


INTERNATIONAL MANAGEMENT INSTITUTE
— Shaping global leaders for tomorrow —



Admission Bulletin 2015

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.

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Nominee of AICTE Regional Office

Message from Director General



These are volatile and uncertain times not only for India, but also for the leading economies of the world. Education at all levels is going to be the deciding factor for fulfillment of hopes and aspirations of today's youth. The role of well-established Business School should be to prepare the youth to take on the challenges of constantly changing business environment in making them knowledgeable, innovative, hardworking, and dedicated. Business education should be oriented towards giving them the right kind of skills that are relevant to the work at hand and what they can build on in future. At IMI, it has been our continuous endeavor to develop and equip our students with all of the above and more.

IMI, established in 1981, is an internationally acclaimed institution known for its high intellectual capital, cutting-edge teaching and training. By virtue of being India's first corporate sponsored B-school, IMI enjoys considerable corporate connectedness. It is among the league of only a few distinguished institutions in the country which are accredited by the prestigious global accreditation agency "Association of MBAs" (AMBA). IMI has been awarded the international accreditation by SAQS, and has also been accredited by NBA. We are also accredited with the Ministry of External Affairs for Programs under their ITEC initiative covering 161 countries.

Making once in a life time choice requires careful research. Similarly, choosing a business school requires a sharp focus. The rapidly changing business environment and business practices pose innumerable challenges for the young managers. Therefore the curriculum here at IMI strives to give its students not only the best academic experiences, being taught by acclaimed and renowned Faculty, but also hone their skills to eventually emerge as true leaders. IMI is looking forward to meet the educational aspirations of various segments of students as well as industry by offering a wide range of management programs.

With best wishes,

Dr. Bakul Dholakia, Padma Shri

Director General

Post Graduate Diploma in Management (PGDM) Delhi

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.

Post Graduate Diploma in Human Resource Management (PGDHRM) Delhi

This two year program was commenced in 2006 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.

Post Graduate Diploma in Management (Banking & Financial Services) Delhi

IMI's two year Post Graduate Diploma in Management (Banking & Financial Services) is designed to prepare students for careers in banking and insurance industry. The program equips students with strong conceptual skills to manage banking & financial services 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.

Executive Post Graduate Diploma in Management (EXPGDM) 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 optional course work at a partner Business school in Europe. The executives then do a dissertation over the next three months (company sponsored executives will do a dissertation at their work place).

Fellow Program in Management (FPM) Delhi

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.

PROGRAMS

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GLANCE



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 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. 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) Two year full – time Post Graduate Diploma in Management (Banking and Insurance)
- (d) Fifteen months full-time Executive Post-Graduate Diploma in Management (Ex-PGDM), for those with minimum five years work experience.
- (e) Fellow Program in Management (FPM).

Faculty

IMI has on its rolls over 62 faculty members. Of the full time faculty members, about 75 percent have Doctoral qualifications from reputed Universities such as Michigan, Pittsburgh, Virginia, Maryland, and London school of Economics U.K, 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

The 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 campus.

Proud for IMI

Global Business Review :- GBR is IMI Delhi's 1st management journal which is highly acclaimed and is one of the best journal in Asia and recognized globally.

IMI RANKING

<p>CSR-GHRDC B - School Rankings</p>	<ul style="list-style-type: none"> - 3rd in Ranking of Top B-Schools of Super Excellence - 1st in Private B School in Delhi State - 9th Overall among Top 20 Government & Private B-Schools in Faculty, Publication, Research, Consultancy, MDP and Other Programs - 11th Overall among Top 20 Government & Private B-Schools in Placements, USP, Social Responsibility, Networking and Industry Interface
<p>Business Today Survey, October 2014</p>	<p>IMI Ranked 9th in Business Today (9th Overall, 4th in Learning Experience, 5th Selection Process & Establishment and 6th in Future Orientation)</p>
<p>Outlook B-School Survey, October 2014</p>	<p>IMI Ranked 11th in Outlook B- School Survey (11 Overall and 4th among Private B Schools and 4th in Northern Region).</p>
<p>NHRDN-PEOPLE MATTERS B-SCHOOL RANKING 2014, APRIL-2014</p>	<p>IMI Ranked 6th in NHRDN survey (6th overall, 3rd in Marketing, 5th in Finance, 1st in HR, 6th in Operations, 5th in Strategy and 7th in IT</p>
<p>INDIAN MANAGEMENT-MAY 2014</p>	<p>IMI Ranked 2nd in Super League</p>
<p>TIMES OF INDIA, MARCH 31, 2014 (B-SCHOOL CHRONICLES)</p>	<p>IMI overall Ranking is 18</p>
<p>COMPETITION SUCCESS REVIEW-NOVEMBER 2014</p>	<p>Our overall ranking in Private B- School is 4th. Ranking of Top B-Schools of Super Excellence is 3rd.</p>
<p>Business World – December 1, 2014</p>	<p>11th in overall ranking, 2nd in Industry Interaction, 3rd in Intellectual capital</p>

List of Faculty : IMI DELHI CAMPUS

<p>Acharya, Manaswini Ph.D. (Utkal University) Professor & Chairperson (Branding & Media Relations) Area : Marketing & Communication</p>	<p>Aeron, Prageet FPM (IIM - Ahmadabad) Assistant Professor Area : Information Systems</p>
<p>Agarwal, G.K. M.S.(Industrial & Management Engineering), M.S.U., USA, B.Tech.(IIT Kanpur) Professor Area : Strategy and General Management</p>	<p>Agrawal, Soni Ph.D. (IIT – Kharagpur) Assistant Professor Area : Human Resource & Organizational Behaviour</p>
<p>Anantaram, Rajeev Ph.D. (University of Pittsburgh) Professor Area : Economics</p>	<p>Arora, R K Ph.D. (IIT Delhi), FICWA, FCS, MBA Professor Area : Finance</p>
<p>Awasthy, Richa Ph.D. (Jamia Hamdard University) Assistant Professor Area : Human Resource & Organizational Behaviour</p>	<p>Banik, Arindam (on sabbatical leave) Ph.D. (Delhi School of Economics) Distinguished Professor Area : Economics</p>
<p>Basu, Sriparna Ph.D. University of Illinois, USA Associate Professor Area: Communication</p>	<p>Batra, D.K. Ph.D. & MBA (FMS, Delhi University) Professor Area: Marketing</p>
<p>Behl, Ramesh (on sabbatical leave) M.Sc. (Kanpur University) Professor Area : Information Systems</p>	<p>Bhandarker, Asha Ph.D. (Osmania Univ.) Distinguished Professor & Dean (I & R) Area: Human Resource & Organizational Behaviour</p>
<p>Bhaumik, Pradip K Fellow in Management (IIM-A) B.Tech. (IIT Delhi) Distinguished Professor Area : Quantitative Techniques & Operations Mngt.</p>	<p>Bhimaraya, Metri Ph.D. (IIT Mumbai) Professor & Dean (Academic) Area : Operations Management</p>
<p>Chandra, V Ph.D. (Jamia Milia Islamia) Professor Area : Communications, Human Resource & Organizational</p>	<p>Chaklader, Barnali Ph.D. (Bundelkhand Univ), FCMA, MBA, M.Com (DU) Associate Professor Area : Finance</p>
<p>Chaturvedi, Arvind Ph.D. (IIT Delhi), M.Sc Stat (IIT Kanpur), M.A. (Eco) Professor Area : Quantitative Techniques & Operations Management</p>	<p>Chawla, Deepak Fellow in Management (IIM-A), M.Stat. (ISI) Distinguished Professor & Dean (Research & FPM) Area : Quantitative Techniques & Operations Management, Marketing</p>
<p>Das, Himadri (on sabbatical leave) Ph.D. (University of Virginia, USA), M.B.A.(IIT Delhi), M.S. (University of Virginia, USA) , B.Tech. (IIT Delhi) Professor Area : Finance</p>	<p>Dasgupta, Pinaki Ph.D. Banaras Hindu University Professor Area: Marketing</p>
<p>Deb, K Arnab Ph.D. in Economics from University of Connecticut, Storrs (U.S.A.) Assistant Professor Area : Economics</p>	<p>Dhamija, Sanjay M.Com. (Delhi School of Economics), FCMA, FCS, L.L. B (Delhi University), CFA (ICFAI) Professor & Dean (Executive Education, MDP) Area : Finance</p>

<p>Dholakia, Bakul Ph.D. (M S University, Baroda) Director General Area : Economics & Strategy</p>	<p>Dokadia, Afsha Pursuing Ph.D. (TISS), MBA Sr. Lecturer Area : Human Resource & Organizational Behaviour</p>
<p>Goyal, Sonu Ph.D. (FMS, Delhi University) Professor Area : Strategy and General Management</p>	<p>Gupta, Prashant Ph. D., M. Phil, LLB, MMS (DAVV, Indore) Associate Professor Area : Finance</p>
<p>Jain, Nalin M. B. A. (FMS, Delhi University), B. Tech.(IIT BHU), Pursuing Ph.D. (IIT Delhi) Associate Professor Area : Marketing</p>	<p>Jain, Shilpi Ph.D. (MDI) & MBA (Delhi Technical University) Assistant Professor Area : Information Systems</p>
<p>Joshi, Himanshu Submitted Ph.D. (AMU), PGDM (IMI), B.E. (Bangalore University) Assistant Professor Area : Information Systems</p>	<p>Kalra, Satish Ph.D. (TISS) Professor Area : Human Resource & Organizational Behaviour</p>
<p>Kalla, Supriya Fellow in Management (MDI) Assistant Professor Area : Marketing</p>	<p>Kanjilal, Kakali Ph.D. (IGIDR- Mumbai), M.Sc Associate Professor Area : Quantitative Techniques & Operation Mngt.</p>
<p>Kapoor, G.K Ph.D. (Delhi University), M.Com Professor Area : Strategy and General Management</p>	<p>Kathuria, Rajat (on sabbatical leave) Ph.D. (University of Maryland) Professor Area : Economics</p>
<p>Khanna, Ashutosh Ph.D. & MSc,(London School of Economics and Political Science, U.K) Associate Professor Area : Strategy and General Management</p>	<p>Khurana, Dinesh Ph.D. University of Delhi Professor Area: Human Resource & Organizational Behaviour</p>
<p>Lal, Prerna MBA (IIT Roorkee) BE (Computer Technology) Lecturer Area : Information Systems</p>	<p>Mehta, Chhavi Ph.D. IIT Delhi Assistant Professor Area: Finance</p>
<p>Mohapatra, Mamta Ph.D. (Utkal University) Professor Area : Human Resource & Organizational Behaviour</p>	<p>Nandan, Shiva Ph. D. University of Texas Professor Area: Marketing</p>
<p>Nigam, Shailendra Ph.D. (Agra University), MBA, L.L.B Professor Area : Human Resource & Organizational Behaviour</p>	<p>Nirjar, Abhishek (on sabbatical leave) Ph.D. (Sheffield University UK) MBA, (Lucknow Univ.) Professor Area : Strategy and General Management</p>
<p>Ojha, R.P. B.Sc. (Honours), Patna Science College, Patna Post Graduate Honours Diploma, XLRI, Jamshedpur Professor Area : Organization Behaviour and Human Resources</p>	<p>Rai, Snigdha Ph.D. (BHU) Assistant Professor Area : Human Resource & Organizational Behaviour</p>
<p>Rath, Arun Kumar Ph.D. (Kalinga Institute of Industrial Technology) Professor Area : Strategy and General Management</p>	<p>Rizvi Irfan A. Ph.D. (University of Delhi) PGDPM (FMS), MSc (BHU) Professor Area : Human Resource & Organizational Behaviour</p>

<p>Seth, Rajeev K M.B.A. (MONIRBA, Allahabad Univ.) Professor Area: Finance</p>	<p>Seth, Vijay K Ph.D. Delhi School of Economics Professor Area: Strategy and General Management</p>
<p>Shankar, Gauri Ph.D. Delhi School of Economics Professor Area: Finance</p>	<p>Sharma, Baldev R Ph.D. (Michigan State Univ.) M.A. (Oberlin College), Professor Emeritus Area : Human Resource & Organizational Behaviour</p>
<p>Sharma, Rajeev MBA (IGNOU) Professor Area: Finance</p>	<p>Singh, Alok FPM, IIM Indore Assistant Professor Area: Quantitative Techniques & Operation Management</p>
<p>Sondhi, Neena Ph.D. (University of Delhi) Professor Area : Marketing</p>	<p>Srivastava, Bhupen Ph.D. (Southern Illinois University) Professor Area : Human Resource & Organizational Behaviour</p>
<p>Srivastava, Aman Ph.D. (Jamia Milia Islamia) Associate Professor Area : Finance</p>	<p>Tandon, Deepak Ph.D. Finance (International University of Contemporary Studies, Washington D.C., U.S.) Professor Area : Finance</p>
<p>Vardhan, Harsh Ph.D. Finance (FMS, Delhi University) Associate Professor Area : Finance</p>	<p>Varma, Siddharth Ph.D. (IIT Delhi), M. Tech (IIT Delhi), MBA (AIT, Bangkok), B.E. (IIT Roorkee) Professor Area : Quantitative Techniques & Operations Mngt.</p>
<p>Verma, Naval Ph.D. IIM Ahmedabad Associate Professor Area: Finance</p>	<p>Verma, Subir Fellow in Management (Ph.D.), IIM Ahmedabad M.Phil. in Political Science, Delhi University M.A. Political Science (Gold Medalist), Delhi University Professor & Dean (Placement & Corporate Communications) Area: Organization Behaviour and Human Resources</p>
<p>Wason, Kshitija Ph.D. (IIT, Delhi), M.A. Psychology (Delhi University), B.A. Honours (Psychology) Assistant Professor Area : Organization Behaviour and Human Resources</p>	

Information about 2 year full-time Program (AICTE approved) PGDM – PGDHRM – PGDM (Banking & Financial Services) 2015-17

Program Duration

IMI follows the trimester system with the academic calendar beginning in June 2014 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. 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.

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, from a recognized university in India or abroad (recognized by the UGC / Association of Indian Universities) for admission to post-graduate programs, however, final selection may be on higher percentage based on the total number of applications received. 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 30, 2015. 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, 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
- Application form is available at <http://imi.admissionhelp.com> and must be submitted online. 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 one or more than one program at Delhi Campus or wish to apply for all programs, the application form cost will be Rs. 2000/-.

- The admission fee can be paid through Credit Card/ Debit Card/Bank Transfer 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.
- Applications complete in all respects, including application fees, should be submitted online by midnight of **7th January 2015**. 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 2014 would be held during a 2-day testing window (4 sessions) on Sunday, 16th & Saturday, 22nd November, 2014. (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 December 2012 and not later than December 2014, and submit such scores while applying to IMI.
- Indian residents who have appeared for GMAT, not earlier than December 2012 and later than December 2014 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 at the time of personal interview. 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 2014 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

Besides Delhi, the selection process will be conducted at other centers including Ahmadabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their 1st and 2nd preference of interview center 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 2015 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.

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.

Summer Internship

On completion of 1st year, 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 Institute 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 (only in PGDHRM)

Three weeks 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.

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 2015.

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.

Post Graduate Diploma in Management (PGDM) 2015-17

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

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

Core Courses

<ul style="list-style-type: none">• Business Mathematics• Business Statistics• Business Strategic & Competitive Advantage• Cost & Management Accounting• Corporate Strategy• Corporate Social Responsibility & Sustainable Development• Financial Accounting & Analysis• Financial Management I & II• Human Resource Management• Information Technology for Decision Making• Legal Aspects in Business	<ul style="list-style-type: none">• Management Information Systems• Managerial Economics• Managing Oral Communication I & II• Macroeconomic Theory & Policy• Marketing Management I & II• Organizational Behavior I & II• Operation Management I & II• Principles & Practices of Corporate Governance• Research Methods for Management• Written Analysis and Communication I & II
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Post-Graduate Diploma in Human Resource Management (PGDHRM – 2015-17)

The Program

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 Post-Graduate Diploma in Human Resource Management (PGDHRM) 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.

**The program is approved by AICTE and accredited Internationally by the prestigious Association of MBA's (AMBA) and by the South Asian Quality Assurance System (SAQs).
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 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.

<ul style="list-style-type: none">• Business Economics• Compensation and Reward Management• Competency Management & Assessment Centre• Corporate Immersion• CSR and Sustainable Development• Employee Relations and Management of Unions• Employee Relations: Legal Framework• Financial Management• HR Analytics• HR Systems & Processes• Human Resource Information Systems• Human Resource Planning• Industrial Relations• Information Technology for Decision Making• International HRM & Cross Cultural Management• Management of Accounting	<ul style="list-style-type: none">• Management of Change• Managing Oral Communication• Marketing Management• Operations Management• Organizational Behaviour – I: Individual• Organizational Behaviour – II: Teams and Groups• Organizational Behaviour – III: Organizational Design and Development• People Development• Performance Management• Principles and Practices of Corporate Governance• Quantitative Techniques for HR• Research Methodology for HR• Strategic HRM• Strategy Formulation and Implementation• Talent Search and Acquisition• Written Analysis & Communication
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Post Graduate Diploma in Management (Banking & Financial Services) PGDM (B&FS)- 2015-2017

The Program

IMI's two year Post Graduate Diploma in Management (Banking & Financial Services) is designed to cater the growing need of management professionals for banking and financial industry. The objective of program is develop high quality management professionals equipped with technical and managerial competency with global mind set .The focus of program is to develop a holistic and integrative approach of management in banking and insurance industry.

Program Objective

The program has been offered with the following objectives.

- To develop technical skills with managerial competency for banking and financial Industry
- To cater the growing demand for risk management professionals for banking and financial industry with global managerial mind set
- To develop understanding about global financial system and regulatory structure
- To hone analytical and problem solving approach for risk management and operations of banking and insurance industry
- To build capacity for product development and distribution of banking and financial services products

Program Structure and Curriculum

The course for the PGDM (Banking & financial services) 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, e.g. Economics and Organizational Behavior
- b) Techniques, e.g. Statistics and Research Methods
- c) Functional areas, e.g. Marketing and Finance
- d) Integrative areas, e.g. Strategy and International Business
- e) Technology, e.g. Management Information Systems

<ul style="list-style-type: none"> • Managing Oral Communication-I • Written Analysis & Communication-I • Financial Mathematics • Financial Accounting & Analysis • Information Technology for Decision Making • Economics for Banking & financial services-I • Fundamentals of Banking, Insurance & Reinsurance • Organizational Behaviour • Managing Oral Communication-II • Written Analysis & Communication-II • Business Statistics • Economics for Banking & financial services-II • Corporate Finance • Marketing Management • Operations Management for Services • Cost & Management Accounting 	<ul style="list-style-type: none"> • Financial Markets & Services • Bank Management • Life And General Insurance Management • Marketing of Banking And Insurance Services • Banking and Insurance Laws & Regulations • Research Methods for Management • Business Analytics • Corporate Strategy • Investment Management • HRM in Banking and Insurance • Risk Management in Banking and Insurance – I • Credit Evaluation, Monitoring & Recovery Management • Actuarial Sciences • Risk Management in Banking & financial services – II • Customer Relationship Management • Principle & Practices of Corporate Governance
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Fee structure for PGDM, PGDHRM & PGDM (Banking & Financial Services)
(2015-17): Delhi Campus

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

Self-sponsored

	I	II	II	IV	V	VI	Total
Tuition Fee	226,000	216,000	216,000	216,000	216,000	216,000	1,306,000
Text/Reading Material	10,000	10,000	10,000	10,000	10,000	10,000	60,000
Student welfare (incl. mediclaim)	3,500	3,500	3,500	3,500	3,500	3,500	21,000
Library Fee	6,000	6,000	6,000	6,000	6,000	6,000	36,000
Total Fee	245,500	235,500	235,500	235,500	235,500	235,500	1,423,000
Security Deposit *	15,000	-	-	-	-	-	15,000
Alumni- Life Membership	2,000	2,000	2,000	2,000	2,000	2,000	12,000
Total	262,500	237,500	237,500	237,500	237,500	237,500	1,450,000

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

Company-sponsored

	I	II	III	I	V	V	Total
Tuition Fee	416,000	416,000	416,000	416,000	416,000	416,000	2,496,000
Text/Reading Material	10,000	10,000	10,000	10,000	10,000	10,000	60,000
Student Welfare (incl. mediclaim)	3,500	3,500	3,500	3,500	3,500	3,500	21,000
Library Fee	6,000	6,000	6,000	6,000	6,000	6,000	36,000
Total Fee	435,500	435,500	435,500	435,500	435,500	435,500	2,613,000
Security Deposit *	15,000	-	-	-	-	-	15,000
Alumni- Life Membership	2,000	2,000	2,000	2,000	2,000	2,000	12,000
Total	452,500	437,500	437,500	437,500	437,500	437,500	2,640,000

NRI (IN US \$)**

	1st Yr.	2nd Yr.
Fee (incl. books)	39,180	38,680
Less: Caution Deposit	500	
Net Fee	39,680	38,680

**NRI candidates books are inclusive of cost of books. Hostel and mess fees is not included and will be charge extra.

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.

Due date of Fee Deposit: Program Fee:

1st Installment	As per the due date mentioned in the offer letter
2nd Installment	10 th September 2015
3rd Installment	10 th December 2015
4th Installment	10 th April 2016
5th Installment	10 th September 2016
6th Installment	10 th December 2016

Hostel Fees and Mess Charges*

Academic Year	Amount (in Rupees)	Amount Due On
2015-2016	Hostel: 89,000/- P.A.	Within a weeks of hostel accommodation offer letter
	Mess charges*: Vegetarian/ Non-Vegetarian: Will be on actual basis and exact amount will be communicated later (Tentative expense will be around. 4200/- p.m.)	Mess charges are payable for academic year in advance
2016-2017	Will be informed later	

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

Hostel Fee:

- 1st Year : Within 10 days of date of hostel allotment letter
2nd Year : 10th April 2016 (along with 4th Installment of Fee)

Mess Fee:

- 1st Year : Within 10 days of date of hostel allotment letter
2nd Year : 10th April 2016 (along with 4th Installment of Fee)

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 2015-2016) 15 month full-time program (AICTE approved)

The Program

Started in 1984, the 15 month Executive Post Graduate Program is designed for experienced middle level managers 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 5 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).

We now invite applications for the 2015-16 batch, classes for which shall commence in mid April, 2015.

Program Objectives

The Program is being offered with the following objectives.

- To equip middle level managers 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 issues in 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.

Eligibility for Admission

Candidates who fulfill the following requirements, are eligible to make an application for admission:

- **Educational Background:** To be eligible for admission to the Executive PGDM Program, the participants must possess a Bachelors degree or equivalent recognized by the Association of Indian Universities with a minimum of 60% aggregate marks. 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, 2015.
- Proficiency in written and spoken English.

Participant Profile

Program is open to individuals from all nationalities and applicants could be:

- Self-Sponsored candidates
- 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

Admission Procedure

Application form

- IMI admission Bulletin can be downloaded from our website www.imi.edu
- Application form is available at <http://imi.admissionhelp.com> 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 for self sponsored candidates is Rs. 1500 and is non-refundable. Company Sponsored candidates are exempted from paying the admission application fee.
- The admission fee can be paid through Credit Card/ Debit Card/Net Banking 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 February 17, 2015. 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 or GMAT. For all such candidates IMI will accept CAT scores for any year from 2010 onwards. Candidates who have appeared for GMAT, not earlier than January 1, 2010 and not later than December 31, 2014, are also eligible to apply and must provide their GMAT scores while applying. In exceptional circumstances self-sponsored candidates may be permitted to take IMI's admission Test in lieu of either CAT or GMAT scores. *IMI'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 January 1, 2010 and not later than December 31, 2014, and submit such scores while applying to IMI.

Selection Process

- Candidates sponsored by a PSU or Corporate House will be shortlisted on the basis of information provided in the application form and the recommendation of the sponsoring organization.
- Candidates who are not sponsored will be shortlisted on the basis of information provided in the application form, CAT scores, GMAT score or IMI Test score, educational background, marks in 10th, 12th, graduation & work experience.
- Based on the above short listing, applicants will be called for a Personal Interview to assess their suitability for the Program. Interviews will be held at IMI, New Delhi campus during February 2015. For Foreign 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 or recommendation from the sponsoring organization will not ensure consideration for short listing or selection 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.

Placement

IMI's Placement Cell would provide assistance for placement of self sponsored candidates. Candidates who are sponsored by their organizations will not be eligible for receiving any placement assistance.

Curriculum

The Program is spread over 15 months with flexibility of following two options:

1. *Executive PGDM with International module*: This option consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. Of the 12 months, 5 weeks of course work will be carried out at our partner Business School in Europe and the balance will be on campus in Delhi.
2. *Executive PGDM without international module*: This option also consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. The entire course work is held on campus in Delhi.

The complete Program is of 85.5 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this program, students will complete 20 core courses, 8 elective courses and a field research project work besides either two International module courses or two elective courses at IMI. 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. Classes are of ninety minutes duration and each course (of 3 credits) would have twenty such sessions which means 30 hours of class room interaction. The entire program is normally completed over a 15 month period, with a maximum allowed duration for completion being 2 years from the date of enrollment.

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.

Core Courses

The Indicative lists of core courses that are offered in Executive PGDM Program are :

Term I	Term II
<ul style="list-style-type: none"> • Data Interpretation in Uncertainty (3) • Financial Accounting and Analysis (3) • Information Technology for Decision Making (3) • Prices, Markets & Economic Environment (3) • Leading Teams & Organizations (3) • Strategic Operations Management (3) • Cost and Management Accounting (1.5) • Legal Aspects in Business (1.5) 	<ul style="list-style-type: none"> • Managerial Communication (3) • Quantitative Techniques for Decision Making (1.5) • Management Information Systems (1.5) • Corporate Finance (3) • Excellence in Operations (3) • Marketing (3) • Strategic Human Resource Management (3) • Research Methods for Management (3)
Term III	Term IV
<ul style="list-style-type: none"> • Going Global (1.5) • Sustainable Growth & Development (1.5) • Strategic Management (3) • 5 Electives (3 each) 	<ul style="list-style-type: none"> • Principles & Practices of Corp. Governance (1.5) • 3 Electives (3 each) • 5 weeks international study module (6) or 2 Electives (3 each) • Field Research Project (6)

Elective Courses*

Wide array of elective courses, across functional areas, are offered in the 3rd & 4th trimesters to enable a participant to pursue his/her area of interest. A comprehensive list is as below.

MARKETING MANAGEMENT		FINANCIAL MANAGEMENT	
1	Marketing Research	1	International Finance
2	Business Marketing	2	Management of Financial Services
3	Customer Relationship Management	3	Corporate Taxation
4	International Marketing	4	Advanced Financial Statement Analysis
5	Sales Management	5	Working Capital Management
6	Marketing of Services	6	Strategic Cost & Revenue Management
7	Advertising and Sales Promotion	7	Management Control Systems
8	Integrated Marketing Communication	8	Financial Markets and Institutions
9	Strategic Marketing	ORGANIZATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT	
10	Digital Marketing	1	Human Resource /Workforce Planning
11	Managing Corporate Reputation	2	Decision Making and Execution
QUANTITATIVE TECHNIQUES AND OPERATIONS MANAGEMENT		3	Change Management
		4	Coaching, Counseling and Mentoring
1	Business Forecasting	5	Leadership and Managerial Effectiveness
2	Logistics and Supply Chain Management	6	Managing and Negotiating Differences
3	Project Management	7	Performance Management System
4	Quality Management	8	Personal Growth Lab
INFORMATION MANAGEMENT		STRATEGY AND GENERAL MANAGEMENT	
1	Enterprise Resource Planning	1	Business in Emerging Markets
2	Business Analytics	2	Business Modeling

*The list is indicative may be modified, if required.

International Study Module (Optional)

The International Study Module is conducted in collaboration with one of the leading business schools in Europe with the objective of enhancing cross-cultural knowledge and to understand challenges being faced by Global Managers. In this five 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. This module will tentatively take place in March-April, 2016.

Field Research Project (6 credits)

The field research project for self sponsored candidates will be undertaken for any company of their choice based on the data provided by the company. For Company sponsored candidates, the field research project is to 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 is to be jointly guided by IMI faculty and a project supervisor from the employer organization (wherever applicable). The field project is an important and integral component of work in the Executive PGDM Program. It provides an 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 in essential requirement for qualifying for the Executive 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 a 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 up to late evening hours, including weekends, to suit the requirements of the Program. Each class is of ninety minutes duration. Classes shall commence from mid April, 2015.

Fee structure for Executive PGDM (2015-16)

The fee structure for Executive PGDM program has two options (I) with International Study Module and (II) without International Study Module as given in the following tables. The candidates are free to choose any of the following options for their study.

Option I: Executive PGDM with International Study Module

Particulars	Installments			
	I (Apr. 15)	II (July 15)	III (Oct. 15)	Total (Rs)
Tuition Fee	167,000	167,000	166,000	500,000
Text/Reading Material	9,000	8,000	8,000	25,000
Student Welfare	4,000	4,000	4,000	12,000
Library Fee	4,000	4,000	4,000	12,000
Computer Fee	5,000	5,000	5,000	15,000
Lodging (single Executive AC)	55,000	55,000	55,000	165,000
Boarding	25,000	25,000	25,000	75,000
Security Deposit*	10,000	-	-	10,000
Alumni- Life Membership	6,000	-	-	6,000
International Study Module** excluding Boarding charges	224,000	223,000	223,000	670,000
Grand Total (Rupees)	509,000	491,000	490,000	1,490,000

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

** The fee for the International Study Module covers cost of Visa, International Travel, Insurance and accommodation besides tuition fee payable to the partner Business School. Accommodation may be provided in studio apartments on twin-sharing basis and the studio apartments are equipped with basic kitchen accessories & cutlery etc.

Individuals are required to pay for all meals, from their per-diem allowance or equivalent personal funds, during the entire duration of the International module.

Option II: Executive PGDM without International Study Module

Particulars	Installments			
	I (Apr. 15)	II (July 15)	III (Oct. 15)	Total (Rs)
Tuition Fee	167,000	167,000	231,000	565,000
Text/Reading Material	9,000	8,000	8,000	25,000
Student Welfare	4,000	4,000	4,000	12,000
Library Fee	4,000	4,000	4,000	12,000
Computer Fee	5,000	5,000	5,000	15,000
Lodging (single Executive AC Room)	55,000	55,000	65,000	175,000
Boarding	25,000	25,000	30,000	80,000
Security Deposit*	10,000	-	-	10,000
Alumni- Life Membership	6,000	-	-	6,000
Grand Total (Rupees)	285,000	268,000	347,000	900,000
* Refundable subject to obtaining clearance to all dues and damages to institute properties/assets.				

Fee for PIO /NRI/Foreign Candidates (with International Study Module) 2015-16:

PIO/NRI Candidates will pay US \$ 39,300 inclusive of US \$ 500 security deposit. It is payable within 3 weeks of issuing admission offer letter. **The fee is inclusive of cost of books, hostel and mess fee, but excluding the boarding charges during the International Study Module.**

The security deposit of US \$ 500 is refundable subject to obtaining clearance of 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.

ELECTIVE COURSES

(Offered across different programs, subject to review)

MARKETING MANAGEMENT		FINANCIAL MANAGEMENT	
1	Consumer Behaviour	1	International Finance
2	Marketing Research	2	Financial Derivatives
3	Business Forecasting	3	Management of Banks
4	Business Marketing	4	Security Analysis and Portfolio Management
5	Brand Management	5	Project and Infrastructure Finance
6	Customer Relationship Management	6	Behavioural Finance
7	International Marketing	7	Management of Financial Services
8	Sales and Distribution Management	8	Financial Risk Management
9	Retail Marketing	9	Treasury & Risk Management in Banks
10	Marketing of Services	10	Structured Finance
11	Advertising Management	11	Financial Econometrics
12	Integrated Marketing Communication	12	Business Valuation
13	Strategic Marketing	13	Corporate Taxation
14	Rural Marketing	14	Wealth Management and Alternative Investment
15	Product and Brand Management	15	Investment Banking
16	Digital Marketing	16	Advanced Financial Statement Analysis
17	Managing Customer Value	17	Quantitative Finance
18	Managing Corporate Reputation	18	Treasury & Foreign Exchange Risk Management
19	Semiotics & Marketing Communications	19	Fixed Income Securities
20	Luxury Brand Management	20	Financial & Commodity Derivatives
21	Sales Planning and Relationship Management	21	Payment Systems
22	Rural Marketing of Banking and Insurance	22	Micro Finance and Financial Inclusion
23	Advertising & Sales Promotion	23	Advanced Life Insurance Management
QUANTITATIVE TECHNIQUES AND OPERATIONS MANAGEMENT		24	Advanced General insurance
1	Applications of Operations Research	25	Advanced Actuarial Sciences
2	Logistics and Supply Chain Management	26	Working Capital Management
3	Logistics Modeling	27	Strategic Cost & Revenue Management
4	Operations Strategy	28	Management Control Systems
5	Project Management	29	Financial Markets and Institutions
6	Quality Management	30	Tax Planning and Management
7	Service Operations Management	STRATEGY, GENERAL MANAGEMENT, AND ECONOMICS	
8	Six Sigma	1	New Venture Creation
9	Time Series Modeling and Forecasting	2	International Business
ORGANIZATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT		3	Business in Emerging Markets
1	Managerial Compensation	4	Mergers and Acquisition
2	Career and Succession in Management	5	Strategic Alliances and Joint Venture
3	Talent Management	6	Game Theory for Business Strategy
4	Journey to Self	7	Managing Innovation
5	Power, Ethics, and Politics	8	Multivariate Analysis
6	Psychometrics Testing	9	Business Modeling
7	Role of HR in Mergers and Acquisition	INFORMATION MANAGEMENT	
8	Coaching and Mentoring		
9	Industrial Jurisprudence	1	Enterprise Resource Planning
10	Diversity Management	2	Software Project Management
11	Business Negotiation Skills	3	Strategic Decision Making for Information Goods
12	Leadership and Managerial Effectives	4	E-Business
13	Measurement in HR & IR	5	Business Analytics
14	Self Discovery and Personal Growth	6	IT Consulting
15	Managing and Negotiating Differences		
16	Performance Management System	7	Date & Information Security



CONTACT US

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