नवसर्जनम्-शुचिता-समावेशत्वम्
IIM SAMBALPUR

MASTER OF BUSINESS ADMINISTRATION

FOR WORKING PROFESSIONALS IN DELHI

ADMISSION BROCHURE
[2023-25]



INDIAN INSTITUTE OF MANAGEMENT SAMBALPUR



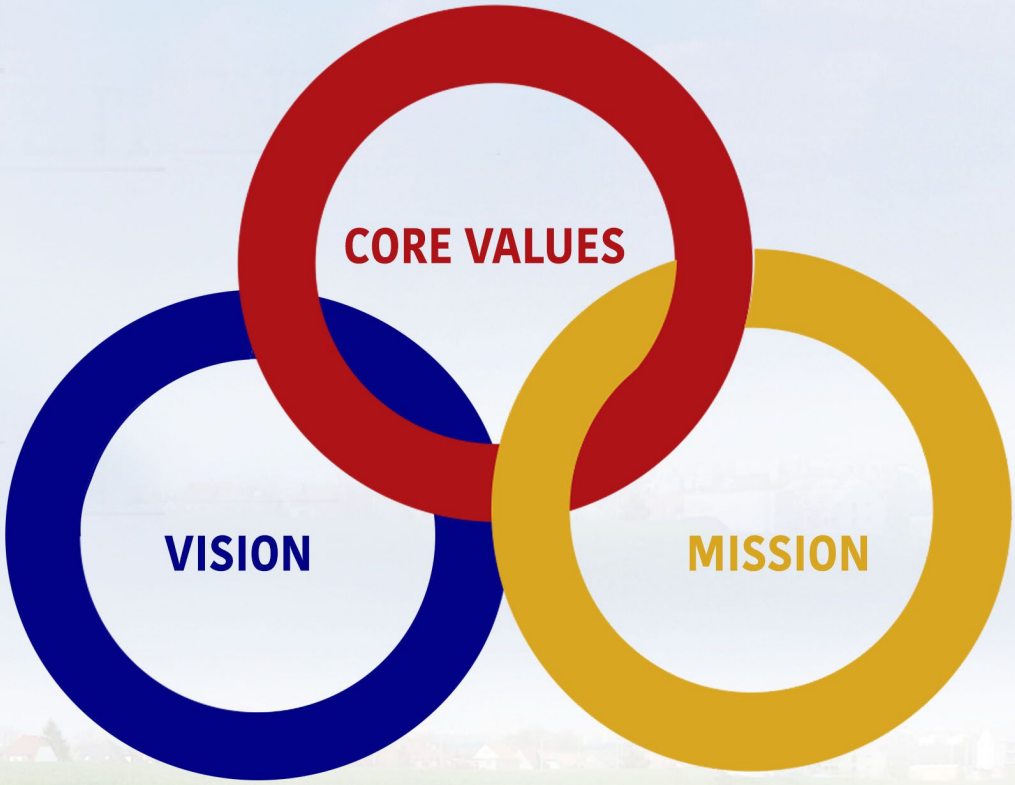
DIRECTOR'S MESSAGE

IIM Sambalpur as part of its innovation and diversification strategy is launching a two-year Master of Business Administration (MBA) for working professionals at IIM Sambalpur - Delhi Centre, ISID, Vasant Kunj, New Delhi in blended mode on weekends. The program is unique in terms of its Specialization in the contemporary management fields such as Data Science and Product Management, Entrepreneurial Innovation, Sustainability and functional domains. Another Unique feature of the program is that it has an option for International immersion as well as dual MBA degree from International Universities. The program will provide a platform to interact with Faculties from IIM Sambalpur, International Partner Universities and Industry Experts. The current economic scenario of our country is brimming with endless opportunities.

New edge organizations with focus on sustainability and digitalization are disrupting the existing organizations and hence providing opportunities for management professionals with theme having entrepreneurial and digital skills. IIM Sambalpur has built world class state of art campus at Sambalpur and is running currently MBA, Exe MBA, PhD, Exe-PhD in full capacity. Apart IIM Sambalpur has initiated many innovative projects such as double degree program with overseas universities, Market access to Weaver and Artisans with digital platform, social immersion projects etc. I am sure the new program of IIM Sambalpur - Delhi Centre will provide unique value proposition in your professional journey.

Prof. M.P Jaiswal
Director
IIM Sambalpur





CORE VALUES

Innovation, Integrity and Inclusiveness.

VISION

To be an Institute par Excellence in nurturing responsible leaders with an entrepreneurial mindset.

MISSION

To create knowledge in management and business through impactful research and collaboration.

To disseminate knowledge using disruptive pedagogies to enhance the professional skills of participants.

To collaborate with industry, government, society and academic institutions globally to strengthen the entrepreneurial capacity of the country.

ABOUT IIM SAMBALPUR (MAIN CAMPUS)

Located amidst hills and farmlands of Basantpur, the campus of IIM Sambalpur is peaceful and far away from the hubbub of the metropolis. Along with this peace, the lives of students revolve around classes, assignments, presentations, and exams. Students at IIM Sambalpur also run several Students' Committees and Clubs. The Institute has an Academic Committee, which acts as a liaison between the faculty and the students. The Institute also has Cultural and Sports Committee to lighten the ambience and foster much needed interaction between the batch mates. Apart from the rigorous curriculum, the Institute also gets access to the best faculty in the IIM system. The depth of knowledge of the Professors and the sheer ease with which they handle the course is astounding and inspiring. Students do not need to be told to study; it comes naturally after seeing the amount of efforts being put in by the Professors. IIM Sambalpur holds Innovation, Integrity, and Inclusion as fundamentals to mold it into an Institute of National Importance. The main emphasis is to reach out and explore the unconventional areas through an entrepreneurial and novel approach. The world is competitive and we at IIM Sambalpur would like to take up the challenge through our action-centric research, value-based consulting and experiential learning pedagogy. The knowledge and values that we wish to impart at IIM Sambalpur aims to develop professional business acumen while making our students versatile human beings and proud citizens of the Nation.



ABOUT IIM SAMBALPUR, DELHI CENTRE

IIM Sambalpur has setup its centre at ISID, Vasant Kunj, New Delhi. The Institute offers MBA for working professionals) along with an option of dual degree from international universities. Being in the heart of the Capital City of India and close to the business, political, bureaucratic & education hub, the Institute has an advantage to leverage the benefits by bringing the best experts from corporate & industry sector, govt functionaries and renowned researchers & educationists.



ISID

PROGRAMME OVERVIEW

The Two-year Master of Business Administration degree program offered by IIM Sambalpur is designed for working professionals, strategic leaders, and entrepreneurs. The program is offered in a blended mode, with the option of obtaining a dual degree from international universities. It will be conducted on weekends at IIM Sambalpur – Delhi Centre, ISID, Vasant Kunj, New Delhi. This program is specifically designed for individuals seeking to transform themselves into innovative leaders.

The programme is specifically designed for entrepreneurs and working professionals seeking to upskill themselves. It spans 915 hours and is structured into two years. In the first year, participants will acquire the core aspects of management, while the second year will offer an in-depth understanding of various management functions. Participants have the option to specialize in Data Science & Product Management, Entrepreneurial Innovation, Sustainability & Functional domains.

UNIQUENESS OF THE PROGRAM

This is a comprehensive program in a blended mode with an option for dual degree for professionals who aspire to lead, transform and excel in an increasingly complex and competitive global scenario. The Program is designed for minimum three years' experienced professionals who would continue to be engaged in their respective profession and at the same time upgrade their management skills & knowledge. With a focus on flipped classroom strategy, practical application and real-world projects, professionals will have the opportunity to immediately apply what they have learned and see the impact in their own careers and profession.

PROGRAMME OBJECTIVES

The 2-year program aims to equip participants with a comprehensive understanding of management practices and tools necessary for running a successful business. It focuses on fostering entrepreneurial skills, promoting innovation, and providing strategies to drive organizational growth. The objectives are as follows:

- To help the participants in global networking, industry connections, and intellectual curiosity.
- To help the participants in recognizing and resolving challenging business problems by combining innovative approaches from several functional areas.
- To harness the full professional potential in accelerating participant's current business / career by assisting the transition to a new sustainable entrepreneur / corporate career.
- To enhance the participant's capacity to address problems from a broad perspective, emphasizing inclusivity and inventiveness.
- To expose the participants abreast of the international benchmarks for successful entrepreneur.
- To keep the participants up to date on the global standards & benchmarks and enhance the entrepreneurial abilities.
- To improve participants' consulting abilities.

KEY BENEFITS

- MBA, 2-year degree program at IIM Sambalpur - Delhi Centre with an option for International Immersion as well as dual MBA degree from International Universities .
- The weekend classes in blended mode using Experiential Learning Flipped Classroom Pedagogy will be held at IIM Sambalpur - Delhi Centre, ISID, Vasant Kunj, New Delhi and One week module at Sambalpur Campus, Odisha.
- CEO Immersion Programme and Support for Career Counselling .
- Interactions with faculties from IIM Sambalpur, International Partner Universities and Industry Experts.
- Build influential connections.
- IIM Sambalpur Alumni status.
- Rigorous, cutting-edge curriculum with entrepreneurial orientation.
- Focus on cohort diversity across nationalities.
- Specialization in Data Science & Product Management, Entrepreneurial Innovation, Sustainability & Functional Domain.

PEDAGOGY

A judicious mix of flipped classroom, lectures, case discussions, project work, term papers, role-play, seminar presentations, assignments, management games and simulations in a blended mode.

ELIGIBILITY CONDITIONS

Qualification

- Candidate should hold a bachelor's degree or an equivalent qualification in any discipline with a minimum of 50% marks or equivalent percentage.
- Completed at least 3 (three) years of full time managerial/professional experience after Bachelor's Degree as on the last date for submission of applications.
- The programme is open to all nationalities.
- Seats are reserved for SC/ST/OBC (non-creamy layer)/PWD/EWS candidates as per Government of India rules.

SELECTION PROCESS

SELF FINANCED CANDIDATES

In the case of self-financed candidates fulfilling the minimum eligibility criteria as above shall be called for the PI process. The Admission Committee in consultation with the Competent Authority will decide the number of candidates to be called for PI. Candidates shall be required to submit a "No Objection Certificate"/ "Consent letter" for pursuing the MBA for working professionals at IIM Sambalpur - Delhi Centre from his or her employer.

INDUSTRY SPONSORED CANDIDATES

Industry Sponsored candidates are allowed admission in the MBA for working professionals at IIM Sambalpur -Delhi Centre. The selection of candidates under this category will be primarily based on personal interview. The candidates will be required to submit a letter from the sponsoring company. A candidate selected under this category will have to abide by all the Rules and Regulations applicable to student admitted under the normal category.

STATEMENT OF PURPOSE (SOP)

Candidates should submit a Statement of Purpose (SOP) not exceeding 2000 words. The SOP should include a discussion of the candidate's career path, interests, professional contributions, goals, and the driving force behind their pursuit of an MBA for working professionals.

PERSONAL INTERVIEW

Upon being shortlisted the candidates shall appear for a personal interview in front of the selection panel. The selection panel will assess the suitability of the candidates based on their managerial acumen and entrepreneurial mindset.

PREPARING THE MERIT LIST

The Final Merit List for admission to the program will be prepared based on the candidate's Personal Interview, Academic Qualification, diversity and Statement of Purpose (SOP).

The Personal Interview will be given a weightage of 60 percent. The candidate's profile, which comprises of their Past Academic Performance and Diversity will each be given a weightage of 10 percent. The Statement of Purpose (SOP) & Career Objectives submitted by the candidate will carry a weightage of 20 percent.

IIM Sambalpur reserves the right to modify any part of this document including the various criteria and cut offs mentioned at any time till the actual admission process for the batch is completed. Any dispute concerning Admission for the 2023 batch would be subject to jurisdiction of the competent courts within the territorial jurisdiction of city of Sambalpur only.

PROGRAMME STRUCTURE

In line of the established norms of conferring an MBA degree, the total minimum contact hours for the program are mentioned below:

Total 900+ hours of classroom teaching, 540 hours in first year and 375 hours in second year.

- First Year: Term I, II & III - 540 hours of core courses.
- Second year: Term IV, V & VI - 375 hours of elective courses.
- Term VI –CEO immersion program, Mini dissertation, and an option of International Immersion / Dual Degree from International Universities which includes 04 weeks of study & stay at the respective foreign Institute.
- Course delivery would include an eclectic mix of flipped classroom, case-based methods of teaching, simulations, problem solving exercises, assignments, role play and in-class discussions.

COURSE STRUCTURE

The MBA degree (For working professionals) offers two types of courses: Core courses and Elective courses. The Core courses are compulsorily offered to all the students in the first year i.e. in Term I, Term II and Term III. The Elective courses are offered in the second year i.e. in Term IV, Term V and Term VI.

CORE COURSES		
TERM I	**TERM II**	**TERM III**
Corporate Communication	Organisational Behaviour	Human Resource Management
Marketing Management I	Marketing Management II	Strategic Management
Financial Reporting	Operations Management	Business Research Methods
Business Economics	Operations Research	Business Governance and Sustainability
Managerial Statistics	Corporate Finance	Entrepreneurship
Data Science for Business	Management Information System	
Business project / Live project (spread over 3 terms)		

ELECTIVE COURSES

In the second year of the programme, students will have the option to choose elective courses as per their interest in the following functional domains spread over Term IV, Term V and Term VI.

ELECTIVE COURSES	
Compulsory Elective Courses	Data Science & Product Management
	Entrepreneurial Innovation
	Sustainability
Functional Elective Courses	Accounting & Finance
	Marketing Management
	Operations Management
	Economics
	Information System Management
	OB & Human Resource Management
	Policy and Strategic Management

IIM Sambalpur reserves the right to make changes in the above mentioned curriculum at its sole discretion without any prior intimation

DUAL DEGREE FROM INTERNATIONAL UNIVERSITIES

Students would have the option to pursue a dual degree program offered by international universities, an additional cost such as tuition fees, travel expenses, meals, etc. would be borne by the student.

CEO IMMERSION

The CEO Immersion programme in the VIth Term offers the students to interact with the CEOs & top Executives of MNCs, large Indian corporate houses, unicorns, starts-ups, PSUs, etc. These events stress the value of fostering an atmosphere of trust and understanding among the workforce including the applications for strategic processes, policies and planning to unlock & generate the value chain as well as strategies for leading today's VUCA environment - Volatile, Uncertain, Complex, and Ambiguous.

In the past, IIM Sambalpur has conducted various CEO immersion programmes hosted by eminent corporate executives. The list includes top experts of industry such as Hindalco Industries Ltd, Mahindra Lifespace Developers Ltd, Aditya Birla Renewables Ltd, Vedanta Ltd; Deloitte, Western Digital India, Ashok Leyland YES Bank, MCL, IBM, Flipkart, ITC Ltd, Reliance etc.

MINI DISSERTATION

In order to gauge whether the student is conversant with the domain understanding and method of research, for obtaining the MBA degree, a Mini Dissertation is included in the 2nd year of the programme. The Mini Dissertation is indicative of a research project reflected through a manuscript or a written report. The prescripts of dissertation include but not limited to objectives, problem statement, research methodology, argumentation and findings with implications.

INTERNATIONAL IMMERSION PROGRAMME (OPTIONAL):

IIM Sambalpur is committed to enhancing internationalization; the students would receive an opportunity to participate in the Immersion Programme with our international partner intuitions to study abroad. The programme aims to help the students become culturally sensitive and academically oriented with global business perspectives. It would be a one to two weeks programme, in which students, accompanied by a faculty from IIM Sambalpur, would attend classroom sessions, including at least one industry visit. The programme would follow an appropriate evaluation mechanism.

INTERNATIONAL COLLABORATIONS

In order to retain its position as a top B-School and a highly rated global Research Organization, IIM Sambalpur has been continuously strengthening its relationship with international Institutes. This helps the students to gain dual degree as an additional option, opportunity for international exchange and immersion programmes and learn global standards of business management strategies. IIM Sambalpur has collaborated and signed up MoUs with following international institutes:-

SORBONNE BUSINESS SCHOOL
IAE PARIS

International Institute for Education Consortium

iae BORDEAUX university school of management
université de BORDEAUX

Brunel University London

University of Essex

AMS Antwerp Management School

Frankfurt School of Finance & Management
German Excellence. Global Relevance.

中信金融管理學院
CTBC BUSINESS SCHOOL

Munich Business School
University of Applied Sciences
Innovative · Responsible · Globally minded

VARNA UNIVERSITY OF MANAGEMENT
Let success become a habit

WOOSONG UNIVERSITY

THE AMERICAN BUSINESS SCHOOL PARIS

Alba Graduate Business School

RUSHFORD BUSINESS SCHOOL

IDRAC BUSINESS SCHOOL

RENNES SCHOOL OF BUSINESS

LSB Luxembourg School of Business

PROGRAMME FEES

The Programme Fee is Rs. 14,00,000/- (Rupees Fourteen lakh only). The Enrolment fee is payable at the time of accepting the Institute's offer of admission. The Institute offers Term-wise course structure and accordingly the term-wise fee is payable before the commencement of a term as shown below :-

Fee particulars	**Amount (in Rs.)**
Enrolment fees	50,000.00
Term I fees	2,25,000.00
Term II fees	2,25,000.00
Term III fees	2,25,000.00
Term IV fees	2,25,000.00
Term V fees	2,25,000.00
Term VI fees	2,25,000.00
Security deposit (Refundable)	**10,000.00**
Alumni fees	**10,000.00**

The security deposit is payable at the time of Term I fees. The Alumni fee is payable at the time of Term VI fees. The term fee includes charges for library access, cost of materials/cases/library materials/databases/archives, etc. However, for getting the dual degree, the students would be required to bear the additional cost of tuition fee, travel cost, accommodation, meals, etc.

Duration & Class Timings

The duration of the Programme is 02 years spread over six terms. Classes will be held at IIM Sambalpur – Delhi Centre, ISID Complex, Vasant Kunj, New Delhi on Saturday & Sundays between 10.00 AM to 06.00 PM. There would be no classes on third Saturday & Sunday of the month.

International Immersion & IIM Sambalpur Campus Module

In the 2nd year of the programme which would be informed to the students accordingly.

EVENT SCHEDULE

Event	**Important dates**
Seminar and launch of Programme	06 May 2023
Online application form filling	08 May 2023
Last date of online application filling	18 Jun 2023
Admission process / interview	First week of Jul 2023
Offer letter	Second week of July 2023

*subject to change

For More information, Please Contact:

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INDIAN INSTITUTE OF MANAGEMENT SAMBALPUR
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