



**INDIAN INSTITUTE OF  
MANAGEMENT, LUCKNOW**

# **GENERAL MANAGEMENT PROGRAMME FOR EXECUTIVES (GMPE-22)**

**July 02, 2022 - June 25, 2023**



**1 Year Part-time  
Programme**



**4 On-Campus Modules  
of 9 Days each**



**240 Hours of  
Teaching**





## OVERVIEW

In this fast pace global scenario with change being the key need to focus upon, it becomes imperative that a professional or an entrepreneur is well equipped to face the obstacles and opportunities of the business arena. To be able to do so it is pertinent to fill the gaps in knowledge and skill sets. The **GMPE** is curated to provide the apt platform to develop cutting-edge thinking from renowned academicians and professionals. The program delves deep into the understanding of all aspects of Business Management. This course gives insights into the internal and external environment. The learner emerges re-energized and ready for higher goals and inspire growth at all levels.

## AIM OF THIS PROGRAM

- To develop conceptual frameworks in Business and Management skills.
- To understand macro-economic, socio-political, ecological and technological environment.
- To broaden the business perspective and strategic vision by imbibing analytical and more innovative skill sets.
- To strengthen essential skills like Quantitative Methods, Communication and Soft Skills, Human Resource orientation, Financial Management and Accounts and many others.
- To develop values and proactive attitudes for societal well-being.

# FROM THE DESK OF THE DIRECTOR

“

Established in 1984 as the fourth in the prestigious IIM family of management school, Indian Institute of Management , Lucknow (IIML) has grown by leaps and bounds into a fully integrated Global Management School today. The guiding philosophy of the school, throughout, has been to create knowledge, influence management practices, and integrate globally. The objectives of imparting education, combined with creation, dissemination and application of knowledge are being met in an integrated form, to create a synergetic impact. The Institute fosters and nurtures leaders capable of making a difference in the management of corporate and non-corporate sectors. It inculcates human values and professional ethics in the students, which help them make decisions and create a path that is good not only for them, but also are good for the society, for the nation, and the world as a whole. To fulfill its mission in new and powerful ways, each member of IIM Lucknow community strives to achieve excellence in every endeavour - be it education, research, consulting or training - by making continuous improvements in curricula and pedagogical tools.

”



**Prof. Archana Shukla**  
Director, IIM Lucknow

# BENEFITS TO THE LEARNER



## INTELLECTUAL CAPITAL

- Best Business Education
- Rigorous and experiential curriculum
- World-renowned faculty
- Peer-to-Peer Learning Circles
- Action Learning: Learning by Doing



## BRAND CAPITAL

- Certificate from Indian Institute of Management Lucknow
- Executive Alumni Status (Optional\*)



## SOCIAL CAPITAL

- Build new networks through peer interaction
- Benefits from diverse class profiles



## CAREER CAPITAL

- Professional acceleration through our enriched leadership toolkit
- Learn while you earn
- Get noticed, Go ahead



**Mr. Wasim Firuz Ahmed (GMPE-20)**  
Associate Consultant – WIPRO

“The GMPE Course is an excellent course provided by IIM Lucknow which has subjects from all domains of business. This course has provided me with the necessary exposure to different skills and abilities, which has aided in my overall career development. It has aided me in gaining knowledge about general management issues. The classroom teaching by recognised faculty happens via case studies, individual and group projects, experience sharing, and interactions among peers who comes from various backgrounds.

”



## **PEDAGOGY**

A judicious mix of the following:

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



## **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 will be done by IIML faculty.



## **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 Campus\*.



## **FACULTY**

The programme would be delivered by the Indian Institute of Management Lucknow faculty.

\* Programme delivery may change to live online mode incase of COVID Restrictions administered

# ELIGIBILITY

- Graduation or Post-Graduation (or equivalent) in any discipline or CA/ICWA/CS
- Minimum of 2 years full-time post-qualification professional experience as on June 10, 2022.



# SELECTION PROCESS

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



# 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 & Analysis**



**Organizational Behaviour**



**Managerial Economics**



**Business Statistics**



**Business Sustainability**



**Management Accounting**



**Marketing Management**



**Operations Research**



**Human Resource Management**



**Business Communication**



**Financial Management**



**Macroeconomic & Business Environment**



**Operations Management**



**Marketing Research**



**Advanced Data Analysis**



**Strategic Management**



**Consumer Behaviour**



**Management Information System**



**Supply Chain Management**



**Legal Aspects in Management**

## WORKSHOPS



**Workshop on Employment Communication**



**Workshop on Ethics**



This course is nicely balanced and covers almost all fundamentals of management from financials to manufacturing operations till supply chain. Since this course is done in physical class rooms, students learn a lot by solving real time case studies along with other group members and professors. This course helps you develop analytical and management skills.



**MR. VIPUL MEHROTRA ( GMPE – 18)**  
Senior Manager, EY  
GDS Business Consulting

# PROGRAMME FEES

Description	Fees (₹)
Application Fees	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% (₹)	Fees Including GST (₹)
Application Fees	At the time of Application	2,000/-		
Acceptance Fees	June 17, 2022	1,00,000/-	18,000/-	1,18,000/-
1st Installment	June 24, 2022	1,50,000/-	27,000/-	1,77,000/-
2nd Installment	October 25, 2022	50,000/-	9,000/-	59,000/-
3rd Installment	February 28, 2023	50,000/-	9,000/-	59,000/-
4th Installment	June 06, 2023	50,000/-	9,000/-	59,000/-
TOTAL		4,00,000/-	72,000/-	4,72,000/-

## BANK 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:gmpe22@iiml.ac.in">gmpe22@iiml.ac.in</a> & <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:	

### 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 June 01, 2022, the candidate will be entitled to an Early Bird Discount of ₹ 5,000/- in the total programme fee.

### GROUP DISCOUNT:

If we receive three 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	June 01, 2022
Last Date to receive Application Form	June 10, 2022
Acceptance and payment of acceptance Fee	June 17, 2022
Module I	July 02 - 10, 2022
Module II	November 05 - 13, 2022
Module III	March 11 - 20, 2023
Module IV	June 17 - 25, 2023

The completed application form along with the Application Fee should reach **(latest by June 10, 2022)**:  
MDP Office, Indian Institute of Management, Prabandh Nagar, IIM Road, Lucknow-226013,

For further details, please contact us on  
**+91-9415095859 / 0522-669-6278/83** or mail us at **gmpe22@iiml.ac.in**  
(Application Form can be downloaded from our website: **www.iiml.ac.in**)

## CERTIFICATE

On successful completion of the programme, with a minimum of 75% attendance, the participants will be awarded a Certificate of Completion of General Management Programme for Executives.



(All certificate images are for illustrative purpose only and may be subject to change at the discretion of IIML) General Management Programme for Executives 22

# **EXECUTIVE ALUMNI BENEFITS**

UPON ENROLLMENT AS AN EXECUTIVE ALUMNI \*, THE PARTICIPANTS WILL RECEIVE THE FOLLOWING BENEFITS FROM IIM LUCKNOW:

- ★ **Receipt of all programme brochures and newsletters from IIM Lucknow (MDP Office)**
- ★ **Details of Souvenirs available with MDP office can be shared.**
- ★ **Lifelong access to a network of distinguished IIM Lucknow Executive Alumni**
- ★ **Access to the IIM Lucknow Campus Library (onsite access)**
- ★ **10% discount in fee for any additional program (Open program, Online) at IIM Lucknow (Lucknow & Noide Campus)**
- ★ **10% group discount on the fee for reference of participants (minimum group of five)**



*One-time Registration Fee of Rs. 10,000/- plus applicable taxes towards registration of Executive Alumni*



## **ABOUT THE INSTITUTE**

Indian Institute of Management Lucknow (IIML) is recognized as 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 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.



**Best Business Schools  
in India (NIRF, 2021)**

**IIM Lucknow is  
#79  
GLOBALLY**

