



## **POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)**

SPJIMR's Post Graduate Diploma in Management (PGDM) is a two-year, full-time residential programme deemed to be equivalent to an MBA. We are an innovative and socially responsive school of management, ranked among the top two-year programmes in India.

### **WHO IS AN INTERNATIONAL APPLICANT?**

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An international applicant is one who is not an Indian citizen and does not hold an Indian passport.

### **ADMISSION PROCESS**

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While applying, the applicant is required to select from one of four specialisations offered: Finance, Information Management, Marketing and Operations & Supply Chain. You will need to state two preferences.

A choice at this stage helps:

- Applicants develop a clear and sharp focus early on in the Programme
- Achieve segmentation at the time of admission based on differentiated need of the recruiting organizations
- Broaden the spectrum of recruiters as participant's graduate
- Foster better bonding with peers resulting in productive collaborations especially with participants opting for different areas of specialisation

### **Academic Background**

Applicant must possess a strong and consistent academic background. Performance in high school (i.e., 10th and 12th grades) and every year of graduation are considered in the selection process.

#### 10th Grade and 12th Grade

1. An aggregate percentage of marks, or CGPA of all subjects mentioned on the transcript will be considered for arriving at the final percentage. This is irrespective of whether the university takes it into consideration or not while calculating the final percentage.

2. If a university awards grades/grade points, then the same has to be converted into percentage by using the applicable conversion factor. The conversion certificate needs to be furnished during verification process if shortlisted.

### Graduation

1. Applicants must hold a Bachelor's Degree with at least 50% marks or equivalent CGPA awarded by an institute that is deemed to be as a University in the applicant's country of residence.
2. The bachelor's degree or equivalent qualification obtained by the applicant must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The percentage obtained by the applicant in the bachelor's degree would be based on the practice followed by the institution/university from where the applicant has obtained the degree. The degree awarded by a institute/university should be recognized by the Association of Indian Universities (AIU)/other appropriate authorities.
3. Applicants in the last year of degree and those who have completed the degree but are awaiting results can also apply. The applicant should have obtained 50% marks or equivalent in the latest exam that has been completed. In such a case, applicants must provide a provisional certificate from the authorised personnel of his/her institute/college stating that he/she has appeared for all the exams and has completed all the obligations required to obtain the degree. For the applicants who are awaiting their final results of the bachelor's degree, available marks of the previous semesters/years would be considered for calculating graduation percentage. The applicant should have obtained 50% marks or equivalent in the exams that have been completed.
4. Applicants mentioned in points 3, if selected, have to provide the degree awarded by the university latest by December 31, 2025 until which the registration will be considered as provisional. The registration to the programme will stand cancelled if the applicant fails to submit the degree by December 31, 2025.
5. If the institute provides grades/CGPA instead of percentage scores/marks, a conversion of the same to equivalent percentage is mandatory. If no conversion factor is available/provided, then a percentage needs to be calculated by multiplying CGPA obtained by 10. The conversion certificate needs to be furnished during the interview process if shortlisted. If no conversion factor exists, then a certificate from the university certifying the practice needs to be provided during the interview process.

## Work Experience

1. Work experience is not mandatory for this Programme. Graduates with no work experience and those with up to five years of work experience can apply.
2. Relevant work experience after graduation will be considered. Internship/training/project work which were a part of the curriculum will not be considered as work experience or any periods of apprenticeship such as articleship required as part of certain professional courses, or any unpaid work undertaken in any organization or institution will also not be considered as work-experience.
3. Proof of work experience such as offer letter, salary slips and the experience letter will have to be provided.

## Entrance score - Qualifying Score (Cut-offs)

Entrance Test	Sectional			Overall
<b>GMAT</b> <i>(Jan 01, 2022 to Dec 10, 2024)</i>	Verbal	Quantitative	-	
<b>GMAT Percentile</b>	65	65	-	75
<b>GMAT Focus Edition</b> <i>(Nov 2023 - Dec 10, 2024)</i>	Verbal	Quantitative	Data Insights	
<b>GMAT Percentile</b>	65	65	65	75
<b>CAT 2024</b>	Verbal Ability and Reading Comprehension	Data Interpretation and Logical Reasoning	Quantitative Ability	
<b>CAT Percentile</b>	75	75	75	85

## APPLICATION PROCESS

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To apply for the PGDM Programme, applicants must fill the form on the online admissions portal by **November 22, 2024**.

The application processing fee is Rs. 2000. This fee can be paid through credit card or net banking.

## SELECTION PROCESS

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Applicants are assessed on the basis of their intellectual readiness (academics) and also on emotional readiness. Emotional readiness includes work experience, extracurricular activities, and an aptitude that aligns with the Institute's mission of value-based leadership.

The shortlist is based on their qualifying score and profile considering the following factors:

- Consistency of academic record
- Relevance of work experience for the specialisation chosen
- Versatility and achievements

They are also expected to meet the qualifying scores in at least one of the entrance exams.

Detailed information related to the interview process/requirements will be shared with the shortlisted applicants after the shortlists are declared.

### Selection List

The selection list is based on a composite score, which takes into account the applicant's profile, academic record, entrance test scores (CAT/GMAT), relevance of work experience (if any) and performance in the two rounds of group interviews.

SPJIMR does not allow deferment of an admission offer to subsequent years.

Any misrepresentation or suppression of information by an applicant at any stage during the admissions process or at any later date, will lead to immediate disqualification of the applicant from SPJIMR.

## TOTAL INTAKE

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The current intake of the PGDM Programme is 240. An additional 36 seats have been sanctioned for OCI/PIO, children of Indian workers in the Gulf countries and Foreign Nationals. The maximum total intake of the Programme is up to 276 seats. NRI applications will be considered at par with the Indian applications.

**For any further queries, kindly contact:**

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**You may also check the FAQ section for further information related to the programme and application on our website [www.spjimr.org](http://www.spjimr.org).**