

Post Graduate Programme in Development Management

A 12 Month Modular Programme
for the Social Sector

Building competencies
for the development sector



SPJIMR- An unmatched legacy



SPJIMR programmes aim to develop value-based leaders who can innovate and transform companies, social sector organisations, and society. One such pioneering programme emerged out of SPJIMR's social commitment is Post Graduate Programme in Development Management (PGPDM)

Recognized by Financial Times (FT MIM) Rankings as a top two business school in India

Acknowledged by Business Today as one of the top five business schools in the country

Rated by the Positive Impact Rating (PIR) as one of only four pioneering business schools globally for societal impact and sustainability

Location



The programme has the locational advantage of being situated in the financial capital with a large-scale presence of social sector, public policy, and corporate actors. With over 250 plant species plus a campus lake, the 45 acres of campus in Andheri is an urban oasis, providing a very conducive location for the learning and reflection for the social change agents.

About Programme

PGPDM - Post Graduate Programme in Development Management

PGPDM is a 12 month modular programme, for professionals working in or intending to work for the social sector including NGOs, foundations, CSR functions of corporate or for-profit organisations, social policy or welfare departments of governments and social enterprises.

This is the only Development Management Programme in India that has been internationally accredited by AMBA & AACSB.



Competency Goals and Learning Objectives

The programme is aligned to the following Competency Goals (CG) and Programme Learning Objectives

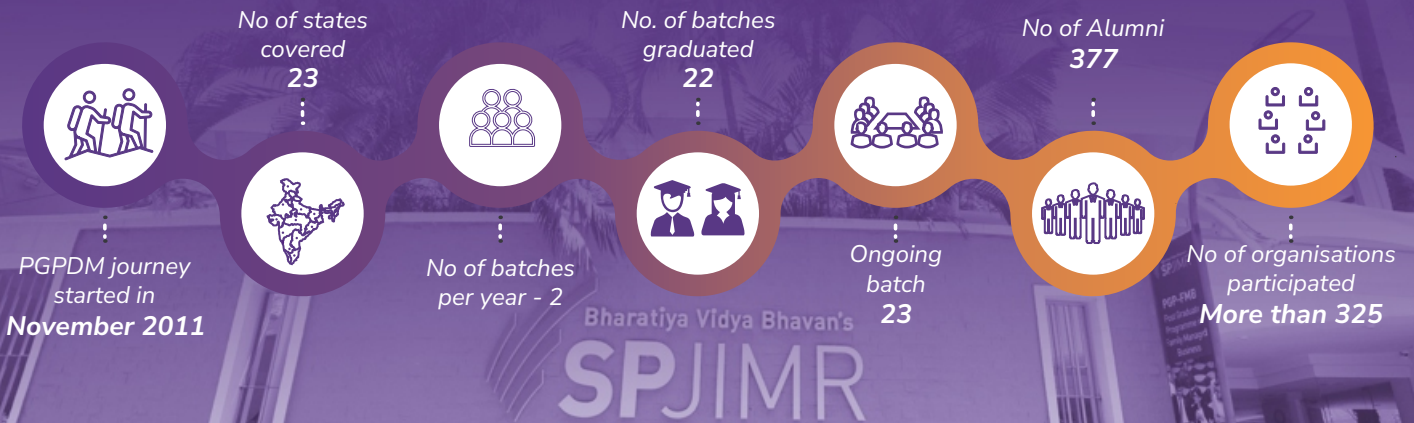
Competency Goals	Programme Learning Objectives
1. Students will become socially sensitive leaders who can recognise and act on opportunities for social change.	1.1: Understand and be sensitive to the external social, economic and policy environment. 1.2: Appraise and identify social problems and their solution.
2. Students will be capable of leading social sector organizations with impact at scale.	2.1: Understand management principles, their interdependencies and limitations for the social sector. 2.2: Recommend and implement responsible solutions to social problems.
3. Students will become innovative social change agents.	3.1: Apply specific practices and resources to develop innovative solutions to social problems. 3.2: Develop innovative solutions to unstructured social problems and build sustainable social organisation.



MISSION OF PGPDM

Enhancing the efficiency and effectiveness of the development sector organisations by building the capacity of development professionals and helping them create a more inclusive and sustainable society.

PGPDM Journey so far



Regular reflections and feedback sessions

These sessions with the Programme Chairperson in every contact help in integrating the learning from various courses, make mid-course corrections and improve the program

Extensive alumni network

PGPDM graduates get full SPJIMR alumni status and get the opportunity to leverage SPJIMR and PGPDM's extensive alumni base for networking opportunities, mentorship, and professional development.

Mahir Milan

Sessions with experts and leaders from the development sector.

Volunteering opportunities with NGOs

For professionals not from the development sector, we connect them with NGOs for volunteering opportunities organisations for practical application support

Manthan: Book reading sessions

To inculcate the habit of reading and learn from classic works in the social change

What makes PGPDM stand out?

Unique design and pedagogy

While the development sector needs to draw upon the management principles to get impact at scale, the conventional corporate management principles are inadequate for the complex social sector. The programme therefore uniquely blends the realms of development and management, harmonizing theory and practice seamlessly.

Strong emphasis on real life problem solving

Case studies, application exercises, field based assignments & projects all ensure application of classroom learnings to the real life situations of students

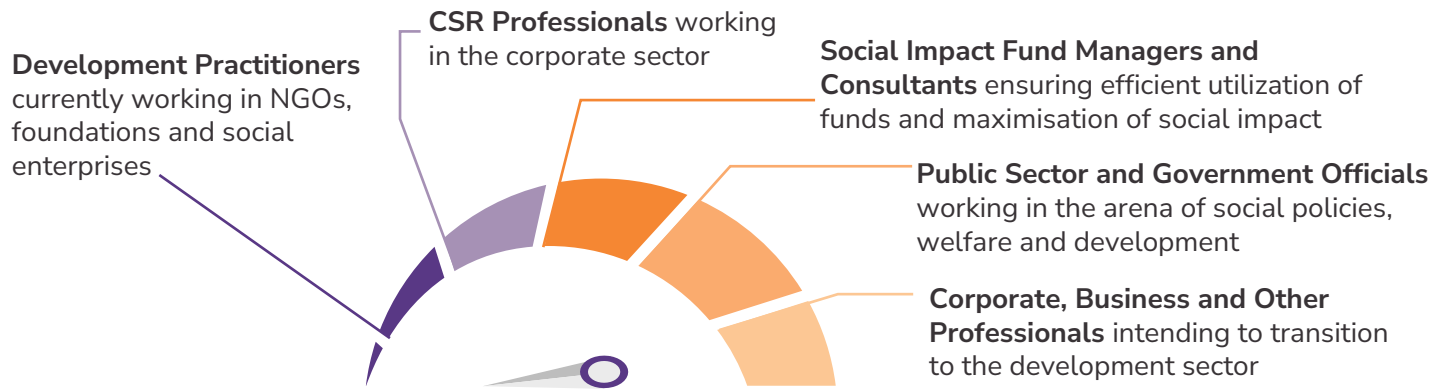
Feasible for working professionals

Classes and evaluations are scheduled in such a way that the students can continue working in their organisations and simultaneously apply the classroom learnings to benefit themselves, their organizations and communities they serve

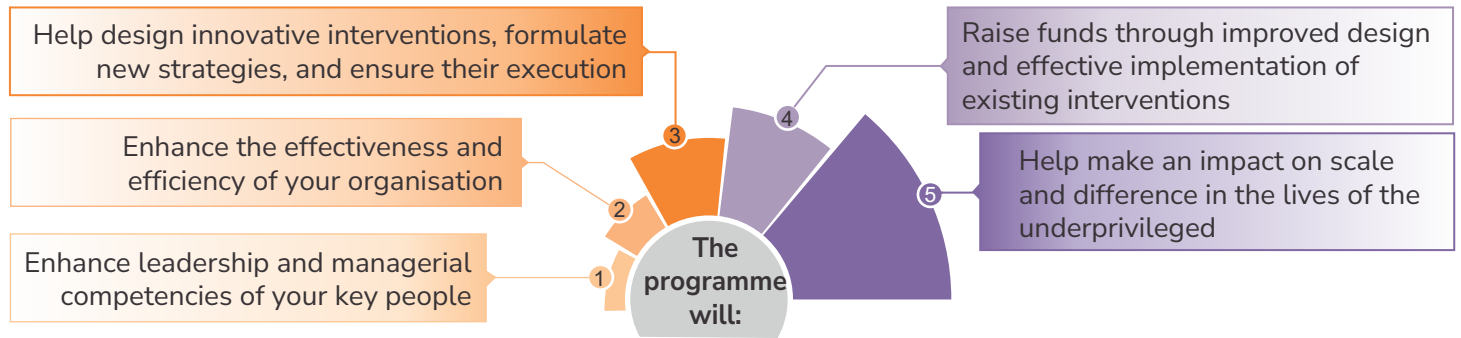
Development Management Project

A capstone project to ensure that key learnings of the programme find their way into the practical world of the students.

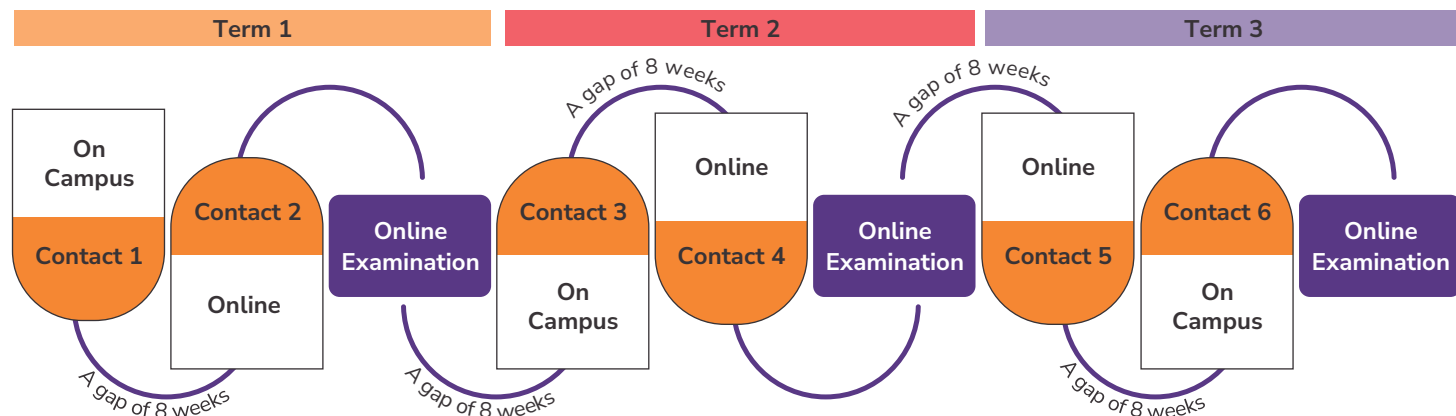
Who can benefit?



How Can Your Organization Benefit from Sponsoring an Employee to join PGPDM?"



Programme Architecture & Contacts Overview



- “Contact” refers to the “contact days” when classes or sessions are held. These sessions include physical or online classes depending on the type of contact
- There are total six contacts for the entire duration of the programme and each term is divided into two contacts.
- There is a gap of 8 weeks between two contacts which is used to complete the readings, application exercises, field assignments, group works and examinations

- For three contacts, students have to come to SPJIMR's Mumbai campus and remaining three contacts are held online
- For online contacts, sessions are held after lunch on weekdays and the entire day on Sundays
- Contact duration varies from 9 to 16 days; total contact days are about 80 and contact hours are about 400
- Contacts and examinations calendar for the entire year of the programme is given to students before taking admissions to help them plan their work and leaves



Curriculum Structure: 32 courses (39 credits)

Courses	Term I	1	Personal Exploration & Empowerment Lab
		2	Leadership for Development Sector
		3	Fundamentals of Economics
		4	Fundamentals of Marketing
		5	Communication Skills
		6	Understanding Society & Government
		7	Excel for Development
		8	Fundamentals of Strategy
		9	Fundamentals of Finance
Term II	10	Introduction to SDGs	
	11	Theory of Change	
	12	Qualitative Research Methodology	
	13	Strategic People Management	
	14	Social Innovation, Systems and Design Thinking	
	15	Fundamentals of Information Technology	
	16	Quantitative Research & Statistical Literacy	
	17	Basics of Program Design	
	18	Fundamentals of Branding	
	19	Legal Aspects & Governance of Social Sector Organizations	
Term III	20	Management of CSR	
	21	Program Evaluation & Impact Assessment	
	22	Management of Change	
	23	Fund Raising and Resource Mobilisation	
	24	Basics of Project Management	
	25	Social Entrepreneurship	
	26	Development Management Project (over Terms II & III)	
	27	Manthan (over Terms I, II & III)	
	28	Workshops*	
	29-32	Electives**	

*Workshops (Participants choose any one)

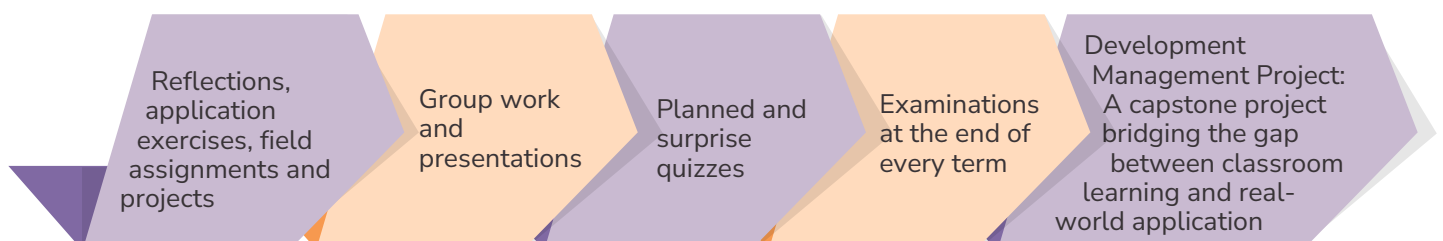
W1	Leading with Wisdom	W3	Management of Volunteers
W2	Negotiation Skills	W4	Behaviour Change Communication

** Electives (Participants choose any four)

E1	Advocacy and Networking	E7	Environmental, Social, Governance (ESG)
E2	Development Finance	E8	Public Policy: Formulation, Implementation & Analysis
E3	Social Media and Digital Marketing	E9	A Historical Perspective on Philanthropy & Development
E4	Education System, Policy & Finance		
E5	Media & Social Change		
E6	Women Entrepreneurship		

Evaluation

Though the programme is part-time, it requires full-time commitment to ensure the rigor. The evaluation is a continuous, comprehensive and rigorous process covering both on-campus and off-campus periods. Students are evaluated in each course on different components, including



Faculty profile

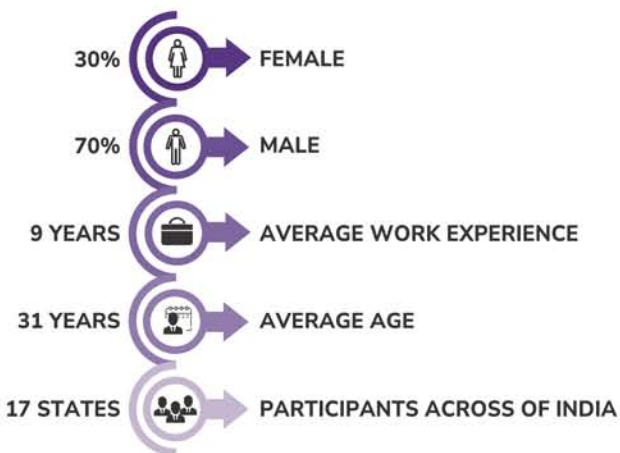
Thirty-two top-class faculty members from SPJIMR, including both core and adjunct faculty, alongside visiting experts from outside

Faculty members with diverse educational and professional backgrounds, having studied or worked at prestigious universities such as Oxford, Harvard, Vanderbilt, Purdue, Brandeis, Michigan, Tulane, UC Berkley, London Business School, Aix-Marseille and IITs, IIMs BITS Pilani, SPJIMR, Jamnalal Bajaj IMS, BIT Mesra, TISS, IRMA, Nirmala Niketan and other institutions of repute.

Offering a balanced approach in the classroom, blending theory and practice with management and development expertise to enrich the learning experience

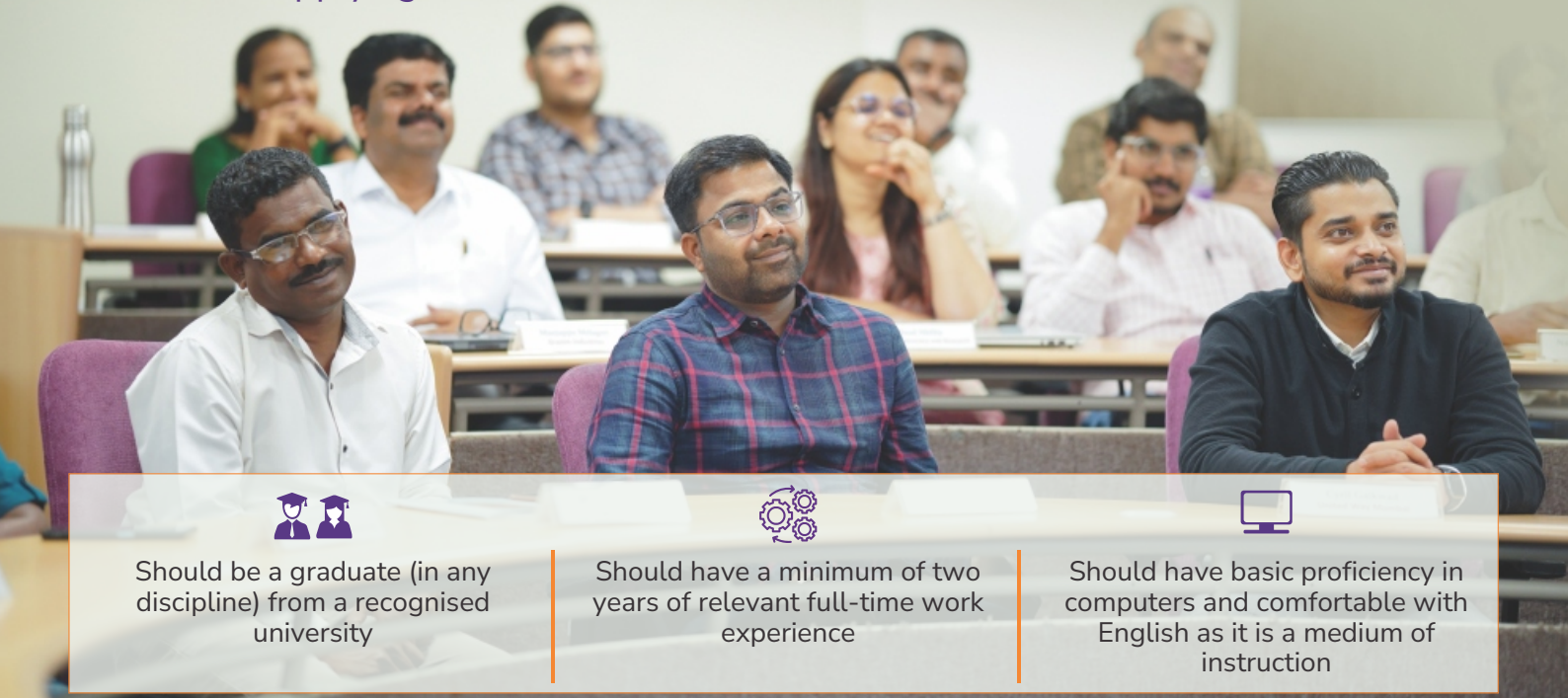


Current participants profile



Eligibility for admission

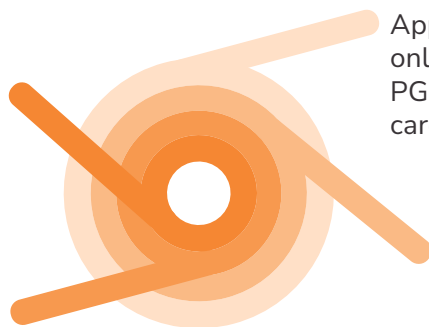
A candidate applying for the PGPDM



Application process: Applications are invited on a rolling basis

Only shortlisted candidates are called for online interview.

The sponsored candidates are required to attach a letter from the sponsoring organisation supporting their candidacy along with the application



Applicants are expected to fill out the online application form on the SPJIMR PGPDM admission portal after carefully reading the brochure

An application processing fee of Rs. 1000 has to be paid while filling up the application form

Important Information:

- Selected candidates must present original documents verifying educational qualifications, professional experience, identity, and address upon reporting to the campus.
- Discrepancies between information provided in the application form and supporting documents may result in admission cancellation without refund of the application processing fee.

- Only shortlisted candidates for the interview and those selected thereafter will receive communication from SPJIMR.
- Selected candidates must secure support from their organization for joining as the programme demands unwavering commitment and dedication.

Selection process:



Applicants are shortlisted based on their profiles and the information provided in the application form.



Shortlisted candidates are invited for an online personal interview with the faculty of SPJIMR.



Selection for the PGPDM programme is based on the candidate's performance in the interview.

Programme fee

I. Corporate/International NGO-sponsored & high-income candidates

Rs. 3,00,000 (Three Lakh only) + GST as applicable.
Payment terms: In advance – 2 options
a) Full payment Rs. 3,00,000 + GST as applicable
b) Term-wise payment: Rs. 1,00,000 + GST as applicable x 3 Terms

II. NGO Candidates or those who are self-sponsored

Rs. 1,50,000 (One Lakh Fifty Thousand only) + GST as applicable.
Payment terms: In advance – 3 options
a) Full payment Rs. 1,50,000 + GST as applicable
b) Term-wise payment: Rs. 50,000 + GST as applicable x 3 Terms
c) Equal Monthly Instalments (EMI) - Rs. 16,100 per month for 11 months. First EMI payment will have to be made for the confirmation of admission & for remaining 10 EMIs, Post Dated Cheques will have to be submitted on the day of reporting.

III. Discount in Fee - For two or more persons joining from the same NGO a concession of Rs. 10,000/- per candidate will be provided.

Scholarships are available for low income deserving candidates.

Accommodation Policy

The on-campus component of the programme is residential.

Accommodation and food costs are subsidized and have to be covered by the students.

Participation in the programme mandates that selected candidates reside together in accommodation arranged by the programme during on-campus contacts as this facilitates peer learning, community building and ensures complete dedication to the program during the on-campus contact.



To apply: Visit this page <https://www.spjimr.org/pgpdm-admissions/> or

Testimonials



Manish Dwivedi

Finance Controller,
Roundglass
Foundation,
Gurgaon, Haryana



After an accomplished corporate career spanning 23 specializing in finance and accounting, I thought of transitioning to the social sector. At this juncture of life, it was not easy to find a programme best suited for learning Development Management. My decision to join PGPDM at SPJIMR was the best thing that happened at the beginning of this journey. The design of the program, quality of the faculty, rigor, culture, and the fantastic ecosystem for support encourage deep engagement. PGPDM provokes and prepares you for compelling and holistic intervention in the sector. It has been a transformative experience!



Pamchingla Kumrah

Program
Coordinator,
Volunteers for
Village
Development,
Ukhru, Manipur



This programme has given me an opportunity for self-growth. Signing up for PGPDM is one of the best decisions that I have taken. The curriculum designed was exactly what I needed, and the concepts that were taught by experts from different fields have helped enhance my understanding of the development sector by deepening my knowledge and skills. I learned to think out of the box, and I can see changes in myself, my thought process, and the way I do things.



Soujanya Veguru

GM CSR,
Cummins India,
Pune, Maharashtra



In my experience, SPJIMR's PGPDM programme stands out as an excellent choice for individuals committed to making a difference in the development sector in India. The programme's curriculum has been curated thoughtfully with an aim to blend theoretical knowledge and practical application. They have some of the best faculty with diverse expertise, teaching styles and perspectives from across the world. Their guidance and mentorship have been invaluable, taking me forward on my journey in this field.



Testimonials



Maulik Sisodia

*Executive Director
Tarun Bharat
Sangh, Jaipur,
Rajasthan*



Being a grassroots-level activist, I always wanted to see the broader side of the development sector and explore ways to enhance the impact, scale, and efficiency of our initiatives. The PGPDM program at SPJIMR, alongside its incomparable faculty, played an instrumental role in fulfilling my goals. This program provided me with invaluable insights spanning diverse frameworks, the practical application of design thinking, adeptness in scenario planning, proficiency in leveraging emerging technologies, a nuanced grasp of agility, and a comprehensive understanding of the complexities within national and international policy-making. I highly recommend this course for development professionals and activists, regardless of their career stage.



Arpita Kayal

*Programme
Associate, UN
Women, New
Delhi*



PGPDM is a unique programme with a commensurate blend of theoretical knowledge and practical application. It has connected us to the extended community of experienced professors, domain experts, skilled practitioners, and, of course, diverse professional peers within the development sector. During my journey at PGPDM, my outlook has expanded, my skill sets have sharpened, and my experience has been enriched. I recommend this programme to development sector professionals.



Prafulla Shashikant

*Founder Director,
Vowels of the
People Association
(VOPA), Pune*



I was a part of PGPDM Batch 8. I was interested in this programme as it is customized for the development sector. The drive for contributing to social sector with more efficiency and effectiveness built an urge of knowing everything from finance to management relevant for the developmental organizations. The tasks and assignments given to me during the programme enabled me to face the on-ground challenges. I look back and see this experience as a turning point in my career. Today, I lead my organization with more than 50 team members, and I think a big amount of credit goes to SPJIMR's PGPDM.



An illustrative list of students' organisations

CSRs

- Aditya Birla Group
- Ambuja Cement Foundation
- Bryt Technologies Pvt Ltd
- Chambal Fertilizers and Chemicals Ltd
- Cummins India
- Excel Industries Ltd
- Godrej & Boyce, Mumbai
- Hero MotoCorp Ltd
- JSW Foundation
- Kotak Education Foundation
- Lupin Human Welfare & Research Foundation
- Mahindra & Mahindra
- Piramal Foundation
- Reliance Foundation
- Sterlite Technologies Ltd
- Tata Trusts
- Tata Motors
- Tata Power
- Tech Mahindra Foundation
- Utkal Alumina International Limited, Hindalco
- Verizon Data Service Pvt. Ltd
- Vodafone Idea Ltd

NGOs

- Abhivyakti Foundation
- Aga Khan Rural Support Programme, India
- Alert India
- Americares India Foundation
- ASHRAY-AKRUTI
- Association for Democratic Reforms
- Aasraa Trust
- BAIF Development Research Foundation
- Basic Paradigm
- CARE India
- Claylab Education Foundation
- Deesha Group
- Dhan Foundation
- Dr. M. L. Dhawale Memorial Trust
- E-Vidyaloka Education for All Network Foundation
- Gramin Vikas Parishad
- Hand in Hand
- Habitat for Humanity India
- Haqdarshak
- Head Held High Foundation
- IDSP Foundation
- Magic Bus India Foundation
- Mauna Dhvani Foundation
- Narayana Superspeciality Hospital
- Om Creations Trust
- Pratham Education Foundation
- Praveenlatha Sansthan Foundation
- Ratna Nidhi Charitable Trust
- RoundGlass Foundation
- SATHI
- Snehalaya
- Shantilal Muttha Foundation
- St. Jude India Childcare Centre
- Swades Foundation
- Tarun Bharat Sangh
- The Askhay Patra Foundation
- UN Women
- United Way Mumbai
- Urban Management Centre
- Vigyan Ashram
- Vasudhaiva Shikshana Foundation
- Vivekanand Research & Training Institute
- Volunteers for Village Development
- Vowel of the People Association
- We the People Abhiyan
- World Health Organization



Thomas Adaikalam
Head, Volunteering,
Engagement &
Partnerships,
Kotak Education
Foundation, Mumbai,
Maharashtra

"I have been a mentor to a few participants since 2012 and can say that the programme made an impact in terms of a better quality of interventions and improved outcomes across various sectors. The people who completed PGPDM have become change-makers. We, at Kotak Education Foundation, are happy to see some of our employees joining and immensely benefiting from the programme. It is my firm belief that people who want to bring qualitative change in their development work should make use of this programme which has been changed recently to suit the needs and convenience of working professionals."

Programme Team

Dr. Tanojkumar Meshram is a public policy, education, and development professional & researcher with over 20 years of experience in government, academia, and the social sector.

A former civil servant, Dr Meshram, finished his Ph.D. in Social Policy from The Heller School for Social Policy and Management at Brandeis University, USA and post-graduation in Public Management and Policy from IIM Ahmedabad. His research interests include Public policy, Implementation theory, Critical policy studies, Education policy & finance, Development & social sector, Infrastructure. Methodologically, he is trained as a mixed-method researcher.

Dr. Tanoj Kumar Meshram
Programme Chairperson



Joined the institute in 2014 Smita has been working in various capacities with PGPDM ever since. She is a graduate and holds a Master's Diploma in Software Engineering, and has work experience as a Computer Programmer in

various organisations such as Tarapur Atomic Power Project. In PGPDM team she handles Administration, Budget, Accounts and Alumni Relations.

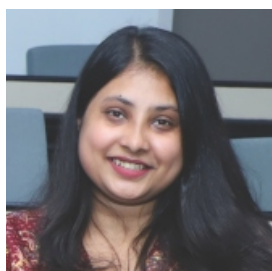
Smita Gore - Programme Associate



Joined in 2019, Arpita has completed her Masters in Economics from University of Mumbai and has 12 years of work experience in the education industry in multiple domains like, sales marketing, accounts and operations. In the PGPDM

team she works as a Batch Coordinator and her work includes everything from admissions of a new batch to its convocation after one year.

Arpita Rastogi - Programme Associate



Tanurima joined PGPDM as an Academic Associate in 2023. She is a Ph.D. scholar in the Centre for Social Exclusion and Inclusive Policies at Tata Institute of Social Sciences, Mumbai and her research focuses on caste and gender. With dual

Master's degrees from IIT Gandhinagar and Hindu College, University of Delhi, Tanurima has served as a Teaching Associate at IIT Gandhinagar and TISS Mumbai. In the PGPDM team, she provides academic support, assists in curricular and content development, evaluations/grading, accreditation and is also involved in conducting the required tutorials and providing language and writing support.

Tanurima Shau - Academic Associate



Kiran joined PGPDM as a Senior Associate in 2024. He holds a Bachelor's degree in Mass Media from Lord's Universal College, Mumbai. Kiran brings over 8 years of development sector experience, specializing in facilitating

sessions, imparting employability skills, and training 800 individuals in computer courses. He played a key role in initiating the ATAL Tinkering Lab program in 15 Government Schools across Maharashtra. In the PGPDM team he handles alumni relations and media management besides batch coordination which involves taking care of everything from admissions of a new batch to its convocation after one year.

Kiran Didla - Senior Associate

Participants On Campus





Bhavan's S.P. Jain Institute of Management & Research
Bhavan's Campus, Munshi Nagar, Dadabhai Road,
Andheri West, Mumbai - 400 058.

022-6145 4297/ 022-6213 4444
admissions.pgpdm@spjmr.org
<http://www.spjmr.org>

