



GOA INSTITUTE OF MANAGEMENT

# Post Graduate Diploma In Management



**COURSE LEVEL**  
**GIM ONLINE ACTIVE**  
**LEARNING(GOAL)-PGDM**

**DURATION**  
**2 YEARS**

**STUDENT INTAKE**  
**60\***



# Objectives

- To enable students to integrate their functional learnings into a composite framework
- To encourage students to identify the issues of sustainability in business decision contexts
- To guide students to make ethical decisions and ensure that they are sensitized to critical thinking
- To facilitate students to develop and demonstrate interpersonal skills





# Programme Highlights



## In-Person Sessions on Campus

2 in-person week long interventions each year. Meet your faculty and network with peers while soaking in the beautiful GIM campus at Goa.



## Learn from Industry Experts

Meet and learn about management-in-practice from experienced and seasoned industry professionals.



## Immersive Pedagogy

Study through a combination of live lectures, relevant case studies, assignments, projects and experiential learning.



## Learning by Doing

Participate in in-class discussions, business simulations, class exercises and projects for hands-on learning.



## Entrepreneurial Support

Get access to an exclusive self paced start-up bootcamp course and world class mentorship, especially if you are keen to set up a start-up.



## Individualized Career Support

Benefit from 6 month long career support services personalized to suit your specific career aspirations

# Pedagogy



Learning centric



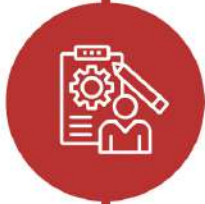
Offline & online synchronous



Case studies



Immersion programs



Projects



Asynchronous online learning

# CURRICULUM

## Core Courses

### FOUNDATION COURSES

- Basic Statistics
- Managerial Economics
- Principles of Management
- MS Excel

### CORE COURSES

- Quantitative Methods
- Marketing Management
- HR & OB
- Managerial Accounting & FM
- Operations Management
- Business Communication
- Business Analytics
- Leadership
- Supply Chain Management
- Strategic Management
- Ethics & CSR
- Sustainability
- Design Thinking
- Digital Transformation
- Managing Innovation





## Electives

ELECTIVES 1 - CHOOSE FROM ONE OF THE 2 SETS	
Marketing Research	OR
Consumer Behaviour	
Digital Marketing	
Marketing Analytics	
B2B Marketing	
Services Marketing	
Rural Marketing	
Sales & Distribution Management	
	Operations Strategy
	Service Operations Management
	Inventory & Materials Management
	Maintenance Management
	Quality Engineering & Six Sigma
	E-Commerce
	Project Management
	Industry 4.0 Applications

ELECTIVES 2 - OPEN TO CHOOSE FROM THE LIST
Organizational Development & Change Mgt
Competency Mapping and Assessment Centre for Talent Mgt
Financial Statement Analysis
Working Capital Management
HR Analytics
Emerging Technologies in Business
Investment Management
Performance Management
Data Visualization and Storytelling
Corporate and Entrepreneurial Finance

## Project & Moocs

PROJECTS AND MOOCS
Other than the above courses, the participants will be free to
choose around 4 electives of their interest. There will be
projects and a significant number of MOOCs.



# Fee Structure

	TERM I	TERM II	TERM III	TERM IV	TOTAL FEES
Academic Fee	₹ 1,25,000	₹ 1,20,000	₹ 1,20,000	₹ 1,20,000	₹ 4,85,000
Admission Fee	₹ 15,000	-	-	-	₹ 15,000
<b>Total without Caution Money</b>	<b>₹ 1,40,000</b>	<b>₹ 1,20,000</b>	<b>₹ 1,20,000</b>	<b>₹ 1,20,000</b>	<b>₹ 5,00,000</b>
Caution Money	₹ 10,000	-	-	-	₹ 10,000
<b>Total Fees</b>	<b>₹ 1,50,000</b>	<b>₹ 1,20,000</b>	<b>₹ 1,20,000</b>	<b>₹ 1,20,000</b>	<b>₹ 5,10,000</b>

## FEE INCLUDES

- Alumni Fee of Rs.5000 which will be deducted from the Caution Money
- Balance of Caution Money post deduction of Alumni Fee as applicable, which will be refunded at the end of the programme, if no charges are incurred against it.
- eBooks and other online study material for the programme

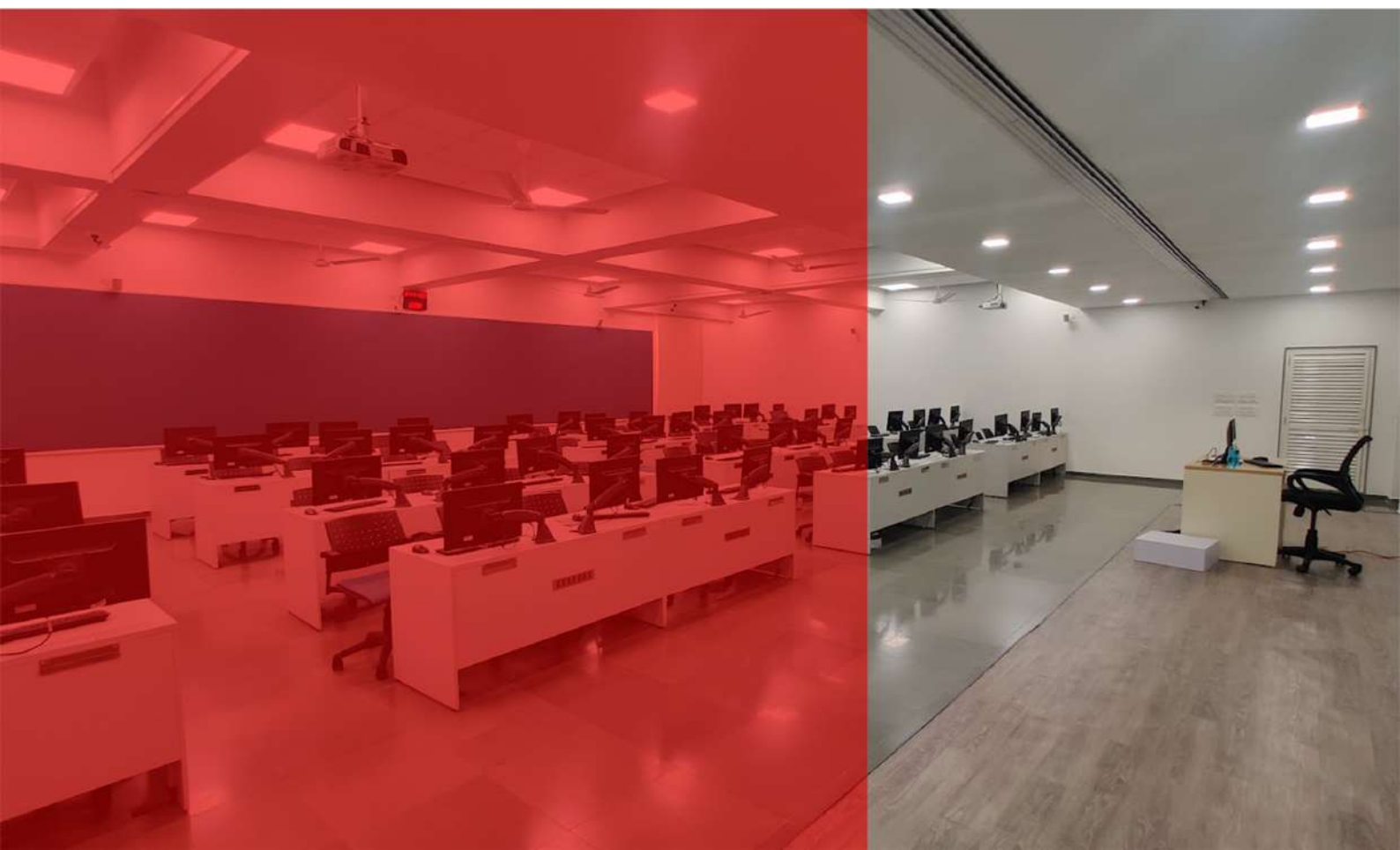
## FEE DOES NOT INCLUDE

- Boarding/lodging charges during the 2 on-campus immersion sessions. You can avail on-campus accommodation as per your preference depending upon availability.
- Actual travel expenses incurred by participants for the 2 campus immersion sessions.

# Important Dates

<b>LAST DATE FOR RECEIPT OF ONLINE APPLICATION</b>	<b>28 FEBRUARY 2023</b>
<b>ONLINE PERSONAL INTERVIEW</b>	<b>11 MARCH - 12 MARCH 2023</b>
<b>SELECTION RESULT DECLARATION</b>	<b>13 MARCH - 15 MARCH 2023</b>
<b>OFFER ACCEPTANCE</b>	<b>16 MARCH - 22 MARCH 2023</b>
<b>FEE PAYMENT AND REGISTRATION</b>	<b>14 APRIL 2023</b>
<b>CLASS COMMENCEMENT</b>	<b>30 JULY 2023</b>

Note: \*The above-mentioned dates are subject to change if required. Only those candidates who have been shortlisted for admission into the programme subsequent to the personal interview will be intimated by email, of the same along with all other relevant details.







# Learning

## APPROACHES

- The curriculum is designed to develop both conceptual and skill-based competencies.
- A healthy blend of theory and practice, case studies, role plays, simulations and live projects ensure that skills and attitudes essential for effective managers are developed through the programme.
- Extensive use of information technology and ready access to several academic and professional databases facilitates the learning process.

## CAREER DEVELOPMENT ACTIVITIES

### Dissertation

- Students have to undertake compulsory project dissertation work.

### Work improvement project or a Case study

- Students are also allowed to choose between a work improvement project or a case study which is also 6 credits each.

## CAPSTONE

- Capstone is a business simulation to develop the students' ability to take 'integrated' decisions affecting marketing, finance, operations, human resource, TQM and R&D and to evaluate their team performance on parameters like profit, return on equity, return on sales and asset turnover.





# About GOAL

## GIM Online Active Learning (GOAL) PGDM is for individuals who...

Are working professionals and are unable to take time off work to attend the full-time course. This programme is particularly designed for individuals who wish to progress in their existing careers.

## Looking for...

Rigorous masters program while continuing working, and learning by doing approach

## Ideally suited for...

- Working executives
- Entrepreneur and family business owner
- Bureaucrats & govt. officials considered for a promotion
- Professionals who want to earn a management degree without taking time off from their jobs







# About GIM

From a small beginning in 1993, with 6 faculty members, teaching a single class with an intake of 24 students in a rented premise, we have grown to 75+ full-time faculty members, six courses with an intake of over 900 full-time students, and a 50-acre campus with world-class infrastructure.

We are fortunate to have had Late Fr. Romuald D'Souza as our founding Director. The institute has grown under his visionary leadership from strength to strength.





**GOA INSTITUTE OF MANAGEMENT**

SANQUELIM CAMPUS

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