

INTERNATIONAL MANAGEMENT INSTITUTE

# EXECUTIVE PGDM

Admission Brochure

2020 - 2021

# Content

About IMI

03

About the PGDM (Executive) Program

04

Eligibility Criteria

05

Application Process

06

Admission Offer

07

Placement

08

Curriculum, Pedagogy & Evaluation

09

Fee and Schedule of Payment

10

# About IMI



International Management Institute (IMI) is India's first corporate sponsored Business School founded in 1981 with the original campus in New Delhi. The corporate sponsors included RPG Enterprises (lead sponsor), ITC, Nestle, Tata Chemicals, British Oxygen, SAIL, and Williamson Magor. It was set up in collaboration with the then IMI Geneva, now IMD Lausanne. Subsequently, two other campuses were set up in Kolkata (2010) and Bhubaneswar (2011). In the last several years, IMI New Delhi has been consistently ranked in the top 10-15 Business Schools in the country and among the top 5 private Business Schools. It is accredited by the UK based Association of MBAs (AMBA), one of the top three international accreditation bodies for Business Schools globally.

IMI New Delhi has global linkages with leading schools in Europe, North America, and Asia. The Institute currently offers the PGDM, PGDM (HRM), PGDM (Banking & Financial Services), PGDM (Executive) and FPM/E-FPM (doctoral programs for full time students and working executives). In addition, it has built a vibrant Executive Education vertical offering training to management professionals from the corporate world. The institute provides management training to foreign nationals from developing countries under the Indian Technical & Economic Cooperation (ITEC) program of the Ministry of External Affairs, Government of India. IMI New Delhi puts a strong focus on high quality research by its faculty leading to publications in international peer reviewed academic journals.

## Faculty

IMI's faculty have PhDs from top international and national universities/institutes, with many of them also having significant corporate experience. Overall, IMI is endowed with a rich pool of faculty as can be made out from the summary data provided below: -

### FACULTY PROFILE SUMMARY

Total Number of Faculty Members	46
Proportion of Faculty Members with Ph.D. Qualification	96 per cent
Proportion of faculty with more than 5 years of industry experience (%)	24 per cent
Proportion of faculty with more than 10 years of teaching experience (%)	63 per cent

# About the PGDM (Executive) Program

It is the first-of-its-breed 15 months full time general management program that has been on offer from IMI since 1984 initially under the name of Post Graduate Program in International Management. The program is custom-designed for those professionals and middle level managers who would like to rapidly transit to leadership roles. Equally, it is a tailor-made program for grooming working executives who are identified to be 'high performers' by their respective organisations.

Designed as a general management program, it offers a host of core courses cutting across various management disciplines. These courses provide the necessary foundation as well as broad perspectives vis-à-vis management theory and practice. In addition, tentatively, a few electives would be on offer. Students have to mandatorily take up a project work relating to a topic/subject that interests them.

Starting from the first week of April 2020, the program would totally be for 15 months. There would be five trimesters of approximately 3 months each. The first four trimesters would be by way of classroom learning (along with industry engagement in different forms and styles) and in the last trimester students are required to carry out an in-depth field project work in their chosen field of interest. In tandem with AICTE norms, the program would be of 90 credit points (with 1 credit point being equivalent to 10 hours of classroom learning), with 84 credit points accruing from classroom learning and the remainder 6 credit points earned through project work.

The program is designed to be a residential one. Thus, during the first four trimesters, all the students have to compulsorily stay within the campus in single occupancy air-conditioned hostel rooms provided to them. The underlying logic is that in any professional management program group learning/peer learning is as much significant as classroom learning.

## Who can apply for the program?

It is open to working executives and self-employed professionals of all nationalities. Thus, the applicants could be:

- Self-sponsored candidates taking a break from their jobs with a view to equipping themselves for leadership roles
- Employer-sponsored candidates from public sector undertakings, government departments, and private companies
- Self-employed professionals

The program is custom-designed for those who would like to rapidly transit to leadership roles.

# Eligibility Criteria

For Indian Nationals	For Foreign Nationals
<ul style="list-style-type: none"> <li>• A bachelor's degree or equivalent in any discipline as recognized by the Association of Indian Universities (AIU) with minimum 50 per cent marks or equivalent CGPA in the course; OR</li> <li>• A bachelor's degree or equivalent in any discipline as recognized by their respective resident countries' appropriate agencies with minimum 50 per cent marks or equivalent CGPA in the course</li> </ul>	<ul style="list-style-type: none"> <li>• A bachelor's degree or equivalent in any discipline as recognized by their respective countries' appropriate agencies with minimum 50 per cent marks or equivalent CGPA in the course</li> </ul>
<ul style="list-style-type: none"> <li>• As on March 31, 2020, minimum 5 years of post-qualification experience as an executive or a self-employed professional</li> </ul>	<ul style="list-style-type: none"> <li>• As on March 31, 2020, minimum 5 years of post-qualification experience as an executive or a self-employed professional</li> </ul>
<ul style="list-style-type: none"> <li>• Valid CAT/XAT/CMAT/MAT/ATMA/GMAT score</li> </ul>	<ul style="list-style-type: none"> <li>• Valid GMAT score</li> </ul>
<ul style="list-style-type: none"> <li>• Candidates without any of the above entrance exam scores would be admitted provisionally based on their performance in IMI's own Admission Test but they have to necessarily clear one of the abovementioned tests within 6 months of joining the program.</li> <li>• Candidates who are sponsored by public sector undertakings/government agencies and departments/reputed private organisations would be admitted based on the shortlisting done by their respective organisations. They would be exempt from the entrance exams referred to above.</li> <li>• Satisfying the above eligibility criteria is a necessary a condition but not a sufficient one for an application to be considered by IMI. The institute reserves the right to set minimum cut-off score in respect of any of the entrance exams mentioned above.</li> <li>• Shortlisted candidates (other than those sponsored by their organisations) have to appear for a personal interview. Such interviews would be conducted in the institute's campus in New Delhi (India) and a handful of other Indian cities such as Mumbai, Kolkata, Bangalore, etc. IMI would not be reimbursing the cost of travel, boarding and lodging for any of the candidate for the purpose of appearing for the admission test or for the personal interview.</li> <li>• In the case of foreign candidates, the interview would be through Skype. Also, verification of documents would be on the date of their joining the programme.</li> <li>• Selection would be based on entrance exam score plus interview plus the overall academic record of the candidate.</li> <li>• Selection exercise would be carried out in multiple cycles as detailed elsewhere.</li> <li>• Given the fact that the medium of instruction is English, proficiency in the language is a necessary requirement.</li> </ul>	





# Application Process

- 1) Application form is available in the website (<http://imi-exe.nopaperforms.com>). Interested candidates should fill in the same and remit a fee of ₹ 2,596/- ( ₹ 2,200 + GST @18%)
- 2) Application fee can be remitted through Debit Card/Credit Card/Net Banking/Payment Gateway
- 3) Incomplete applications as well as those not backed by fee remittance would be rejected
- 4) The institute reserves the right to close the window for receipt of applications earlier than the deadline depending upon the responses received for its multiple cycles of selection. So, in their own interests, candidates are encouraged to apply well in time without waiting for the cited last date.

## Admission Timeline

Particulars	Last Date for Receipt of Application
Cycle No. 1	Oct 9th, 2019 (midnight – Indian Standard Time)
Cycle No. 2	Dec 1st, 2019 (midnight – Indian Standard Time)
Cycle No. 3	Jan 20th, 2020 (midnight – Indian Standard Time)
Last Cycle	Feb 25th, 2020 (midnight – Indian Standard Time)

• If all seats get filled in at any stage, IMI reserves the right to stop accepting further applications regardless at any time.



# Admission Offer

Admission offers will be made based on the assessment carried out during the selection process. In the case of all self-sponsored candidates, provisional offer letters would be despatched to their respective communication addresses as well as by email. Within 15 days of receipt of the offer letter such candidates are required to accept and pay the first installment of fee payable. IMI reserves the right to withdraw its provisional offer if a candidate does not meet the deadline for payment of fee.

In the case of candidates sponsored by their employers, we would notify the admission offer directly to the latter. Sponsoring organisations would have to confirm in writing within 15 days of receipt of offer the names of those employees/associates who would be joining the program.

Our admission offer would be based on the information/details provided by the concerned candidate in his/her application and at the time of his/her interview. Candidates would be required to provide necessary original documents in respect of their educational qualifications as well as employment experience both at the time of the personal interview as well as on the date of joining the program. Failure to provide documentary evidence would invite cancellation of our offer. Any candidate who provides falsified data/documentary evidence would be dismissed from the program on detection of his/her malpractice. Besides, the fee paid by him/her would be forfeited.

# Placement



It is the responsibility of IMI to provide all possible and necessary inputs and support to the students and make them industry-ready. Similarly, on best efforts basis, IMI would do all that it can to bring to the campus a good number of recruiters. Nonetheless, the onus is ultimately on the students to perform well both academically as well as in the selection processes of recruiters so that they get placed. Candidates who are sponsored by their organisations will not be eligible to avail themselves of the institute's placement process.

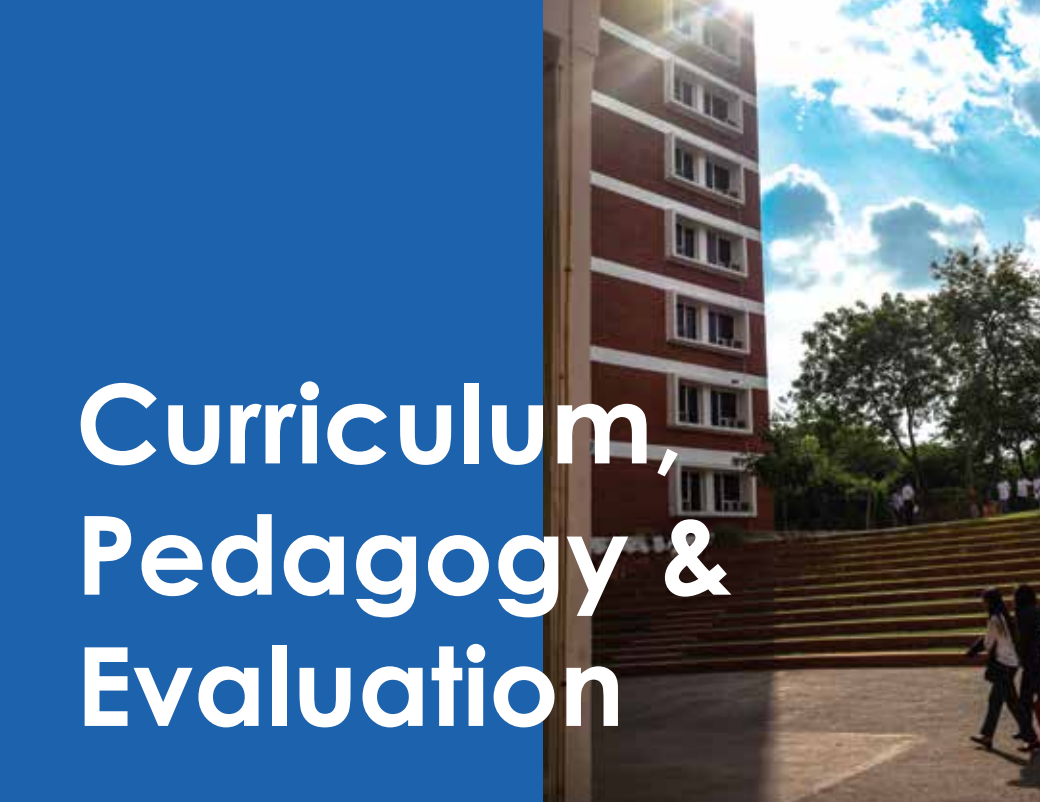
While IMI would provide all possible inputs and support to the students and make them industry-ready, the onus is ultimately on them to perform well both academically as well as in the selection processes of recruiters.

In order to enable the prospective candidates to arrive at an informed decision, we are furnishing below the placement related details vis-à-vis 2018-19 PGDM (Executive) batch: -

## PGDM (EXECUTIVE) BATCH : 2018-19 : PLACEMENT PARTICULARS

Percentage of Batch Placed	80%
Average Incoming CTC of students placed	₹ 7,12,874
Average Outgoing CTC of students placed	₹ 13,42,857
Average percentage increase in the CTC of students placed	88%
Highest CTC	₹ 16,50,000
Median CTC	₹ 13,50,000





# Curriculum, Pedagogy & Evaluation

The program would have the state-of-the-art curriculum that reckons the current dynamics in management theory, practice and applications. In credit point equivalent terms, students would be pursuing 28 full credit courses (of 3 credit points each). In lieu of maximum two courses, at their own discretion, students would be allowed to pursue courses of independent study (CIS). Any such CIS would be a substitute for a course and

would involve carrying out extensive research in one or two topics that are of interest to individual students. In addition, during the last trimester, all students have to necessarily do a field project in their chosen area and submit a report to the institute. Successful completion of the project within the stipulated time is a prerequisite for obtaining the Post Graduate Diploma in Management (Executive).

Given the nature of management courses, different faculty members would be using different methods of pedagogy – case studies/caselets, role plays, group activities, simulation exercises, lectures, MOOCs, participative learning techniques, etc. In addition, IMI organizes a large number of interactions with the industry experts through events, guest lectures and workshops/seminars. Also, on best efforts basis, it would provide opportunities for students to work on 'live projects' of different organisations. Moreover, IMI would arrange sessions to hone students' grooming, presentation and communication skills. Overall, the objective is to ensure that students get an exceptional exposure and learning experience.

Evaluation would be continuous and thus there would be quizzes, case presentations, assignments, surprise tests, project submissions and term examinations. This would mean students have to stretch and perform well on the academic front on a consistent and on-going basis. Like most reputed management schools in India and abroad, IMI uses a relative grading system for student evaluation. Thus, using a 10-point scale grades would be awarded in a course not simply based on the absolute mark scored but by the relative ranking of a student vis-à-vis his/her classmates.

# Fee and Schedule of Payment

## DETAIL OF FEE AND OTHER COMPONENTS

Particulars	Indian Students [ ₹ ]	Foreign Students [USD]
Tuition Fee	7,68,000	11,300
Text Book/Reading Material	30,000	450
Student Activities/Welfare	12,000	200
Library Fee	26,000	350
Lodging (Single Executive AC Room)	2,10,000	3,000
Boarding	1,38,000	2,000
Subtotal	11,84,000	17,300
Security Deposit	10,000	100
Alumni – Life Membership	6,000	100
<b>TOTAL</b>	<b>12,00,000</b>	<b>17,500</b>

## SCHEDULE OF PAYMENT

Particulars	Indian Students [ ₹ ]	Foreign Students [USD]
At the time of acceptance of IMI's Admission Offer	2,00,000	5,950
Before Joining [2nd April, 2020]	2,10,000	-
Aug 31, 2020	3,95,000	5,775
Nov 30, 2020	3,95,000	5,775
<b>TOTAL</b>	<b>12,00,000</b>	<b>17,500</b>



# For details & queries, please contact:

Admission Office (Executive PGDM), International Management Institute,  
Tara Crescent, B-10 Qutub Institutional Area, New Delhi – 110 016 [India]

Phone: +91-11- 47194176 / 47194194 / 47194203 / 26528277 /  
91-9999633476 / 91-8178717378

Fax+91-11-46012729

Email ids: [admissions.xpgdm@imi.edu](mailto:admissions.xpgdm@imi.edu) / [aakash.nagpal@imi.edu](mailto:aakash.nagpal@imi.edu) /  
[ramachandran@imi.edu](mailto:ramachandran@imi.edu)



**IMI**  
**INTERNATIONAL MANAGEMENT INSTITUTE**  
**NEW DELHI**  
*— Shaping global leaders for tomorrow —*

**For details & queries, please contact:**

Admission Office (Executive PGDM), International Management Institute, Tara Crescent, B-10  
Qutub Institutional Area, New Delhi-110016 [India]

Phone: +911147194176 / 47194194/47194203/26528277  
91-9999633476/91-8178717378

Fax+91-11-46012729

Email ids: [admissions.xpgdm@imi.edu](mailto:admissions.xpgdm@imi.edu) / [aakash.nagpal@imi.edu](mailto:aakash.nagpal@imi.edu) / [ramachandran@imi.edu](mailto:ramachandran@imi.edu)