written output, which could be any of the following:

- A case with analysis
- An industry note
- A paper on "Bridging the Divide"
(focusing on a socio economic divide affecting the world)
- A business plan for an entrepreneur



Developing Global Perspectives



*As an international student, I found PGPX beneficial in multiple folds.
I could not think of a better place to join other than IIMA.*



*- Sanjay Poudyal, PGPX 2008-09
Chief Financial Officer
KBL Bank Ltd., Nepal*

PGPX

The international edge

Recognizing the imperatives of globalization, PGPX has a well-designed, constantly reviewed curriculum that equips leader managers with the skills and competencies to succeed in the global marketplace. Skewed towards decision making and honing of skills for success in the global arena, the PGPX experience gives the students an international exposure through globally focused case studies, international faculty and the international immersion segment.

The **International Immersion Programme** is a major component where our students visit various international institutions. Some of these are:

- Amsterdam Business School, Amsterdam, Netherlands
- Boston University, Boston, USA
- Chinese University of Hong Kong, Hong Kong, China
- Columbia Business School, New York, USA
- Frankfurt School of Finance & Management, Frankfurt, Germany
- School of Management, Fudan University, Shanghai, China
- Gordon Institute of Business Science, Johannesburg, South Africa
- University of British Columbia, Vancouver, Canada
- University of Leeds, Leeds, UK
- Warwick Business School, University of Warwick, Coventry, UK
- ESCP, Paris, France
- National University of Singapore, Singapore
- ESSEC, Singapore

Some select Institutions from where international faculty have come to teach or offer seminars in the past are:

International Universities/B-Schools	Country
Adama University	Ethiopia
AESE Business School	Portugal
Arthur Lok Jack Graduate School of Business, The University of the West Indies, St. Augustine	West Indies
Brazilian Business School, Sao Paulo	Brazil
ESSEC Business School	France
Harvard Business School, Boston	USA
McGill University	Canada
Faculty of Economics & Commerce, Macquarie University	Australia
Frankfurt School of Finance and Management	Germany
HEC Paris	France
Korea University Business School	South Korea
Maastricht University	Netherlands
Makerere University Business School	Uganda
Universita Commerciale Luigi Bocconi	Italy
University of Stellenbosch Business School	South Africa

**PGPX is ranked 11th Overall & 1st in Career Progress in
FT Global MBA Rankings 2011 and 2012
by Financial Times.**

FACULTY & RESEARCH

Enablers par excellence

IIMA is privileged to host faculty who have distinguished themselves as teachers, entrepreneurs, policy makers, researchers, theoreticians, and consultants of extra-ordinary caliber. The institute has the largest repertoire of case studies in the country, many of them internationally focused. In the last five decades, IIMA has generated a research output of about 1,000 books and monographs, over 3,800 scholarly articles, more than 4,700 cases and in excess of 2,200 working papers.

Their multidisciplinary exposure, passion for research, and extensive linkages with the industry combine into high standards of teaching and mentoring. More than one-third of the management research in India comes out of IIMA. Interdisciplinary research by the faculty feeds directly into the prevalent learning environment and translates into relevant and updated course content and virtually brings the practicing industry into the classroom.



I enjoyed the stimulating academic network and continue to benefit from the learning/experience of wonderful teachers...



*Vaidyanathan Ramachandran, PGPX 2007-08
Director, Technical Alliances
NagraVision India Pvt. Ltd., Bengaluru, India*





CAMPUS & INFRASTRUCTURE

Simply world-class

IIMA's 100-acre twin campus, with a visually stunning monastic structure designed by Louis Kahn, is conducive to continuous learning. Situated in the bustling city of Ahmedabad, IIMA is an oasis of unhurried, relaxed absorption and yet zealous academic persuasion. The infrastructure includes an academic complex of amphitheatre classrooms and seminar rooms, a state-of-the-art international convention centre, auditorium, library, computer centre, faculty and administrative offices, sports complex, and student dormitories. All classrooms are equipped with the latest presentation and teaching aids. Excellent sports and fitness facilities on campus ensure that students can remain fit to take on the strenuous academic challenges.

Students' rooms are fully furnished and equipped with a PC, telephone connection, and 24/7 Internet connectivity. Each block has a pantry, washing machine, oven, stove, and assorted conveniences that students are likely to need for a comfortable stay. For married students, separate accommodation is available on campus. A state-of-the-art computer network with over 800 nodes connects every corner of the institute. High-speed servers running on a variety of platforms to suit all kinds of requirements support the entire network.

With more than 170,000 books, over 41,500 bound volumes of periodicals, over 1,000 subscribed journals, more than 1,800 educational CDs and over 2,000 working papers and dissertations; and more than 70 electronic databases, the Vikram Sarabhai Library is an invaluable resource. Its website <http://www.iimahd.ernet.in/library/> is linked to various online databases that are available from any networked PC within the library and the Institute.



Branded for life



The IIMA PGPX programme delivers diversity, high quality and high-intensity that attracts successful mid-career professionals.



Parag Prasad, PGPX 2009-10
Managing Director,
Varchas Holdings, Bengaluru, India.

PLACEMENTS

A new beginning

IIMA remains the 'Institute of Choice' for many International and Indian companies, who continue to come back year after year, scouting for exceptional management talent. Since last few years, 'Start-Up' companies too have been sourcing senior management from PGPX. Ofcourse, in some cases, students who have very niche experience/skill sets prefer to look for a better fit by themselves. The Institute's placement office continues to support their career plans by facilitating interactions with firms with the appropriate requirements, till all are placed in roles of their choice.

Students have joined in senior roles such as CXOs, Head of IT, and VP positions in Sales, Operations and Strategy, Consultant, Delivery

Manager, Director, Executive Director, etc. The offers come from both India and abroad.

Some select blue chip recruiters include:

Accenture Consulting, AIG, Alcatel Lucent, Aditya Birla Group, Agilent Technologies, Amazon, Arcelor Mittal Foundation, Arthur D. Little, A. T. Kearny, Axis Bank, Bennet and Coleman, Bharti Group, Booz Allen Hamilton Inc., Boston Consulting Group, CapGemini, Cairn India, Citibank NA, Cognizant, Dell, Deloitte, Deutsche Bank, DLF, Dr. Reddy's Laboratories, Edelweiss Capital, Educational Initiatives, Electrotherm, Ericsson, Facebook, Fortis Healthcare, General Electric, Genpact International LLC, Goldman Sachs, Google, Hero Motor Corp, Hewitt Associates, Hindustan Coca Cola Beverages, Honeywell International Inc., HSBC, IBM, Infosys, ITC, John Deere, Kotak PE, Mahindra & Mahindra, Marg, Mckinsey, Microsoft Corporation, MindTree, Morgan Stanley, Mustafa Sultan Enterprises LLC, Olam International Limited, Oracle Financial Services, Philips, Polaris, Posco, PricewaterhouseCoopers, Reliance Industries Ltd, Roland Berger, RPG Group, Sears Holding, Siemens, Syntel, Tata Motors, TCS, TechMahindra, Technopak, Tesco, Vardhman Group, Wockhardt, Wipro BPO, Yes Bank, Zensar, etc.

We report our placement information as per the 'Indian Placement Reporting Standards' designed by IIMA and adopted by management schools across the country. For latest information on the PGPX placements (2011-12) from IIMA, please look up our website at www.iimahd.ernet.in/iprs/

"The PGPX programme has been ranked 1st in Career Progress in FT Global MBA Rankings 2011 and 2012. On one hand, it reaffirms the programme's consistent emphasis on excellence in management education, at the same time it also points to the fact that the programme provides students with a wide range of career opportunities as they move onwards in their professional journeys. In 2012 there has been a marked increase in the diversity and number of firms that have participated in the PGPX placements. The increasing participation of global consulting firms, banking majors and technology firms as well as leading Indian business houses in the placement process testifies to the quality of leaders produced by the programme. Our priority is to continue to strengthen the process and achieve a better fit between our recruiters' talent needs and our students' competencies and aspirations."

Prof. Kirti Sharda

Chairperson, Placement Committee 2012-13

Life on Campus





ADMISSIONS

The first steps

How to Apply

Eligibility Conditions

1. A valid GMAT score
2. A Bachelor's degree or its equivalent
3. Minimum completed age of 27 years

Process

1. Please visit our website www.iimahd.ernet.in/programmes/pgpx/how-to-apply.html
2. Make on-line payment of application fee
3. Complete on-line submission of application form before 10th August

Fees

Please look up our website for the fee details of the next batch. The Programme Fee includes tuition, books and course material, library, computing and network charges, placement, alumni, international immersion, stay and food charges for the period of stay on the campus. (Conditions Apply) Taxes, if any, will be additional.

Important Dates

Access to application form	: by mid-April
Application closure	: 10th August
Call for interviews	: mid-September
Interviews held	: September-October
Admission offers	: End October
Fee payments	: • 1st Commitment Fee by November end • 2nd Commitment Fee by mid-January • Balance fee payments by March end
Start of programme	: 2nd Monday of April

ACADEMIC SCHEDULE

A year full of rigour

Each day at PGPX brims with group projects, role-playing, simulation games, lecture-cum-discussions, presentations, rigorous case analysis, and intense participation. The learning starts from early morning and continues beyond the classroom into the wee hours of the night.

The case method continues to be the primary tool for learning. This process of interactive and participative learning helps students value multiple perspectives and enables one to look at the bigger picture.

A year at PGPX is enough to create a profound shift in view points, perspectives and instincts, leaving students raring to go change their world.

	Term I	Term II	Term III	Term IV	Term V
Dates	April - June	June - Aug	Sept	Sept - Dec	Dec - March
Segment	Induction and Building Blocks	Building Blocks and Preparing for Top Management	International Immersion Programme	Building Blocks, Preparing for Top Management and Electives	Preparing for Top Management, Electives and Capstone
Working Weeks	Ten	Ten	Two	Eleven	Thirteen



Today as I pursue a doctoral degree at Harvard Business School , I believe that my experience at PGPX helped me significantly in preparing myself for doctoral studies and rigorous academic research.



- Budhaditya Gupta, PGPX 2008-09

PGPX COURSES

The elements

Building Blocks

Term I

Assessing and Creating Customer Value
Analysis of Data
Designing Operations to Meet Demand
Financial Reporting and Analysis
Firms and Markets
Modelling for Decision
Organization Behaviour

Term II

Corporate Finance
Delivering and Managing Customer Value
Financial Markets
Management Communication
Open Economy Macroeconomics
Strategic Cost Management
Setting and Delivering Service Levels
Strategic Human Resource Management

Term IV

Strategies for Corporate Growth
Competitive Strategy

Preparing for Top Management

Term II

Quality Management

Term IV

International Business
International Economic and Political Environment
Management Control Systems
Mergers and Acquisitions
Workshop on Leadership Skills
Tracking Organization Performance

Term V

Corporate Governance
Leadership Values and Ethics
Capstone - Business Game

Term III

International Immersion Programme

Electives

Terms IV and V

In the past courses such as Infrastructure Development and Public Private Partnerships, Hospital Management, Innovation and Entrepreneurship, Managing and Creating Creativity, Contemporary Film Industry, Managing Cross Border M & A and Integration, Carbon Finance, e-Governance, Fixed Income Markets, Supply Chain Management, Management of New and Small Firms, Managing Telecom Enterprises, Management of Information Systems, Business Law and Leadership, Customer Analytics, e-Marketing, Energy Businesses, Media and Society, Retailing Management, Venture Capital and Private Equity have been offered.

Students can also take an Individual Research Project (IRP) as an elective.

IIMA Ensconced in Ahmedabad - City of Tradition & Modernity



For further details please visit
www.iimahd.ernet.in/programmes/pgpx

PGPX Office

IMDC Block, New Campus
Indian Institute of Management
Vastrapur, Ahmedabad 380015, India
Ph: + 91 79 66324449
Fax: + 91 79 66324447
Email: pgpxquery@iimahd.ernet.in

