



INTERNATIONAL MANAGEMENT INSTITUTE

Shaping global leaders for tomorrow



Delhi Campus



Bhubaneswar Campus



Kolkata Campus

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Vision

To be a premier global management school

Mission

To develop socially sensitive, ethical, value adding leaders and organizations through relevant teaching, research, training and consulting that serve stakeholders' interests.



Board of Governors

Shri Sanjiv Goenka, Chairman, IMI Board of Governors Chairman, RP-Sanjiv Goenka Group
Dr. Bakul Dholakia Director-General, International Management Institute, New Delhi
Shri P.K. Khaitan Sr. Advocate, Supreme Court
Shri B.M. Khaitan Chairman & Managing Director, Williamson Magor & Co. Ltd.
Prof. Jagdish N Bhagwati Professor, Columbia University
Shri Deepak Khaitan Managing Director, Williamson Magor & Co. Ltd.
Ms. Savitri Kunadi Former Indian Ambassador to France
Shri D.H. Pai Panandiker Director-General, RPG Foundation
Shri Deepak Parekh Chairman, HDFC & Infrastructure Finance Dev. Corpn
Shri N.K. Singh Former Member, Planning Commission of India
Shri Harsh Pati Singhania Managing Director, J K Paper Ltd.
Mr. V.C. Agrawal President Corporate HR, RP-SG Group
Prof. M M Pant Former Pro-Vice Chancellor, IGNOU
Shri Harshavardhan Neotia Chairman, Ambuja Realty
Shri Sunil Mitra, IAS Independent Director, Edelweiss Financial Services Ltd
Shri V K Sharma Executive Director (Retired), RBI
Prof. Ramesh Behl Director, International Management Institute, Bhubaneswar
Nominee of AICTE Regional Office
Nominee of State Board of Technical Education

Message from the Director General



Greetings from IMI,

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, PadmaShri

Director General

PROGRAMS

AT A

GLANCE



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

The two year program is designed to prepare students for careers in industry, across functional areas of management and was started in 1993 in Delhi Campus. It attracts candidates from across education streams, be it engineering, medicine, architecture, social sciences or economics and commerce. Fresh graduates as also those with work experience are eligible to apply. Entry is through the Common Admission Test (CAT) conducted by the IIM's and GMAT. IMI's Bhubaneswar & Kolkata campuses started in 2010 and offer this program too. For further details refer page 10, 43 & 57.

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. For further details refer page 14.

Post Graduate Diploma in Management (Banking & Insurance) (PGDM(B&I) Delhi

IMI's two year Post Graduate Diploma in Management (Banking & Insurance) is designed to prepare students for careers in banking and insurance industry. The program equips students with strong conceptual skills to manage banking & insurance 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. For further details refer page 19.

Executive Post Graduate Diploma in Management (EX-PGDM) Delhi

Started in 1984, this 15 month program is designed for middle level managers with a minimum Five years post qualification work experience. It involves twelve months course work at IMI Delhi campus including an option of one and half months 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). For more details please refer to our admission online page.

Fellow Programme 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. For more details please watch out for our Admission Announcement.

Post Graduate Diploma in Management For Working Executives PGDM(WE) Bhubaneswar

The program is designed to impart knowledge and skills in the basic and functional areas of management. It is meant for working individuals who have not had the opportunity to acquire formal management education. Being a week end program **it requires attending classes on Saturdays & Sundays**. It suits those working in and around Bhubaneswar and Odisha. For more details please contact to the IMI Bhubaneswar campus.

About International Management Institute

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

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

IMI Delhi has very recently received the prestigious accreditation of the Association of MBAs (AMBA). IMI Delhi thus becomes only **the fifth management institute in the country** to receive this accreditation and joins the league of prestigious International Business schools. AMBA is a UK based international accreditation authority and its accreditation is considered as the gold standard for all MBA, DBA and MBM programs internationally and is the hallmark of excellence in management education.

Affiliations & linkages

With a view to continually benefit from professional interactions with some of the well-known Business Schools, IMI has consciously fostered academic linkages covering exchange, of faculty, curriculum development, institution building, and joint research and training. It has been fortunate to have had collaborations with International Institute for Management Development (IIMD) Lausanne, Switzerland; Faculty of Management, McGill University, Montreal, Canada; and Manchester Business School, U.K. In addition IMI has very active Student Exchange Programs with various B Schools in Europe, North America, Australia & Asia.

Education Programs

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

Programs offered by Delhi Campus:

- a) Two year full-time Post-Graduate Diploma in Management (PGDM).
- b) Two year full-time Post Graduate Diploma in Human Resource Management- (PGDHRM).
- c) Two year full – time Post Graduate Diploma in Management (Banking and Insurance)..PGDM (B&I)
- 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).

Program offered by Bhubaneswar Campus:

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

Program offered by Kolkata Campus:

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

Faculty

IMI has on its rolls over 70 faculty members, between the three campuses. Of the full time faculty members, about 75 percent have Doctoral qualifications from reputed Universities such as Wharton, Cornell, Rochester, Virginia, Maryland, Wisconsin-Madison and Yale besides the IIM's. IMI also has a unique mix of large number of faculty with extensive industry exposure, spanning across functional areas, in senior positions. In a recent survey conducted by Business World, IMI was ranked 3rd in the domain of intellectual capital as also amongst the 15 super league Business schools, in the latest AIMA survey.

Business Education and IMI

International Management Institute (IMI) conducts a wide range of Management Development Programs in various functional and cross- functional areas of management. In keeping with its track record IMI has launched a major thrust in Executive Education, and a modest beginning has been made with the banking and financial services sector. These MDPs are designed with an appropriate blend of conceptual knowledge and experiential learning to develop the appropriate mindset and competences needed to succeed in the contemporary business context with emphasis on developing the ability to apply learning in an efficient and effective decision making in the real world to boost the performance and privity 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 nine Centers of Excellence and each is headed by a senior faculty member.

Residential facilities

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

Proud for IMI

IMI Ranking

IMI Ranked 10th in Business Today, October 2013	<u>IMI Ranked 10th in Business Today</u>
IMI ranked 6th in NHRD rating, 1 May 2013	<u>IMI ranked 6th in NHRD rating</u>
CNBC-TV18's India's Best B-Schools ,Feb ,2013	<u>Ranked 7th in Top 10 B Schools in India</u>
CNBC-TV18's India's Best B-Schools ,Feb ,2013	<u>Ranked 3rd in Top B schools for HR</u>
CNBC-TV18's India's Best B-Schools ,Feb ,2013	<u>Ranked 4th in Intellectual Capital</u>

Global Business Review (GBR)

GBR is IMI Delhi's management journal which is highly acclaimed and is one of the best journal in Asia and recognized globally.

IMI Delhi
Post Graduate Diploma in Management
(PGDM 2015-2017)
Two year full-time Program
(AICTE approved)

The Program

IMI's two year Post Graduate Diploma in Management is designed to prepare students for careers in industry, across functional areas. The program equips students with strong conceptual skills to manage businesses in an integrated manner. The emphasis is on developing a holistic manager with a vision to take on the challenges of the future in a socially sensitive manner.

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

Program Objectives

The program has been offered with the following objectives.

- To build awareness about the socio-economic environment, both domestic & international and its implications for businesses
- To hone analytical and problem solving skills using modern day managerial tools to enhance decision making capabilities
- To impart state-of-art skills and knowledge in functional areas of management with the objective of preparing students for cross-functional positions in Industry
- To develop the students personality, integrated with strong values and positive attitude so as to be receptive to societal concerns and ethical conduct

Program Duration

IMI follows the trimester system with the academic calendar beginning in June 2015 and each trimester being of 11-12 weeks duration. At the end of the first three trimesters of the program, all students are required to undergo compulsory summer internship for 8-10 weeks in industry.

Eligibility for admission

Education background

To be eligible for admission to the PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, 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 at all three campuses, the application form cost will be Rs. 2000/-. If the candidate is applying only for program(s) at Bhubaneswar or Kolkata campus the cost of application form will be Rs. 300/- and if the candidate will apply for programs at both Kolkata and Bhubaneswar campuses then the application form will be Rs. 600/-.
- 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, irrespective of the Campus applied to.**
- **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 Ahmedabad, 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.

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

Business Mathematics	Legal Aspects in Business
Business Statistics	Management Information Systems
Business Strategic & Competitive Advantage	Managerial Economics
Cost & Management Accounting	Managing Oral Communication
Corporate Strategy	Macroeconomic Theory & Policy
Corporate Social Responsibility & Sustainable Development	Marketing Management I & II
Financial Accounting & Analysis	Organizational Behavior I & II
Financial Management I & II	Operation Management I & II
Human Resource Management	Principles & Practices of Corporate Governance
Information Technology for Decision Making	Research Methods for Management
	Written Analysis and Communication I & II

Elective Courses

Courses in the 2nd year are designed to offer students an opportunity to pursue their interests in various functional areas. Students will thus have an opportunity to specialize in the functional area of their interest. A student can specialize in more than one area, the areas being Marketing, Finance, Information Systems and Operations. In the PGDM program specialization is not offered in the area of Organization Behavior and Human Resource Management. A student also has an opportunity to pursue a Course of Independent Study (CIS) in lieu of an elective, to further his/her interest in a particular area, subject to meeting the conditions specified for the purpose and reviewed from time to time.

An indicative list of elective courses, offered during the 2nd year of study, is given on page 53 of the bulletin, which is subject to change.

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.

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.

IMI Delhi
Post-Graduate Diploma in Human Resource Management
(PGDHRM 2015-2017)
Two year full-time Program
(AICTE approved)

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 Duration

IMI follows the trimester system with the academic calendar beginning in June 2015 and each trimester being of 11-12 weeks duration. At the end of the first three trimesters of the program, all students are required to undergo compulsory summer internship for 8-10 weeks in industry.

Eligibility for admission

Education background

To be eligible for admission to the PGDHRM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, from 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 PGDHRM 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

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- Payment can also be made by Demand Draft, drawn in favor of **International Management Institute**, payable at New Delhi for all campuses, giving the IMI Application Form number, program and campus reference on the reverse of the Demand Draft. In the absence of the above information the application will be treated as incomplete and liable to be rejected. **All payments by Demand Draft are to be sent to IMI, Delhi, irrespective of the Campus applied to.**
- **Applications complete in all respects, including application fees. should be submitted online by midnight of 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 PGDHRM 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.** 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.

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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 Ahmedabad, 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 address and mail ID provided in the Admission Application form.**

Withdrawal & refund policy

As per AICTE rules, in the event of an applicant withdrawing before the starting of the course, the wait listed candidates would be given admission against the vacant seat. In such a case the entire fee collected from the student, after a deduction of the processing fee of Rs.1000/- (Rupees one thousand only), shall be refunded and returned to the candidate withdrawing from the program. However, should a student leave the program after joining the course and if the seat consequently falling vacant is not filled by another candidate, for any reason, only the refundable components of fee shall be returned to the candidate.

Program Structure and Curriculum

The curriculum is designed with a holistic approach to human resource management. The course comprises 108 credits distributed among several compulsory and elective courses, and the Summer Internship. Since the emphasis is to provide specialization in HRM, the effort has been to provide a balanced package based on industry requirements.

Core Courses

Behavior in Organizations	Industrial Relations – I & II
Business Economics	Leadership
Business Statistics	Learning & Development
Competency Management & Assessment Center	Legal Framework of Employment
Corporate Social Responsibility & Sustainable Development	Management of Change
Corporate Immersion	Managing Oral Communication
Conduct of Social Inquiry	Marketing Management
Compensation & Reward Management	Organizational Design and Development
Corporate Social Responsibility	Operations Management
Ethical Issues in HR	Principles & Practices of Corporate Governance
Employee Relations I & II	Personal Growth Lab
Financial Accounting and Analysis	Performance Management Systems
Human Resource Information Systems	Recruitment and Selection
HR Systems and Processes	Strategic Management
IT for Decision Making	Strategic HRM
International HRM & Cross Cultural Management	Written Analysis & Communication I & II

Elective Courses

An indicative List of elective courses, offered during the 2nd year of study, is given on page 53 of this bulletin, which is subject to change.

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

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.

Corporate Immersion and Mentoring Program

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

Pedagogy

Faculty at IMI enjoys academic freedom to adopt appropriate pedagogy for imparting education. Pedagogy would be a combination of lectures, case discussions, presentations, assignments and project work. The primary emphasis would be on interactive and participative methods of learning. Faculty for the program is primarily in-house from IMI but may also include Adjunct or Visiting faculty. Guest lecturers from industry practitioners are also organized to expose students to the current business environment and practices.

Schedule of Classes

Classes for the PGDHRM program are held every day starting at 8.30 am and can extend up to late evening hours, including weekends, to suit the requirements of the program. Each class is of 90 minutes duration. Attendance in all classes is compulsory. Classes shall tentatively begin in the 2nd / 3rd week of June 2014.

Evaluation

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

IMI Delhi
Post Graduate Diploma in Management (Banking & Insurance)
PGDM (B&I) 2015-2017
Two year full-time Program

The Program

IMI's two year Post Graduate Diploma in Management (Banking & Insurance) is designed to cater the growing need of management professionals for banking and insurance 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 Objectives

The program has been offered with the following objectives.

- To develop technical skills with managerial competency for banking and Insurance Industry
- To cater the growing demand for risk management professionals for banking and Insurance 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 Insurance products

Program Duration

IMI follows the trimester system with the academic calendar beginning in June 2015 and each trimester being of 11-12 weeks duration. At the end of the first three trimesters of the program, all students are required to undergo compulsory summer internship for 8-10 weeks in industry.

Eligibility for admission

Education background

To be eligible for admission to the PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, 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 (Banking & Insurance) 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 programme at Delhi Campus or wish to apply for all programs at all three campuses, the application form cost will be Rs. 2000/-. If the candidate is applying only for program(s) at Bhubaneswar or Kolkata campus the cost of application form will be Rs. 300/- and if the candidate will apply for programs at both Kolkata and Bhubaneswar campuses then the application form will be Rs. 600/-.
- 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, irrespective of the Campus applied to.**
- **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 (Banking & Insurance) 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.** 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 Ahmedabad, 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.

Curriculum

The course for the PGDM (Banking & Insurance) 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:

- f) Basic areas, e.g. Economics and Organizational Behavior
- g) Techniques, e.g. Statistics and Research Methods
- h) Functional areas, e.g. Marketing and Finance
- i) Integrative areas, e.g. Strategy and International Business
- j) Technology, e.g. Management Information Systems

Core Courses

Managing Oral Communication	Financial Econometrics
Modern Bank Management	Banking and Insurance Laws & Regulations
Written Analysis & Communication-I	Financial Statement Analysis, Credit Evaluation & Recovery Management
Financial Mathematics	Research Methods for Management
Financial Accounting & Analysis	Business Analytics I
Information Technology for Decision Making	Risk Management I
Business Economics	Investment Management
Fundamentals of Banking, Insurance & Reinsurance	Human Resource Management in Banking and Insurance Corporate
Organizational Behaviour	Strategy Risk
Written Analysis & Communication-II	Management-II
Business Statistics	Retailing of Banking and Insurance Products/Services
Cost & Management Accounting	Risk Management III
Corporate Finance	Risk Management IV
Financial Markets & Services	International Banking & Insurance
Marketing Management	General Insurance
Services Operations Management	
Life Insurance	

Elective Courses

Courses in the 2nd year are designed to offer students an opportunity to pursue their interests in various interest areas banking, insurance and general management. Students will thus have an opportunity to specialize in the functional area of their interest.

Banking & Insurance Area

- Financial & Commodity Derivatives
- Health and Care Insurance
- Liability Insurance
- Advanced Bank Management
- Management Of Financial Services
- Marine & Fire Insurance
- Motor Insurance
- Pension and other Employee Benefits
- Project And Infrastructure Finance
- Reinsurance
- Retail Banking
- Sales & Distribution for banking and insurance
- Treasury Risk Management

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.

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 (Banking & Insurance) 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.

**Fee structure for PGDM, PGDHRM & PGDM (Banking & Insurance)
(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.

PGDM, PGDHRM & PGDM (B & I)(2015-17 Batch)- Self-sponsored

	I	II	III	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

PGDM, PGDHRM & PGDM (B & I)(2015-17)- Company-sponsored

	I	II	III	IV	V	VI	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	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

PGDM, PGDHRM & PGDM (B & I)(2015-17) Batch)- NRI (in USD\$)**

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

** NRI candidates' fees are inclusive of cost of books. Hostel & Mess fee are not included and will be charged extra.

Due dates for payment of Fee

The 1st installment of the fee, specified above, will be payable within 2 weeks of the release of Admission Offer. Each subsequent installment will be due for payment within 7 days of commencement of each term, as per the Academic Calendar. A penalty of Rs.100 per day, beyond the period specified above from 2nd installment onwards, will be charged in the event the fee is not paid within the due dates, unless express permission has been obtained from the competent authority.

Hostel Fees and Mess Charges*

Academic Year	Amount (in Rupees)	Amount Due On
2015-2016	Hostel: 89,000/- per academic year.	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 monthly in advance each month
2016-2017	Will be informed later	Hostel fee should pay two months before start of academic year Mess charges are payable monthly in advance each month

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 Programme (AICTE approved)

The Programme

Started in 1984, the 15 month Executive Post Graduate Programme 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 Programme provides general management and functional area orientation with emphasis on international and cross-cultural exposure. The Programme 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 Programme 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.

Programme Objectives

The Programme 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.

Programme Duration

The Executive Post Graduate Programme is a full time Programme 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 Programme, 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

Programme 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](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, Programme 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 January 20, 2015. Incomplete forms are liable to be rejected summarily.

Admission Process

Admission Test

- For all **self sponsored candidates**, admission to the Programme 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. *IIM's have no role either in the selection process or in the conduct of the Programme.*
- 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 Programme. 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 Programme, 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 Programme 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 Programme is of 85.5 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this programme, 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 programme 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 Programme 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 Programme 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
Marketing Research	International Finance
Business Marketing	Management of Financial Services
Customer Relationship Management	Corporate Taxation
International Marketing	Advanced Financial Statement Analysis
Sales Management	Working Capital Management
Marketing of Services	Strategic Cost & Revenue Management
Advertising and Sales Promotion	Management Control Systems
Integrated Marketing Communication	Financial Markets and Institutions
Strategic Marketing	
Digital Marketing	
Managing Corporate Reputation	
QUANTITATIVE TECHNIQUES AND OPERATIONS MANAGEMENT	INFORMATION MANAGEMENT
Business Forecasting	Enterprise Resource Planning
Logistics and Supply Chain Management	Business Analytics
Project Management	
Quality Management	
ORGANIZATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT	STRATEGY AND GENERAL MANAGEMENT
Human Resource /Workforce Planning	Business in Emerging Markets
Decision Making and Execution	Business Modeling
Change Management	
Coaching, Counseling and Mentoring	
Leadership and Managerial Effectiveness	
Managing and Negotiating Differences	
Performance Management System	
Personal Growth Lab	

*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 Programme. 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 an 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 Programme 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 Programme. 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 programme 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 Room)	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.

Fellow Programme in Management (FPM) 2015-16

General Introduction

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

You set this expansion in motion by leveraging the reputation and resources of India's first corporate sponsored Business School. The Institute has made a sterling contribution to the management research in the Indian context and now endeavors to expand the horizon. The programme offering breadth, scope, and far-reaching opportunity.

Objectives

IMI offers opportunities for advanced study and research leading to the FPM. The primary focus of the programme is to prepare qualified candidates for academic careers in research, teaching and consultancy. The programme includes intensive formal courses as well as individually pursued self study courses on special topics and research programmes. The Research Scholars are expected to work closely with the Institute's best-well-known faculty, both inside and outside the classroom.

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

Areas of Specialization

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

Eligibility

The ideal candidates for FPM are those who possess outstanding academic background, followed by professional experience, and intellectual curiosity as well as diligence required to pursue the work of scholarship.

The candidates for the programme must have one of the following qualifications obtained from any of the universities incorporated by an act of the central or state legislature in India, or other educational institutions established by an act of parliament or declared to be deemed as a university under section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE. The degrees of candidates from foreign universities must be recognized by the Association of Indian Universities (AIU). Similarly, the PGDM of Indian Institutions must be recognized as equivalent to MBA by AIU.

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

OR

A Bachelors Degree in Engineering with a minimum of 60% marks or equivalent grade point average

OR

Any professional qualifications such as CA, CMA and CS with a minimum of 55% aggregate marks. CA/CMA/CS must also possess a graduation degree from a university recognized by AIU.

In addition, all the candidates must have secured a minimum of 55 % marks in all of their public examinations starting with the secondary level. Work experience in industry or academics may be given due credit in the selection process.

There are two categories of students that are admitted for the fellow programme.

1. IMI Scholarship Holders

- a. Those who are appearing for their final year examination in the current academic year may also apply. However, their admission to the programme will be provisional subject to their successful completion of all requirements for obtaining the relevant degree before 30 September 2015. The maximum age for the FPM candidate is 35 years. Preference will be given to those who have MBA degrees, Masters in Economics, Masters in Commerce, Masters in Psychology, Masters in Sociology and other related subjects.
- b. The candidates admitted under this category are eligible for IMI scholarship, the details of which are given later.
- c. Attendance on all working days during the office hour is compulsory for the candidates admitted under this category. In addition, they will have to compulsorily attend the course work as per the schedule of the classes.

2. Experienced Corporate Executives

The eligibility criteria described above will apply equally to the experienced corporate executives. The work experience as full-time executives or as management lecturers (at the level of Assistant Professor, Associate Professor and Professor with minimum 5 years teaching experience) in an organization/institution (AICTE approved) of repute is only considered as the valid experience. For experienced corporate executives, a minimum of 10 years of managerial/executive work experience is required. The minimum and maximum age of a candidate should be 35 and 50 years respectively.

Executives from PSU's and Government Departments may also apply in this category.

Selection Process

For Fellow Programme, candidates (excluding experienced corporate executives) who fulfill the eligibility criteria stated above are required to take Common Admission Test (CAT) held by the IIMs. Alternatively, those who have earned recent GATE, GRE, and GMAT with satisfactory scores may also be considered. Likewise, the recently qualified JRF/SRF candidates can also apply in the relevant areas of specialization. Scores of any of these examinations including CAT taken on or after 01 July, 2014 will be considered valid. For corporate executives, a personal interview may be taken.

The candidates short-listed on the basis of their academic record and performance in the examinations mentioned above may be advised to appear before the Selection Panel for a personal interview for final selection. The candidates will be informed of the date of interview through email.

IMI encourages applications from Non-Resident Indians, Persons of Indian Origin and foreign citizens. Such candidates should have a valid GMAT/GRE score of not older than two years from the date of application.

Course Work

The FPM programme consists of two phases. The first phase of the programme involves course work followed by a comprehensive examination. The second phase requires scholars to work on their thesis. This involves the preparation of thesis proposal, pursuing research on this proposal and finally an examination based on the thesis leading FPM.

The course work component aims at providing inputs in various areas of management. A Research Scholar is required to take courses in two complete terms¹. The classes will be held on Saturdays and Sundays (from 9.00 a.m to 5:30 p.m). A research Scholar has to study the subjects such as (a) Introduction to Quantitative Techniques for Research (b) Strategy (c) Area Core Course (d) Advanced Research Methods (e) 2 Courses on Domain Elective. A research scholar will be evaluated by the concerned faculty member based on his/her performance in the respective subjects.

In lieu of an elective, the student may opt for a Course of Independent Studies (CIS) where the student will chose a topic and a supervisor from the area of interest. A committee of three members will evaluate the project report based on the student's work and presentation.

Attendance

It is desired that the candidates should attend 100% of the classes. However a minimum of 80% of attendance is compulsory. The 20% waiver is inclusive of all possible reasons like sickness, official work or any other emergency.

Fellow Programme Comprehensive Examination

Purpose

A comprehensive examination (CE) based on research scholar's chosen area of interest will be taken after completion of the six months course work.

The CE serves as a gateway to the dissertation as the means to ensure that research scholars have the background knowledge to do a dissertation. It is proposed here that the examination should seek to assess whether research scholars have general knowledge about the field of chosen studies, about research methodologies, and about their specific research area (or chosen area). The Examination thus serves as a preparation for the dissertation by facilitating the development of a solid conceptual base for research in the research scholar's area of study and ensuring that the research scholar's knowledge is sufficiently broad and conceptually structured to provide a solid basis for research in the field.

Nature

The CE could consist of a take-home exam, and/or written examination. This approach allows research scholars to concentrate on expressing their ideas: demonstrating full integration of materials and displaying scholarly depth, creativity and initiative in their preparations for the examination.

Objective

- To assess the research scholar's general knowledge of the field;
- To assess the research scholar's specific knowledge of their research area;
- To assess the research scholar's ability to evaluate current and past research, particularly in terms of research design;

¹ Each term at IMI is approximately of three months in duration and a course comprising of three credits. One credit is defined by class room contact of 10 hours.

- To assess the research scholar's ability to communicate effectively, orally and in writing, about research.

Timing

The CE normally is scheduled immediately after the course work (two terms; Mandatory courses and Chosen area electives or directed courses). A research scholar who has completed their coursework and is ready to write the Comprehensive Examination should discuss with Dean (Research) and the faculty members involved in teaching FPM courses regarding the pattern of examination

Written Examination

Length of time: Research Scholars will write their examination any day as decided by the Dean (Research). The duration may be 3 to 5 hours.

Grading

The performance of a research scholar will be graded on Pass/Fail basis. The pass grade for FPM course would be 'B'. In the case the grade obtained is less than 'B', a research scholar may be allowed to retake the examination within three months. This may be applicable to courses such as mandatory courses, chosen area electives and CE.

Duration of the Programme

The Fellow Research Scholars under IMI scholarship scheme are expected to complete the programme in four and half years. However, under special circumstances extension of one more year may be granted. The Research Scholars are expected to pursue course work in first six months and the next three and a half year for research and thesis preparation. FPM is a full-time residential programme (except for experienced executives). However, management lecturers (at the level of Assistant Professor, Associate Professor and Professor) and working executives have the option to choose a flexible time frame to complete. They are expected to complete their study in five years (including coursework periods).

The Research Council

This committee is responsible to monitor and conduct the programme. The Committee is constituted by the Director General under the Chairmanship of Professor Deepak Chawla. The Director General is welcome to attend any meeting as and when he feels necessary. The members are,

Professor Abhishek Nirjar

Professor Asha Bhandarker

Professor B A Metri

Professor B K Srivastava

Professor Barnali Chaklader

Professor J D Singh

Professor Neena Sondhi

Professor P K Bhaumik

Professor Prageet Aeron

Professor Rajeev Anantaram

Professor Shilpi Jain

Professor Sriparna Basu

Research Proposal

After satisfactorily completing the coursework requirements and comprehensive examination, the Dean (Research) may appoint a doctoral supervisory committee in consultation with the concerned research scholar to guide and assist each research scholar in working toward a FPM (doctoral level programme). The committee comprises of Chief Supervisor and two members, one from related area and other from allied area. This committee oversees the research scholar's academic work throughout the programme. All members of the supervisory committee are responsible to ensure the quality of doctoral level degrees from the International Management Institute, New Delhi. Fellow Research Scholar will develop his/her thesis proposal with the help of his/her supervisor and committee members. S/he will submit and defend the proposal before the Research Council and invitees. If accepted, the Research Scholar will then get confirmed admission. The Research scholar can then begin his /her research. The concerned Research Scholar should not take more than six months immediately after successful completion of the CE to submit and present the proposal.

Other details

In FPM programme, the Dissertation Committee monitors the progress of each Research Scholar after the approval of the FPM Proposal. At the end of every semester, the chairperson/Supervisor of the Dissertation Committee informs in writing the Dean (Research) whether the Research Scholar has made appropriate progress. In the negative case, the Dean (Research) and Dissertation Committee decide, in consultation with the Research Council, whether the Research Council is allowed to continue his or her education at IMI and if so, under which additional conditions.

The individual Dissertation Committee may require that their Research scholars write a progress report every six months, or give a progress presentation, before deciding whether the progress was appropriate.

The Supervisor of a committee must:

- a) hold an Endorsement to Chair a doctoral supervisory committee;
- b) be able and willing to assume principal responsibility for advising the research scholar;
- c) have adequate time available for this work and be accessible to the research scholar;
- d) attend both the General and Final Examinations and additional committee meetings, as necessary;
- e) sign the dissertation signature page acknowledging approval of the dissertation and completion of the degree.
- f) At any given time a supervisor shall not have more than six registered FPM research scholars.
- g) An FPM supervisor and both members of the Dissertation Committee should have minimum of eight and three number of publications respectively in peer-reviewed journals and their positions should be associate professor and above.

A research Scholar should not take more than five years (four plus one year extension) to complete the programme from the date of provisional registration.

A Research Scholar should publish in peer reviewed international journals (or accepted form) two papers related to his/her thesis prior to submission of the thesis. A case/ case study should also be published (or accepted form) before submission of the thesis. However, the case /case study should not necessarily be part of the thesis. A list of accepted journals could be obtained from FPM office.

PRE- THESIS SUBMISSION PRESENTATION

- (a) Prior to thesis submission, presentation by the candidate before the Research Council is an essential requirement. On completion of the research work, the candidate shall submit to the Research Council through his/her supervisor(s), eight copies of the Summary of his/her research work including bibliography and make a presentation at which faculty members and other research students may be present.
- (b) The candidate shall be required to submit his/her thesis within three months from the date of pre-thesis submission presentation by the candidate. However, in case candidate fails to submit his thesis within the stipulated time and has adequate suitable justification for the same, the Dean-Research may, on recommendations of the supervisor grant an extension of not more than three months. In such cases, the candidate may be allowed to submit his /her thesis within a period not exceeding six months from the date of pre-thesis submission presentation.
- (c) The candidate will be required to submit a certificate from his supervisor(s) in the prescribed format countersigned by the Dean, Research that the work embodied in the thesis entitled “ _____ ” is original and has been carried out by the author and that it has not been submitted in full or in part for any other diploma or degree, of this or any other Institute/University.

APPOINTMENT OF EXAMINERS

- a. A panel of at least six experts in the subject area of research work with preferably at least two experts from outside India would be suggested by the supervisor(s) and placed before the Research Council for its recommendations. The Research Council may delete any of the name(s) proposed by the supervisor(s) and/or add any names.
- b. A person from the same institution/University where the candidate is employed cannot be appointed as an external examiner. Further a person from a institution/University to which the Supervisor and/or Committee Members of the candidate belongs, cannot be appointed as an external examiner.
- c. On receipt of the title and synopsis of the thesis, the Dean (Research) shall send the panel of examiners as approved by the Research Council to the Director General who will appoint the Board of Examiners for the thesis. The Board shall consist of one internal examiner from amongst the supervisor(s), and two external examiners preferably one from outside India. The examiners shall normally be chosen from the panel of examiners recommended by the Research Council.
- d. In case one or more examiners so appointed decline to examine the thesis, another examiner shall be appointed out of the panel. In case the panel gets exhausted, Research Council shall recommend additional names.

THESIS SUBMISSION

- (a) The thesis shall be a piece of research work characterized by (i) discovery of new facts (ii) enunciation of a new theory or theories or (iii) fresh interpretation of known facts. It should bear evidence of the candidate's capacity for analysis and judgment as well as his ability to carry out independent investigation, design or development. Part of the Thesis may have been published prior to the submission for examination.
- (b) The thesis shall be written in English.

- (c) A candidate may submit his/her thesis provided that he/she has:
- (i) Completed the minimum period of registration (from permanent registration² to submission period i.e. three years). However, outstanding cases may be allowed to submit before the minimum period if it is approved by the Director General.
 - (ii) Has published or has received letters of final acceptance for two research papers and a case study; the papers shall be in a quality peer reviewed international journals. The list of the journals will be available in FPM office. The candidate should discuss with both his/her supervisor and the Chairman, Research Council before sending the paper to a journal to ensure that the submission is being made to a quality journal.
- (d) Five copies of the thesis in soft binding along with one soft copy (CD) for record must be submitted to the Research Council for evaluation. In case of a FPM research scholar being supervised by more than one supervisor, appropriate number of additional copies must be submitted.

THESIS EVALUATION

- (a) Each examiner will be requested to submit to the Research Council, a detailed assessment report and his/her recommendations on a prescribed proforma within three months of the date of receiving the thesis.
- (b) In the event that the assessment report is not received from an examiner within four months, the Research Council may recommend appointing another examiner from the panel of examiners for evaluating the thesis/dissertation duly approved by Director General.
- (c) The examiners shall be required to state categorically whether in their individual opinions, the thesis should be either:
- (i) Accepted without changes for the award of "Fellow of the International Management Institute";
 - (ii) Referred back to the candidate for (a) minor corrections, or (b) major corrections; or,
 - (iii) Rejected.

The examiner shall state the reasons for recommending resubmission/rejection of the thesis. If re-submission is recommended, the examiner shall specifically indicate the modifications that need to be made in the thesis by the candidate.

- (d) On receipt of reports from all the examiners, these will be placed before the Research Council. The Research Council shall examine the reports and advise one of the following:
- i. If the examiners are unanimous that the thesis be accepted with out changes for award of Fellow of the International Management Institute, candidate should be required to appear for oral defense.
 - ii. If the examiners are unanimous that the thesis be rejected, then that decision will be communicated to the candidate and the candidate will discontinue his/her association with the Fellow Programme in Management at IMI.
 - iii. If the examiners recommend the thesis be revised, then that decision will be communicated to the candidate with details regarding the revisions to be made.

² After qualifying course work examination.

- iv. In the event of the candidate being required to submit a revised thesis (minor revisions), he/she shall submit the same within a period of three months from date of communication. The revised version will be submitted to Research Council which will provide the same to one of the two external examiners to verify that the changes have been made satisfactorily. If so, the candidate will be required to appear for oral defense.
- v. In the event of the candidate being required to submit a revised thesis (major revisions), the candidate will be given not more than one year from the date of communication. The revised thesis shall be sent for assessment to the original panel of examiners. In the event of one or more of the original external examiners not being available, an additional external examiner may be appointed.

ORAL DEFENSE

- (a) A candidate, whose thesis is recommended for acceptance on the basis of thesis evaluation, shall be required to defend the thesis orally before a duly constituted committee, hereinafter referred to as Oral Defense Committee (ODC), during working hours of the Institute at the IMI premises. Any deviation from this should have prior permission of Director General.
- (b) ODC shall consist of the Director General, Chairman-Research Council, the supervisor(s), and one external examiner to be appointed out of the external examiners by the Director General. If none of the external examiners is available for the conduct of the oral defense, an alternative external examiner shall be appointed by the Director General for this purpose only. The external examiner invited for oral examination shall submit his/her report in the prescribed proforma to the Director General.

AWARD OF "FELLOW OF THE INTERNATIONAL MANAGEMENT INSTITUTE, NEW DELHI"

- (a) The Degree shall be awarded by the Institute provided that:
 - i) Research Council approves.
 - ii) The candidate produces a "No Dues Certificate" in the prescribed form.
- (b) The candidate has submitted two hard-bound copies of the thesis; one for the Institute's Library and the other for AICTE Library. These should incorporate all necessary corrections/modifications.
- (c) Hard bound copies and CD ROM of the thesis, submitted after the oral defense examination, must contain the following copyright certificate in the beginning of the thesis, on a separate page on the left side:

**International Management Institute
B10, Qutab Institutional Area
New Delhi 110016
All rights reserved**

- (d) On the completion of all the stages of examination stated above, Research Council shall recommend to IMI Society for the award of "**Fellow of International Management Institute, New Delhi**". This will be awarded at the Institute's annual convocation.

CANCELLATION OF REGISTRATION

Registration of a FPM student shall be cancelled in any one of the following eventualities, after due approval of the Director General:

- (i) If he/she absents himself for a continuous period of six weeks without prior intimation/sanction of leave.
- (ii) If he/she resigns from the Fellow programme and the resignation is duly recommended by Research Council.
- (iii) If he/she fails to renew his/her registration in any year
- (iv) If his /her academic progress is found unsatisfactory
- (v) If he/she is found to be involved in an act of misconduct and/or indiscipline and termination is recommended by the Research Council.

OTHERS

- (a) Notwithstanding anything contained on the above, FPM research scholars shall be governed by the rules and procedures framed by the Research Council.
- (b) Notwithstanding anything stated on the above, for any unforeseen issues arising, and not covered by this Ordinance, or in the event of differences of interpretation, the Director General may take a decision, after obtaining if necessary the opinion/advice of a Committee consisting of Chairman, Research Council and any or all the Deans of the Institute. The decision of the Director General shall be final.

VACATION

Fellow Research Scholars will be eligible for 30 days of vacation every year. They are not entitled to any other leave or break.

Financial Support

High quality Indian students will be considered for the award of the IMI scholarship. The scholarship provides a monthly stipend of Rs.20, 000/- during the first three years and Rs. 24,000/- during fourth year. The IMI Scholarship holders are also eligible to get liberal grant for buying book/hardware/software etc. (Contingency grant-maximum Rs. 25,000 per annum on production of receipts). The conditions are as under:

1. It is permitted to allow research scholar's contingency grant accumulate up to three years including the current year. The year is based on the Academic year (April 1 to March 31).
2. Please note, all payment (contingency grant) requests are to be recommended by the concerned supervisor and approved by Dean (Research). The Dean (Research) should approve all payment requests during the period of course work.

They are also encouraged to present research papers in national and international conferences sponsored by IMI travel grant. In addition to these, they are exempted from tuition fees. NRIs and foreign candidates will be required to bear all the expenses including the tuition fee.

Responsibilities of Research Scholars

IMI Research Scholars (for IMI scholarship holders) will be required to devote up to 40 per cent of their time as teaching assistants after completion of course work. They will assist faculty in respective areas in grading, developing new courses and offering not more than one course in the last term of second year and in the third year of the programme. They may also assist Faculty in writing research papers etc. They will also be given responsibility to conduct/coordinate one or two training programmes or conferences during the third year of the programme.

PARTICIPATION IN CONFERENCES

A Fellow Research Scholar may be given support for attending up to three national and one international conference/ academic exchange visits to institutions with which IMI has academic exchange arrangements during the entire programme. Such support may be available only from the third year of the programme of each participant. This, however, will depend on the availability of funds.

HOSTEL FACILITY

Fellow Research Scholars (for IMI Scholarship holders) availing IMI hostel accommodation and boarding facilities will be given only 60 per cent of the monthly fellowship amount indicated. Other Research Scholars will be charged Rs. 8,000 (Rs. Eight thousand only) per month on twin sharing basis plus other expenses as of rate applicable today which are likely to be revised on an annual basis.

FEE AND EXPENSES

Tuition Fee

Tuition fees are waived for IMI Fellowship holders. For others, the fees are as under,

1	College/University Lecturers	Rs.20,000 p.a.
2	Working Executives	Rs.80,000 p.a.
3	Foreign Research Scholars under ICCR/ICSSR/and other Fellowship Schemes	US\$ 3000 p.a.
4	Indian Research Scholars under JRF/SRF/ICSSR Scheme	Rs.20,000 p.a.

Other fees

1	Reading materials, computer and library fee	Rs 35,000 p.a.
2	Alumni Association Activities (Life membership)	Rs. 3,000
3	Security Deposit (Refundable)	Rs. 15,000

The Institute reserves the right to charge any other fees from the students or to increase the above fees if considered necessary. Due notice would be given, while making such changes.

Contact

Dean (Research)

Research Council

International Management Institute

B10, Qutab Institutional Area

New Delhi 110016

Tel.011 47194118

Fax:011 26867539

Email:fellowprogramme@imi.edu, Website:www.imi.edu

Admission Procedure

Admission to FPM Programme will be held twice an academic year.

- 1) **In the month of December** – Admission start on 15th October 2014 and last date of filling up the form is 15th December 2014
- 2) **In the month of July** – Closing date for submission of application **for July 2015 admission is June 15th, 2015.**

Application form

- IMI Admission Bulletin and Application Form can be downloaded from our website www.imi.edu.
Price of the form: Rs 2,000.00 (Rupees two thousand only)
- Application Fee can be paid either by DD in favour of International Management Institute payable at New Delhi or through electronic fund transfer to IMI account. Details given below:-

Beneficiary Name	International Management Institute
Bank Name	HDFC Bank
Address	E-143, Saket, New Delhi - 110017
Account No	Current Account No. 00432090000088
MICR No	110240007
RTGS/NEFT IFSC	HDFC0000043
PAN NO	AAATI0972K
Branch Code	0043
Swift Code	HDFCINBBDEL

- Fill up application form, downloaded from IMI website, and submit the same along with other documents (including one page synopsis of the proposed topic) to the following address:

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

Applications, complete in all respects, should reach the FPM Office of IMI on or before December 15, 2014. Incomplete forms are liable to be rejected summarily.

List of Faculty - IMI Delhi

<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>Ghosh, Somonnoy Adjunct Professor Area: Quantitative Techniques & Operations Management</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>Maheshwari, Sunil Fellow in Management (IIM- A), B.Tech (IIT Delhi) Adjunct Professor Area : Human Resource & Organizational Behaviour</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 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. (On sabbatical leave) 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, J.D. Ph.D. (University of Delhi) Professor Area : Marketing</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>Vancheswar, Vijay Ph.D. (IIT Delhi), M.Tech (IIT Delhi) Professor (Adjunct) Area : Marketing & Communications</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>	

ELECTIVE COURSES

(Offered across different programs at Delhi subject to review)

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

IMI Bhubaneswar

Post-Graduate Diploma in Management

(PGDM 2015-2017)

2 Year Full-Time Program (AICTE approved)

The Program

IMI Bhubaneswar's two year Post Graduate Diploma in Management (PGDM) 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.

Program Objectives

The program is offered with the following objectives.

- To build awareness about the socio-economic environment both domestic & international and its implications for businesses.
- To hone analytical and problem solving skills using modern day managerial tools to enhance decision making capabilities.
- To impart state-of-art skills and knowledge in functional areas of management with the objective of preparing students for cross-functional positions in Industry.
- To develop the students personality, integrated with strong values and positive attitude so as to be receptive to societal concerns and ethical conduct.

Program Duration

IMI follows the trimester system with the academic calendar beginning in June 2015 and each trimester being of 11-12 weeks duration. At the end of the first three trimesters of the program, all students are required to undergo compulsory summer internship for 8-10 weeks in industry.

Eligibility for Admission

Education background

To be eligible for admission to the PGDM Program, the participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, from a recognized university in India or abroad (recognized by the UGC / Association of Indian Universities) for admission to post-graduate programs. The bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years education after completing higher secondary schooling under the 10+2 system or equivalent. Candidates appearing in the final year of their bachelor's degree or equivalent are also eligible, provided they furnish the proof of having met the minimum eligibility criteria by September 28, 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. Fresh graduates as well as candidates with relevant work experience are welcome to apply.

Admission Procedure

Application form

- IMI Admission Bulletin can be downloaded from our website www.imibh.edu.in
 - Application form is available at the link <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 application fee which is non-refundable.
 - The admission application fee is as follows:
 - **An applicant desirous of applying only to the PGDM programme at IMI Bhubaneswar will be required to pay a fee of Rs. 300.**
 - An applicant desirous of applying to IMI Delhi and/or multiple programmes in any of the three campuses of IMI will be required to pay a common application fee of Rs.2000.
- (For Example:** A candidate wishing to apply to the PGDM programme at IMI Bhubaneswar only will be required to pay Rs. 300. However, a candidate applying to the PGDM programme at IMI Delhi will be required to pay Rs. 2000. A candidate applying to PGDM programmes at IMI Bhubaneswar, IMI Delhi and PGDHRM programme (or any other programme at any of the IMI campuses) will also be required to pay 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, programme and campus reference on the reverse of the Demand Draft. In the absence of the above information the application will be treated as incomplete and liable to be rejected. **All payments by Demand Draft are to be sent to IMI, Delhi, irrespective of the Campus applied to.**
 - **Applications complete in all respects, including application fee, should be submitted online by midnight of 7th January 2015. Incomplete forms are liable to be summarily rejected.**

Admission Process

Admission test

CAT/XAT

- 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 and Xavier Aptitude Test (XAT) conducted by XLRI. CAT 2014 would be held between Sunday, November 16 and Saturday, November 22, 2014. (Refer to the 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**. 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 Bhubaneswar will be short listed on the basis of information provided in the application form, CAT/XAT (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 Bhubaneswar. IMI Bhubaneswar will not entertain any correspondence on this subject and decisions of the IMI Bhubaneswar 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 Bhubaneswar 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 Bhubaneswar accepts applications from Company sponsored candidates, within the approved strength of the program and such candidates will also be assessed as per the selection process described above.
- Candidates being sponsored by their respective companies must submit a letter from the sponsoring organization, to this effect and undertake to pay all fees and dues from time to time, during the complete duration of the program. This letter/undertaking will be required to be submitted at the Personal Interview stage.
- Candidates who are sponsored by their organization will thus not be eligible for receiving placement assistance from the Institute's placement cell.
- The fee structure for such candidates is different and can be obtained from the Admission Office of the campus.

Interview centers

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad,

Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their 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 address and mail ID provided in the Admission Application form.**

Refund of Fees on Withdrawal as per the AICTE Guidelines

1. Refund of fees on withdrawal before the commencement of the program/cut-off date will be done, after deduction of Rs.1000/-.
2. Refund of fees on withdrawal will be done as per AICTE rules on ENTIRE PRESCRIBED FEES deposited by any student on the basis of APPLICATION for CANCELLATION submitted in duplicate with a request for refund in prescribed format.

The refund as per point no. 2 above will be subject to the following situations:

SL.	SITUATIONS	REFUND
A	On request received before the date of the academic session & seat could be filled by the Institute before the cut-off date.	Entire fee less by Rs.1000/-*.
B	On request received on/after the beginning of the academic session & seat could be filled by the Institute before the cut-off date. #	Entire fee less the seat Cancellation Charges on pro-rata basis**.
C	On request received before /after the start of the academic session & seat could not be filled by the Institute.	No Refund (except security deposit)

Note:

* Entire amount of Security/Caution Money Deposit will be refunded to the candidate.

** For calculation of the Cancellation Charges on the pro-rata basis, one month shall be treated as one unit e.g. if the candidate cancels admission on third day i.e. within one month after the start of academic session & the seat is filled before the cutoff date, then Cancellation charges on pro-rata basis will be the higher amount of (Entire fee) /12 or Rs.1000/-.

Candidates who have not paid the requisite amount will not get any refund on withdrawal.

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

~~Business Mathematics~~

Business Statistics
Cost & Management Accounting
Corporate Social Responsibility & Sustainable Development
Financial Accounting & Analysis
Financial Management I & II
Human Resource Management
Information Technology for Decision Making
Managing Oral Communication I & II
International Business

~~Legal Aspects in Business~~

Management Information Systems
Managerial Economics
Strategic Management I & II
Macroeconomic Theory & Policy
Marketing Management I & II
Organizational Behavior I & II
Operation Management I & II
Research Methods for Management
Written Analysis and Communication I & II

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, Human Resource Management, Information Systems and Operations. A student also has an opportunity to pursue a Course of Independent Study (CIS) in lieu of an elective, to further his/her interest in a particular area, subject to meeting the conditions specified for the purpose and reviewed from time to time. An indicative list of elective courses, offered during the 2nd year of study, is given, which is subject to change.

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 rigour 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 Chairperson (Placements) on the student's performance. Successful completion of Summer Internship is an essential requirement for the award of the IMI Diploma.

Pedagogy

Faculty at IMI Bhubaneswar 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 comprises of the resident faculty at Bhubaneswar campus as well as faculty from IMI Delhi and Adjunct or Visiting faculty. Guest lectures from industry practitioners are also organized to expose students to the current business environment and practices.

Schedule of classes

Classes for the PGDM program are held every day starting at 8.30 am and can extend up to late evening hours, including weekends, to suit the requirements of the program. Each class is of 90 minutes duration. Attendance in all classes is compulsory. Classes shall tentatively begin, from the 2nd/3rd week of June 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.

IMI Bhubaneswar PGDM Fee Structure

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

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

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

Due dates for payment of fee

The 1st installment of the fee, specified above, will be payable within 2 weeks of the release of Admission Offer. Each subsequent installment will be due for payment within 7 days of commencement of each term, as per the Academic Calendar. A penalty of Rs.100 per day, beyond the period specified above from 2nd installment onwards, will be charged in the event the fee is not paid within the due dates, unless express permission has been obtained from the competent authority.

Hostel Fees and Mess Charges*

Academic Year	Amount (in Rupees)	Amount Due On
2015-2016	Hostel: 89,000 p.a	Within 2 weeks of hostel accommodation offer letter
	Mess: Veg/Non Vegetarian : 4,500/- per month*	Mess charges are payable monthly in advance each month
2016-2017	Hostel: 89,000 p.a	2 months before start of academic year
	Mess: Veg/Non Vegetarian : 4,500/- per month*	Mess charges are payable monthly in advance each month

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

Mode of Payment:-

The Fee can be paid through demand draft/pay order drawn in favor of **“International Management Institute” payable at Bhubaneswar.**

Scholarship and Rewards: - The institute has the provision for awarding the following scholarship and rewards to the deserving performers.

- **Pre-Admission Scholarships** for excellent Academic Performance: **Up to Rs. 1 lakh for applicants having a first-class career and securing at least 75 percentile in CAT/XAT.**
- Rewards for outstanding Summer Internships.
- Rewards for the excellent Academic Performance during PGDM.

IMI Bhubaneswar
Post-Graduate Diploma in Management
for Working Executives
PGDM- WE 2015-18
3 Year Program for Working Executives
(AICTE approved)

The Program

The Post-Graduate Diploma in Management for Working Executives was started by the Institute in July 1986 at Delhi. The programme was started by IMI Bhubaneswar in September 2013. The program offered by IMI is a reflection of its two year full time program in terms of its content and academic rigour keeping in view the commitment of IMI to promote post-experience management education in the country.

The program is designed to impart knowledge and skills in the basic and functional areas of management. It is meant for working individuals who have not had the opportunity to acquire formal management education. Being a week end program **it requires attending classes only on Friday & Saturday evening besides 2 alternate Sundays every month.** It suits those working in and around Bhubaneswar and Odisha.

It is 3 (three) year program in which the on-campus course work can be completed in 24 months, followed by a Field Research Project.

The program is approved by AICTE.

Program Objectives

The program is offered with the following objectives.

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

Program Duration

The PGDM program for Working Executives is spread over eight terms, each term being approximately 11-12 weeks duration. The students have the flexibility to complete the program requirements within five years, from the year of enrollment. This gives them the freedom to drop a term and resume studies at an appropriate time to cover personal & professional exigencies, with prior permission from the Institute. Since classes for this program are held over the weekend, the course work which requires attending classes can be completed in 24 months.

Eligibility for Admission

Educational Background

Eligible candidates must fulfill the following requirements

- To be eligible for admission to the PGDM Program for Working Executives, participants must possess a Bachelors degree or equivalent, with a minimum of 50% aggregate marks or equivalent in any discipline, recognized by the Association of Indian Universities for admission to post-graduate programs. The bachelors' degree or equivalent qualification obtained by the candidate must entail a minimum of three years education, after completing higher secondary schooling under the 10+2 system or equivalent.
- Minimum of 3 years of, post qualification full time work experience, at executive /similar level as on June 30, 2015.
- **Proficiency in written & spoken English and Mathematics.**

Participant Profile

The program is open to working executives / entrepreneurs / defense personnel, who wish to move into the decision making positions in organizations or those whom the organization wishes to put on the fast track or those who wish to prepare themselves for newer opportunities and are based in or around Bhubaneswar & Odisha. Applicants could be from any of the following sectors:

- Private Sector
- Public Sector Undertakings
- Government Departments
- Entrepreneurs/Owners of Small and Medium Size Enterprises
- Defense Personnel – Retired or Serving

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

Admission Procedure

Application form

- IMI admission Bulletin & Application form can be downloaded from our website www.imibh.edu.in.
- Applicant should complete the application form and send the same to the Admission Committee (PGDM-WE) at the below mentioned address, along with the admission fee which is non-refundable.
- The admission application fee is Rs.500.
- The admission fee is to be paid in form of a Demand Draft, drawn in favor of **International Management Institute**, payable at **Bhubaneswar**, giving the **Student name** and name of the **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.

Admission Committee (PGDM-WE)

International Management Institute

IDCO Plot No. 1, Gothapatna,

Chandaka, PO : Malipada,

Dist.:Khurda, Bhubaneswar – 751003

Phone :- +91-674-3042100, 3042135, 3042102, 3042116 Fax: +91-674-3042129

Email :- pgpex@imibh.edu.in

- **Applications complete in all respects, including application fees, should reach the Admission Committee (PGDM -WE) by midnight June 30, 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 Written Test conducted by the International Management Institute, Bhubaneswar in its campus during **May 2015**.

OR

On the basis of scores in the Common Admission Test (CAT) conducted by the Indian Institute of Management. For all such candidates IMI will accept CAT scores for the year 2012 & 2013 besides 2014. IIM's have no role either in the selection process or in the conduct of the program.

- Foreign students, PIO and NRI sponsored candidates are also eligible based on their GMAT scores, provided they have taken the GMAT test not earlier than March 31, 2012 and submit such scores while applying to IMI. Indian residents who are self sponsored and have appeared for GMAT, not earlier than March 31, 2012 and not later than March 31, 2015 are also eligible to apply, as stated above.
- Candidates who neither have a valid CAT or GMAT score can also apply, but will be required to appear for the IMI Test, on similar lines, during the selection process.
- Candidates Sponsored by PSU's or Corporate Houses will be required to appear for the IMI Written Test.

Selection Process

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

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

Based on the above assessment, applicants will be called for a Personal Interview. Interviews will be held at IMI, Bhubaneswar. For outstation students, telephonic interview may be conducted.

Experience certificate, certified copy of GMAT/CAT Score Card and Sponsorship letter (if applicable) would be required to be submitted, at the time of interview

Applicants should note that mere fulfillment of minimum eligibility criteria will not ensure consideration for short listing by IMI.

Admission Offer

- Admission offer will be based on the assessment made during the selection process, defined above, and a list of successful candidates will be announced on the Institute's website.
- 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 one week of the communication of the result.

- Offer letters to self sponsored applicants will be dispatched to the mailing address provided in the application form. Successful candidates will be required to pay the 1st installment of fee within two weeks of the date of issue of the offer, failing which the offer shall stand cancelled and admission will be automatically offered to the next candidate on the waiting list.

Curriculum

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

- a) Basic areas, e.g. Economics and Organizational Behaviour
- 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

The first 5 trimesters of the program are devoted to foundation courses wherein students are exposed to all the above listed core subjects. In the latter 3 trimesters, the students pursue their chosen areas of interest by choosing from a list of elective subjects, offered across different areas. In totality students will study 19 compulsory courses (56 credits, each credit being 10 hours of class work) and 10 elective courses (30 credits) besides a 2 credit Managerial Communication workshop. A 6 credit field research project is a mandatory requirement of the course which commences in the 8th trimester and concluded by the 9th trimester. Each functional area offers a range of electives but the final decision to go ahead with an elective is subject to a minimum number of students opting for it. Students also have an option of doing a Course of Independent Study, in lieu of two elective subjects, as per details available in the student hand book.

Core Courses updated

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

Business Mathematics	Legal Aspects of Business
Business Statistics	Macro Economic Theory and Policy
Cost and Management Accounting	Marketing Management – I & II
Corporate Social Responsibility & Sustainable Development	Managerial Economics
Ethics & Business	Managerial Communication Workshop
Financial Accounting and Analysis	Management Information Systems
Financial Management – I & II	Organizational Behaviour – I & II
Human Resource Management	Operations Management – I & II
Information Technology for Decision Making	Research Methods for Management
International Business	Strategic Management – I & II

International Emersion Programme

In order to give an International exposure to its executive students, the institute will provide a one week International emersion program in a leading Business school in either Europe or South East Asia. The Institute will bear International travel and academic cost only. Lodging, boarding and any other expenditure related to the trip will be borne by the candidate.

Elective Courses

An indicative list of elective courses offered has been provided in the following pages, which is subject to change.

Pedagogy

Faculty at IMI enjoy academic freedom to adopt appropriate pedagogy for imparting quality education. Pedagogy would be a combination of lectures, case discussions, presentations, assignments and project work. The primary emphasis would be on interactive and participative methods of learning. Faculty for the program is primarily in house from IMI but may also include visiting faculty. Guest lectures from industry practitioners are also organized to expose students to the current business environment.

Schedule of Classes

Classes for the PGDM program for Working Executives are held in the evenings on Friday and Saturday between 6.15 to 9.45 P.M. and on two alternate Sundays from 9 AM to 4.15 pm. In case of elective subjects, the days for which a student would attend classes would depend on the number of courses a student has opted for in a particular term. Classes are of three hours duration with a break in between. All the 8 trimesters are scheduled on back to back basis with up to 7 days break between trimesters so as to complete the course work in 24 months.

Evaluation

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

Fee Structure for PGDM-WE (2015-18)

The fee structure for self-sponsored/company sponsored students for PGDM - WM batch 2015-18 is given in the following table. For NRI / PIO and Foreign students the fee will be conveyed on request.

Term	I	II	III	IV	V	VI	VII	VIII	IX	Total
Tuition Fee	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	3,60,000
Text/Reading Material	3000	3000	3000	3000	3000	3000	3000	3000	3000	27,000
Total Fee	37,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	3,87,000
Computer Fee	2000			2000			2000			6000
Annual Library Fee	2000			2000			2000			6000
Alumni- Life Membership	5000	-	-	-	-	-	-	-	-	5000
Security Deposit*	15000									15000
Total	61,000	37,000	37,000	41,000	37,000	37,000	41,000	37,000	37,000	4,19,000

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

Due dates for payment of Fee

The 1st installment of the fee, specified above, will be payable within 2 weeks of the release of Admission Offer. Each subsequent installment will be due for payment within 7 days of commencement of each term, as per the Academic Calendar. A penalty of Rs.100 per day, beyond the period specified above from 2nd installment onwards, will be charged in the event the fee is not paid within the due dates, unless express permission has been obtained from the competent authority.

Mode of Payment of Fee

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

List of Faculty – IMI Bhubaneswar

Behl, Ramesh M. Sc. (EDBA) Professor & Director Area: Information Systems	Rath, Arun K. Ph. D. Professor Area: Strategy, and General Management
Nigam, Shailendra Ph. D (Agra University, Agra) Professor Area: Organizational Behavior & H.R.	Chhabra, Bindu Ph. D (Guru Nanak Dev University, Amritsar) Associate Professor Area: Organizational Behavior & HR
Mishra, Supriti Ph. D (IIT Kharagpur), Post-doctorate (Leonard N. Stern School of Business) New York University, USA Associate Professor Area: Strategy	Reddy, Y. R. Ph. D (Andhra University, Visakhapatnam) Professor Area: Organizational Behavior & HR
Swain, Dindayal Ph. D (GGU Central University) Associate Professor Area : Marketing	Panigrahi, Ramakrushna Ph. D (ISEC Bangalore) Associate Professor Area: Economics
Das, Santanu Ph. D. (BIT, Mesra) Assistant Professor Area: Finance & Accounting	Singh, Rajwinder Ph. D (Guru Nanak Dev University, Patiala) Associate Professor Area: Operations Management
Punyatoya, Plavini Fellow in Management (IIM Indore) Assistant Professor Area: Marketing	Jindal, Padmini Fellow in Management (NIFM Faridabad) Lecturer Area: Finance & Quantitative Techniques
Mohanty, Swarup Kumar Ph. D (Devi Ahilya University, Indore) Associate Professor Area: Organizational Behavior & HR	Mishra, Manit Ph. D (Utkal University, Bhubaneswar) Assistant Professor Area: Marketing and Quantitative Techniques

ELECTIVE COURSES
(Offered across different programmes at IMI Bhubaneswar,
Subject to review and fulfillment of criteria)

MARKETING MANAGEMENT		11	Business Negotiation Skills
1	Consumer Behavior	12	Leadership and Managerial Effectiveness
2	Marketing Research	13	Measurement in HR & IR
3	Distribution Management	14	Self Discovery and personal Growth
4	Business Forecasting	FINANCIAL MANAGEMENT	
5	Business Marketing	1	International Finance
6	Sales Management	2	Financial Derivatives
7	Brand Management	3	Management of Banks
8	Customer Relationship Management	4	Security Analysis and Portfolio Management
9	International Marketing	5	Project and Infrastructure Finance
10	Sales and Distribution Management	6	Behavioral Finance
11	Retail Marketing	7	Management of Financial Services
12	Marketing of Services	8	Financial Engineering and Risk Management
13	Advertising Management	9	Treasury & Risk Management in Banks
14	Sales Promotion and Public Relations	10	Private Equity
15	Strategic Marketing	11	Fixed Income Securities
16	Rural Marketing	12	Financial Econometrics
17	Product and Brand Management	13	Business Valuation
18	Digital Marketing	14	Corporate Taxation
19	Managing Customer Value	15	Wealth Management and Alternative
20	Managing Corporate Reputation	16	Investment Banking
21	Marketing for HR Professionals	17	Advanced Financial Statement Analysis
22	International Trade Procedure and Documentation	ECONOMICS	
INFORMATION TECHNOLOGY		1	Economics of Information
1	Enterprise Resource Planning	2	Regulatory Economics
2	Software Project Management		
3	Knowledge Management	QUANTITATIVE TECHNIQUES AND MANAGEMENT	
4	E-Business	1	Advance Research in Human Resources Management
5	Business Analytics	2	Applications of Operations Research
6	ERP for HR Applications	3	Logistics and Supply Chain Management
7	Implementing Enterprise Solutions Using Cloud Computing	4	Logistics Modeling
8	IT Consulting	5	Operations Strategy
ORGANISATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT		6	Project Management
1	Managerial Compensation	7	Quality Management
2	Career and Succession in Management	8	Service Operations Management
3	Talent Management	9	Six Sigma
4	Journey to Self	10	Time Series Modeling and Forecasting for Energy and Financial Markets
5	Power, Ethics, and Politics	STRATEGY & GENERAL MANAGEMENT	
6	Psychometrics Testing	1	Business in emerging Markets
7	Role of HR in Mergers and Acquisition	2	Corporate Law
8	Coaching and Mentoring	3	Mergers and Acquisitions
9	Industrial Jurisprudence	4	New Venture Creation
10	Diversity Management	5	Strategic Alliances

IMI Kolkata

Post-Graduate Diploma in Management

PGDM (2015-2017)

Two-year, full-time program (AICTE approved)

The Program

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

The program is approved by the AICTE.

Program Objective

IMI Kolkata's two-year PGDM Programme equips students with strong conceptual skills to manage business in an integrated manner. The emphasis is on developing a holistic manager with a vision to take on the challenges of the future. Some of the key goals are:

- Sharpening the analytical and problem solving skills using managerial tools.
- Imparting knowledge in functional areas of management with the objective of preparing students for cross-functional positions in Industry.
- Developing the student's personality with strong values and a positive attitude, so that s/he is receptive to societal concerns and committed to ethical conduct.

Program Duration

IMI Kolkata 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.

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. 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 29, 2014. Candidates who are unable to comply with this requirement may be asked to withdraw from the program. It is desired that candidates complete all academic requirements before joining the program to enable them to keep pace with the rigor and internal assessment schedule of the program.

Participant profile

Participants for the PGDM program may be from any discipline such as Engineering, Humanities,

Commerce or Economics, Medicine or any other branch of education. Candidates with relevant work experience as also fresh graduates are welcome to apply.

Admission Procedure

Application form

- IMI admission Bulletin can be downloaded from our websites www.imi-k.edu.in OR 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 which is non-refundable.
- A candidate wishing to apply to the PGDM program at IMI Kolkata will be required to pay Rs. 300/- : a candidate applying to PGDM program at IMI Kolkata and IMI B will be required to pay Rs. 300/- + Rs. 300/- = Rs. 600/- : A candidate applying to PGDM program at all three campuses will be required to pay Rs. 2000/-. A candidate applying to the PGDHRM program at Delhi campus besides any one PGDM program at any of the three campuses will be required to pay Rs. 2000/-
- The admission fee can be paid through Credit Card / Debit Card / Bank transfer through the designated payment gateway. **Applicants are advised not to send to IMIs admission office the online receipts generated through the process.**
- Payment can also be made by Demand Draft, drawn in favor of **International Management Institute**, payable at New Delhi for all campuses, giving the IMI Application Form number, program and campus reference on the reverse of the Demand Draft. In the absence of the above information the application will be treated as incomplete and liable to be rejected. **All payments by Demand Draft are to be sent to IMI, Delhi, irrespective of the Campus applied to.**

Admission Process

Admission Test

CAT

- Admission to the program is through the Common Admission Test (CAT) conducted by The Indian Institute of Management at different Centers all over the country. CAT 2014 would be held on Sunday, November 16 and Saturday, November 22, 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.** GMAT scores without the above document will not be accepted and the application may be summarily rejected.

XAT

- XAT candidates who have appeared for XAT are eligible to apply.

Selection Process

Short listing Criteria

Candidates who have appeared for the CAT 2014 examination or furnished valid GMAT/XAT 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/XAT score, educational background, marks in 10th, 12th, graduation and work experience. Only short listed candidates will be called for the final stage of the selection process.

Applicants should note that mere fulfillment of minimum eligibility criteria may not ensure consideration for short listing by IMI. IMI will not entertain any correspondence on this subject and decisions of the IMI Admissions Committee will be final in all matters.

Selection criteria

Past academic performance in graduation, class XII & X, Extempore speaking, Psychometric Test, Essay writing, Personal interview besides other qualitative parameters, will constitute the core components of the final stage of the selection process. The IMI Admission Committee reserves the right to modify these components while communicating the same to the applicants at the Personal Interview stage. The overall objective being to identify and assess the candidate's potential for a managerial career.

Company sponsored Candidates:

- IMI accepts applications from Company sponsored candidates, within the approved strength of the program and such candidates will also be assessed as per the selection process described above.
- Candidates being sponsored by their respective companies must submit a letter from the sponsoring organization, to this effect and undertake to pay all fees and dues from time to time, during the complete duration of the program. This letter/undertaking will be required to be submitted at the Personal Interview stage.
- Candidates who are sponsored by their organization will thus not be eligible for receiving placement assistance from the Institute's placement cell.
- The fee structure for such candidates is different and can be obtained from the Admission Office of the campus.

Interview Centers

Besides Delhi, the selection process will be conducted at other centers including Ahmedabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Guwahati, Hyderabad, Kolkata and Mumbai. Candidates should indicate their 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 address and mail ID provided in the Admission Application form.**

Withdrawal & refund policy

As per AICTE rules, in the event of an applicant withdrawing before the starting of the course, the wait listed candidates would be given admission against the vacant seat. In such a case the entire fee collected from the student, after a deduction of the processing fee of Rs.1000/- (Rupees one thousand only), shall be refunded and returned to the candidate withdrawing from the program. However, should a student leave the program after joining the course and if the seat consequently falling vacant is not filled by another candidate, for any reason, only the refundable components of fee shall be returned to the candidate.

Scholarship

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

Curriculum

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

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

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

Core courses

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

Elective courses

Courses in the 2nd year are designed to offer students an opportunity to pursue their interests in various functional areas. Students will thus have an opportunity to specialize in the functional area of their interest. A student can specialize in more than one area, the areas being Marketing, Finance, Information Systems, Operations and Organization Behavior and Human Resource Management.

An indicative list of elective courses, offered during the 2nd year of study, is given in the later part of the bulletin, which is subject to change.

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

Pedagogy

Faculty at IMI enjoys academic freedom to adopt appropriate pedagogy for imparting education. Pedagogy would be a combination of lectures, case discussions, presentations, assignments and project work. The primary emphasis would be on interactive and participative methods of learning. Faculty for the program is primarily in-house from IMI but may also include Adjunct or Visiting faculty. Guest lectures from industry practitioners are also organized to expose students to the current business environment and practices.

Schedule of classes

Classes for the PGDM program are held every day starting at 9 am and can extend up to late evening hours, including weekends, to suit the requirements of the program. Each class is of 90 minutes duration. Attendance in all classes is compulsory. Classes shall tentatively begin, from the 2nd/3rd week of June 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.

Faculty - IMI- Kolkata

<p>Banik, Arindam Ph.D, Delhi School of Economics Director Area: Economics</p>	<p>Agarwal, Khusbhu Fellow (IIM Indore) Assistant Professor, Area: Finance & Accounting</p>
<p>Banerjee, Mohua Ph.D. (University of Calcutta) Associate Professor Area: Marketing</p>	<p>Basu, Rituparna Ph.D. (IIT, Kharagpur) Assistant Professor</p>
<p>Chatterjee, Chanchal Ph.D. (University of Burdwan) Assistant Professor Area: Finance</p>	<p>Chatterjee, Devjani Ph.D. (IIT, Kanpur) Assistant Professor Area: Organizational Behaviour</p>
<p>Chattopadhyay, Rachana Ph.D. (Calcutta University) Assistant Professor Area: HR Management</p>	<p>Chatterjee, Sarojakshya Ph.D. (IIT, Kharagpur) Professor Area: Finance</p>
<p>Ganguly, Boudhayan Fellow of IIM (Lucknow) Assistant Professor Area: Operations & Technology Management</p>	<p>Mishra, Nandita Ph.D. (S.N.D.T. University, Mumbai) Associate Professor Area: Economics</p>
<p>Mukherjee, Paramita Ph.D. (JadavpurUniversity) Associate Professor Area: Economics</p>	<p>Nag, Tirthankar Fellow of IIM (Ahmedabad) Associate Professor Area: Strategy</p>
<p>Poddar, Surendra CFA (USA), FRM (GARP USA) Assistant Professor Area: Finance & Accounting</p>	<p>Roy Chaudhuri, Himadri Ph.D. (University of Calcutta) Assistant Professor</p>

IMI-KOLKATA FEE STRUCTURE (2015-2017)

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

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

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

Residential Accommodation

Hostel and Mess Fees

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

The Institute has appointed a caterer to run the mess. The Mess will serve vegetarian breakfast, lunch and dinner at Rs. 3,500/- per month per person in the first year. The rate will be decided at the commencement of each academic year. It will serve non-vegetarian dishes, the schedule for which will be decided from time to time. **Mess charges are indicative and subject to review based on changes in input costs.**

**Elective Courses
(Offered at Kolkata)**

ECONOMICS STRATEGY & GENERAL MANAGEMENT		MARKETING MANAGEMENT	
1	Economics of Strategy and Organization	1	Retail Marketing – I
2	Understanding Global Economics and Business Environment	2	Retail Marketing – II
3	Business Ethics and Corporate Governance	3	Integrated Marketing Communication
4	Entrepreneurship	4	Sales and Distribution Management
5	Project & Infrastructure Finance	5	Strategic Brand Management
6	Managing Consulting Engagements	6	Consumer Behaviour
7	Social Entrepreneurship	7	Service Marketing
8	Understanding Corporate Social Responsibilities (CSR)	8	International & Cross – Cultural Marketing
9	Managing NGOs	9	Data Analysis
FINANCIAL MANAGEMENT		10	Marketing Research
1	Business Valuation	11	Product Management
2	Portfolio Management	12	Strategic Marketing Management
3	Banking & Finance	13	B2B Marketing
4	Futures, Options and Derivatives	14	Customer Relationship Management
5	Management of Financial Services	15	Rural Marketing
6	Investment Banking	MARKETING SPECIALIZATIONS STUDIED IN UNIVERSITY OF TOURS, FRANCE UNDER DUAL SPECIALIZATION	
7	Financial Engineering & Risk Management	1	Consumer Behaviour in Services
8	International Finance	2	Methodology and Quantitative Studies
9	Behavioural Finance	3	Methodology and Qualitative Studies
10	Corporate Finance	4	Direct Marketing
11	Financial Econometrics	5	Online Advertising
12	Restructuring, Acquisitions, Strategic Alliances and Merges	6	IT and News Services
13	Financial Institutions and Markets	7	Retailing
14	Insurance Management	8	HR and Personal Involving
ORGANIZATIONAL BEHAVIOUR & HUMAN RESOURCE		9	Writing a Professional Thesis
1	Organization Change and Development	INFORMATION SYSTEMS & OPERATIONS MANAGEMENT	
2	Cross Cultural Management	1	E Risk and E Commerce
3	Leadership Development	2	Project Management
4	Performance Management	3	Supply Chain Management
5	Training and Development		
6	Negotiation and Organizational Conflict Resolution		
7	Strategic HRM		
8	Industrial Relation and Employment Law		
9	Global HRM		
10	Career Management and Career Talent Management		
11	Recruitment and Selection		
12	Improving Wrokforce Practices Using People capability Maturity Model (PCMM)		
13	Human Resource Planning		
14	Compensation & Reward Management		
15	Fundamentals of Labour Laws & Application		



CONTACT US

Delhi Campus

International Management Institute
B-10, Qutab Institutional Area, Tara
Crescent, New Delhi – 110016

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

Admission office : +91-11-47194194, 47194176 & 26528277

Email :- admissions@imi.edu

Bhubaneswar Campus

International Management Institute
IDCO Plot No. 1, Gothapatna
PO: Malipada, Dist.: Khurda
Bhubaneswar- 751003

Phone : 0674-3042168, 3042101 & 3042127

Fax: 0674-3042129

Email :- admissions@imibh.edu.in

Kolkata Campus

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

Phone: 033-66529645, 033-66529648
+91 8697147008

Email : m.banerjee@imi-k.edu.in