

▶ SPJIMR as an institution is noted for its mix of western efficiency and eastern ethos that focuses on creating an ecosystem to encourage performance with purpose. In sync with its philosophy, the **PGPM programme a one-year full time residential programme** accredited by AICTE, AMBA and AACSB develops value based leaders with a keen business acumen.

▶ SPJIMR is one of the five Indian B-schools ranking in top 200 B-schools in the world in the recently released QS Global Full-Time MBA Ranking 2020.

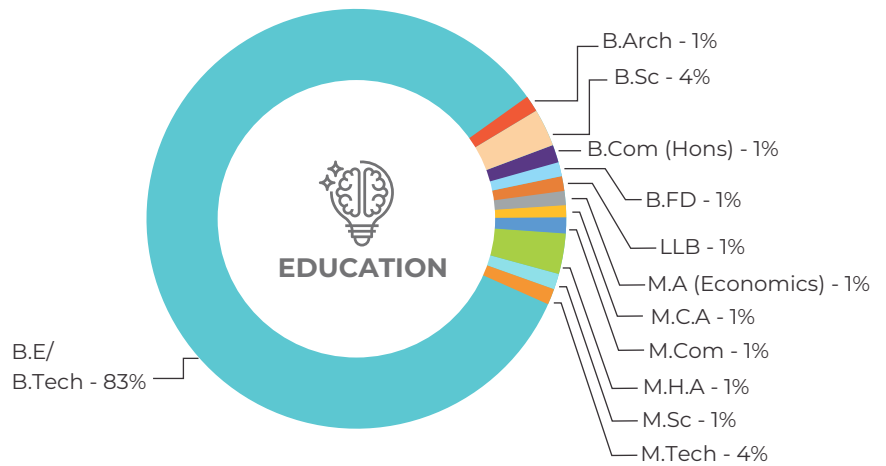
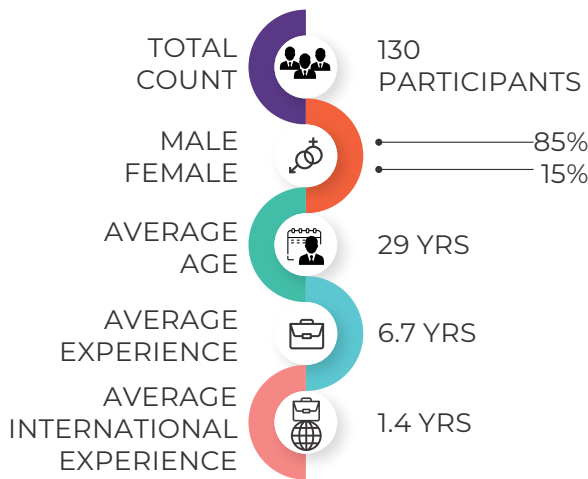
▶ The PGPM programme aims at developing well-rounded, competent leaders who have rich domain and industry expertise along with being socially sensitive, grounded and innovative. The innovative program pedagogy ensures that the participants are updated with the global industry trends

The participants benefit from SPJIMR's globally acclaimed and award-winning value-based leadership modules such as **the Personal Growth Lab (PG Lab), the Development of Corporate Citizenship (DOCC) and the Science of Spirituality (SOS).**

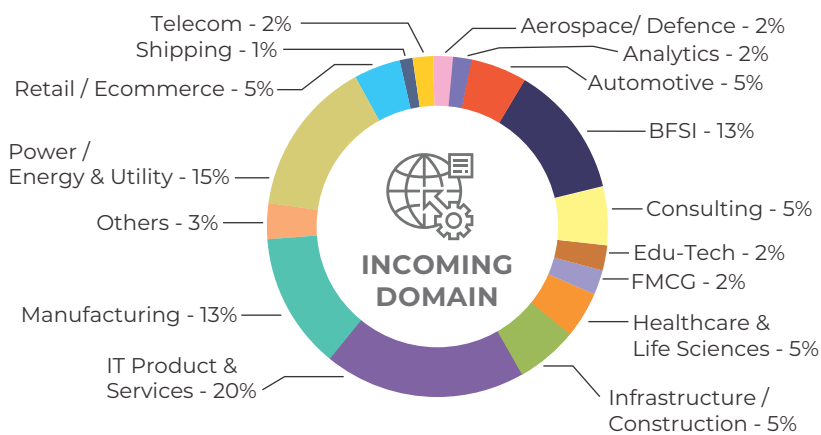
▶ **"Samavesh"** is an annual industry-academia conclave organized by the participants to discuss contemporary business issues and answer some of the momentous questions prevailing in today's business world.

▶ The PGPM programme's **three-week International Immersion Module**, held at the top ranked foreign universities, aims to give the candidates a global outlook and helps them to develop competencies in their areas of specialization, thus enabling them to succeed in the global marketplace.

▶ Exposure to Live Projects with Industry Leaders such as Audi, CEAT, GMoney, Lubrizol, Pidilite, Johnson & Johnson, Puma, Mahindra & Mahindra, Stellium, etc. to apply course learning's on Industry setups.



SPECIALISATION BREAKUP



INCOMING FUNCTIONS

Analyst, Application Development, Banking Operations, Branch Mgt, Business Development, Consulting, Credit Analyst, Design, Entrepreneurship, General Management, Marketing, Process & Operations, Product Development, Product Marketing, Programme Management, Project Management, Quality Assurance, Sales & Business Development, Service Delivery, Solution Architect, Sourcing & Procurement, Supply Chain

* Representative List



PREVIOUS RECRUITERS OF PGPM

- Accenture
- Atos Syntel
- Big 4 Consulting Firms
- Blue Yonder
- Cognizant
- DuPont
- eClerx
- Edelweiss
- FarEye
- Genpact
- Google
- HSBC
- Indegene
- Infosys
- Johnson & Johnson
- LTI
- Sapient
- Schindler
- Smart Controls
- TCS
- Thoucentric
- Udaan
- Vector Consulting

* Representative List

PLACEMENTS TIMELINE : OCTOBER' 21 - DECEMBER' 21

CAMPUS ENGAGEMENTS



Guest Lectures



Live Projects



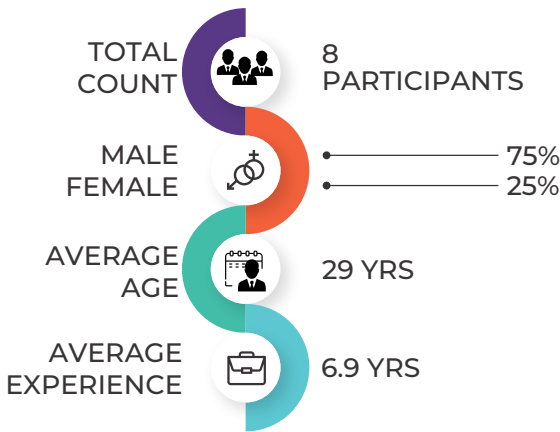
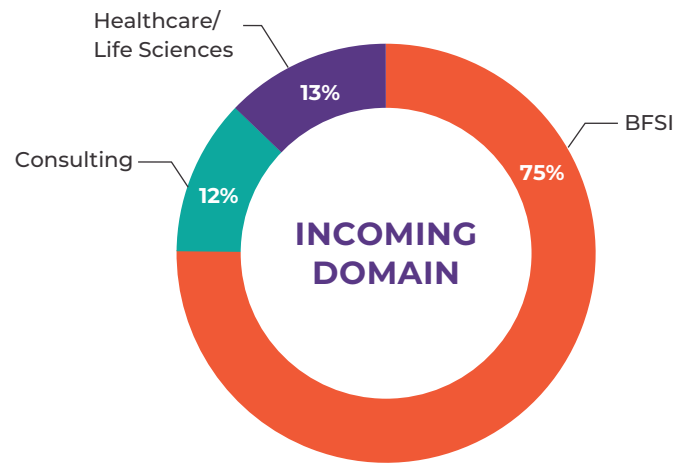
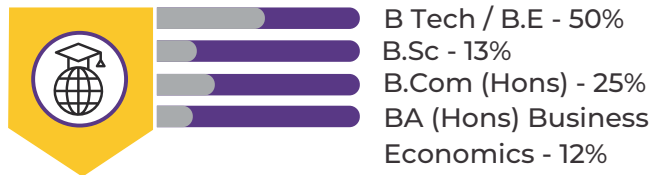
Competitions



Pre Placement Talks

- ▶ SPJIMR's PGPM programme, benefits from experts who have held CXO level positions in their career, preparing students for middle and senior management roles enabling a general management perspective with a focus on domain expertise.
- ▶ International Immersion in USA at Johnson Graduate School of Management at Cornell University, New York to enable deeper understanding on the finer aspects of financial courses like Mergers & Acquisitions, International Finance, Financial Modeling and Advanced Corporate Finance.

EDUCATION



INCOMING FUNCTIONS

Branch Mgt, Credit Analyst, Consulting, Project Management, Quality Assurance

FINANCE SPECIALISATION COURSES



SEMESTER I - General Management- I, II, III



SEMESTER II - Advanced Corporate Finance, Corporate Valuation, Debt Securities & Treasury Management, Equity, LBO, and Merger and Acquisition Transactions, Financial Markets, Financial Modelling, Financial Regulation and Laws, FinTech and Portfolio Management, Investment Banking, PE, VC, Mergers & Acquisitions, Project Finance, Raising Fixed Income Capital & Financial Statement Analysis, Strategies for Managing Financial Services Business



INTERNATIONAL IMMERSION

Equity, LBO, and Merger and Acquisition Transactions, FinTech and Portfolio Management, Raising Fixed Income Capital & Financial Statement Analysis



GENERAL ELECTIVES

Advanced Competitive Strategy, Behavioral Decision Theory, Block Chain: Design and Applications, Business Intelligence & Analytics, Business Negotiation, Course of Independent Study, Game Theory in Business Strategy, Key Account Management, Live Industry Projects, Personal Finance, Strategic Communication



INTEGRATION PHASE

Corporate Governance and Business Law, Decision Making through Simulation, Development of Corporate Citizenship, Managing in times of Uncertainty, Responsible Leadership

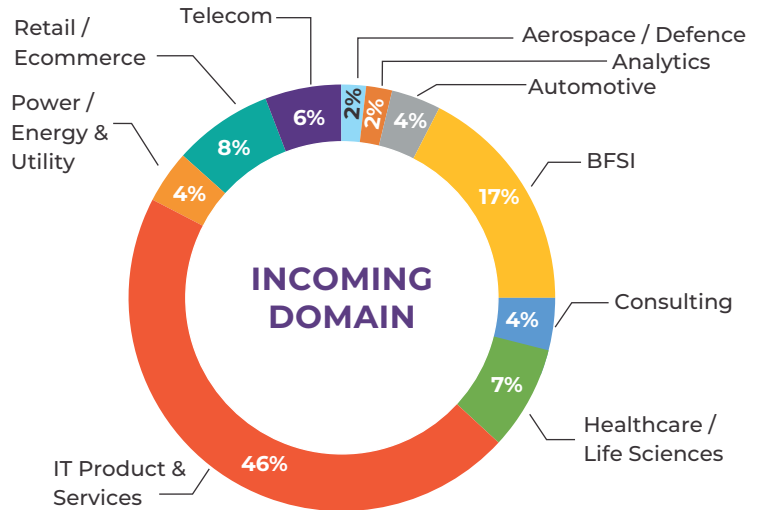
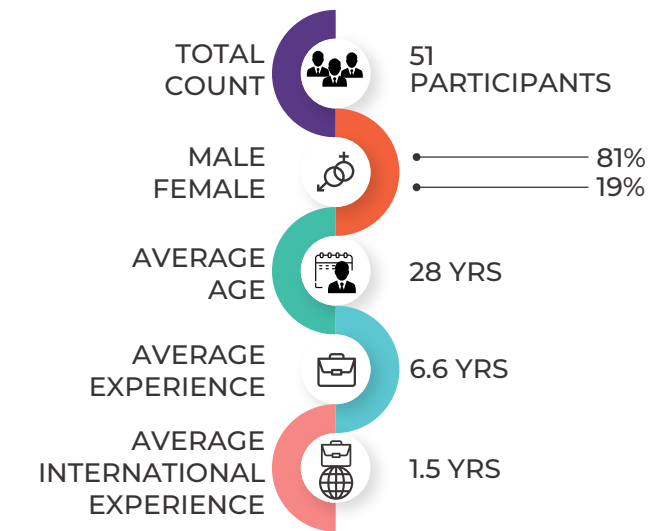


PREVIOUS OUTGOING ROLES FOR FINANCE PARTICIPANTS

AVP- Retail Banking, Business Analyst, Credit Analyst, Consulting, Customer Life Cycle Management, EA-CFO, Finance Business Partner, Investment & Commercial Operations, Growth Operations, Product Lead, Technology Consulting, Transaction Analyst

- SPJIMR's PGPM programme, benefits from experts who have held CXO level positions in their career, preparing students for middle and senior management roles enabling a general management perspective with a focus on domain expertise.
- International Immersion in USA at McCombs School of Business, University of Texas at Austin to enable deeper understanding to leverage IT to create value and analyse the strategic, financial and economic Implications of IT Projects.

EDUCATION



INCOMING FUNCTIONS

Analyst, Application Development, Consulting, Data Analytics, Product Development, Programme Management, Project Management, Quality Assurance, Solution Architect

INFORMATION MANAGEMENT SPECIALISATION COURSES



SEMESTER I - General Management- I, II, III



SEMESTER II - IT Strategy, Architecting Solutions for the Digital Enterprise Architecture using TOGAF, Big Tech & Business Strategy, Business Intelligence Systems, Cyber Security, Digital Disruption, Transformation and Engagement, Digital Product Management, IT Business Development, IT Consultancy Management, IT in Financial Services, Network Analytics and Social Computing, Project Management, Reinventing Business with AI & ML, Supply Chain and Customer Analytics, Transformation Through Cloud, User Generated Content Analytics



INTERNATIONAL IMMERSION

Business Analytics & Decision Making, Strategies for Networked Economy, Social Media Analytics and IT Enabled Business Innovation.



GENERAL ELECTIVES

Advanced Competitive Strategy, Behavioral Decision Theory, Block Chain: Design and Applications, Business Intelligence & Analytics, Business Negotiation, Course of Independent Study, Game Theory in Business Strategy, Key Account Management, Live Industry Projects, Personal Finance, Strategic Communication



INTEGRATION PHASE

Corporate Governance and Business Law, Decision Making through Simulation, Development of Corporate Citizenship, Managing in times of Uncertainty, Responsible Leadership



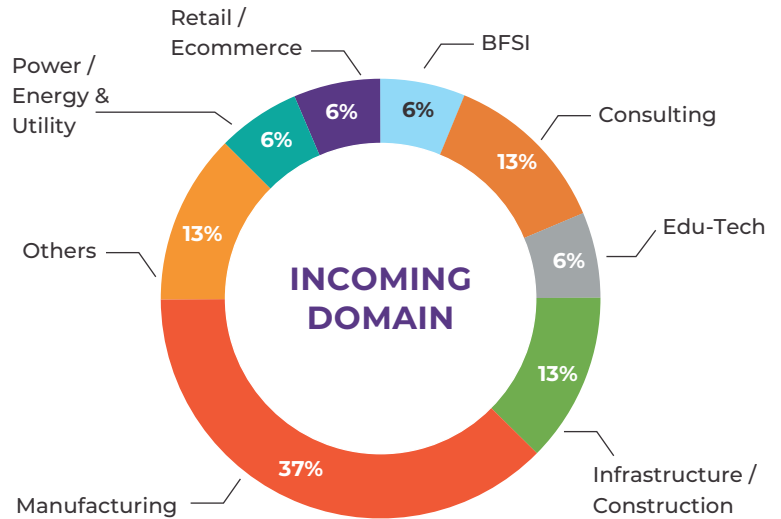
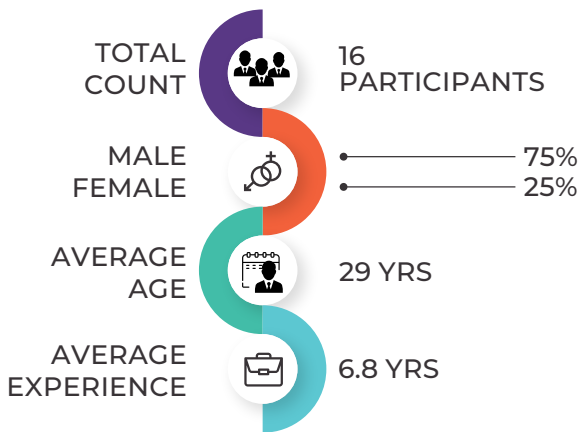
PREVIOUS OUTGOING ROLES FOR INFORMATION MANAGEMENT PARTICIPANTS

Account Leadership, Analytics Advisory, Consultant/Sr Consultant - Business Consulting, Customer Success, Digital Operations, Digital Transformation, Process Improvement, Product Management, Project Management, Technology Consulting

*Representative List

- ▶ SPJIMR's PGPM programme, benefits from experts who have held CXO level positions in their career, preparing students for middle and senior management roles enabling a general management perspective with a focus on domain expertise.
- ▶ International Immersion in USA at Johnson Graduate School of Management at Cornell University, New York to enable deeper understanding of consumer insights for decision making, market analytics and application of marketing principles among a host of other subject.

EDUCATION



INCOMING FUNCTIONS

Business Development, Entrepreneurship, Marketing, Programme Management, Sales, Key Account Management, Trade Marketing,

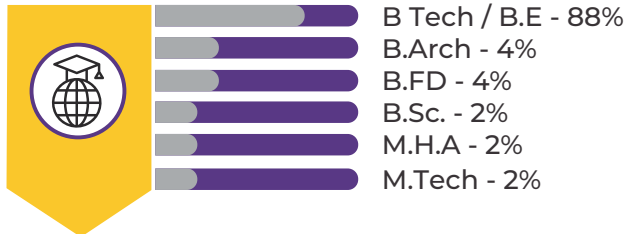
MARKETING SPECIALISATION COURSES

- SEMESTER I** - General Management- I, II, III
- SEMESTER II** - Buyer Behaviour, Analytics for Marketing Decision-making, B2B Sales & Distribution Management, Capstone Project, Digital Marketing Analysis, E-Commerce, Integrated Mktg Communication, Marketing Research, Pricing, Service Marketing & Customer Management, Strategic Brand Management, Strategic Management of Technology Innovations, Strategic Marketing
- INTERNATIONAL IMMERSION**
Analytical tools of Marketing Decisions, Behavioral Science of Marketing Decisions, Marketing Immersion Practicum: Entrepreneurial Marketing and Retail Brand Audit
- GENERAL ELECTIVES**
Advanced Competitive Strategy, Behavioral Decision Theory, Block Chain: Design and Applications, Business Intelligence & Analytics, Business Negotiation, Course of Independent Study, Game Theory in Business Strategy, Key Account Management, Live Industry Projects, Personal Finance, Strategic Communication
- INTEGRATION PHASE**
Corporate Governance and Business Law, Decision Making through Simulation, Development of Corporate Citizenship, Managing in times of Uncertainty, Responsible Leadership

- PREVIOUS OUTGOING ROLES FOR MARKETING PARTICIPANTS**
- Brand Management, Business Development, Client Operations, Campaign Management, Consultant/ Sr Consultant - Business Consulting, Strategy, Key Account Management, Digital Marketing, Digital Strategy, Marketing, Product Management, Growth Operations

- ▶ SPJIMR's PGPM programme, benefits from experts who have held CXO level positions in their career, preparing students for middle and senior management roles enabling a general management perspective with a focus on domain expertise.
- ▶ International Immersion in USA at Eli Broad School of Business, Michigan State University to enable deeper understanding of global aspects of SCM.

EDUCATION



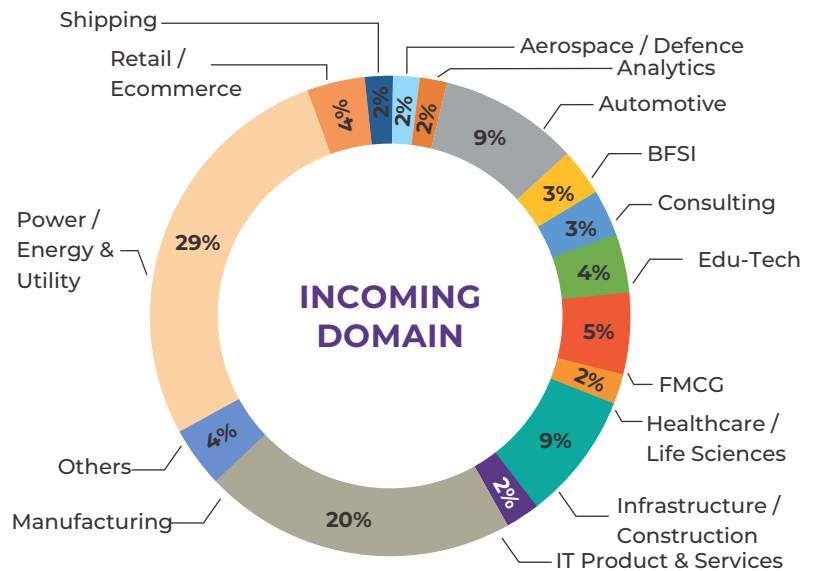
TOTAL COUNT 55 PARTICIPANTS

MALE 95%
FEMALE 5%

AVERAGE AGE 29 YRS

AVERAGE EXPERIENCE 6.8 YRS

AVERAGE INTERNATIONAL EXPERIENCE 1.4 YRS



INCOMING FUNCTIONS

Consulting, Demand Planning, Entrepreneurship, Operations, Product Design, Product Development, Project Management, Quality Control & Quality Assurance, Sales, Sourcing & procurement, Supply Chain & Logistics

OPERATIONS & SUPPLY CHAIN SPECIALISATION COURSES



SEMESTER I - General Management- I, II, III



SEMESTER II - Supply Chain Planning and Coordination, Commercial Aspects of Supply Chain Management, Logistics and Fulfillment in E-Business, Logistics Management, Manufacturing Planning and Control, Operational Excellence Methodologies, Operations and Supply Chain Strategy, Procurement and Strategic Sourcing, Project Management, Service Operations Management, Strategic Cost and Profitability Management, Supply Chain and Customer Analytics, Sustainable Supply Chain to Sustainable Business



INTERNATIONAL IMMERSION
 Integrated Supply Chain Management



GENERAL ELECTIVES
 Advanced Competitive Strategy, Behavioral Decision Theory, Block Chain: Design and Applications, Business Intelligence & Analytics, Business Negotiation, Course of Independent Study, Game Theory in Business Strategy, Key Account Management, Live Industry Projects, Personal Finance, Strategic Communication



INTEGRATION PHASE
 Corporate Governance and Business Law, Decision Making through Simulation, Development of Corporate Citizenship, Managing in times of Uncertainty, Responsible Leadership



PREVIOUS OUTGOING ROLES FOR OPERATIONS & SUPPLY CHAIN PARTICIPANTS

Account Leadership, Consultant/Sr Consultant - Business Consulting, City Logistics Head, Design & Operations, Operations, Improvement Leader, Process Excellence, Product Management, Pre Sales Consulting, Supply Chain, Warehouse Operations

*Representative List