

One-Year Part-time  
**General Management Programme for the  
Executives**

*(with 240 hours of teaching in four "On Campus Modules" of 9 days each)*  
2019-20

November 23, 2019 – October 11, 2020



**Indian Institute of Management Lucknow**

Prabandh Nagar, IIM Road, Lucknow - 226 013

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Website: [www.iiml.ac.in](http://www.iiml.ac.in)

## PROGRAMME

The General Management Programme for Executives (GMPE) is a one-year part-time programme with four On-Campus Modules of 9 days each, for working executives to prepare them for an advanced career in management. This Management Development Programme has been meticulously designed to inculcate strong conceptual frameworks in Business and Management Skills, Communication Skills, Financial Management, Accounts, Human Resource Management, Quantitative Methods, Operations Management, etc.

GMPE will integrate Advanced Management Theory, Soft Skills, and Quantitative Methods with real-world business practices. It has 240 hours of teaching in four "On-Campus Modules" of 9 days each.

On successful completion of the programme, the participants will be awarded a Certificate of One Year Part-time General Management Programme for Executives 2019-20.

## ELIGIBILITY

1. Graduation or Post Graduation (or equivalent) in any discipline with minimum 50% aggregate marks (or CGPA of 5 on a 10 point scale) or CA/ICWA/CS
2. Minimum of 3 years full-time post qualification professional experience as on October 23, 2019.

## PROGRAMME OBJECTIVES

- To understand macro-economic, socio-political, ecological and technological environment.
- To develop analytical and innovative skills set in management to gauge change holistically and to enhance the efficiency and effectiveness of organizations.
- To strengthen leadership and team-building skills.
- To develop values and proactive attitudes for societal well-being.

## SELECTION PROCESS

- Application Form, completed with self-attested photocopies of Educational Qualification and Experience Certificates.
- Statement of purpose
- Demand Draft of ₹2000/- (non-refundable), favoring "Indian Institute of Management Lucknow" payable at Lucknow or via NEFT to the following Bank Account details.

|  |   |                        |
|--|---|------------------------|
| <b>Beneficiary Name</b>  | Indian Institute of Management Lucknow                                |                        |
| <b>SB Account No.</b>  | 07231450000294  |                        |
| <b>Bank Name</b>   | HDFC Bank Limited   |                        |
| <b>Bank Address</b>  | A R Centre, Dr. B N Verma Road, Opp. Gulmohar Hotel, Lucknow - 226018 |                        |
| <b>Bank Branch</b>   | Aminabad Branch   |                        |
| <b>IFSC Code</b>   | HDFC0000723   |                        |
| In case of NEFT/RTGS transfer, please email following details to <a href="mailto:gmpe18@iiml.ac.in">gmpe18@iiml.ac.in</a> and <a href="mailto:mdpfin@iiml.ac.in">mdpfin@iiml.ac.in</a> | 1. Candidate Name:  | 4. Transaction Amount: |
|  | 2. Unique Transaction No. (UTR):                                      | 5. Bank Name:          |
|  | 3. Transaction Date:  | 6. Branch Name:        |

## SELECTION CRITERIA

- Marks in Graduation or Post Graduation
- No. of years of experience/Quality of Experience
- Personal interaction (Interview)

## PROGRAMME CONTENT

### Core Courses

|                                    |  |
|------------------------------------|--|
| • Financial Reporting and Analysis | • Organizational Behavior              |
| • Managerial Economics             | • Business Statistics                  |
| • Business Sustainability          | • Management Accounting                |
| • Marketing Management             | • Operations Research                  |
| • Human Resource Management        | • Business Communication               |
| • Financial Management             | • Management Information System        |
| • Operations Management            | • Marketing Research                   |
| • Advanced Data Analysis           | • Strategic Management                 |
| • Consumer Behavior                | • Macroeconomic & Business Environment |
| • Supply Chain Management          | • Legal Aspects of Management          |

## CAPSTONE PROJECT

The capstone project is an important part of the programme. The participants would identify the management problem, develop and evaluate the alternative course of action and suggest the best option. Each participant would present the findings of his/her study, along with a written submission. The evaluation of the project report is to be done by IIML faculty.

## FACULTY

The programme would be delivered by the Indian Institute of Management Lucknow faculty. Industry practitioners and entrepreneurs will be invited for a few sessions for continuous industry interaction.

## PEDAGOGY

A judicious mix of the following:

- Case method of learning
- Lectures
- Exercises, Assignments
- Group Projects and Presentations
- Peer Discussions
- Role Plays

## EVALUATION SYSTEM

In addition to the Term-end final examinations, other evaluation instruments at the discretion of the faculty will include one or more of the following:

- Assignments/Quizzes
- Class Participation

## SCHEDULE & DURATION

- Classes will be conducted from Saturday to Sunday of the next week (9 days)
- Four learning modules of 9 days each (240 hours) at IIM Lucknow.

## PROGRAMME FEE

| Description  | Fees (₹)   |
|--|------------|
| Application Fee  | 2,000/-    |
| Total Programme Fee (including boarding and lodging on double occupancy basis excluding GST @ 18% or as applicable as per Govt. of India guidelines. | 4,00,000/- |

## FEE DETAILS

| Fee Details     | Last Date of Fee Payment   | FEE (₹)           | GST @ 18% (₹)   | Fee including GST (₹) |
|-----------------|----------------------------|-------------------|-----------------|-----------------------|
| Application Fee | At the time of Application | 2,000/-           |                 |                       |
| Acceptance Fee  | July 05, 2019              | 1,00,000/-        | 18,000/-        | 1,18,000/-            |
| 1st Installment | August 12, 2019            | 1,50,000/-        | 27,000/-        | 1,77,000/-            |
| 2nd Installment | December 02, 2019          | 50,000/-          | 9,000/-         | 59,000/-              |
| 3rd Installment | April 13, 2020             | 50,000/-          | 9,000/-         | 59,000/-              |
| 4th Installment | June 29, 2020              | 50,000/-          | 9,000/-         | 59,000/-              |
| <b>Total</b>    |                            | <b>4,00,000/-</b> | <b>72,000/-</b> | <b>4,72,000/-</b>     |

## EARLY BIRD DISCOUNT

If we receive the duly filled in Application Form along with Application Fee of ₹2,000/- **on or before 05:00 p.m. on October 1, 2019**, the candidate will be entitled to an Early Bird Discount of ₹5,000/- in the total programme fee.

## GROUP DISCOUNT

If we receive **five or more nominations** from a particular organization, each candidate gets a discount of ₹10,000/- in the total programme fee (applicable in case of sponsored candidates only).

## ADMISSION SCHEDULE

| Activity                                 | Date                           |
|--|--------------------------------|
| Last date to avail Early Bird Discount   | October 1, 2019                |
| Last date to receive Application Form    | October 23, 2019               |
| Acceptance and payment of acceptance fee | November 8, 2019               |
| Module I                                 | November 23 – December 1, 2019 |
| Module II                                | March 21-29, 2020              |
| Module III                               | June 13-21, 2020               |
| Module IV                                | October 3-11, 2020             |

The completed application form along with the Application Fee should reach the Sr. Administrative Officer (Academic Services), Indian Institute of Management, Prabandh Nagar, IIM Road, Lucknow-226013, latest by October 23, 2019.

*For further details, please contact us on*

0522-6696287/6696282/6696283 or mail us at [gmpe19@iiml.ac.in](mailto:gmpe19@iiml.ac.in)

Application Form can be downloaded from our website: [www.iiml.ac.in](http://www.iiml.ac.in)

## ABOUT THE INSTITUTE

- Indian Institute of Management Lucknow (IIML) is one of the premier business schools in India. From the sprawling about 185 acres campus, the Institute offers world-class education in major areas of management and provides an ambiance for genuine intellectual pursuit, excitement, and professional growth.
- The Institute's carefully designed and high impact Management Development Programmes train business leaders, senior executives, and practicing managers from various sectors of the economy in all disciplines of management education and thought. The Institute provides cooperation and support to Industry and the Government through its large number of prestigious Consulting Assignments and Research Projects.
- The Institute has an internationally acclaimed Postgraduate Programme in Management, Agri-business Management and Fellow Programme in Management known for its quality, rigor and global orientation.
- The Institute also runs a well-accepted One-Year Part-time General Management Programme for Executives (with 240 hours of teaching in four "On-Campus" modules of 9 days each).
- The Noida campus, as an extension of IIM Lucknow, has been established to provide globally competitive management education to the professionals. The Noida campus has an evening programme leading to PGDBM for Working Managers (WMP). Besides, the Institute has one year full-time International Programme in Management for Executives (IPMX). In addition to these, the Institute has launched distance learning programmes (e-MDPs), besides many other short duration programmes.
- The Institute has well equipped air-conditioned Lecture Rooms, Library, Computer Centre and comfortable on-campus air-conditioned board and lodging arrangements on single occupancy basis for the Management Development Programme participants at both the campuses.
- IIM Lucknow has collaboration with some Business Schools in Europe, Australia, and Canada for Faculty and Students Exchange.
- The Lucknow campus is located about 20 KMs away from the Railway Station and 30 KMs from the Airport, on the Lucknow-Sitapur highway and Hardoi-Sitapur bypass. The Noida campus is located at Plot No. B-1, Sector 62, Noida near the Delhi-Ghaziabad highway (NH-24) about 25 KMs away from New Delhi Railway Station and about 40 KMs from the Domestic Airport.