The Two-Year PGDM: Graduate Management Education With A Difference

Courage · Heart
“The journey has been an immensely positive learning experience, creating memories at every step and discovering not only the world outside but also what lies within us. SPJIMR has a unique pedagogy to mold us into socially sensitive global leaders.”
Anshul Bhatia (Class of 2018)

“The best thing about SPJIMR is the variety of experiences one gets to witness in a short span of two years - right from interning with an NGO in a village in India to the 3 weeks classroom stint in an university in USA, from the rigorous classroom activities through case studies and assignments to a wide range of extra-curricular activities like working for a committee, organising festivals, sports, etc.”
Ritika Luthra (Class of 2016)

“SPJIMR has a very positive atmosphere that has helped me discover myself and learn from the diverse and talented peers. SPJIMR celebrates your individuality and gives you opportunities galore to make you a rounded personality through its multiple initiatives.”
Sweta Jayasankar (Class of 2018)
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From the Dean’s Desk

What does SPJIMR offer for a prospective management student? In the words of a current student “SPJIMR is an experience”. We offer the best attributes of a premier business school i.e., international exposure, a world class curriculum, a practical approach to learning, placements that are competitive with any top business school, high quality and innovative pedagogy rooted in current practice. In addition, we offer a strong experiential component to the program that allows you to introspect and 'be yourself'. If you are looking for all that a top B-school has to offer, and a place which truly encourages you to 'find yourself', this is the place to be.

SPJIMR is an institution that prepares students completely - not only for the opportunities that present themselves at the end of the program, but also for the life of meaning and happiness that we wish for every student who joins the family. If this strikes the right chord, then we encourage you to begin your journey towards becoming a part of the SPJIMR family.

Dr. Ranjan Banerjee
Dean

The Program Chairperson’s Message

The goal of the PGDM programme of SPJIMR is to develop young, value based leaders who balance profit and social purpose. To achieve this goal, we select academically strong, versatile and grounded candidates and with a carefully designed curriculum and innovative pedagogy, mould them with the necessary knowledge, skills and attitude. With our participant centric approach, we strive to provide a superior learning experience to our participants by encouraging teamwork and facilitating experiential learning. Apart from a host of pioneering non-classroom learning initiatives, participants are exposed to high levels of global relevance, especially by way of advanced specialized courses and projects with our globally ranked international partner schools.
I encourage you to consider to be a part of this unique institution to pursue your dreams.

Prof. Sajeev Abraham George
Program Chairperson - PGDM
Why PGDM

Among India’s leading MBA programs, SPJIMR’s PGDM devotes the highest number of credits and time to sensitizing its students to management’s larger purpose in society.

**Location:**

Mumbai is a thriving metropolis and also India’s financial capital. With the largest number of company headquarters and biggest stock exchanges, students have a high exposure to the nation’s top companies.

**Flexibility:**

The program offers students the ability to choose a minor specialization and flexibility to change their main or “major” specialization.

**Reputation:**

We are ranked among the top 10 two-year programs in India.
Who we are

We are an innovative and socially responsive school of management.

Our students mentor underprivileged children
“During my DOCC project, I not only implemented Design thinking, but felt the need to train the NGO staff in it. Every professor example or activity came vividly in front of me while taking these trainings. This was received with great interest, rated highly and applauded. I express my gratitude to the institute for teaching us this incredible tool.”

Siddharth Parakh (Class of 2017)
How we do it

We shape our students to become value-based leaders of tomorrow, with a global mindset and social sensitivity. We do this through the creation of a collaborative and engaging two-way learning experience.
“The Journey at SPJIMR has been extremely amazing and intense. Rigorous course structure and excellent faculty helps you learn and grow in this environment. It is truly an experience of a lifetime.”

Divesh Agrawal (Class of 2018)
Value based leaders

At SPJIMR, students embark on a journey with courage to be comfortable with who they are. They see meaning in a life of contribution. We have courage and heart in the centre of everything that we do.

Underprivileged children with their MBA mentors painting together
“My SPJIMR experience has been wonderful and unique. What I’ve loved most about this journey so far is the emphasis made on fostering social responsibility through initiatives such as Abhyudaya that involves mentoring underprivileged children and Development of Corporate Citizenship that requires students to take up 6 week social project in rural areas.”

Harsh Agrawal (Class of 2017)
Corporate partnerships

We create knowledge and influence practice by combining original research and thought, innovative pedagogy and proactive industry engagement.

Thought leadership in action at the conference hosted by SPJMR
SBAC is a platform for business and academia to connect, share experiences and learn from one another against the backdrop of evolving market conditions. Prominent issues affecting the functional domain are presented as themes for SBAC each year.
Program Architecture

Core Courses, Value Based Leadership

June
Foundation 4 Credits

July
Semester 1 12 Credits

Aug
Comprehensive Exam 2 credits

Sep
Semester 2 11 Credits

Oct
Social Projects with Not For Profits 7 Credits

Nov
Semester 3, including Global Fast Track 13 Credits

Dec
Autumn Internship 3 Credits

Jan
Semester 4 7 Credits Including Minors

Feb
Red Book and Special Field Exam 1 Credit

Mar
Graduation Ceremony

April

Specialized courses in Fin / IM / M / OPS*

May

June

July

Aug

Sep

Oct

Nov

Dec

Jan

Feb

Mar

April

Common Electives and Minor Specializations

1 credit is equivalent to 18 session of 70 minutes duration plus 60 hours of reading, projects, assignment etc

* Fin-Finance, IM-Information Management, M-Marketing, Ops- Operations & Supply Chain
Specialized courses at international partners

We have strong partnerships with leading international institutions. Towards the end of semester 3, the entire class travels to world-class B-schools to pursue advanced courses in specialized areas.
Most recently, the following B-schools hosted specialized courses:
Cornell University - Finance & Marketing
Carnegie Mellon University - Information Management
Michigan State University - Operations & Supply Chain
Placements

Leading Indian corporates see us as preferred academic partners on their growth journey.
PGDM placements at SPJIMR consist of the following:

- Autumn Internships (August-October every year)
- Final Placements

SPJIMR is one of the few top-rated B-schools that has its placement results fully audited by CRISIL.
Autumn Internship

Autumn Internship is a way for our students to get real world experience with mentors from the industry and academia.
“A potpourri of brightest minds from varied cultures and experiences who together help you discover yourself. Experience like learning Organisational Behaviour in the hills of Khandala & playing monopoly to learn financial concepts ensure that learning comes with pleasant surprises.

Shashank Rane (Class of 2018)
### Placement Outcomes

PGDM has a record of placing 100% of their batch of 238 students for more than two decades. PGDM reported another successful year of placements for the Class of 2018. We are proud that a measure of our success in 2018 was that 114 industry leading companies recruited in the final placement process.

### Key Statistics
- 50% of the Class of 2018 received Pre-placement offers and Pre-placement interviews through their Autumn Internships
- 92% of the batch received offers of INR 17 Lakhs and more
- The average starting salary for the batch was INR 21.35 Lakhs.

### List of our Recruiting Partners*

<table>
<thead>
<tr>
<th>Accenture Tech</th>
<th>Crompton Greaves</th>
<th>IIFL</th>
<th>Pernod Ricard</th>
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<tbody>
<tr>
<td>Aditya Birla Group</td>
<td>DBS Bank</td>
<td>Intrigo</td>
<td>Pidilite</td>
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<td>Airtel</td>
<td>Deloitte Consulting</td>
<td>ITC</td>
<td>Procter &amp; Gamble</td>
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<td>Alcon</td>
<td>Dr. Reddy’s</td>
<td>J&amp;J Pharma</td>
<td>PwC India</td>
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<td>Amazon India</td>
<td>Edelweiss</td>
<td>JM Financials Ltd</td>
<td>PwC SDC</td>
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<td>Asian Paints</td>
<td>Ernst &amp; Young</td>
<td>Johnson &amp; Johnson</td>
<td>RBL Bank</td>
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<td>AstraZeneca</td>
<td>Flipkart</td>
<td>KPMG</td>
<td>Reckitt Benckiser</td>
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<td>Avendus</td>
<td>General Electric</td>
<td>KraftHeinz</td>
<td>Reliance Industries Ltd</td>
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<td>Axis Bank</td>
<td>General Mills</td>
<td>L’Oreal</td>
<td>Samsung</td>
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<td>Barclays</td>
<td>Global E Procure</td>
<td>Mahindra GMC</td>
<td>Siemens Management Consulting</td>
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<td>Boston Consulting Group</td>
<td>Godrej Consumer Products</td>
<td>MakeMyTrip</td>
<td>Sterlite Technologies</td>
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<tr>
<td>Bristlecone</td>
<td>Goldman Sachs</td>
<td>Marico</td>
<td>Tata Administrative Services</td>
</tr>
<tr>
<td>Capgemini</td>
<td>Google</td>
<td>Media.net</td>
<td>Tata Communications</td>
</tr>
<tr>
<td>Cedar Management Consulting</td>
<td>GSK Ltd</td>
<td>Metro Cash and Carry</td>
<td>Tata Strategic Management Group</td>
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<tr>
<td>Citibank</td>
<td>HSBC IB</td>
<td>Microsoft</td>
<td>Uber</td>
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<td>Cloudfail India Pvt Ltd</td>
<td>Hindustan Unilever Ltd</td>
<td>Mondelez</td>
<td>Value Labs</td>
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<td>Colgate Palmolive</td>
<td>IBM</td>
<td>Nestle</td>
<td>Vodafone</td>
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<tr>
<td>Continental AG</td>
<td>ICICI Bank</td>
<td>PayTm</td>
<td>Yes Bank</td>
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*This is not an exhaustive list of SPJIMR’s recruiting partners.*
Ranking
The PGDM program at SPJIMR has consistently been ranked amongst the top 10 in the country.

**B-school Survey Ranking***

<table>
<thead>
<tr>
<th>Survey</th>
<th>Rankings</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Today</td>
<td>4th</td>
<td>Business Today</td>
</tr>
<tr>
<td>Outlook</td>
<td>6th</td>
<td>Outlook</td>
</tr>
<tr>
<td>Business World</td>
<td>7th</td>
<td>Business World</td>
</tr>
<tr>
<td>Youth Inc.</td>
<td>8th (in Asia)</td>
<td>Youth Inc.</td>
</tr>
<tr>
<td>Youth Inc.</td>
<td>52nd (in the world)</td>
<td>Youth Inc.</td>
</tr>
</tbody>
</table>

**QS Global MBA Ranking by Specialization***

<table>
<thead>
<tr>
<th>Rank</th>
<th>Specialization</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>41</td>
<td>Strategy</td>
<td>TopMBA.com - Strategy</td>
</tr>
<tr>
<td>39</td>
<td>Operations Management</td>
<td>TopMBA.com - Operations Management</td>
</tr>
<tr>
<td>45</td>
<td>Finance</td>
<td>TopMBA.com - Finance</td>
</tr>
<tr>
<td>42</td>
<td>Marketing</td>
<td>TopMBA.com - Marketing</td>
</tr>
<tr>
<td>49</td>
<td>Entrepreneurship</td>
<td>TopMBA.com - Entrepreneurship</td>
</tr>
</tbody>
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*The above rankings are for the year 2016-2017*
Our alumni

Our alumni are our brand ambassadors. They are deeply engaged members of an extended community.

"Everything starts as nothing. Believe in yourself and keep trying hard. You don’t fail unless you stop trying."

Prateek Panda
(Class of 2015),
Co-Founder & CMO Appknox

“I am a firm believer of the fact that those who acquire knowledge continuously tend to stand out and achieve outstanding results.”

Rajesh Jejurikar
(Class of 1986), Executive Vice President - Farm Equipment & Two Wheelers, Mahindra & Mahindra Ltd

“Humility, Search, Collaboration, Determination, Quest for Success.. It all began with SPJIMR. It lives on forever”.

Sunil Lulla
(Class of 1984), Chairman & Managing Director, GREY group India
<table>
<thead>
<tr>
<th>Distinguished alumni</th>
<th>PGDM Batch</th>
<th>Title &amp; Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reeti Nageshri</td>
<td>Class of 2015</td>
<td>Head Digital Platforms COE, Digital Delivery Division, Mahindra &amp; Mahindra</td>
</tr>
<tr>
<td>Prateek Panda</td>
<td>Class of 2015</td>
<td>Co-Founder &amp; CMO, Appknox (Xysec Labs Pte Ltd)</td>
</tr>
<tr>
<td>Yashaswini Subraveti</td>
<td>Class of 2011</td>
<td>Chief Manager, ICICI Bank</td>
</tr>
<tr>
<td>Pooja Sablok</td>
<td>Class of 2011</td>
<td>DGM, Brand Manager, Airtel</td>
</tr>
<tr>
<td>Aruna Daryanani</td>
<td>Class of 2007</td>
<td>Senior Manager, Product, Amazon</td>
</tr>
<tr>
<td>Vikram Sampath</td>
<td>Class of 2005</td>
<td>Advisor &amp; Consultant, Ashutosh Gowerikar Productions Pvt Ltd</td>
</tr>
<tr>
<td>Sunil Rao</td>
<td>Class of 2004</td>
<td>Director, Four Fountains De-Stress Spa</td>
</tr>
<tr>
<td>Lulu Raghavan</td>
<td>Class of 2000</td>
<td>Managing Director, Landor Associates Ltd</td>
</tr>
<tr>
<td>Ashok Ramaswamy</td>
<td>Class of 2000</td>
<td>Managing Director, Accenture</td>
</tr>
<tr>
<td>Madan Padaki</td>
<td>Class of 1999</td>
<td>CEO and Managing Director of Head Held High Services &amp; former co-founder of MeritTrac Services</td>
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<tr>
<td>Girish Wagh</td>
<td>Class of 1997</td>
<td>Senior Vice President, Tata Motors</td>
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<tr>
<td>Shilpa Divekar</td>
<td>Class of 1996</td>
<td>CEO, Monsanto India</td>
</tr>
<tr>
<td>Ram Iyer</td>
<td>Class of 1994</td>
<td>WW Channel Marketing Lead, Microsoft</td>
</tr>
<tr>
<td>Sameer Khera</td>
<td>Class of 1994</td>
<td>Managing Director SEE Linkages Pvt Ltd</td>
</tr>
<tr>
<td>Debjani Ghosh</td>
<td>Class of 1993</td>
<td>President, NASSCOM</td>
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<tr>
<td>Anaheeta Goenka</td>
<td>Class of 1991</td>
<td>President, Mullen Lowe Lintas</td>
</tr>
<tr>
<td>Mahesh Madhavan</td>
<td>Class of 1988</td>
<td>CEO, Bacardi India Ltd</td>
</tr>
<tr>
<td>Rajesh Jejurikar</td>
<td>Class of 1986</td>
<td>Executive Vice President - Farm Equipment &amp; Two Wheelers, Mahindra &amp; Mahindra Ltd</td>
</tr>
<tr>
<td>Sunil Lulla</td>
<td>Class of 1984</td>
<td>Chairman &amp; Managing Director, Grey Group India</td>
</tr>
<tr>
<td>Sashi Shankar</td>
<td>Class of 1983</td>
<td>Chief Marketing Officer, Idea Cellular Ltd</td>
</tr>
<tr>
<td>Vinay Shetty</td>
<td>Class of 1983</td>
<td>Vice President, Think foundation</td>
</tr>
<tr>
<td>Pradeep Kar</td>
<td>Class of 1983</td>
<td>Founder, Chariman &amp; Managing Director, Microland</td>
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Life @ SPJIMR
Eligibility

To be eligible, an applicant has to have a Bachelor’s degree or equivalent (10+2+3) in any discipline from a recognised university. Students in the final year of graduation can also apply. SPJIMR accepts CAT, XAT or GMAT.

Work experience is not mandatory for this programme. Fresh graduates and those with up to 5 years of work experience can apply.

Indian applicants
- To know more about the eligibility and selection process please visit: http://spjimr.org/pgdm/admissions/india
- For Frequently Asked Questions please visit: http://spjimr.org/content/frequently-asked-questions-2
- Please email us with your queries at admissions.pgdm@spjimr.org

International applicants
- To know more about the admission process please visit: http://spjimr.org/pgdm/admissions/international
- For Frequently Asked Questions please visit: http://spjimr.org/content/frequently-asked-questions-3
- Please email us with your queries at international.admissions@spjimr.org