



# **Indian Institute of Management Lucknow**

# **WMP**

**Working Managers' Programme**

**A Two-year Post-Graduate Programme for Working  
Executives**



**Admission Information**

**April 2019 – March 2021**

## Introduction

IIM Lucknow offers Two-year Post-Graduate Programme for Working Executives at its NOIDA Campus, known as Working Managers' Programme (WMP). After the inception of WMP in 2005, eleven batches are graduated. WMP alumni today are serving with distinction in senior business positions across the globe and playing the influential roles in their organizations.

## Highlights

WMP is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education while continuing to work full time in their ongoing professions/businesses. The other highlights of the programme are as below:

- The programme is designed to maintain the high standards and rigor expected from all postgraduate programmes in management at IIM Lucknow;
- It aims at developing strong conceptual fundamentals and skills required to manage businesses of the future;
- WMP helps to inculcate leadership and teamwork amongst students, and foster the development of change agents to take leadership roles in the global arena;
- WMP enables the working executives to comprehend the meaning of socio-economic, technological and ecological environment of modern societies and their characteristic values;
- It makes the students acquire the prevailing state-of-art knowledge and skills in the functional areas of management;
- The programme develops analytical and innovative foresight in a student to gauge change holistically, and to enhance the effectiveness and efficiency of business systems;
- WMP prepares the students to take up bigger roles and responsibilities in their organizations;
- The programme helps the students to gain more respect in their organizations by their improved decision making skills.

## Programme Structure

WMP is a two-year programme; the first year consists of four terms and the second year consists of three terms. Students come to IIM Lucknow, NOIDA Campus on Friday afternoon and go back on Sunday afternoon, every alternative weekend. Each term, leaving Term-5, has 7 visits distributed over 3 months' period, approximately; Term-5 has 5 campus visits on alternate weekends and a two-week International Module. For WMP: 2019 – 21, the classes will commence from the first week of April 2019.

Students have to do total 28 credits of elective and compulsory courses, including one credit course during international module. One credit course consists of 30 hours of classroom contact hours. This also requires 2000-2500 hours of self/ group study. The core components of the programme are as below:

- **Compulsory courses:** A WMP student has to do 18 credits of compulsory courses during first five terms. The courses come from various areas of management education, viz., finance and accounting, marketing management, organizational behavior and human resource management, economics, strategic management, operations management, quantitative

analysis, business analytics, IT & systems, business communications, and legal management. The courses are selected to build a strong framework for advanced business education.

- **Elective courses:** A WMP student has to do 7 credits of elective courses in sixth and seventh terms. A big basket of elective courses is offered from all the functional areas of management education. A student selects the courses of the domain in which she/he wishes to excel.
- **International module:** One core component of the programme is an international module at one of our partner institutes located in Europe/East Asia for a duration of two weeks in fifth term. This year the WMP students visited ESCP-Europe at their Paris and Madrid Campuses. The students pursue a course worth one credit there.
- **Dissertation:** A student has to do a dissertation under a faculty supervisor of her/his choice on a chosen topic of management education or research. This dissertation is worth 2 credits and is taken in the seventh term.
- **Projects and assignments:** Most of the courses have assignments and projects as an important evaluation factor. Many of these assignments and projects are on real life business problems and play a significant role in learning.

### Eligibility Criteria

- Executives with Bachelor's degree in any discipline or an equivalent academic pursuit (i.e., 10+2+3), with a minimum of 50% marks or equivalent CGPA;
- Score on any one of the following test
  - GMAT score for test taken during January 16, 2014 – January 15, 2019;
  - CAT / XAT / GATE score for the test taken in year 2017 onward;
  - WMP Entrance Exam scheduled during last week of January 2019 at IIML Noida Campus;
- A minimum of 3 years of full-time post-qualification (after graduation) managerial/ professional experience as on March 31, 2019; (Experience Certificate or Pay Slips would be required as proof)

*(The Programme is open to executives of all nationalities. There is no fee for applying to the programme.)*

### Selection Process

- Candidate sends **duly filled Application Form** along with **copies of documents** in support of the attainments mentioned in **Eligibility Criteria**.  
(Candidate may apply online/offline)
- Candidates who apply for WMP Entrance Exam are informed about the exam details.
- Based on the scores in GMAT/ CAT/ XAT/ GATE/ WMP Entrance Exam, candidates are shortlisted for Writing Ability Test and Personal Interview;
- After WAT & PI are done, final score is calculated using test score, academic and professional profile, WAT and PI.
- Offer of admission is given based on the final score.

### Admission Schedule

The important dates for admission related activities are given below:

Activity	Date
Announcement of the Program	October 15, 2018
Last date of submission of completed application	January 15, 2019

WMP Entrance Exam	4 <sup>th</sup> Week of January, 2019
Announcement of Shortlisted Candidates	4 <sup>th</sup> Week of January, 2019
Writing Ability Tests and Personal Interviews	1 <sup>st</sup> Week of February, 2019 – 2 <sup>nd</sup> Week of February, 2019
Announcement of Selected Candidates	3 <sup>rd</sup> Week of February, 2019
Acceptance and Submission of First Installment of Fees	2 <sup>nd</sup> Week of March, 2019
Induction and commencement of Program	1 <sup>st</sup> Week of April, 2019

### Fee

The fee for WMP: 2019 – 21 is INR 13,55,000 + refundable caution money of INR 5,000 + Alumni membership fee of INR 5,000 + Convocation fee INR 5,000 + Taxes as per Government of India rules.

The fee includes tuition fee, computing and networking, library services, books, and instructional resources, boarding and lodging during campus visits, and visa, travel, accommodation and academic expenses for the international module.

### About IIM Lucknow

The Indian Institute of Management Lucknow was established in the year 1984. Since then IIML has touched millions of lives directly or indirectly through management education and is a globally recognized institution in this domain. IIML molds its students into value driven leaders, managers and global players. The institute undertakes a diverse range of academic activities aimed at creation, dissemination and application of management knowledge and practice.

### About NOIDA Campus

IIM Lucknow took the lead in establishing a satellite campus at NOIDA in 2005, suburb of New Delhi in the National Capital Region. The NOIDA campus has a full time dedicated pool of faculty having in-campus residence facilities for both faculty and the students. The campus has been developed as a centre of excellence in the area of executive education. It is the 'IIML way' of contributing to the industry and realizing its vision to remain at the forefront of management thinking and education.

### About NOIDA

NOIDA is the hub of commercial and industrial activity. So, the locational advantage of the NOIDA Campus would extend to the learning process where industry related assignments and real management contexts form an integral part of the course curriculum.

### What WMP Alumni have to say



*"WMP course of IIML provided me the framework for taking a very reasoned and informed decision. It helped me understand the fundamentals of managerial issues, the process and means of their resolution, and understand its implication of decision in business. The learning during WMP course helped me tide over any crisis with aplomb. I recommend this course strongly to working managers as this is one of the good course available in the country which helps you develop the art of getting into the issues and finding an appropriate solution within the available constraints."*

**- Awadhesh Kumar Jha, Fortum India Private Limited, WMP 2009 – 2012**



*"I always wanted to contribute in building value delivering consumer facing online products. However, belonging to a pure technology & software background, my perspective and scope for contribution were limited to primarily design and implementation of products. WMP course from IIM Lucknow helped me significantly in having an overall understanding of business mechanics, how to be deeply empathetic to customer needs and think of products considering various stakeholders. On completion of the course, I could successfully make a switch to online product management role and am now working with one of the fastest growing startup in US fashion industry."*

**- Arnab Bhattacharya,, Gwynniebee India Pvt. Ltd. WMP 2009 – 2012**



*"For me the benefits of WMP go much beyond the learnings. It was an opportunity for me to study with my better half, a dream come true for both of us. Despite having spent 16 years together we did not know each other's SWOT so well which we now know and appreciate in just an additional 2.25 years at WMP together. With the learnings and experience of WMP I got an opportunity to explore my professional potential in a very dynamic industry, healthcare. I am currently responsible for associating doctors in different specialties with Nova and working closely with the M&A team in assessing new partners for Nova Specialty Surgery and Nova Infertility set up. I am enjoying exploring this new opportunity and WMP has opened up tremendous opportunities for me to be a significant contributor in whichever company I work with."*

**- Dr. Priti Nanda, Founder, Mediskool health services Pvt Ltd  
WMP 2010 – 2013**



*"WMP Programme gave me vision to understand complete 360 Degree View of Business. Before joining WMP, I was doing my job in routine fashion in Sales and Modality. This programme helped me hone my skills in Finance, Marketing, Strategy, SCM and Organisation Structure. I started correlating things in my day to day job. I started getting better attention from my customers and inside the company as it increased my analytical capability. This also helped me get job of Sales Director as I edged past many candidates due to skills acquired from WMP. Overall WMP gave me self-confidence to face the business world."*

**- Chander Shekhar Sibal, Fujifilm India Private Limited, WMP 2010 – 2013**



*"The WMP program helped me gain intensive knowledge in business areas like finance, strategy and marketing which otherwise would have taken me several years to achieve. The laborious efforts put in by the professors, interactive and eye-opening classroom discussions and the overall rigor of the WMP program helped lay a strong foundation for me to succeed in the corporate world. Prior to this program, I believe I had reached a glass ceiling from a career growth perspective in the techno-managerial role that I was in. However, I was successfully able to implement my learning through the WMP course for identifying and making good use of opportunities that helped me get into a senior leadership role. I would highly recommend this program to anyone desirous enough to grow their management careers – it's worth the overall investment provided one also puts in the efforts to make the most out of it!"*

**- Pankaj Bhadana, Maven Wave Partners, WMP 2009 – 2012**



*"WMP program has not only helped me to look the world through a different perspective but has also instilled confidence and gave great networking opportunities with colleagues, professors and visiting guest faculties. After some time in the professional life it is in the human nature to conform to certain repetitiveness and to stagnate in a comfort zone. This limited my disposition for learning and new skill acquisition. WMP program forced me to get out of my comfort zone, deal with the latest issues, apply the management techniques and constantly challenge myself and my approaches. Gaining knowledge in various fields helped in correlating the things while working in corporate world. I would highly recommend this program for the working managers to hone their skills in management to become future global leaders"*

**Mohit Garg, Philips India Limited, WMP 2013 – 2016**



*"WMP has been instrumental in the development of not only my leadership skills but also in evaluating other skills as well. It's a place of collaboration and growth where classroom learning was supplemented by case studies discussion with professors and learning from industry recognized outside professionals. The overall experience of doing WMP was priceless and intellectual where the interaction with batch-mates of cross-wide industry was exhilarating. This program gave me an edge and sets apart from other industry candidates."*

**- Nitin Choudhary, NEC Technologies India Pvt Ltd. WMP 2013 – 2016**

*For further information, please contact*

Admissions Office

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