

**Mandatory Disclosure by Institutions running PGDBM/PGDM/MBA programmes to be included in their respective information Brochure, Displayed on their website and to be submitted to AICTE every year well before the admission process.**

The following information is to be given in the Information Brochure besides being hosted on the Institution's official Website.

*"The information has been provided by the concerned institution and the onus of authenticity lies with the institution and not on AICTE"*

**I. Name of the Institution**

Institute for Integrated Learning in Management  
Graduate School of Management  
16, Knowledge Park - II  
Greater Noida – 201 306  
Fax: 0120-3029333  
Ph. 0120-3029300  
Web site: [www.igsm.in](http://www.igsm.in)  
Email: [igsm@igsm.in](mailto:igsm@igsm.in)

**II. Name & Address of the Director**

Dr. Sujit K Basu  
Director General  
Institute for Integrated Learning in Management  
Graduate School of Management  
16, Knowledge Park - II  
Greater Noida – 201306  
Fax: 0120-3029333  
Ph. 0120-3029323

**III. Governance**

❖ Members of the Board and their brief background.

1. ***Dr. Kulwant Rai***  
Chairman Emeritus  
Ram Krishan & Sons Charitable trust
2. ***Mr. P Abraham***  
Former Member UPSC, Former Secretary Govt. of India
3. ***Ms. Poonam Barua***  
Reginal Director-India, The Conference Board, New Delhi
4. ***Prof. Sujit.K. Basu***  
Director General, IGSM

5. ***Prof. B.Bhattacharyya***  
Vice Chairman, IILM Institute of Higher Education
6. ***Mr. D.K. Biswas***  
Director, IILM Academy of Higher Learning, Greater Noida  
Former Secretary to the Govt. of India
7. ***Dr. R.L. Choudhury***  
Advisor, IILM, New Delhi
8. ***Dr. Prabhat Kumar***  
Former Cabinet Secretary, Govt. Of India, Governor of Jharkhand
9. ***Prof. Joy K Mitra***  
Dean, Faculty of Management Studies, Delhi University
10. ***Prof. Vishwanath Pandit***  
Vice Chancellor, Sri Sathya Sai University
11. ***Mr. Anil Rai***  
Co-Chairman, IILM
12. ***Mrs. Malvika Rai***  
Chairperson, IILM
13. ***Mr. K V Rajan***  
Former Secretary, Ministry of External Affairs, Govt. of India
14. ***Dr. N. Bhaskara Rao***  
Chairman, Centre for Media Studies, New Delhi
15. ***Dr. S.L.Rao***  
Chairman, Institute for Social and Economic Change
16. ***Dr. P L Sanjeev Reddy***  
Ex Director, IIPA, Former Secretary, Govt. of India
17. ***Mr. Prabin Sen***  
Former Chairman and MD, Indian Airlines
18. ***Prof. Bharti Sharma***  
Professor, IIPA

❖ Members of Academic Council

**ACADEMIC COUNCIL**

1. ***Dr. Sujit K. Basu***

Former Vice Chancellor, Vishva Bharti University, Shantuniketan  
Director General- IGSM

2. ***Prof. B. Bhattacharyya***

Former Dean, Indian Institute of Foreign Trade

3. ***Dr. R. L. Chaudhary***

President - IGSM

4. ***Ms. Sapna Popli***

Dean PGDBM,  
Assistant Professor (Marketing)

5. ***Prof. Badal Mukherji***

Former Director, Delhi School of Economics  
Director- IILM Institute for Higher Education, Gurgaon

6. ***Dr. T. K. Bhaumik***

Chief Economist, Reliance Industries

7. ***Prof. Joy K. Mitra***

Professor of OB & Strategy,  
Faculty of Management Studies  
Delhi University, Delhi

8. ***Prof. P. K. Jain***

Professor IIT Delhi & Former Director NIESBUD

9. *Prof. C. S. Venkatraman*  
Director IMI

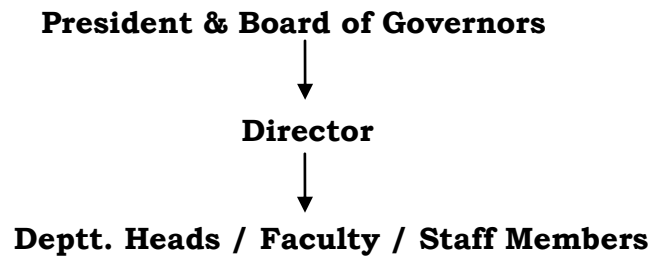
10. *Dr. Prabhat K. Pankaj*

Dean - IGSM

❖ Frequency of the Board Meetings and Academic Advisory Body.

**Thrice a Year**

❖ Organizational chart and processes



❖ Nature and Extent of involvement of faculty and students in academic affairs/ improvements.

### **Committees at Institute for Integrated Learning in Management**

| <b>SNo</b> | <b>The Task</b>  | <b>Committee</b>   |
|------------|--|--|
| <b>1</b>   | <b>Research, Publication &amp; Faculty Development</b> <ul style="list-style-type: none"><li>• Promotion (including workshop)</li><li>• Project Appraisal and sanction</li><li>• Follow up report</li><li>• Final Report</li><li>• Publication option-exercise</li></ul> | <b>Research, Publication &amp; Faculty Development</b> <ul style="list-style-type: none"><li>a) Dr Raj Agrawal</li><li>b) Dr Prabhat Pankaj</li><li>c) Dr Debashish Bagchi</li></ul> |

|   |   |   |
|---|---|---|
| 2 | <b>Curriculum Development</b> <ul style="list-style-type: none"> <li>• Total Programme Content</li> <li>• Presentation of each course outline area wise</li> <li>• Presentation of courses to faculty</li> <li>• Review of courses end of the term</li> <li>• Review of courses year-end</li> </ul> | <b>Curriculum Development</b> <ol style="list-style-type: none"> <li>a) Dr Raj Agrawal, Director</li> <li>b) Dr. Prabhat Pankaj ( Convenor)</li> <li>c) Mr. T. K. Bhaumik, Chief Economist, Reliance Group Industries</li> <li>d) Dr. C S Venkatratnam, Director General IMI</li> <li>e) Dr. Joy Mitra (Prof. FMS, New Delhi)</li> </ol>  |
| 3 | <b>Governance</b> <ul style="list-style-type: none"> <li>• New developments</li> <li>• Academic guidelines systems such as appraisal, faculty recruitment procedure, etc</li> <li>• Approving Budget from each unit</li> <li>• Review of achievements-six monthly</li> </ul>                        | <b>Governance</b> <ol style="list-style-type: none"> <li>a) Dr R L Choudhury</li> <li>b) Prof. B. Bhattacharyya</li> <li>c) Dr. Raj Agrawal ( Convenor)</li> </ol>  |
| 5 | <b>Industry Interface</b> <ul style="list-style-type: none"> <li>• Establishing contacts</li> <li>• Ways of involving industry in institutional activity</li> </ul>   | <b>Industry Interface</b> <ul style="list-style-type: none"> <li>• Sanjeev Bhikchandani, Chief Executive Officer, Naukri.com</li> <li>• Dilip Chenoy, Director General, Society of Indian Automobile Manufacturer</li> <li>• Ashutosh Garg, Chief Executive Officer, Guardian Life Care Pvt Ltd</li> <li>• Navaid Khan, Global Director Spice Innovation</li> <li>• Alop K Mittal, Advisor, FICCI</li> <li>• Vikrampati Singhanian, Dy Managing Director, JK Industries Ltd</li> <li>• Phiroz Vandrevala, Executive Vice President, Tata Consultancy Services</li> <li>• Mr. Vikram Singh (Convenor)</li> </ul> |
| 6 | <b>Admission</b>  | <b>Admission</b> <ol style="list-style-type: none"> <li>a) Dr. Ganesh Singh– Chairperson</li> <li>b) Prof Prabhat Pankaj</li> <li>c) Ms. Ritu Sehjpal – Secretary</li> </ol>  |
| 7 | <b>Students Welfare</b>   | <b>Students Welfare</b> <ol style="list-style-type: none"> <li>a) Prof. Ganesh Singh</li> <li>b) Prof. Meghna Sharma</li> <li>c) Prof. Anand Rai</li> <li>d) Prof. Ritesh Saxena</li> <li>e) Dr. Rajul Singh</li> </ol>   |
| 8 | <b>Finance</b>  | <b>Finance</b> <ol style="list-style-type: none"> <li>a) Mr. Devendra Pandey</li> </ol>   |

|   |   |  |
|---|---|--|
|   |   | b) Mr. Pankaj Sinha  |
| 9 | <b>Faculty Selection</b><br>Selection of Faculty in two stages as per the procedure | <b>Faculty Selection</b><br>a) Director<br>b) Area Coordinators<br>c) Dean |

#### IV. Programmes

- ❖ Name of the Programmes (Full Time) approved by the AICTE.
- ❖ **Two Year full-time Post Graduate Diploma in Management (PGDM) recognized by AICTE and approved by AIU as equivalent to MBA.**
- ❖ **Two Year full-time Post Graduate Diploma in Retail Management (PGDM-RM) recognized by AICTE and approved by AIU as equivalent to MBA.**
- ❖ **Two Year full-time Post Graduate Diploma in Management (PGDM-IB) recognized by AICTE and approved by AIU as equivalent to MBA.\*\***
- ❖ **Two Year full-time Post Graduate Diploma in Management (PGDM- Fin Service) recognized by AICTE and approved by AIU as equivalent to MBA.\*\***

**\*\*Admissions are in progress for PGDM-IB & PGDM- Fin. Service ( academic year 2009.)**

- ❖ Name of the Programmes (Part Time) approved by the AICTE.  
**--N.A.—**
- ❖ Name and duration of programme(s), if any, not approved by AICTE and being run in the same campus **--N.A.—**
- ❖ For each Programme the following details are to be given :

#### **PROGRAMME - I**

- Name - **Two Years full-time Post Graduate Diploma in Management (PGDM).**
- Number of seats – **180**
- Duration - **Two Years full time.**
- Cut off mark for admission during the last 2 years - **CAT SCORE-50 % , Academic Background, Group Discussion and Personal Interview.**

- Fee - **Rs. 3.37 Lac p.a batch (2009-11)**
- Placement Facilities – **Available**

### **PROGRAMME - II**

- Name - **Two Years full-time Post Graduate Diploma in Retail Management (PGDM- RM).**
- Number of seats – **60**
- Duration - **Two Years full time.**
- Cut off mark for admission during the last 2 years - **CAT SCORE-50 % / MAT 50% , Academic Background, Group Discussion and Personal Interview.**
- Fee - **Rs. 2.76 Lac p.a batch (2009-11)**
- Placement Facilities – **Available**

### **PROGRAMME - III**

- Name - **Two Years full-time Post Graduate Diploma in International Business (PGDM- IB).**
- Number of seats – **60**
- Duration - **Two Years full time.**
- Cut off mark for admission during the last 2 years - **CAT SCORE-50 % / MAT 50% , Academic Background, Group Discussion and Personal Interview.**
- Fee - **Rs. 1.97 Lac p.a batch (2009-11)**
- Placement Facilities – **Available**

### **PROGRAMME - IV**

- Name - **Two Years full-time Post Graduate Diploma in Financial services (PGDM- Fin Service).**
- Number of seats – **60**
- Duration - **Two Years full time.**
- Cut off mark for admission during the last 2 years - **CAT SCORE-50 % / MAT 50% , Academic Background, Group Discussion and Personal Interview.**
- Fee - **Rs. 1.97 Lac p.a batch (2009-11)**
- Placement Facilities – **Available**
- Campus placement status in last three years, with minimum salary, maximum salary and average salary.

| Year    | Discipline | Total no. of students passed out (last 3 years) | Total no. of students placed through placement cell (last 3 years) |
|---------|------------|---|--|
| 2004-06 | PGDBM      | 118   | 93   |
| 2005-07 | PGDBM      | 133   | 128  |
| 2006-08 | PGDM       | 178   | 131**  |

**\*\*25 students opted out of campus placement**

|                                       |                       |
|---------------------------------------|-----------------------|
| <b>Placement Record for the year:</b> | <b>2006</b>           |
| Maximum Salary Drawn (in Rs.)         | <b>5.20 lakh p.a.</b> |
| Minimum Salary Drawn (in Rs.)         | <b>2.20 lakh p.a.</b> |
| Average Salary Drawn (in Rs.)         | <b>3.69 lakh p.a.</b> |

|                                       |                       |
|---------------------------------------|-----------------------|
| <b>Placement Record for the year:</b> | <b>2007</b>           |
| Maximum Salary Drawn (in Rs.)         | <b>6.76 lakh p.a.</b> |
| Minimum Salary Drawn (in Rs.)         | <b>2.80 lakh p.a.</b> |
| Average Salary Drawn (in Rs.)         | <b>4.00 lakh p.a.</b> |

|                                       |                        |
|---------------------------------------|------------------------|
| <b>Placement Record for the year:</b> | <b>2008</b>            |
| Maximum Salary Drawn (in Rs.)         | <b>12.00 lakh p.a.</b> |
| Minimum Salary Drawn (in Rs.)         | <b>3.05 lakh p.a.</b>  |
| Average Salary Drawn (in Rs.)         | <b>3.73 lakh p.a.</b>  |

- ❖ Name and duration of programme(s) having affiliation/collaboration with Foreign University(s)/Institution(s) and being run in the same Campus along with status of AICTE approval. **-N.A--**

## V. FACULTY

❖ Number of faculty members :

| Faculty                        | Postgraduate Programme  | Undergraduate Programme |
|--------------------------------|---|-------------------------|
| Permanent Faculty              | 44  | N.A.                    |
| Visiting Faculty (Full Course) | 04  | N.A.                    |
| Guest Faculty                  | 20% of each course taught by industry experts as guest speakers | N.A.                    |

**In every course top professionals from corporate and industry share their views with the students.**

❖ Profile of each faculty with qualifications, total experience, age and duration of employment at the institute concerned.

**Refer IGSM website [www.igsm.in](http://www.igsm.in)**

❖ Number of faculty employed and left during the last two years

**Employed 27 & Left 07**

❖ Profile of Director/Principal with qualifications, total experience, age and duration of employment at the institute concerned.

**Name : Dr. Sujit K. Basu**

Date of Birth : 21.12.1946

**Academic Qualifications (with field of specialization) :**

- M.Sc ( Statistics), Ph. D

**Professional Experience :**

May, 2008 - - November,2008 Director, Indian School Of Business, Kolkata

Nov,2006 -- April , 2008, Director, Management Development Institute,Gurgaon

June,2001 – June,2006, Vice Chancellor, Visva Bharati University, Santiniketan

Aug,1997 – June,2001, Director, National Institute of Management, Kolkata

May, 1980 – Jul,1997, Professor, Indian Institute of Management, Kolkata

Date of the appointment in the present institution: 15.12.2008

- ❖ Whether student assessment of faculty is in force.  
**Yes, Every Term**

**VI. FEE**

- ❖ Details of fee, as approved by State Fee Committee, for the Institution. **NA.**
- ❖ Time schedule for payment of fee for the entire programme (2009-09).

**PROGRAMME - I ( PGDM)**

**By Installments**

| Fee Head                                     | Amount     | Due Date                 |
|--|------------|--------------------------|
| Registration Fee                             | 25, 000    | At the time of admission |
| Admission Fee                                | 25,000     | At the time of admission |
| Orientation Fee                              | 25,000     | At the time of admission |
| 1 <sup>st</sup> Trimester Tuition & Exam fee | 1,00,000 * | At the time of admission |
| 2 <sup>nd</sup> Trimester Tuition & Exam fee | 1,00,000 * | October 10, 2009         |
| 3 <sup>rd</sup> Trimester Tuition & Exam fee | 1,00,000 * | February 10, 2010        |
| 4 <sup>th</sup> Trimester Tuition & Exam fee | 1,00,000 * | July 10, 2010            |
| 5 <sup>th</sup> Trimester Tuition & Exam fee | 1,00,000 * | October 10, 2010         |
| 6 <sup>th</sup> Trimester Tuition & Exam fee | 1,00,000 * | December 10, 2010        |

The fees include Laptop, Reading Material, Books, Value Added Courses & Examination Fee

## **PROGRAMME - II ( PGDM - RM)**

### **By Installments**

| <b>Fee Head</b>                              | <b>Amount</b> | <b>Due Date</b>          |
|--|---------------|--------------------------|
| Registration Fee                             | 25, 000       | At the time of admission |
| Admission Fee                                | 25,000        | At the time of admission |
| Orientation Fee                              | 25,000        | At the time of admission |
| 1 <sup>st</sup> Trimester Tuition & Exam fee | 75,000**      | At the time of admission |
| 2 <sup>nd</sup> Trimester Tuition & Exam fee | 75,000**      | October 10, 2009         |
| 3 <sup>rd</sup> Trimester Tuition & Exam fee | 75,000**      | February 10, 2010        |
| 4 <sup>th</sup> Trimester Tuition & Exam fee | 75,000**      | July 10, 2010            |
| 5 <sup>th</sup> Trimester Tuition & Exam fee | 75,000**      | October 10, 2010         |
| 6 <sup>th</sup> Trimester Tuition & Exam fee | 75,000**      | December 10, 2010        |

\*\*The fees include Laptop, Reading Material, Books, Value Added Courses & Examination Fee

## **PROGRAMME - III ( PGDM - IB)**

### **By Installments**

| <b>Fee Head</b>                              | <b>Amount</b> | <b>Due Date</b>          |
|--|---------------|--------------------------|
| Registration Fee                             | 25, 000       | At the time of admission |
| Admission Fee                                | 25,000        | At the time of admission |
| Orientation Fee                              | 25,000        | At the time of admission |
| 1 <sup>st</sup> Trimester Tuition & Exam fee | 50,000**      | At the time of admission |
| 2 <sup>nd</sup> Trimester Tuition & Exam fee | 50,000**      | October 10, 2009         |
| 3 <sup>rd</sup> Trimester Tuition & Exam fee | 55,000**      | February 10, 2010        |
| 4 <sup>th</sup> Trimester Tuition & Exam fee | 55,000**      | July 10, 2010            |

|  |          |                   |
|--|----------|-------------------|
| 5 <sup>th</sup> Trimester Tuition & Exam fee | 55,000** | October 10, 2010  |
| 6 <sup>th</sup> Trimester Tuition & Exam fee | 55,000** | December 10, 2010 |

\*\*The fees include Laptop, Reading Material, Books, Value Added Courses & Examination Fee

#### **PROGRAMME - IV ( PGDM – Fin Service)**

##### **By Installments**

| Fee Head                                     | Amount   | Due Date                 |
|--|----------|--------------------------|
| Registration Fee                             | 25, 000  | At the time of admission |
| Admission Fee                                | 25,000   | At the time of admission |
| Orientation Fee                              | 25,000   | At the time of admission |
| 1 <sup>st</sup> Trimester Tuition & Exam fee | 50,000** | At the time of admission |
| 2 <sup>nd</sup> Trimester Tuition & Exam fee | 50,000** | October 10, 2009         |
| 3 <sup>rd</sup> Trimester Tuition & Exam fee | 55,000** | February 10, 2010        |
| 4 <sup>th</sup> Trimester Tuition & Exam fee | 55,000** | July 10, 2010            |
| 5 <sup>th</sup> Trimester Tuition & Exam fee | 55,000** | October 10, 2010         |
| 6 <sup>th</sup> Trimester Tuition & Exam fee | 55,000** | December 10, 2010        |

\*\*The fees include Laptop, Reading Material, Books, Value Added Courses & Examination Fee

- ❖ Fee waivers granted with amount and name of students. **N.A.**
- ❖ Number of scholarships offered by the institute with the name of students, duration and amount. **N.A.**
- ❖ Criteria for fee waivers/scholarships. – **Institute for Integrated Learning in Management, Graduate School of Management, has a provision to offer tuition fee waiver for a maximum of ten students. The minimum eligibility condition is to have 85 percentile or above in CAT and 95 percentage and above in MAT. The waivers are in the nature of Merit cum Means Scholarships.**
- ❖ Estimated cost of Boarding and Lodging in Hostels.  
**Institute organizes in campus for girls and off campus for boys hostel facilities, Hostel bus picks and drops student to and from hostel. Cost of boarding and lodging is approximately Rs. 6000 p.m.**

## VII. ADMISSION

- ❖ Number of seats sanctioned with the year of approval - **180 in 2004 ( PGDM – 180 )**
- ❖ Number of seats sanctioned with the year of approval - **60 in 2008 ( PGDM-RM – 60)**
- ❖ Number of seats sanctioned with the year of approval - **120 in 2009 ( PGDM –IB & PGDM- Fin. Service - 120)**
- ❖ Number of students admitted under various categories each year in the last two years - **Only general category.**
- ❖ Number of applications received during last two years.  
**2008 – 2646**  
**2009 - 2754**

## VIII. ADMISSION PROCEDURE

- ❖ Mention the admission test being followed, name and address of the Test Agency and its URL (website) - **CAT and MAT**
- ❖ Number of seats allotted to different Test Qualified candidates CAT, MAT, XAT, JMET, ATMA, CET, JEE (State conducted tests / University tests) – **360\*\***  
**\*\* ( PGDM-180 + PGDM-RM-60 + PGDM-IB-60 + PGDM-Fin Service-60)**
- ❖ Calendar:
  - Last date for request for applications.  
**January, 31 2009**
  - Last date for submission of application  
**January, 31 2009**

Dates for Group Discussion (GD) / Interviews

### GD/ PI Venue Details

| City          | Venue   | Date                       |
|---------------|---|----------------------------|
| Greater Noida | IILM Graduate School of Management                                      | 6th to 8th February 2009   |
| Dehradun      | Hotel Pacific, 19, Subhash Road, Dehradun (Uttarakhand), Pincode-248001 | 9th February, 2009         |
| Patna         | Hotel Maurya, South Gandhi Maidan, Patna, 800 001                       | 10th February, 2009        |
| Ranchi        | Hotel Ranchi Ashok, Doranda, Ranchi - 834002 Jharkhand                  | 11th February, 2009        |
| Guwahati      | Hotel Nandan, G.S. Road, Paltan Bazar, Guwahati - 781 008 Assam, India  | 12th February, 2009        |
| Kolkatta      | Hotel Kennilworth, 1 & 2 Little   | 13th & 14th February, 2009 |

|               |   |                            |
|---------------|---|----------------------------|
|               | Russel Street, Kolkata 700071   |                            |
| Bhubaneshwar  | Hotel Crown, A-1(A),Irc Village<br>Nayapalli, Bhubaneshwar, 751015  | 15th February, 2009        |
| Indore        | Hotel Crown Palace, 2 A, Kanchan<br>Bag (Madhya Pradesh) - Indore<br>452 001  | 17th February, 2009        |
| Jaipur        | IILM Academy of Higher<br>Learning, 35/95, Sector-10,<br>Kumbha Marg, RHB Colony<br>Pratap Nagar, Sanganer, Jaipur -<br>303 906 | 19th & 20th February, 2009 |
| Chandigarh    | The Banyan Tree School, Sector<br>48-B Chandigarh   | 22nd & 23rd February, 2009 |
| Lucknow       | IILM Academy of Higher<br>Learning, Lucknow, 1, Viraj<br>Khand, Gomti Nagar, Lucknow,<br>Punjab 226010                          | 25th & 26th February, 2009 |
| Kanpur        | Hotel Meera Inn, 37/19, The Mall,<br>Opp. Reserve Bank Of India<br>Kanpur-208001 Uttar Pradesh,<br>India                        | 27th February, 2009        |
| Varanasi      | Hotel Hindustan International, C-<br>21/3, Maldahiya, Varanasi - 221002<br>Uttar Pradesh  | 28th February, 2009        |
| Allahabad     | Grand Continental, 13 S.P. Marg,<br>Civil Lines, Allahabad 211001<br>Uttar Pradesh  | 2nd March, 2009            |
| Pune          | Hotel Sun-n-Sand, 262, Bund<br>Garden Road, Pune- 411 001   | 4th March, 2009            |
| Hyderabad     | Hotel Quality Inn Residency,<br>Public Garden Road, Hyderabad-<br>500 001   | 6th March, 2009            |
| Greater Noida | IILM Graduate School of<br>Management   | 13th to 15th March, 2009   |

Dates for announcing final results

**March 17, 2009**

- Release of admission list (main list and waiting list should be announced on the same day)
  - 1<sup>st</sup> List** – **March 17, 2009**
  - Last Date** – **April 07, 2009**
  - 2<sup>nd</sup> List** – **March 09, 2009**
  - Last Date** – **April 10, 2009**
- Date for acceptance by the candidate (time given should in no case be less than 15 days) - **April 09, 2009**

- Last date for closing of admission - **June 30, 2009**
- Starting of the Academic session:  
**Bridge Course - June 08, 2009**  
**Orientation Programme - June 19, 2009**
- The waiting list should be activated only on the expiry of date of main list  
**Yes**
- The policy of refund of the fee, in case of withdrawal, should be clearly notified.  
**As per AICTE norms**

## **IX. CRITERIA AND WEIGHTAGES FOR ADMISSION**

**Admission to Post Graduate Diploma in Management program (PGDM) is a four-tier process.**

### **Stage 1**

It is mandatory for interested students to appear for CAT / MAT. Detailed information on these **tests** can be obtained from the advertisements released in various national dailies or from the respective institution / organizations.

### **Stage 2**

Every student seeking admission to Institute for Integrated Learning in Management must fill-up the prescribed **application form**, attach requisite documents, and submit the same to the Institute for Integrated Learning in Management's Admission Office with the processing fee.

### **Stage 3**

#### **Group Discussion and Interviews.**

All candidates are called for group discussions at various locations depending on the number of students at a certain location.

The panels conducting group discussion and interview comprise of three members each. Two of the members are invited from the industry, while one faculty member acts as the internal panelist. The candidates are first invited in groups of 10 for discussing a current economic or social issue. The panelists grade candidates on *clarity of expression, ability to generate relevant points, non-verbal communication and team playing*. (GD evaluation form enclosed)

Thereafter each candidate faces a personal interview. The criteria under review include *subject knowledge, communication skills, analytical and understanding ability, and clarity of objectives, general awareness and personality*. (Interview evaluation form enclosed).

### **Stage 4**

From the point of advertising for admissions to declaring the final results, the complete process is planned, executed and monitored by the admissions committee comprising of senior faculty members and led by the PGP Admissions Chairperson. Appropriate weightage is assigned to the background; academic qualification, experience, test scores, Group Discussions and Interviews to take out the final merit list. The committee reserves the right to make all decisions in regard to admission of candidates to the PGDM programme.

- ❖ Describe each criteria with its respective weightages i.e. Admission Test, GD, Interview etc.
- ❖ Mention the minimum level of acceptance, if any, for any criteria.
- ❖ Mention the cut-off levels of percentage & percentile scores (section-wise and/or total as case may be) of the candidates in the admission test who are called for GD/ Interview

| Criteria         | Weightage |
|------------------|-----------|
| Class XII        | 10        |
| Graduation       | 20        |
| CAT / MAT Score  | 30        |
| Group Discussion | 10        |
| Interview        | 30        |

**CAT - 50 percentile**

**MAT – 50 percentile**

- ❖ Display marks scored in Test, GD, Interview etc. and in aggregate for all candidates who come for GD/Interview etc.

**Item No I - IX must be given in information brochure and must be hosted as fixed content in the website of the Institution.**

**The Website must be dynamically updated with regard to X –XIII.**

#### **X. APPLICATION FORM**

- ❖ Downloadable application form, with online submission possibilities - **Yes**

#### **XI. LIST OF APPLICANTS**

- ❖ List of candidates whose applicable have been received alongwith percentile/percentage score for each of the qualifying examination in separate categories for open seats. List of candidates who have applied alongwith percentage and percentile score for Management quota seats.

#### **XII CRITERIA FOR GD/PERSONAL INTERVIEW**

##### **Attributes for Group Discussion**

- Grasp of the Topic
- Analytical and logical reasoning
- Communication Skills/Clarity of Expression
- Initiative and Leadership/Ability to work in a group

**Attributes for Interview**

- English Language and Communication Skills
- Subject Knowledge
- General Awareness and clarity of career goal.
- Personality, confidence, conduct, and promptness
- Employability / Placement Potential