



# **POST-GRADUATE IN MANAGEMENT (MBA-PGPM) & MBA-ePGPM) FROM IIM MUMBAI**



# Programme Overview

The MBA–Post Graduate Programme in Management (MBA–PGPM) at IIM Mumbai is a **Two-Year Executive Programme in General Management** designed for experienced professionals seeking to strengthen their strategic, analytical, and cross-functional leadership capabilities. The programme combines rigorous academic theory with practical business experience to prepare participants for complex decision-making in dynamic organisational environments.

Delivered in a weekend, non-residential format at the IIM Mumbai campus or at outreach centres in five cities across India, the MBA–PGPM enables working professionals to pursue advanced management education while continuing their careers. The structure ensures sustained intellectual engagement through case-based pedagogy, analytical frameworks, simulations, collaborative projects and capstone integration across six terms.

The curriculum spans the full spectrum of general management, including strategy, finance, marketing, operations, analytics, organisational behaviour and leadership. Participants develop the ability to synthesise cross-functional insights, evaluate competitive and macroeconomic environments, allocate resources effectively and drive execution across business units.

In an era characterised by digital transformation, global competition and organisational complexity, enterprises require leaders who combine analytical depth with execution discipline and ethical responsibility. IIM Mumbai's research-driven and practice-oriented approach ensures that graduates of the MBA–PGPM emerge as responsible leaders equipped to deliver sustained value creation across industries.

## Programme Outcomes

- MBA–PGPM from IIM Mumbai with alumni status
- Advanced cross-functional mastery across core domains of management
- Strengthened strategic thinking and enterprise-wide decision-making capability
- Applied expertise through case-driven learning, simulations, and capstone projects
- Enhanced data-driven problem-solving and analytical competence
- Leadership readiness to manage teams, functions, and business units
- Access to a high-calibre professional peer network across industries



# Programme Objectives



Build strong foundations in general management across finance, marketing, operations, analytics, and strategy.



Develop strategic thinking and decision-making capabilities to address complex, cross-functional business challenges.



Strengthen analytical and data-driven problem-solving skills to enhance organisational performance and competitiveness.



Enable practical application of concepts through case studies, simulations, industry interactions, and capstone projects.



Foster ethical leadership, governance awareness, and responsible management practices in dynamic business environments.



Equip professionals with leadership and execution capabilities to drive growth, innovation, and long-term organisational value.



# Choose Your Learning Centre

MBA-PGPM is now available at the IIM Mumbai campus and at IIM Mumbai outreach centres in five major cities, with the same curriculum, faculty and degree.



**IIM Mumbai Campus**  
Main campus



**Pune Centre**  
Outreach centre



**Chennai Centre**  
Outreach centre



**Bengaluru Centre**  
Outreach centre



**Hyderabad Centre**  
Outreach centre



**Delhi Centre**  
Outreach centre



# Message from the Programme Chairperson



**Prof. K S Ranjani**

Program Chairperson, MBA-PGPM,  
Faculty Member at IIM Mumbai

Management education must continuously evolve in response to technological disruption, global competition, and rapidly changing business ecosystems. The MBA-PGPM is designed for working professionals seeking to strengthen their capabilities in general management, strategic thinking, and cross-functional leadership — through case-based learning, industry engagement, and a capstone-driven approach.

Guided by our motto, **ज्ञानम् जयतिसिद्दह् — Knowledge Triumphs Everywhere**, IIM Mumbai remains committed to developing responsible leaders who create lasting value for organisations and society.



## THE INSTITUTE

# About IIM Mumbai

Indian Institute of Management Mumbai is a premier management institution with a legacy of over 60 years, formerly known as NITIE, and located in Mumbai, India's financial capital. The Institute is widely recognised for its academic rigour, industry integration, and strong foundation in operations, supply chain, analytics, and industrial management.

IIM Mumbai was ranked 6<sup>th</sup> in the NIRF 2025 Management Rankings, reflecting its position among India's leading management institutions and its role in developing future-ready business leaders through practice-oriented and research-driven education.

## Key Highlights

- Two-year executive general management programme designed for working professionals
- On-campus/outreach centres: weekend immersive learning model ensuring career continuity
- Case-based pedagogy grounded in real-world business contexts
- Integrated curriculum across strategy, finance, marketing, operations, analytics, and leadership
- Capstone-driven structure enabling synthesis and applied organisational impact

## STRUCTURE & CURRICULUM

# Course Details

### Duration

Two Year

### Course Mode

Offline Classes at IIM Mumbai  
Live Classes at Outreach Centres

### Schedule

Weekend (Sat & Sun)

# Program Structure

## 16 COURSES

### Core Courses

- Marketing, Finance, Operations & Strategy
- Economics & Managerial Decision Sciences
- Organizational Behaviour & HRM
- Data Science & ESG Analytics
- Supply Chain & Negotiation Management

## 16 COURSES

### Electives

- Offered across Finance, Marketing, Operations, Analytics & HR
- Enables functional specialization in the second year
- Flexible pathways aligned to career progression

## 2 MAJOR ACADEMIC COMPONENTS

### Capstone Project

- Group Project in Year 1 for applied integration
- Two-stage Capstone Project in Year 2 with research and strategic execution focus

# Course Curriculum

## MODULE I

### Core Courses

- |                                           |             |
|-------------------------------------------|-------------|
| • Marketing Management                    | 3 credits   |
| • Managerial Communication                | 1.5 credits |
| • Financial Reporting & Accounting        | 3 credits   |
| • Microeconomics for Managers             | 3 credits   |
| • Optimization & Decision Techniques (OR) | 3 credits   |

### Elective

- |              |           |
|--------------|-----------|
| • Elective 1 | 3 credits |
|--------------|-----------|

## MODULE II

### Core Courses

- |                                                        |             |
|--------------------------------------------------------|-------------|
| • Operations Management                                | 3 credits   |
| • Organization Behaviour and Human Resource Management | 3 credits   |
| • Corporate Finance                                    | 3 credits   |
| • Strategic Management                                 | 3 credits   |
| • Business-to-Business Marketing                       | 1.5 credits |

### Elective

- |              |           |
|--------------|-----------|
| • Elective 2 | 3 credits |
|--------------|-----------|

## MODULE III

### Core Courses

- |                                         |             |
|-----------------------------------------|-------------|
| • Data Science for Managerial Decisions | 3 credits   |
| • ESG Analytics                         | 1.5 credits |
| • Macroeconomics                        | 3 credits   |
| • Digital Marketing                     | 3 credits   |

### Elective

- |              |           |
|--------------|-----------|
| • Elective 3 | 3 credits |
|--------------|-----------|

### Project

- |                 |           |
|-----------------|-----------|
| • Group Project | 3 credits |
|-----------------|-----------|

#### MODULE IV

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##### Core Courses

- Supply Chain Management 3 credits

##### Elective

- Elective 4 3 credits
- Elective 5 3 credits
- Elective 6 3 credits
- Elective 7 3 credits

##### Capstone

- Stage 1 6 credits

#### MODULE V

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##### Core Courses

- Managing Negotiations 3 credits

##### Elective

- Elective 8 3 credits
- Elective 9 3 credits
- Elective 10 3 credits
- Elective 11 3 credits
- Elective 12 3 credits

#### MODULE VI

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##### Elective

- Elective 13 3 credits
- Elective 14 3 credits
- Elective 15 3 credits
- Elective 16 3 credits

##### Capstone

- Stage 2 6 credits

# Learning and Evaluation

- Emphasis on strategic and practical application
- Case-based learning with real business scenarios
- Interactive sessions with faculty and industry leaders
- Simulations, projects, and collaborative exercises

## Attendance Policy

- Classes will be conducted in physical mode at the IIM Mumbai campus or outreach centrest
- Minimum attendance of 75% is mandatory for all courses
- Leave of absence up to 20% (4 of 20 lectures)
- Medical leave up to 10% (2 of 20 lectures) with documentation

| Attendance Criteria                 | Policy / Outcome                                         |
|-------------------------------------|----------------------------------------------------------|
| Attendance $\geq 75\%$              | No penalty                                               |
| Attendance $\geq 65\%$ and $< 75\%$ | Downgrading by one grade from the actual grade obtained  |
| Attendance $\geq 50\%$ and $< 65\%$ | Downgrading by two grades from the actual grade obtained |
| Attendance $< 50\%$                 | F-Grade and debarred from the examination                |

## Evaluation

| Evaluation Component                                                                                           | Weightage Grading |
|----------------------------------------------------------------------------------------------------------------|-------------------|
| Continuous Evaluation<br>(Assignments, quizzes, case studies, class participation, presentations and projects) | 40%               |
| Mid-Term Examination                                                                                           | 20%               |
| Module-End Examination (Final Exam)                                                                            | 40%               |

# Admission Process

## Application

- Register with ₹3,000 non-refundable fee and required documents
- Choose your learning centre: IIM Mumbai or one of five outreach centres

## Selection

- Book the home-proctored IMAT, or submit a valid CAT / GRE / GMAT score
- Attend a personal interview if shortlisted

## Admission

- Receive your offer letter and secure your seat within the stipulated time
- Complete instalment formalities and begin classes

# Eligibility Criteria

### Educational Qualification:

Graduates from any discipline with relevant post-qualification experience of at least two years

### Work Experience:

Minimum 2 years of relevant post-graduation experience

### Preferred For:

Working professionals and aspiring managers across industries seeking to strengthen their managerial, leadership, and strategic capabilities to accelerate career growth

### Reservation Policy

IIM Mumbai reserves seats as per Government of India requirements, with specific percentages allocated for each category.

- NC-OBC candidates are eligible for 27% of the seats
- SC candidates are eligible for 15% of the seats
- ST candidates are eligible for 7.5% of the seats
- EWS candidates are eligible for up to 10% of the seats
- Persons with Benchmark Disabilities (PwD) are eligible for 5% of the seats. (A "person with benchmark disability" is a person with at least 40% of a specified disability, as certified by the certifying authority (RPwD Act 2016))

*Note: The Institute reserves the right to change the admission policy at any stage of the admission process.*

## FEES STRUCTURE

# For Mumbai Campus

## ANNUAL FEE PAYMENT STRUCTURE

| Fee Category      | Amount                                        |
|-------------------|-----------------------------------------------|
| Application Fee   | ₹3,000                                        |
| Seat Securing Fee | ₹1,00,000                                     |
| First Instalment  | ₹8,50,000                                     |
| Second Instalment | ₹8,50,000                                     |
| Total Fee         | ₹18,00,000*<br>(Application fee not included) |

## MODULE - WISE FEE PAYMENT STRUCTURE

| Fee Category             | Amount                                        |
|--------------------------|-----------------------------------------------|
| Application Fee          | ₹3,000                                        |
| Seat Securing Fee        | ₹1,00,000                                     |
| First Module Instalment  | ₹4,50,000                                     |
| Second Module Instalment | ₹4,50,000                                     |
| Third Module Instalment  | ₹4,50,000                                     |
| Fourth Module Instalment | ₹4,50,000                                     |
| Total Fee                | ₹19,00,000*<br>(Application fee not included) |

*\*Inclusive of all taxes; the application fee of ₹3,000 is separate from the programme fee and is non-refundable and non-adjustable under any circumstances.*

FEES STRUCTURE

For Outreach Centres

( P U N E / C H E N N A I / B E N G A L U R U / H Y D E R A B A D / D E L H I )

| Fee Category      | Amount                                        |
|-------------------|-----------------------------------------------|
| Application Fee   | ₹3,000                                        |
| Seat Securing Fee | ₹1,00,000                                     |
| First Instalment  | ₹7,00,000                                     |
| Second Instalment | ₹6,50,000                                     |
| Total Fee         | ₹14,50,000*<br>(Application fee not included) |

MODULE - WISE FEE PAYMENT STRUCTURE

| Fee Category             | Amount                                        |
|--------------------------|-----------------------------------------------|
| Application Fee          | ₹3,000                                        |
| Seat Securing Fee        | ₹1,00,000                                     |
| First Module Instalment  | ₹3,50,000                                     |
| Second Module Instalment | ₹3,50,000                                     |
| Third Module Instalment  | ₹3,50,000                                     |
| Fourth Module Instalment | ₹3,50,000                                     |
| Total Fee                | ₹15,00,000*<br>(Application fee not included) |

*\*Inclusive of all taxes; excludes ₹50,000 refundable caution deposit and ₹3,000 application fee; the application fee is separate from the programme fee and is non-refundable and non-adjustable under any circumstances.*

# Withdrawal & Refund Policy

If a candidate withdraws their admission at any stage, the refund will be processed in accordance with the applicable guidelines. Withdrawal requests must be submitted in writing or via email to [execed@iimmumbai.ac.in](mailto:execed@iimmumbai.ac.in)

| Timing of Withdrawal                                              | Refund Amount                                                                         |
|-------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| Before the last date of fee payment                               | Paid amount minus ₹1,000                                                              |
| After last date of fee payment but before commencement of classes | Seat Securing Fee of ₹1,00,000 is forfeited and balance fee paid (if any) is refunded |
| After commencement of classes                                     | Only the caution money is refunded                                                    |



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WhatsApp: +91 89042 69817

Email: [execed.iimmumbai.ac.in/program/iim-mumbai/mba-pgpm](mailto:execed.iimmumbai.ac.in/program/iim-mumbai/mba-pgpm)