



भारतीय प्रबंध संस्थान शिलांग
Indian Institute of Management Shillong

POST GRADUATE PROGRAM FOR
**WORKING
EXECUTIVES**
(PGPWE)

2 YEARS
MBA Program

6th
Batch





About IIM Shillong

Indian Institute of Management (IIM) Shillong was established in 2008. The Indian Institutes of Management Act, 2017 declares IIMs as Institutes of National Importance and gives them the authority to grant degrees. At the heart of IIM Shillong is a global, inclusive, innovative spirit that accelerates action and impact. Our dynamic community of knowledge seekers are experimenting with new ideas, innovating solutions, pioneering sustainable practices, nurturing personal growth, impacting the local community and transforming management to reinvent tomorrow.

Accreditation & Recognitions



Ranked 24th
(Management Institutes)



Ranked 6th
(B-School Rankings)



Ranked 30th
(Management Institutes)



Ranked 9th
(B-School Rankings)

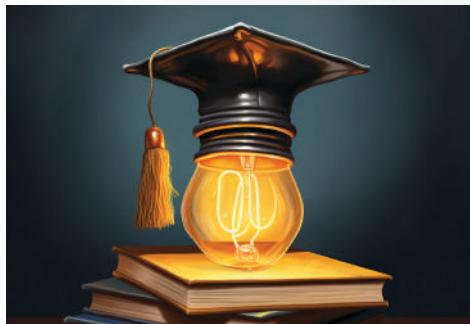


Ranked 11th
(B-School Rankings)



विष्वविद्यालय अनुदान आयोग
University Grants Commission
Quality higher education for all

Imbibe



IIM Shillong grooms ethical and responsible leaders with a focus on sustainable business models. Our close-knit community is driven by intellectual freedom and it shapes our academic and professional growth. Contextual intelligence in addition to cutting-edge functional knowledge and human skills across teaching, research and consulting/advisory services build our firm foundation.

Innovate



At IIM Shillong, complex challenges find creative solutions that transform the world. While, climate change, sustainable development and indigenous concepts are the key turnaround moments in practice, management theory requires an impetus for innovation. As an innovative culture that challenges learners to think beyond the norm, we continue to build on the deep reservoirs of knowledge in sustainability that indigenous communities offer.

Stand Out



IIM Shillong stands out for its rootedness, commitment and community connection that is reflected in our logo. As knowledge seekers, we believe in learning from communities, assimilating that in our domain knowledge to develop sustainable strategies for the world of business and communities. Rooted in this synergy between self, community, business and world, in the sprawling environs of a lush green campus at Umsawli, literally, a 'Campus in the clouds', our dreamers and visionaries stay rooted while turning their ideas into real impact.



Vision

To become an internationally recognized management Institute with a global outlook grounded in Indian values.

Mission

To generate and disseminate knowledge in all aspects of management education for sustainable development and to develop innovative leaders with strong ethical values.

Core Values

- ▶ Openness to new ideas and experiences
- ▶ Intellectual freedom
- ▶ Self-experimentation and creative pursuit
- ▶ Adherence to fair, just and ethical practices
- ▶ Compassion for others



Future of Executive MBA & its Benefits for Working Professionals



Career Advancement

- ▶ Leadership, strategy, and decision-making skills
- ▶ Propel into senior management roles with faster promotions



Networking Opportunities

- ▶ Build professional connections across industries
- ▶ Unlock collaborations and career opportunities



Growing Demand

- ▶ Businesses seek skilled leaders for complex challenges
- ▶ Executive MBA is your edge in a competitive environment



Global Exposure

- ▶ International modules and collaborations
- ▶ Gain insights into global business practices



40%-150%
salary hikes post course completion



69% increase in the number of applications to Executive MBA programs



70% of Executive MBA graduates received promotions shortly after completing their programs

About the Program

PGPWE is designed for professionals who aspire for greater roles in their organisations. This general management program is beneficial to professionals in business and industry, not-for-profit organizations, government and policy, research, and academics. It is designed for professionals who wish to revisit an academic environment without taking a career break and aspire for greater roles in their organizations with an ambition to advance their management competencies.

PGPWE program enrolls experienced professionals who have a proven track record and demonstrated leadership potential. The participants are already deeply engaged in their careers and the payoff from the classroom learnings — is immediate and compelling.

Live Online classes provide an interactive learning experience with scheduled synchronous online sessions held mostly over the weekends. The students shall be able to put classroom knowledge into practice and add value to your company immediately. By integrating industry experience with academic discussions, the students develop critical thinking abilities to solve managerial problems in dynamic environments. As leadership and strategic thinking become ever more critical to success in every type of enterprise, the value of earning an Executive MBA continues to grow.

The program is a niche program and is envisioned differently from other MBA programs.

- ▶ PGPWE students continue to work while they study; the application of classroom learning is instantaneous.
- ▶ PGPWE classes are generally full-day, held on weekends, or on pre-selected evening hours during the week – thus requiring time away from work.
- ▶ While the PGPWE program employs technology to enhance learning, we stress in-person participation in classroom discussions, considered critical to the learning experience.
- ▶ PGPWE students experience in-campus immersion.
- ▶ PGPWE program, being a two-year master degree program, allows the students to pursue higher studies like PhD after successful completion.



Dear Aspiring Leaders,

I am delighted to introduce you to the Post Graduate Program for Working Executives PGPWE at the Indian Institute of Management Shillong – a transformative journey designed for ambitious professionals seeking to elevate their management capabilities while continuing their careers. In today's rapidly evolving business landscape, organizations need leaders who can navigate complexity, drive innovation, and create sustainable value. Our PGPWE program is carefully crafted to develop such leaders, combining academic rigor with practical relevance. The program's flexible digital learning format, coupled with campus immersions, ensures that you can balance your professional commitments while gaining world-class management education. What sets our program apart is its contemporary curriculum, which is continuously updated to address emerging business challenges. Our distinguished faculty brings together cutting-edge research and industry insights, while our diverse cohort of experienced professionals enriches classroom discussions with real-world perspectives. The program offers specialized electives across various domains, allowing you to tailor your learning journey to your career aspirations. As we welcome our sixth batch, I am proud to share that our alumni are making significant impacts across industries, both in India and internationally. They are a testament to the program's effectiveness in developing well-rounded business leaders who combine strategic thinking with operational excellence. At IIM Shillong, we believe in nurturing not just successful managers, but socially responsible leaders who will shape the future of business. If you are ready to challenge yourself, expand your horizons, and join a network of accomplished professionals, we invite you to be part of this enriching educational journey.

Wishing you success in your pursuit of excellence.

With Best Wishes
Prof. Sitanshu Sekhar Das
Chairperson: Executive PGP

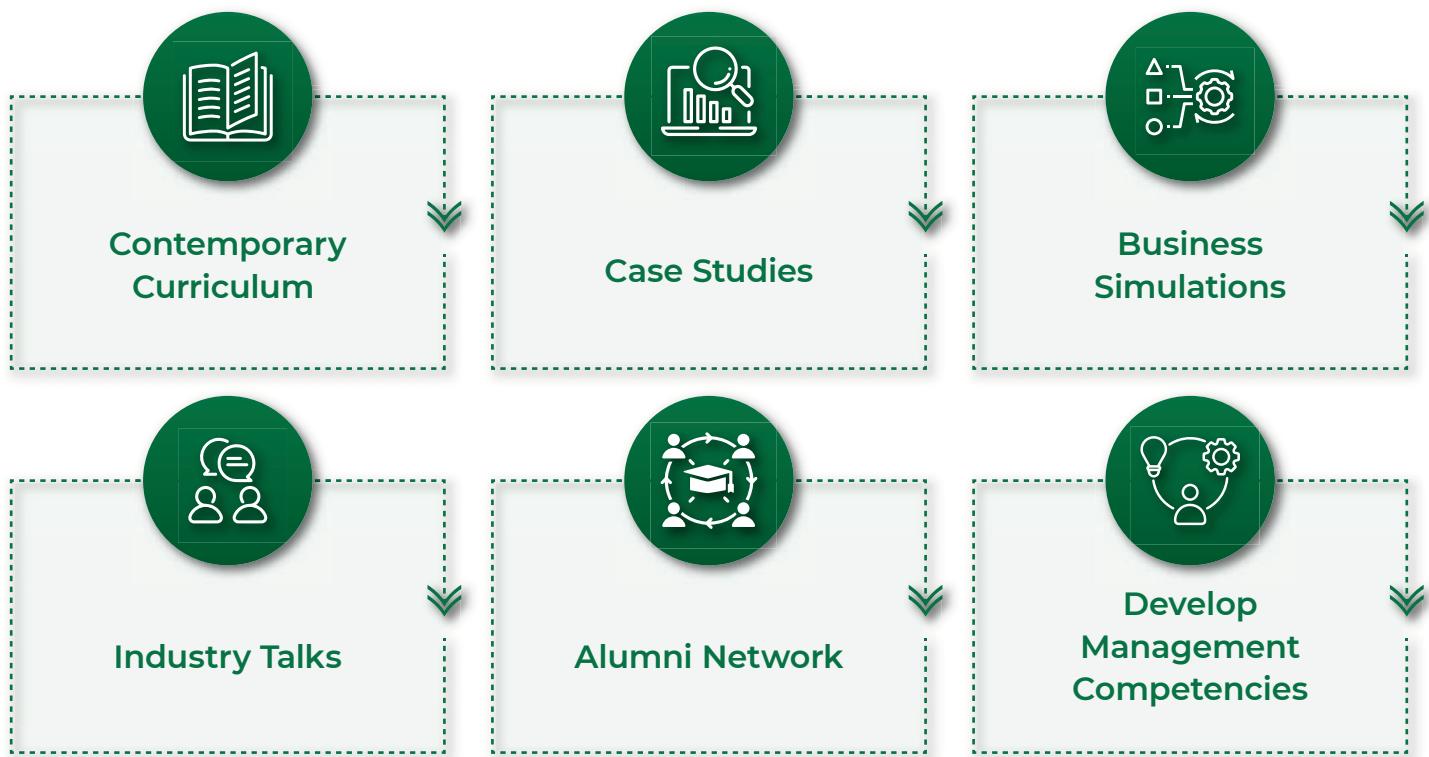


I am happy to announce that the Indian Institute of Management Shillong continues to offer specialized management programs for working executives. The shift toward digital education has created valuable opportunities for working executives from India and abroad to pursue their educational goals. The PGPWE program enables students to attend classes conveniently from their homes. This program is designed to empower executives to advance both their careers and their organizations. I extend a warm welcome to domestic and international participants who aspire to become thoughtful leaders, effective decision-makers, and responsible business leaders of tomorrow. The 6th Batch of the Post Graduate Program for Working Executives will start in May 2025.

I invite you to join the program. Please visit our Institute website to have more details on the eligibility criteria and admission process. You may also contact the admissions office mentioned on the website for any queries.

Prof. Bidyut Jyoti Gogoi
Chairperson Admissions
IIM Shillong

Program Highlights



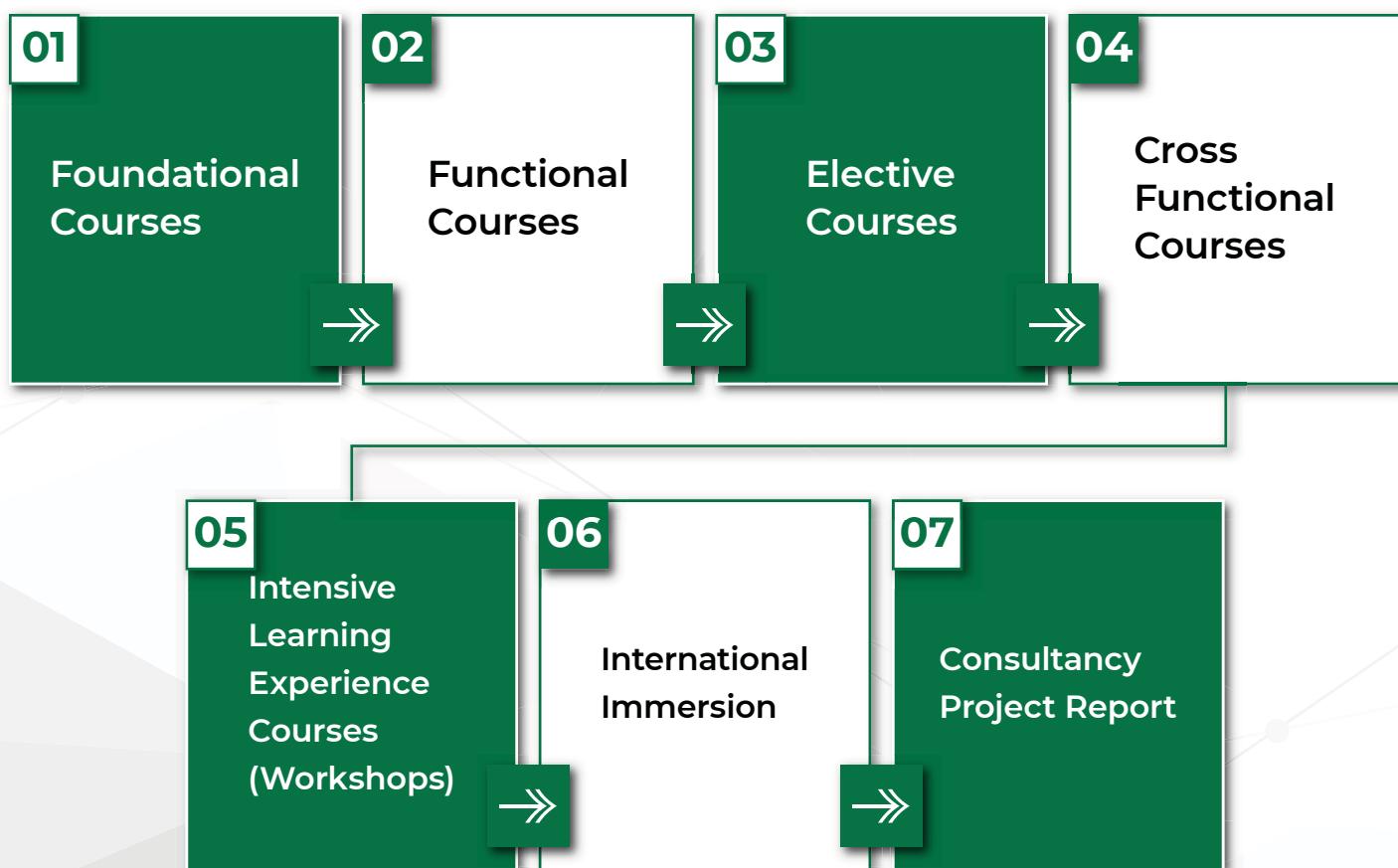
The program endeavours to provide you with:

- ▶ Functional Management Knowledge.
- ▶ Develop critical thinking abilities to understand, analyze and communicate innovative alternatives for decision making.
- ▶ Ability to anticipate and adapt to disruptions catalyzed by emerging technologies.
- ▶ Awareness of ethical and sustainability challenges in a changing GLOCAL order.
- ▶ Skills and attitudes to lead and impact.

Program Structure

The program is a niche program and is envisioned differently from other MBA programs. PGPWE students continue to work while they study; the application of classroom learning is instantaneous and classes are generally full-day, held on weekends, or on pre-selected evening hours during the week – thus requiring time away from work. While PGPWE program employs technology to enhance learning, we stress in-person participation in classroom discussions, considered critical to the learning experience. Two Campus immersions will be mandatory for all participants.

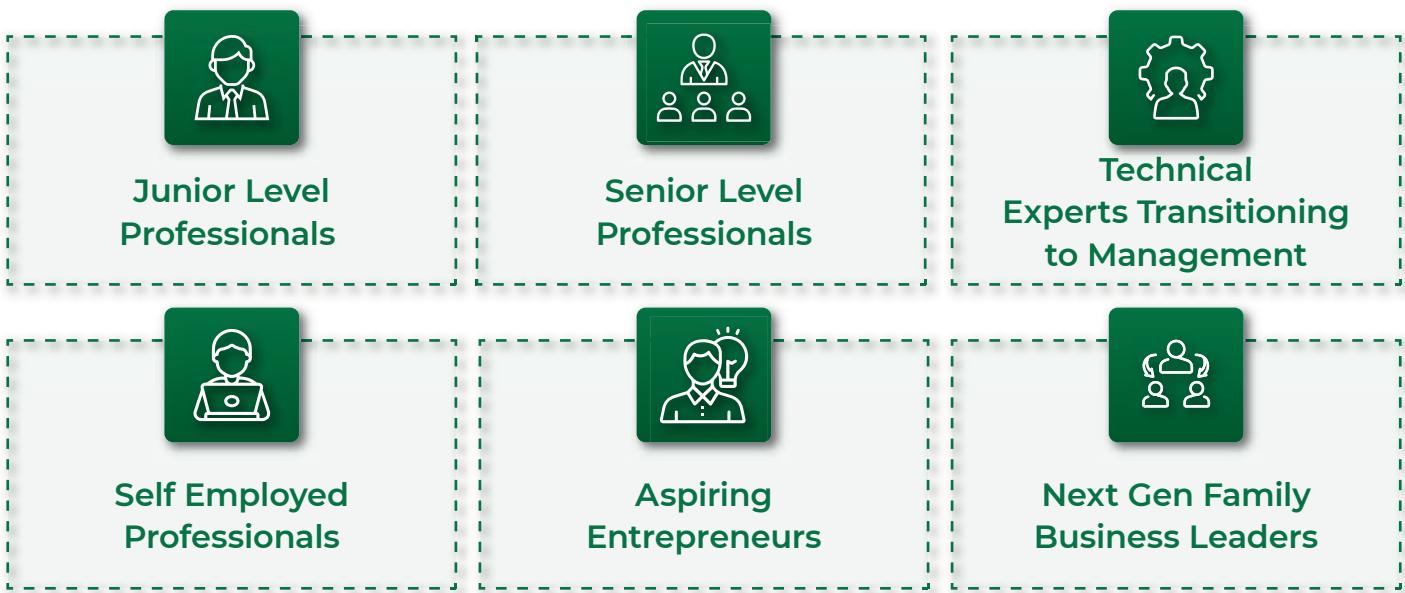
The Program Structure has the following components:



Ready to start
your **#upskilling** journey?

APPLY NOW

Who Should Attend?



Program Pedagogy

IIM Shillong strongly believes in equipping you with the latest pedagogical tools, which are largely participant-driven. To realize this, the Institute follows a judicious blend of classroom teaching, case analysis, simulation, modeling, scenario building, industry analysis, etc. as pedagogy. Active participation in the learning process facilitates the participants to acquire knowledge, attitude, skills and a mindset to handle varied and complex business problems successfully. Accordingly, a combination of appropriate instructional methodologies is employed depending on the nature of the course.

Program Benefits

- ▶ Contemporary curriculum with emerging insights
- ▶ Build on your existing professional expertise through case studies, industry talks and business simulations.
- ▶ Enrich your professional network with diverse peer group and alumni network
- ▶ Peer Learning through interactions with like-minded peers with a diverse set of skills and expertise.
- ▶ Develop management competencies and demonstrate critical thinking ability

Profile of Faculty Members



Prof. Abhishek Vashishth
Operations & Qty Tech



Prof. Achinta Kr. Sarmah
Operations & Qty Tech



Prof. Amit Prakash Jha
Economics and Public Policy



Prof. Ashutosh Murti
Org. Behaviour & HR



Prof. Atul Mehta
Economics & Public Policy



Prof. Basav Roychoudhury
Information Systems & Analytics



Prof. Bidyut Jyoti Gogoi
Marketing



Prof. Debasisha Mishra
Strategy & Liberal Studies



Prof. D P Goyal
Information Systems & Analytics



Prof. Kailash Choudhary
Operations & Qty Tech



**Prof. Krantiraditya
Dhalmahapatra**
Operations & Qty Tech



**Prof. Mousumi
Bhattacharya**
Finance & Control

Profile of Faculty Members



Prof. Naliniprava Tripathy
Finance & Control



Prof. Neelam Rani
Finance & Control



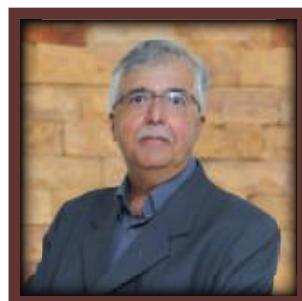
Prof. Parijat Upadhyay
Information Systems & Analytics



**Prof. Pradeep Kumar
Dadabada**
Information Systems & Analytics



Prof. Pradeep Rathore
Operations & Qty Tech



**Prof. Pradip H
Sadarangani**
Marketing



Prof. Prasanta Kr Chopdar
Marketing



**Prof. Pratap
Chandra Mandal**
Marketing



Prof. Priya Alat
Org. Behaviour & HR



Prof. Ravi Shankar Bhakat
Marketing



Prof. Rohit Dwivedi
Org. Behaviour & HR



Prof. Rohit Joshi
Operations & Qty Tech

Profile of Faculty Members



Prof. Sanjeeb Kakoty
Strategy & Liberal Studies



Prof. Sanjita Jaipuria
Operations & Qty Tech



Prof. Sanjoy Mukherjee
Strategy & Liberal Studies



**Prof. Sharad Nath
Bhattacharya**
Finance & Control



Prof. Sheetal
Strategy & Liberal Studies



Prof. Sitanshu Sekhar Das
Org. Behaviour & HR



Prof. Subhadip Mukherjee
Economics & Public Policy



Prof. Teidorlang Lyngdoh
Marketing



Prof. Varnita Srivastava
Finance & Control



Prof. Vibhas Amawate
Marketing



Prof. Vishakha Bansal
Finance & Control



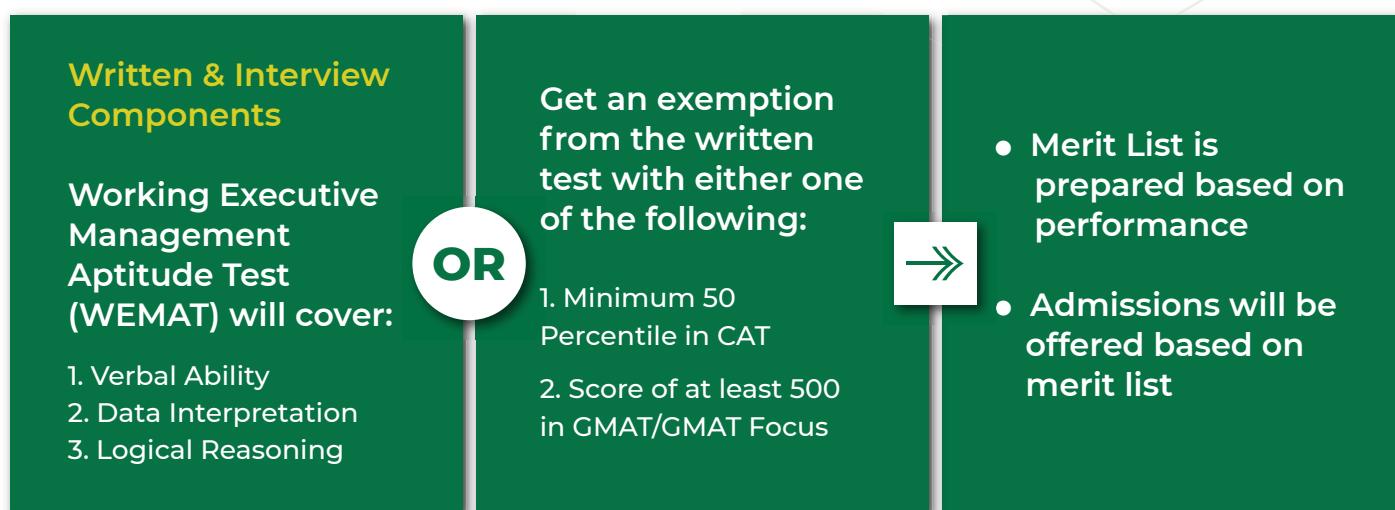
Prof. Yadav Vinay Surendra
Operations & Qty Tech

- **The Application Fee : INR 3000/-**
- **Last date to Apply : 25th January, 2025**
- **Batch Commencement : May 2025**
- **Interview & Test dates : 1st and 2nd February, 2025**

Eligibility Criteria

- ▶ A bachelor's degree or its equivalent in any discipline with minimum 50% aggregate marks or an equivalent CGPA [45% in case of the candidates belonging to Scheduled Caste (SC), Scheduled Tribe (ST) and Differently Abled (DA)] categories.
- ▶ Minimum 3 years of full-time work experience (as on 30th April, 2025) after graduation.

Selection & Admission Process



Please note that IIM Shillong considers the following:

- CAT performance of 2022, 2023 and 2024
- Last 5 years' valid GMAT scores



**The next step in
your professional journey
begins here!**

APPLY NOW

Program Fee

Fee Component	Installment 1 Feb. 2025	Installment 2 Dec. 2025	Installment 3 May. 2026	Installment 4 Dec. 2026	Total
Acceptance Fees	₹90,000	----	----	----	₹90,000
Academic Fees	₹2,50,000	₹3,05,000	₹2,77,500	₹2,77,500	₹11,10,000
Alumni Fees	----	----	----	₹10,000	₹10,000
Campus Immersion Fees*	₹12,500	----	₹12,500	----	₹25,000
Refundable Security Deposit**	₹10,000	----	----	----	₹10,000
Total	₹3,62,500	₹3,05,000	₹2,90,000	₹2,87,500	₹12,45,000

- Food and accommodation fees during 2 weeks of campus immersion.
- Refundable after the course is completed.
- Penalty for late payment of Fees @ Rs.5,000 per week.
- Education loan facilities are available.

Program Content & Overview

No	Nomenclature	Credit	Sessions	Term
Foundation Courses				
1	Introduction to Management Tools: Basics of Accounting, Business Mathematics, Economics, Statistics	4	20	Foundation with Campus Immersion
Functional Courses				
2	Financial Reporting and Cost Management	3	15	1
3	Statistics for Decision Making	3	15	1
4	Marketing Management	3	15	1
5	Managerial Economics	3	15	1
6	Human Capital Management	3	15	1
7	Corporate Finance	3	15	2
8	Macro Economics	3	15	2
9	Operations Management	3	15	2
10	Leadership and Change Management	3	15	2
11	Data and Business Modelling	3	15	2

No	Nomenclature	Credit	Sessions	Term
12	Strategic Management	3	15	3
13	Operations Research	3	15	3
14	Marketing Strategy	3	15	3
15	Sustainability and Business	3	15	3
Cross-Functional Courses				
16	Commercial and Legal Aspects of Business	2	10	3/4
17	Management Consultancy Practices	2	10	3/4
18	Negotiation and Conflict Management	2	10	4
19	Assessment and Management of Risk	2	10	5
20	Information System Strategy	2	10	5
21	Business Ethics	2	10	5
Workshops (Indicative)				
22	Communication Workshop / Data Visualization Workshop	2	10	In second year
23	Agility in VUCA World	2	10	In second year
Electives				
24	Flexi Core/Batch Electives ▶ Finance and Control Area ▶ Strategy and Liberal Studies ▶ Operations and Quantitative Techniques Area ▶ Marketing Area ▶ Information Systems and Analytics ▶ Organizational Behavior and Human Resources Area Other Choice-based Electives (For an elective to run, there should be a minimum number of subscriptions)	36	180	In second year
25	Consultancy Project Report	2	10	5/6
Total Credits / Sessions		100	500	



Program Content & Overview

01 Finance & Control Area

- Fintech
- Portfolio Management
- Financial Statement Analysis and Prediction of Future Business Value
- Corporate Governance
- Mergers and Acquisitions

02 Strategy & Liberal Studies

- Corporate Strategy
- Strategy Consulting
- Strategies for International Markets
- Competitive and Business Intelligence
- Management from Chanakya Arthashastra, Niti and Sutras
- Entrepreneurship

03 Operations & Quantitative Techniques Area

- Project Management
- Metaverse & Business Applications (MBA)
- Business Forecasting
- Business Modeling & Simulation
- Design Thinking and Innovation
- Six Sigma and Lean Thinking
- Logistics & Distribution Management
- Industry 4.0

PGPWE List of Electives

04 Marketing Area

- Digital Marketing & Social Media Analytics
- Business-to-Business Marketing
- Strategic Decisions in Sales and Distribution Management
- Economic Analysis of Human Resource Decision Making
- Platform Business & Transformation Strategies
- Consumer Behaviour

05 Information Systems & Analytics

- Business Analytics
- Predictive Analytics

06 Organizational Behavior & Human Resources Area

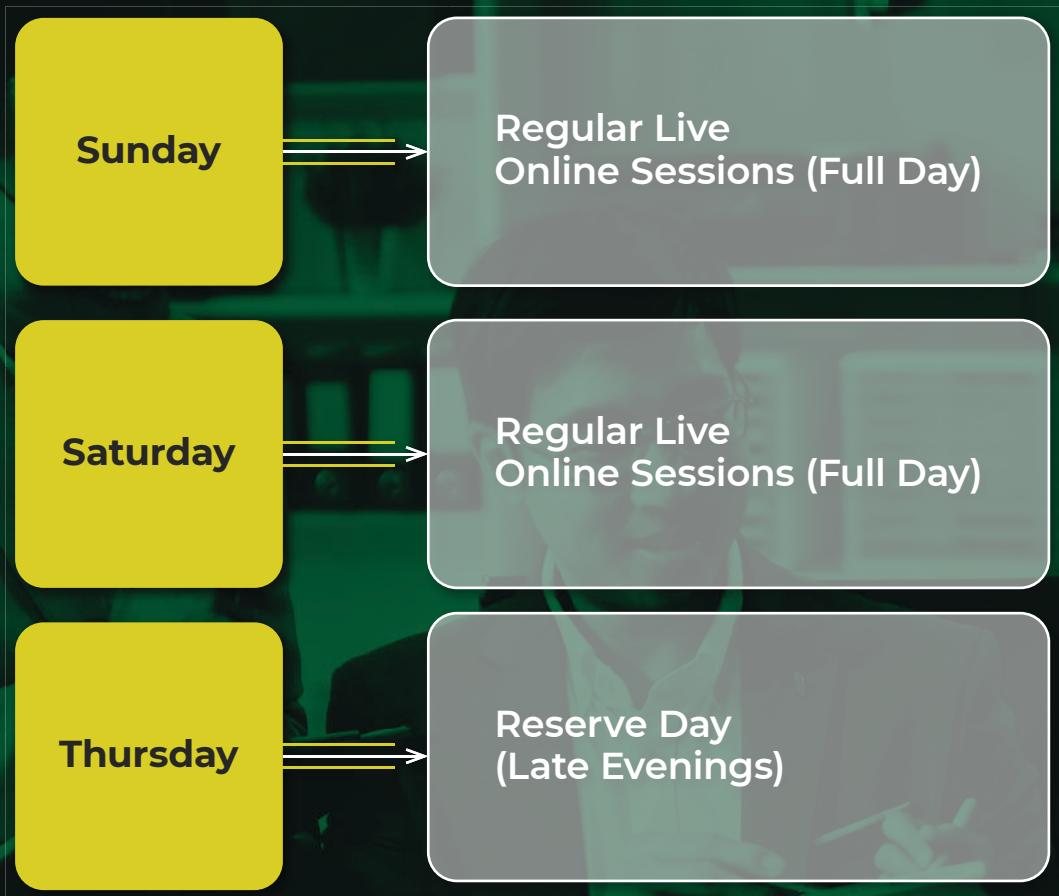
- Coaching and Mentoring for Managerial Excellence
- Diversity, Equity & Inclusion
- Learning and Development
- Performance Management System

Previous Batch Project List

- ▶ Issues and challenges in the adoption of cloud by Indian SMEs.
- ▶ The management consulting industry: an economic perspective.
- ▶ Revolutionizing industrial automation with IoT, web 3.0, and Industry 4.0 at Honeywell.
- ▶ Enhancing remote project management in the tech industry using virtual reality (VR).
- ▶ Enhancing the training effectiveness & reducing manpower attrition in Automotive Company.
- ▶ Reclaiming market dominance - A strategic consultancy report for Havells India Ltd.
- ▶ Analyzing consumer viewing behavior and preferences on amazon
- ▶ Cyber risk quantification in finance industry.
- ▶ Strategy towards business expansion for startups and unicorns in the it sector (specific examples from Darwinbox).



Class Schedule



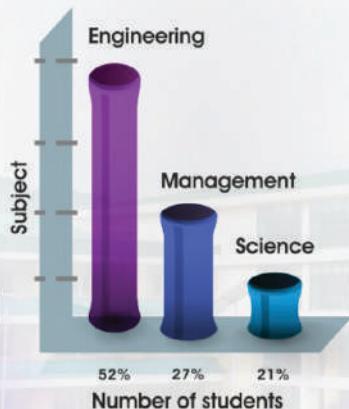
* The program office will strive to ensure a one-weekend break in a month.



INDIAN INSTITUTE OF MANAGEMENT SHILLONG

MBA-WE 24-26 BATCH

Educational Background



Work Experience



Domain Experience



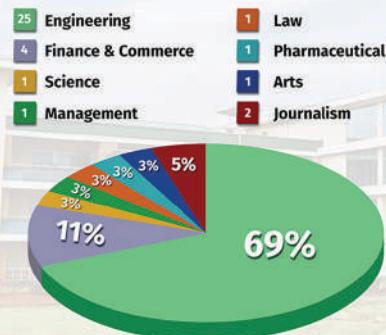
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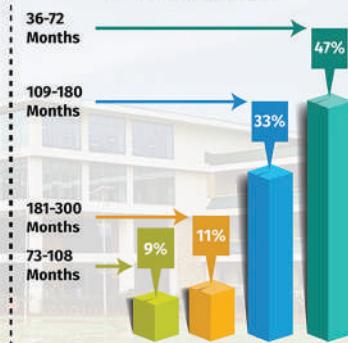
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MBA (Working Executives) 2023-25 BATCH PROFILE

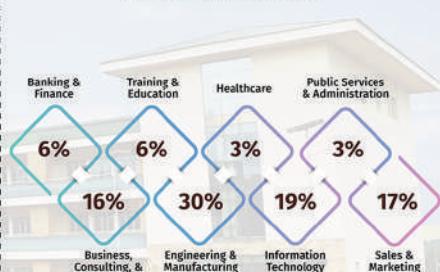
Educational Background



Work Experience



Domain Experience



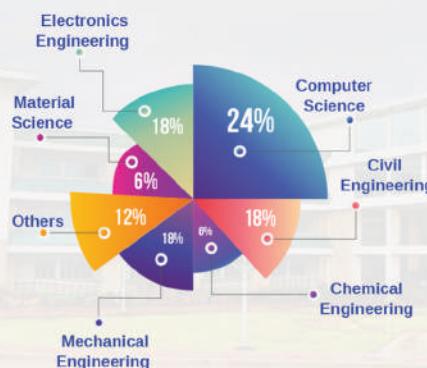
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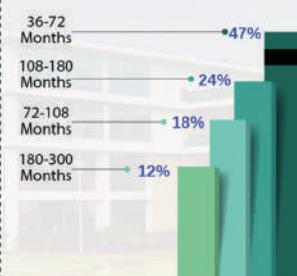
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MBA (Working Executives) 2022-24 BATCH PROFILE

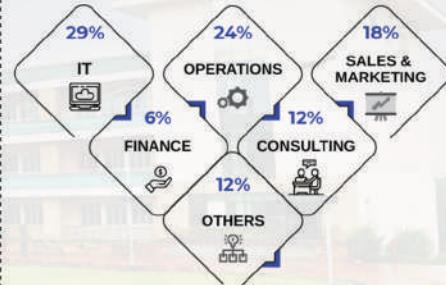
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



DOMAIN EXPERIENCE



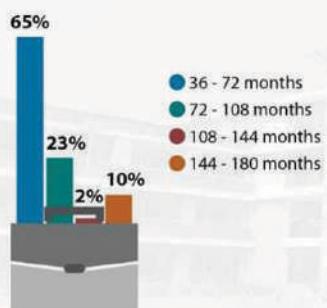
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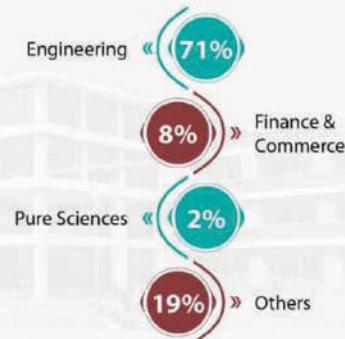
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MBA (Working Executives) 2021 Batch Profile

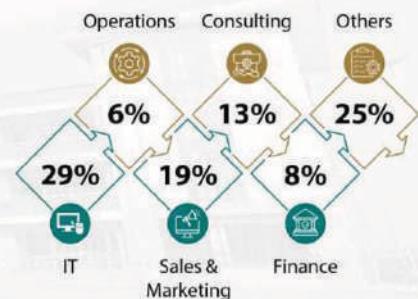
WORK EXPERIENCE



EDUCATIONAL BACKGROUND



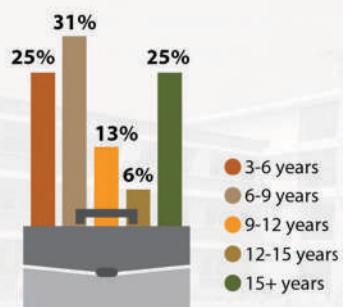
DOMAIN EXPERIENCE



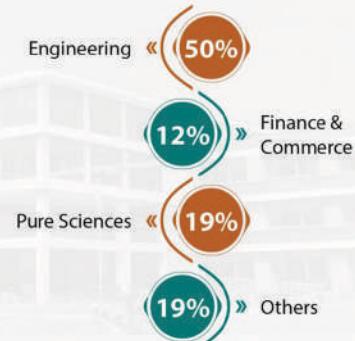
INDIAN INSTITUTE OF MANAGEMENT SHILLONG

MBA (Working Executives) 2020 Batch Profile

WORK EXPERIENCE



EDUCATIONAL BACKGROUND



DOMAIN EXPERIENCE



Ready to start
your **#upskilling** journey?

APPLY NOW

Sample Degree



भारतीय प्रबंध संस्थान शिलांग Indian Institute of Management Shillong

संस्थान की शैक्षिक परिषद् की अनुशंसा पर शासी मंडल

Student Name in Hindi

को एतद् द्वारा, कार्यकारियों के लिए प्रबंधन में दो वर्षीय स्नातकोत्तर कार्यक्रम, 2022-24 की नियमों के तहत् निर्धारित आवश्यकताओं को सफलतापूर्वक पूरा करने पर

व्यवसाय प्रशासन निष्ठात

की उपाधि प्रदान करता है।

संस्थान की मुहर के अंतर्गत दिनांक 3 अप्रैल 2024 को प्रदान किया गया।
शिलांग, मेघालय, भारत

The Board of Governors on recommendation of the Academic Council
of the Institute hereby awards the degree of

Master of Business Administration

to

Student Name in English

on successful completion of the prescribed requirements

under the regulations of

Two-Year Post Graduate Program for Working Executives in Management, 2022-24.

Given under the seal of the Institute on 03 April 2024.

Shillong, Meghalaya, India

अध्यक्ष / Chairperson

कार्यकारी स्नातकोत्तर कार्यक्रम
Executive Post Graduate Program

निदेशक / Director



अध्यक्ष / Chairman

शासी मंडल
Board of Governors

Sl. No. :

International Immersion

France:

- IESEG School of Management, Lille and Paris
- Lyon International Business School (LIBS)
- Burgundy School of Business

Singapore:

- Newcastle Australia Institute of Higher Education
- James Cook University (JCU)

Australia: University of Wollongong

South Korea: Woosong University

Brazil: Insper-Instituto De Ensino E Pesquisa

USA:

- University of California, Riverside
- Pace University
- Clark University
- Baruch College, The City University of New York
- Babson College

Spain: EADA Business School, Barcelona

Germany: German Research Center for Comparative Vocational Education and Training (GREAT), University of Cologne

Canada: Carleton University

Indonesia: Universitas Gadjah Mada

Malaysia: Sunway University

Scotland: Strathclyde Business School, University of Strathclyde

UK: Swansea University

Italy: POLIMI Graduate School of Management

Testimonials

Dheeraj Pran Hazarika

*Senior Regional Business Manager, Novartis
PGPWE 2020*



My core reason to do the PGPWE program from IIM Shillong was to change my thought process and to change the way I understand businesses. This program has provided a strong foundation to strengthen my concepts & skills. I see this program as a long-term investment for my career.

Akshay Pratap Singh

*Treasury Manager , AIX Connect
PGPWE 2021*



The unique and distinct learning proposition at IIM Shillong through group discourse delivering both theoretical concept clarity and application-oriented approach has aided me in better understanding management ideas. We were able to learn through highly interactive and interesting lectures from in-house teachers and external lecturers with both industrial and academic expertise.

Testimonials

Mukesh Sharma

**Dy. General Manager, Jio Platforms Limited
PGPWE 2022**



There is a great mix of professors and speakers, all are distinguished in their fields of expertise and bring a high level of knowledge to the program. The curriculum is well balanced with team projects and case studies, which quickly help you fine tune and grow specific skills that can be re-applied to your current career. After almost fifteen years of roles with increasing technical responsibility and several years of experience, I felt the time was right to take my education to the next level, and the IIM Shillong's MBA program was exactly what I was looking for.

Kumarika Gohain

**Procurement Consultant, Capgemini Invent
PGPWE 2022**



I am elated to be able to share my learning experience at IIM Shillong. They are leaving no stones unturned to make us the best management professionals in the country. I've been a fan of the diverse subjects offered by management at the PGPWE program ever since we started at IIM Shillong. We've already begun to adjust to the online learning environment. As the saying goes, "Where there is a will, there is a way," and IIM Shillong is unstoppable in providing the best education through an online platform. I'm glad I made it here, and I'm thrilled to be a part of this PGPWE program, which has already proven to be a success.

Our Alumni Work At

accenture strategy

accenture technology

ADITYA BIRLA
CAPITAL
PROTECTING INVESTING FINANCING ADVISING



adani wilmar

AXIS BANK

Baker Hughes

BAIN & COMPANY

BCG

Levi's Berger
Paint your imagination

Capgemini

Cipla

cognizant

Cummins

Deloitte.

Everest Group®

EVEREST
EVEREST INDUSTRIES LIMITED

EY

Goldman Sachs

Johnson & Johnson

HSBC

ICICI Bank

ITC
ITC Limited

Infosys®

LARSEN & TOUBRO

ibsssoftware

IIFL

IDFC FIRST
Bank

JPMORGAN CHASE & CO.

JSW

latentView

McKinsey
& Company

merilytics

Metalbook

Microsoft

NOMURA

OXANE
PARTNERS

Pidilite

Piramal

protiviti®
Global Business Consulting

Reliance Brands Limited

standard
chartered

servicenow

Synergy Consulting

TATA
AIG
INSURANCE
WITH YOU ALWAYS

TATA STEEL

TIGER
ANALYTICS

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Nulearn is one of India's leading Ed-Tech organizations providing courses in collaboration with IIMs and top B-Schools. Set up in 2017, we have made it our goal to cover all major domains and industries when it comes to our courses. With a commitment to excellence, integrity & consistency, we ensure that you get a learning experience that's superior to the alternatives available in the market.

For years, we have helped working professionals upskill with high quality executive programs, diplomas and MBAs so that they can elevate their career prospects without feeling out of place in this rapidly evolving business landscape. With our industry leading Learning Management System (LMS), we ensure that you get a seamless learning experience that's not just beneficial but essential in order to stay relevant. **We are currently providing courses in collaboration with the following IIMs and B-Schools -**



For two consecutive years (2023 & 2024), **Business Today Magazine** has ranked **NULEARN** [®] 3rd among the top EdTech Organisations in India which provide Management Courses in collaboration with IIMs and Top B-Schools.





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