



Bharatiya Vidya Bhavan's
SPJIMR

PGPM | Post Graduate Programme in Management

Management programme for experienced professionals



PGPM is AICTE approved and accredited by AMBA and AACSB



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Chairperson's Message



The Post Graduate Programme in Management (PGPM) is designed for professionals with significant work experience, and offers the participants a high degree of flexibility in designing their learning experience. Participants can choose to specialise in a specific function, including contemporary areas like Business Analytics, or pursue a General Management track. They can also choose to earn concentrations in specific, industry-relevant areas.

A large proportion of SPJIMR faculty members come from the Industry and therefore our teaching is rooted in managerial practice. Also, over the years, we have developed strong industry relationships not only for campus recruitments but also for teaching courses in partnership with practicing managers. This makes our classroom sessions highly engaging and topical.

The high-quality prior work experience of our participants, coupled with the learning experience of PGPM, prepares our graduates well for leadership roles in organisations.

Prof. Nilendra Singh Pawar

Chairperson, PGPM

Typical Class Profile



130

Number of
Participants



28.6 yrs
Average Age



6.6 years
Average work
experience



Top **4** Industries
IT products and services,
Manufacturing, BFSI,
Power\Energy



More than **15**
different Industries



More than **20**
different job functions



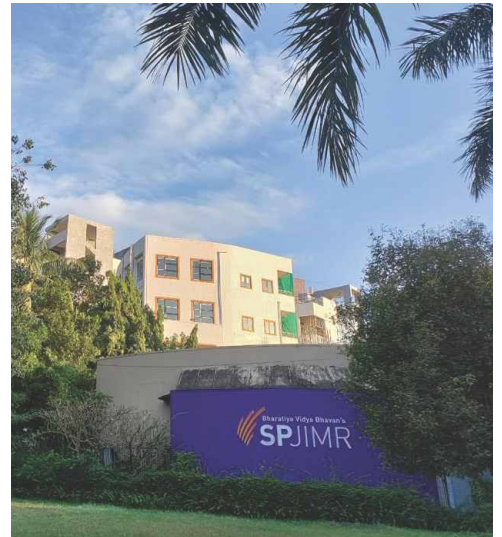
SPJIMR Advantage

Top Ranked Business School

SPJIMR has been consistently ranked among the top 10 B-Schools in India.

Global Network

Connect with over 13,000 alumni across the globe.



International Immersion

Exposure to top global B-Schools to pursue advanced courses of specialization.

Non-Classroom Learning

Experience a fast-paced succession of workshops, industry lectures and live projects. In DoCC, participants work on an internship with an organisation in the social sector.



Updated and Tailored Curriculum

New aged courses with technology and analytics focus.

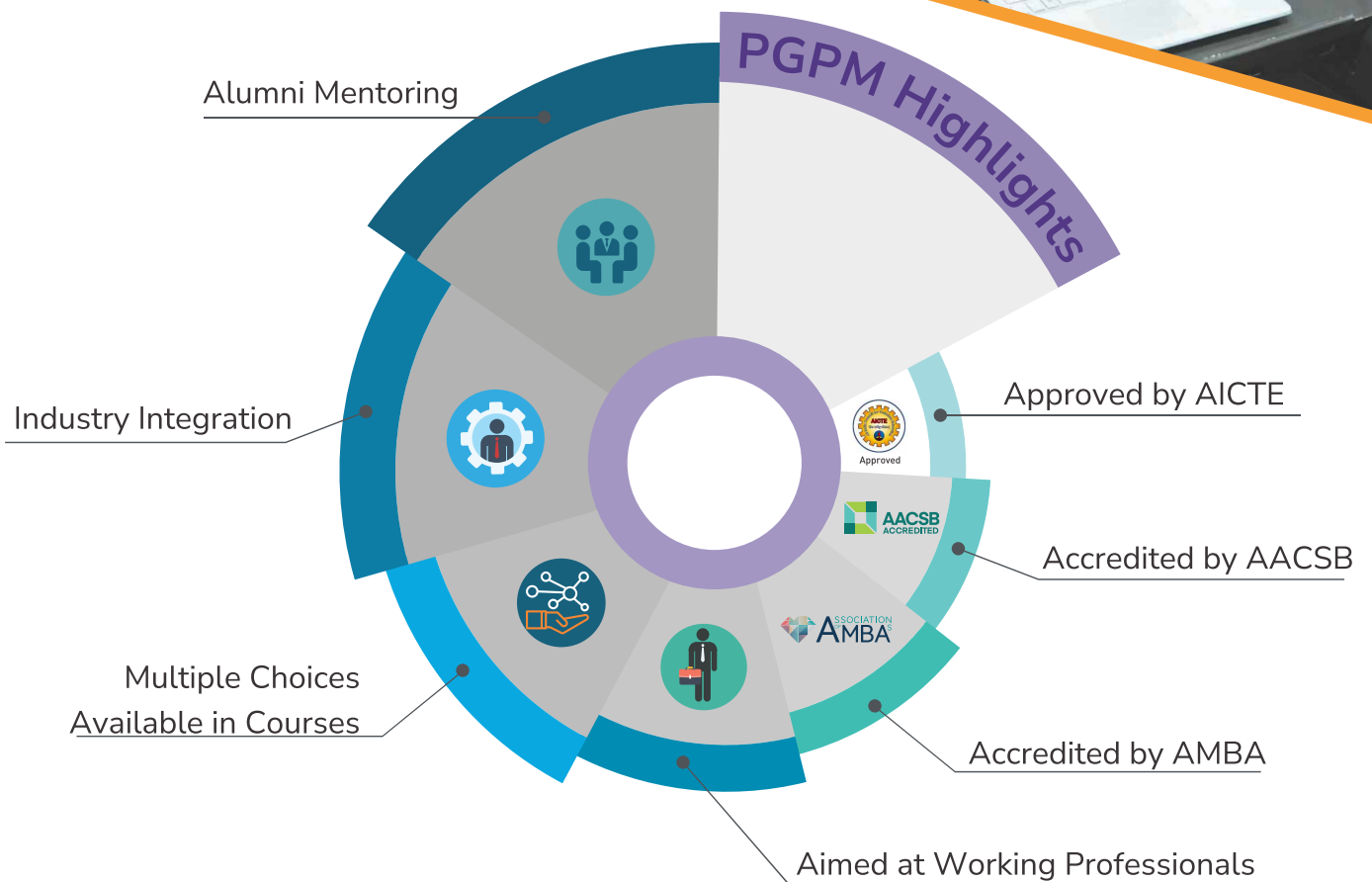
Access to Top Recruiters

Launch your career with the support and guidance of a dedicated career services at SPJIMR.



PGPM Overview

Online Module	Full-time on Campus	Industry Immersion	Length of programme	Courses per Semester	Core Curriculum	Electives
3 months	12 months	3 months	18 months	Semester I 17 Semester II 64	44	37



The PGPM Experience

PGPM is an accelerated programme for those already building a career in business. It's an engaging and intense year at SPJIMR that builds upon your experience and prepares you to grow the good in business. Join the intense programme that will help equip you with a set of skills to accelerate your career.

Academic Courses

The first semester helps participants develop a strong foundation in core management fundamentals. The second semester offers participants a deeper dive into their chosen area of specialization.

International Immersion

Participants pursue advanced courses in their specialisation for three weeks at top global universities.

Industry Immersion

Participants work on an immersive industry project by carrying out a project directly in the company that they have received an offer or can choose a different project in conjunction with their mentor at SPJIMR

Alumni Connect

The alumni provide counselling support, job search advice, interview tips, case study pointers and career guidance to the participants, based on their unique experience and skills.

Clubs and Committees

Clubs and Committees are formed to encourage the concept of "Learning by Doing". The participants can freely experiment with ideas and learn to work effectively to develop team skills and collaboration without compromising on individual interests.

Personal Growth Lab

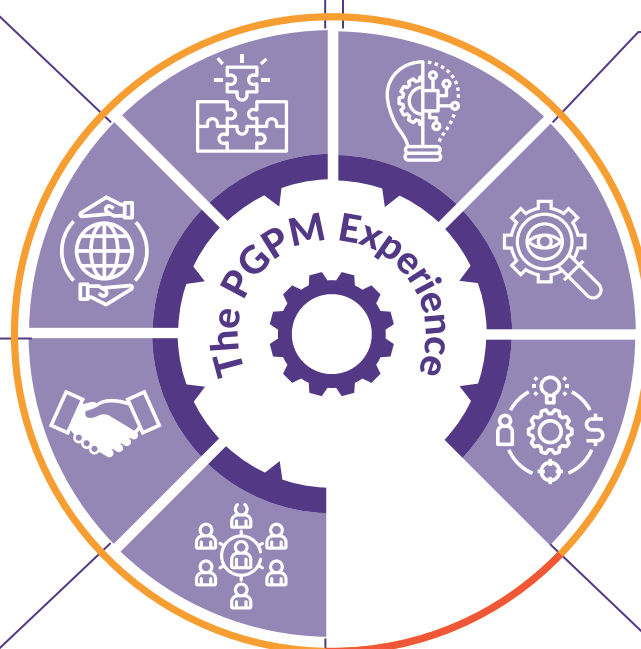
The Personal Growth Lab is a blend of outdoor and indoor exercises, behavioral simulations and games, feedback instruments, theory input lectures, discussions, and personal reflection to bring about a transformation in attitudes and behavior.

Live Projects

Participants get an opportunity to apply classroom learning to practice. The industry projects vary in scope and topics and may involve collecting, analysing and interpreting data on people, processes, strategies or markets.

Industry Integration

Continuous engagement of participants with industry professionals and organizations through guest lectures, Industry-Academia conclaves helps to build networking abilities and stay current with the latest trends in the Industry.



Programme Architecture -

Semester-I List of Courses

Semester-II List of Courses

General Management - I

- Quantitative Methods - Basic Stats
- Microeconomics
- Financial Reporting and Analysis
- Spreadsheet Modelling and Data Visualisation
- Management Communication
- People and Performance
- Design Thinking
- PG LAB

General Management - II

- Quantitative Methods for Decision Making
- Macroeconomics
- Management Accounting
- Decision Science
- Science of Spirituality
- Technology of Digital Economy

General Management - III

- Corporate Finance
- Operations Management
- Marketing Management
- Strategic Management

Workshops

- Learning by Case Method
- Critical Thinking
- Python
- SQL



Operations and Supply Chain



Marketing

PHASE 1 COMPULSORY COURSES		Operations and Supply Chain	Marketing
PHASE 2	AREA ELECTIVES	<ul style="list-style-type: none"> • Supply Chain Planning & Coordination • Logistics Management • Procurement & Strategic Sourcing • Manufacturing Planning & Control • Service Operations & Management 	<ul style="list-style-type: none"> • Buyer Behaviour • B2B Marketing • Marketing Research • Strategic Marketing • Strategic Brand Management
		<ul style="list-style-type: none"> • Strategic Cost and Profitability Management • Customer Analytics • Project Management • Logistics and Fulfillment in E-Business • Supply Chain Digital transformation 	<ul style="list-style-type: none"> • Digital Marketing • Advanced Pricing - Strategic and Data Driven • E-Commerce • Product Management & Marketing
PHASE 3	AREA ELECTIVES	<ul style="list-style-type: none"> • Supply Chain Practice and Simulation • Commercial Aspects of Supply Chain Management • Simulation Modelling for Process Excellence 	<ul style="list-style-type: none"> • Services Marketing and Customer Strategy • Integrated Marketing Communication for B2B and B2C • Retail Shopper Marketing
		GENERAL ELECTIVES	<ul style="list-style-type: none"> • Reputation, Public Relations & Corporate Communication • Business Negotiation • Advanced Digital International Business • Development of Corporate Citizenship

 <h2>Information Management</h2>	 <h2>Finance</h2>	 <h2>Business Analytics</h2>
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|---|--|---|
| <ul style="list-style-type: none"> • IT Strategy • Architecting Solutions for the Digital Enterprise • Technology Infrastructure for the Digital Age • Transformation Through Cloud and Edge Computing • Tech Business Development | <ul style="list-style-type: none"> • Investment Banking & Alternative Investments • Corporate Valuation • Financial Regulation & Laws • Banking Management - Products and Customers • Financial Modelling | <ul style="list-style-type: none"> • Advanced Statistics for Business Analytics • Big Data Analytics • Machine Learning (Supervised and Unsupervised) in Business • Deep Learning and Artificial Neural Network • Text Analytics and Natural Language Processing |
|---|--|---|

International Immersion →

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|--|--|---|
| <ul style="list-style-type: none"> • Reinventing Business with AI and ML • Product Innovation Lab • Business Intelligence Systems • User Generated Content Analytics • Technology Consulting • Digital Disruption, Transformation and Engagement • Blockchain for Business Applications • Big Tech and Business Strategy • Enterprise sustainability through digitalization • Project Management • Cognitive Automation leveraging RPA & Chatbots • User Generated Content Analytics | <ul style="list-style-type: none"> • Fintech & Blockchain • Fixed Income & Currency Markets • Derivatives & Risk Management • Strategies for Financial Services Business | <ul style="list-style-type: none"> • Capstone Project (Only for BA) • Financial Analytics • Analytics Project Management • Marketing and Customer Analytics |
|--|--|---|

General Elective - Business Consulting (elective) →

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|---|--|--|
| <ul style="list-style-type: none"> • Business Intelligence & Analytics • Cybersecurity for Managers | <ul style="list-style-type: none"> • International Finance • Banking and financial Institutions and markets | <ul style="list-style-type: none"> • Modelling Uncertainty in Business |
| <ul style="list-style-type: none"> • Career transition in Hybrid Workplaces • Managing the Dark Side of Organizational Behaviour • Building Agile and Resilient organisation • Behavioral Decision Theory | <ul style="list-style-type: none"> • HR in the Digital Age and People Analytics • Decision Making Through Simulation • Corporate Governance & Business law • Microeconomics of Competitiveness | <ul style="list-style-type: none"> • Government, Business & Society: Taking the long view • Game Theory In Business • Responsible Leadership (Compulsory) |

Launch of a Successful Career

The PGPM Career Services help participants identify their professional objectives to ensure their career prospects.



Profile Mapping

A team of experts map your career aspirations. Interactive sessions are then conducted with in-house faculty and industry experts. Mentoring sessions are also organised with alumni to discuss career opportunities and gain practical insights into your industry.



Personality Development

Personality development workshops like resume review and mock interviews are conducted closer to the placement cycle.



Placement Process

Placements commence with a series of Pre-Placement Talks (PPT) by recruiters for the students.

Rolling placement system is followed for over four months: September to December.



PGPM Journey starts here

Admission Criteria

The PGPM Admissions team is looking for candidates with a strong domain knowledge, consistency in work experience, good communication skills and a strong fit to the values of the Institute.



Admission Process

- Applicants must fill the application form on the online admission portal before the last date.



Application Screening

- Candidates are shortlisted on the basis of a composite score derived using their complete profile.
- Shortlisted candidates will be intimated by E-mail and through the admission portal.

Eligibility:

- Bachelor's degree with at least 50% marks or equivalent CGPA in any discipline from a recognised university
- Five years of minimum and relevant full-time work experience before September 30, 2022
- Scores for GMAT taken between August 31, 2017-August 31, 2022, or CAT scores for the years 2019, 2020 and 2021



Interview Process

- Interviews are conducted on a rolling basis typically from March to September.
- All shortlisted candidates undergo two rounds of interviews.



Admissions and Early Offers

- Rolling interview process is followed for admissions into PGPM. Outstanding candidates will receive an offer letter even before the closing date of admissions.
- Rolling Admissions and Early Offers help make the transition from a full-time job to a b-school smoother.





For further information please visit www.spjmr.org/pgpm



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