INFORMATION BROCHURE 2019

SCHOOL FOR
THOUGHT LEADERS AND
CHANGE MASTERS
MDI @ a Glance

First Indian B-School Accredited by AMBA
International accreditation by the coveted Association of MBAs (AMBA) London was awarded to three Programmes of MDI: PGPM, NMP and PGPM (Part-Time) in 2006. These Programmes were re-accredited in 2011. Three other Programmes: PGP-HRM, PGP-IM and PGP-EM also received accreditation in 2011 establishing international quality standards of the Programmes of the Institute.

Ranked Consistently among the Top B-Schools of India
In the various B-School surveys, MDI has been ranked consistently amongst Top B-Schools of India.

100% Placements
MDI maintained its tradition of 100% placement this year as well. Prestigious companies from various sectors offered job profiles spanning across various functional areas.

One out of every Five PGP Students spend at least a Term Abroad
Well organized exchange programmes ensure that regular PGP students get an opportunity to spend a term abroad. An equal number of international students from as many as 48 B-Schools spend a term in MDI. This makes the experience at MDI truly international.

Post Graduate Programme in International Management
In July 2006, MDI in partnership with ESCP-EAP France (now the ESCP-Europe) successfully launched PGP-IM, a truly international programme conducted partly in India and partly in Europe. The programme provides a comprehensive international experience to budding global managers.

Largest International Exchange Programme in India
MDI has partnerships with leading B-Schools across the world. The institute is partnering with only the top 5 business schools of any country with a stipulation that the partnering B-School has an extensive international agenda for its activities.

70+ Nationally and Internationally Acclaimed Full-time Faculty
One of the largest communities of full-time faculty brings the right mix of research and industry experience to education and consultancy offered by the Institute. A number of industry leaders and practitioners who participate in various roles and capacities further enrich the offerings at MDI.

Largest School for Continuing Education in Management
With more than 95,156 manager beneficiaries, MDI is the largest training institute in the country. MDI takes pride in the growing number of strategic level programmes it conducts. These are uniquely designed to bring a global perspective through international interactions.

Lush Green Campus
MDI is located in a picturesque, serene campus 12 kilometres from the international Airport at Delhi. It provides just the right environment to step away from the mundane world to quietly imbibe, peacefully introspect and ultimately learn.

Strategically located in the Corporate Hub of India
With Gurgaon emerging as the choice destination of the corporate world, MDI provides the added advantage to its community and the corporate world.
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Vision
MDI is a school for:
• Thought Leaders and Change Masters
• Academic Excellence and Continuous Innovation

Mission
Our Mission is to create, both at individual and organizational levels, cutting edge management capability through:
• Value-based Education • Best Global Practices
• Action-centric Research • Value-adding Consulting

Board of Governors
It gives me immense pleasure to welcome corporate partners, alumni, students, working executives, the academic community, and international business schools to MDI Gurgaon (MDIG). With an intention to impart quality management education, nurture talent, and hone skills to create visionary leaders and game changers, the MDI was established in the year 1973.

MDI Gurgaon has been ranked among the top business schools in India and was the first to get the globally reputed AMBA accreditation in the country. MDI is also SAQS re-accredited and also has NBA re-accreditation for its programs (PGDM, PGDM–HRM, PGDM–IM, and PGDM–NMP). MDI’s all Programs are approved by AICTE. It runs an array of post graduate management programs including a doctoral program. MDI is located in the heart of the central business district of the National Capital Region of Delhi, surrounded by plethora of national and international corporations and is also the most pulsating start-up hubs of the country.

Our strength lies in our innovative, learning oriented teaching practices and contemporary industry-specific curriculum which is strongly backed-up by our study corporate interface. Supported by collaborative research in cross-cultural management areas with top—level research driven institutions across the globe, this unique integration of global perspective and strong industry linkages gets reflected in MDIs world-class practices. From training programs to action-centric research and result-oriented consulting, MDI is in the spotlight of global business community for its integral part in business and economic development.

Highly experienced faculty-members at MDI are working on global research problems as well as research oriented consulting and have made significant contributions to the corporate competence world-wide. We are proud to develop and nurture young students, who have secured promising careers for themselves. Executives trained by us have equipped themselves with management and leadership capabilities and many of them have made it to the higher rungs in their respective organizations.

MDI Gurgaon graduated its first set of post graduate management students in 1989. Our alumni have done exceptionally well and many of them have become successful entrepreneurs and generated wealth not just for themselves but for uplifting society as well. Our alumni have always made us proud and they are our brand ambassadors, and they are the ones who give credibility to our claims of being an institution of excellence.

Knowledge shapes character which is the essence of your identity. MDI aspires to be the crucible wherein your identity is metamorphosed through an exclusive process of all round education, layered between co-curricular and beyond-academic activities. We are highly focused to create an ethical and knowledge centric culture that values outstanding academic excellence, training, research and consultancy. We follow three pronged approach—connect, nurture and grow, with open doors at all levels to achieve our vision to be internationally excellent business school known for academic ambition and influence in building a responsible future for both business and society globally.

Prof. (Dr.) Atmanand
Director (Additional Charge), MDI Gurgaon
Milestones @ MDI

1973
• MDI set-up Training, Consulting & Research activities commenced

1977
• Development Banking Centre (DBC) started first sectoral project funded by Developmental Financial Institutions

1984
• DBC project completed

1988
• National Management Programme (NMP) — a full-time, residential programme sponsored by Department of Personnel & Training, Ministry of HRD, GOI launched

1994
• Full-time Residential Post-Graduate Programme in Management (PGPM) launched

1996
• Training activities move up to include policy level programmes; Advanced Management Programme (AMP) started
• 1999 Fellow Programme in Management (FPM) launched Post Graduate Programme in Management (PGPM-PT) launched

2004
• Post-Graduate Programme in Human Resource Management (PGP-HRM) launched
• Executive Fellow Programme in Management (EFPM) launched

2005
• Post Graduate Programme in Energy Management (PGPEM) established in association with the Ministry of Power and USAID
• MoU for School of Public Policy and Governance signed with Ministry of Personnel and Training, GOI
• MDI accredited by South Asian Quality Assurance System (SAQS)

2006
• AMBA (Association of MBAs) UK accredited MDI’s fulltime Post Graduate Programmes. MDI became the first and only B School in India to be internationally accredited
• Post Graduate Programme in International Management (PGP-IM) launched in collaboration with European School of Management (ESCP-Europe), France
• Post-Graduate Programme in Public Policy & Management (PGP-PPM) launched

2007
• Increased intake in Post Graduate Programmes in Management
• MoU for School of Public Policy and Governance signed again with Ministry of Personnel and Training, GOI
• MoU signed with Aston Business School, Aston University, Birmingham, UK
• MoU signed with Schneider Electric India (SEI), Maruti Suzuki India Limited & Indian Oil Corporation Limited for multiple Activities

• Three of the Programmes of MDI: PGPM, NMP and PGPM Part-Time re-accredited by AMBA, UK
• Three other Programmes: PGP-HRM, PGP-IM and PGPEM also received accreditation by AMBA, UK
• Collaboration with four new Educational Institutions: Smeal College of Business (USA), Louvain School of Management (Belgium), New Castle University (UK), Munich Business School (Germany)

• MoU signed with Richard Ivey School of Business, Canada

• MoU signed with Hungarian Logistics Association, Hungary
• MoU signed with University of Szeged, Hungary
• International Summer University launched

• Global Conference on Recovering Markets (series of conferences) organized during March 2014

• Global Conference on Recovering Markets (series of conferences) organized during March 2015
**MoU signed with:**
- Franzen/ partners
- AVTEC Ltd, a part of CK Birla Group
- RITES Ltd.
- School of Management Studies, University of Hyderabad
- NIT Silchar
- Institute of Management Studies, Devi Ahilya Vishwavidyalaya, Indore
- NIT, Surathkal, Karnataka

• MoU signed with:
- Nagoya University of Commerce & Business, Japan
- University of Maribor, Slovenia
- Nepal Administrative Staff College
- Kathmandu University School of Management, Nepal
- Royal Institute of Management, Bhutan
- Groupe ISCAE, Morocco
- Cyprus International Institute of Management, Greece
- Universidade Catolica Portuguesa, Portugal

• MoU signed with:
- Nagoya University of Commerce & Business, Japan
- University of Maribor, Slovenia
- Nepal Administrative Staff College
- Kathmandu University School of Management, Nepal
- Royal Institute of Management, Bhutan
- Groupe ISCAE, Morocco
- Cyprus International Institute of Management, Greece
- Universidade Catolica Portuguesa, Portugal

• MoU signed with:
- Delhi Metro Rail Corporation
- Confederation of Indian Industry
- Nordic Centre in India
- University of Kashmir
- XCELSERV Solutions Pvt. Ltd

• MoU signed with:
- ESCP Europe
- Airport Authority of India (AAI)
- Stockbay Partners
- ALBA Graduate Business School, Greece
- Copenhagen Business School (CBS), Denmark
- Athens University of Economics and Business (AUEB), Greece
- BEM School of Management Dakar, Senegal
- ZHAW School of Management and Law (SML), Switzerland
- Toulouse Business School (TBS), France
The Institute

MDI is one of the top B-Schools of the country. The institute integrates knowledge, research, industry experience and international exposure to offer comprehensive management programmes. MDI has the distinction of being the first internationally accredited Indian B-School. It was accredited by South Asian Quality Systems (SAQS) in 2005. The long term Education Programmes are accredited by Association of MBAs (AMBA), U.K.

The PG Programmes in Management offered by MDI are recognized and accredited by the All India Council for Technical Education (AICTE) New Delhi. Its PGPM has been awarded “A” Grade by the 'National Board of Accreditation' of All India Council for Technical Education. Various surveys have consistently ranked MDI amongst the top B-Schools of the country.

The Board Members of MDI include eminent personalities from both industry as well as academia. The board meets every quarter. MDI follows an organizational chart that has four layers. MDI is headed by its Director, followed by 3 Deans—Dean (Graduate Programmes & Student Affairs), Dean (Continuing Education, Consulting, Placement and Alumni), Dean (Research, FPM/EFPM, Admissions, Accreditations, Rankings, Library, Corporate & Marketing Communication). This is followed by Chairpersons/Coordinators institutional activities, management areas and academic areas. General administration is headed by the Registrar & Secretary.

All academic activities are faculty driven. The faculty decides on the curriculum content, delivery, duration and management of each programme.

Education Programmes on Offer

Post Graduate Programmes

- Post Graduate Programme in Management (PGPM)
- Post Graduate Programme in Human Resource Management (PGP-HRM)
- Post Graduate Programme in International Management (PGP-IM)

Executive Post Graduate Programmes

- National Management Programme (NMP)
- Post Graduate Programme in Energy Management (PGP-EM)
- Post Graduate Programme in Public Policy and Management (PGP-PPM)
- Post Graduate Diploma in Management (Executive Management Programme)

Fellow Programme

- Fellowship Programme in Management (FPM/EFPM)
Education Programmes

Post Graduate Programmes

The PGPM programme was launched at MDI in 1993. The programme is ranked among the very best in the country and is therefore one of the most sought after PGPM programmes. PGP-HRM in association with the National HRD Network was launched in 2004 and the PGP-IM was launched in 2006. The reputation of these programmes has been built over the years by a combination of three important elements; rigorous admission process, academic rigour and excellent placements. The admission process involves two stages. Students are short listed on the basis of CAT score and then selected on the basis of their performance in Group Discussions and Personal Interviews.

Academic rigour is reflected in the programme structure and delivery. The two year programme provides rigorous academic input combined with regular industry interactions. As a result, the final placements of the students have been very encouraging. Placements at MDI are a student driven activity supported by the faculty. 100% placements have been achieved year after year with organizations of very high repute.

Executive Post Graduate Programmes

In 1988, the National Management Programme (NMP) was launched for Senior executives of public sector. NMP was the first PG Programme launched at MDI for executives with diverse experiences from public and private sectors to provide them with holistic business perspective and international exposure. Later in 1999, the PGDM (Executive Management Programme) was initiated to impart management education to working executives and entrepreneurs in the National Capital Region (NCR) who have not had an opportunity to get exposed to the latest managerial tools and techniques through formal in-class interaction. Energy Management is a unique offering from MDI. It is an exclusive industry-focused programme which addresses the dire need of highly skilled business professionals to sail through the management challenges in the Energy, Power and allied sector. Public Policy course offers a unique integration of management concepts, tools and techniques with stress on public policy formulation, analysis and implementation, including the design and execution of delivery systems. Admission to each of these programmes is based on a specially designed selection process. MDI’s Fellow programme encourages research in current and contemporary areas of interest in management. The primary purpose of Fellow programme is to develop scholars who will stretch the boundaries of management thought and will also impact contemporary management practices in real time.
Accounting and Finance

The Finance Area is strongly committed to build-up financial expertise and know-how through two-way approach of Industry-Institute Interface and Research Collaborative Forum. One thrust area is to develop strong industry linkages and provide necessary exposure to industry practices and second, to strengthen the research in the area of finance at MDI. The key research areas pursued by the Finance Area are – Stock market efficiency, investment decisions under uncertainty and fuzzy environment, risk modeling, financial economics, behavioral finance, project finance, financial governance and earnings management. The Finance area is devoted to expand the knowledge horizon both at theoretical as well as applied level.

ANAND Manoj
Professor
M.Com (First Position with Distinction) & Ph.D. (UBS, Panjab Univ.) FCMA, MBL, (DED – NLSUI-B)
Areas of Interest: Financial Reporting, Management Accounting, Corporate Finance, Infrastructure Project Finance

BHUSNURMATH N.R.
Professor
M.Sc., MBA (University of Delhi), CAIIB
Areas of Interest: Asset Liability Management, Management of Financial Institutions and Project Finance

BISWAL Pratap C.
Professor
Dean-Research, FPM/EFPM, Admissions, Accreditations, Rankings, Library, Corporate & Marketing Communication
M.A., M.Phil., Ph.D (Univ. of Hyderabad)
Areas of Interest: Derivatives & Risk Management, International Financial Management and Open Economy Macroeconomics

BAKSHI Sanjay
Adjunct Professor
F.C.A., M.Sc. (London School of Economics)
Areas of Interest: Behavioral Finance, Social Psychology, Business Valuation and Merger & Acquisition

DASH Ashutosh
Associate Professor
M.Com, MBA, M. Phil, Ph.D. (Utkal University)
Areas of Interest: Management Accounting, Business Valuation, Mergers & Acquisition

GOEL Sandeep
Associate Professor
Ph.D. (Finance), Ph.D. (Accounting) – FMS, Delhi University
Areas of Interest: Financial Reporting & Analysis, Corporate Finance, Earnings Management & Corporate Governance

IYER Veena S.
Assistant Professor
Coordinator - AACS & AOL
M.A (Business Economics), FPM (IIM, Bangalore)
Areas of Interest: Strategic Financial Management, Business Valuation, Financial Intermediation and Banking

JAIN Anshul
Assistant Professor
Coordinator - Rankings
PGDBM (IIM Lucknow), FPM (MDI Gurgaon)
Areas of Interest: Financial Market Microstructure, Financial Derivatives & Risk Management and Derivatives Pricing

MISRA Anil
Associate Professor
Area Chairperson
MBA, Ph.D. (University of Lucknow)
Areas of Interest: Security Analysis, Portfolio Management, Corporate Finance, Management of Working Capital

RAI Shailendra K.
Associate Professor
Chairperson - International Relations, Student Affairs & Warden Boys Hostel
M.Com., Ph.D. (BHU), Post-Doctoral Fellow (School of Public Policy, George Mason University)
Areas of Interest: Corporate Finance & Entrepreneurial Finance

SAHI Shalini K.
Assistant Professor
MBE, M.Phil. (University of Delhi), FPM (MDI, Gurgaon)
Areas of Interest: Behavioural Finance, Accounting, Corporate Finance

SHAIKH Imlak
Assistant Professor
M.Com. (South Gujarat University), Ph.D. (IIT Bombay)
Areas of Interest: Banking and Finance, Financial markets; Accounting and Control, Management Accounting

BATHIA Deven
Adjunct Faculty, International MBA, Fordham University, New York, U.S.A
Master of Commerce, University of Mumbai, Ph.D. University College Dublin, Ireland
Areas of Interest: Finance

GUPTA Jyoti
Adjunct Faculty, International Mechanical Engineering II, Kharagpur, Ph.D. University of Manchester, UK
Areas of Interest: Finance
**Business Communication**

MDI is one of the few business schools in India to have a full-fledged Area of Business Communication. The faculty brings to the Area a judicious mix of industry and academic experience. The Area adopts a hands-on pedagogy to develop communication skills of managers and students alike and is extensively involved in corporate training. It conducts various management developments programmes workshops for several organizations. With globalization and IT revolution in full swing, the field of business communications is rapidly evolving. The faculty members keep themselves abreast of the latest developments through industry interactions and research activities. Some of the areas in which the Area faculty is pursuing research include Leadership Communication, Crisis Communication, Impact of New Media and Effects of National and Corporate Culture on Organizational Communication.

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Areas of Interest</th>
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<tbody>
<tr>
<td>BHANDARI Niva</td>
<td>Assistant Professor</td>
<td>Spoken Business Communication, Written Executive Communication, Communication through New Media, Communicating effectively at Workplace, Gender based Communication, Persuasive and Corporate Communication</td>
</tr>
<tr>
<td>GAUR Vidhu</td>
<td>Assistant Professor</td>
<td>Oral Communication &amp; Presentation Skills, Corporate Communication, Business Writing, Anger &amp; Stress Management, Social Marketing, Media Theories and Media Communication</td>
</tr>
<tr>
<td>JAIN Neera</td>
<td>Professor</td>
<td>Interpersonal Communication in Organizations, Presentation Skills, Business Writing, Negotiation Skills, Cross Cultural Communication, Leadership Communication and Gender Studies</td>
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</tbody>
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**Economics**

Economic theory and practice constitutes the underlying basis of intra and inter disciplinary learning. Such a perspective encourages application of the concepts and theoretical framework at the macro and micro economic activity level. The field of study includes economic policy formulation, implementation and evaluation, sectoral studies, international economics among others. The Economics area is also focusing on the Programme on Energy Management and the Centre for Corporate Governance. One of the Professors from the area heads the Programme on Energy Management at MDI and another heads the Centre for Corporate Governance. In addition to fundamental aspects relating to Economics, the area focuses on research, consultancy and training in the areas of Energy Policy, Telecom Policy, Transportation Policy, Corporate Governance, Sustainable Development & International Capital Flows.

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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>ASHRA Sunil</td>
<td>Professor</td>
<td>International Macroeconomics, Monetary Economics, Econometrics, Infrastructure, Delhi Metro &amp; Railways, Poverty and related issues &amp; Agriculture Industry Interaction</td>
</tr>
<tr>
<td>KAUSHAL Leena A.</td>
<td>Assistant Professor</td>
<td>Economic Growth &amp; Development, Macroeconomic issues &amp; Policy making</td>
</tr>
<tr>
<td>PRASAD Rohit</td>
<td>Professor</td>
<td>Telecom Regulation, ICT for Development, Public Policy</td>
</tr>
<tr>
<td>GHOSH Sajal</td>
<td>Associate Professor</td>
<td>Econometrics &amp; time series modeling, Demand forecasting, Energy Economics, Energy Market Reforms, Macroeconomics and Clean Technologies</td>
</tr>
<tr>
<td>RAY Rupamanjari S.</td>
<td>Assistant Professor</td>
<td>International Trade and Environment Policy issues, Microeconomics, Macroeconomic issues and policies</td>
</tr>
</tbody>
</table>
Human Behaviour and Organisational Development

The vision is to build an area known for its seminal contribution in the area of (a) knowledge creation through research; (b) knowledge dissemination through teaching and training and (c) application through consulting. The mission of the area is to groom thought and action leaders capable of looking within, looking around and looking beyond for managing institutions and organizations, with the focus on larger contribution to socio-economic transformation.
Human Resource Management

Human Resource Management area at the Institute has been playing a catalytic role in the development of HR profession through networking with academic institutions and Industry and undertaking Management Development, Research, Consultancy and Management Education activities. The area has a number of books to its credit on themes as: Human Resource Management: Perspectives for the New Era; Personnel and Employee Relations; Labour Law and Governance; The Sociology Of Formal Organizations; Social Security Law in India; International Encyclopedia of Laws: Social Security (Kluwer Law International, The Hague); Labour Judiciary, Adjudication and Industrial Justice; and Redressal of Labour Grievances, Claims and Disputes. HRM Area faculty has International research papers to its credit in the top ten global HR journals. Area members have also published management cases in reputed Indian and International Journals. There has been active representation of area members in International and National HRM conferences as research paper presenters, sessions chairs, keynotes or plenary speakers held all over including North America, Europe, Asia, Australia, Africa and India. The area members are Visiting Professors to various business schools in Europe & other countries.

**BHATNAGAR Jyotsna**
Professor
M.A. (Psychology), Lucknow University, Ph.D. (IIT, Delhi)
Areas of Interest: Innovative HRM, Talent Management & Employee Engagement, Strategic HRM, High Performance Work Systems, Organizational Learning, Entrepreneurship & HR

**BISHT Nidhi S.**
Assistant Professor
B.Sc. MBA, Ph. D (Kumaun University, Nainital)
Areas of Interest: Compensation and Reward management, Employee Engagement, Diversity & Inclusion, Building learning organizations and Employee Relations

**BISWAS Soumendu**
Assistant Professor
Ph.D (IIT, Kharagpur)
Areas of Interest: Organizational Culture, International Dimensions of Organizational Behaviour and Multivariate Data Analysis Techniques with specific reference to SEM procedures

**SHARMA Tanuja**
Professor
Area Chairperson
M.B.A. (Allahabad University). Ph.D. (FMS, Delhi University)
Areas of Interest: Performance Management System, Coaching & Mentoring, Compensation Management, Corporate Social Responsibility, Social aspects of HRM, Business Ethics

**SORENSEN Henrik B.**
Adjunct Faculty, International
MSc. Ph.D Aarhus University, Demark
Areas of Interest: Organization - Interorganization Relations / HR

Information Management

Information Management area is broadly concerned with the management and use of information and associated IT in an organizational context. More specifically, the area is concerned with managerial, organizational, behavioral, financial and social implications of the supply and applications of information and IT. The mission of the area is to provide leadership and education in the successful management and use of information and relevant information technology to achieve business excellence. Consequently the focus of the area is on management of information and information systems rather than on information technology.

**AERON Prageet**
Assistant Professor
Coordinator – Digital Infrastructure
B. Tech (IIIT-BHU), Fellow, (IIM, Ahmadabad)
Interest Area: Strategy & IT, Network Economics and Telecom Policy, IT Security

**BHARADWAJ Sangeeta S.**
Professor
Chairperson – Digital Infrastructure
M.Sc., MMS, M.E., Ph.D. (BITS, Pilani)
Areas of Interest: IT Project Management, Business Process Management, Managing Outsourced IT Projects, Business Development in IT, and Knowledge Management

**KAUSHIK Anjali**
Professor
B.E., PGDM, Ph. D. (Delhi University) Chevening Fellow (Oxford University)

**NATH Dhruva**
Professor
B.Tech., Ph.D. (IIT Delhi)
Areas of Interest: On-Line Start-ups, Strategy & IT, Data Warehousing, and IS Planning
The Marketing Area at MDI is keenly devoted to enhancing knowledge and skills of the marketing professionals by assimilating. The latest advancements in the marketing theory with the best practices and tools used by the practitioner. The marketing area faculty is actively involved with carrying out consultancy, research and teaching activities in many thrust areas such as Distribution Channel Management, Customer Relations Management, Brand Management, Sales Management, Digital and Cyber Marketing, Consumer Behavior, Marketing Communication, Marketing Research, Marketing of Services, Business Marketing etc. The activities are aimed at helping young professionals and business organizations to deliver a superior customer value.
Operations Management

The Operations Management area is involved in teaching, training, consultancy and research in areas pertaining to the operations of manufacturing and service organizations. The courses deal with planning, design & control of the related systems that would lead to higher efficiency and productivity. In recent years, the faculty members of this area have published several books and articles in related topics.
Public Policy Management

The Public Policy and Governance area is engaged in research, teaching, training and consultancy around issues in public management, sustainable development and natural resource management, financial inclusion & inclusive growth, health, social and financial sector policy, regulation and law, corporate governance and CSR. It offers a Post-Graduate Diploma in Public Policy and Management to mid-career civil servants. The programme combines courses in the knowledge domains of public policy, governance, development and management. As an extension of the research activities of the members of the area, it also offers a Fellow and Executive Fellow Programme to train academics and researchers in the field.

GUPTA Parul
Assistant Professor
Coordinator - EQUIS & SAQS
LL.B; PGDBM,LLM,Ph.D (Jami Milia Islamia)
Area of Interest: Business Law, Corporate Law, Labour Law, Environmental Law, Corporate Governance

KUMAR Avanish
Professor
M.Sc., M.Phil, Ph.D. (University of Delhi)
Areas of Interest: Civil Society Organizations, Social & Spatial Inequity, Sustainable Development and Rural Livelihoods, Qualitative Methods in Policy Research

MISRA Alok
Professor
Chairperson – PGP-PPM
MA, MDM, Ph.D (Victoria)
Areas of Interest: Development Finance, Financial sector policy and Inclusion, Project & Institutional Evaluation, Impact Investment, Corporate Governance

NARAIN Vishal
Professor
Chairperson – FPM & EFPM
PGDRM, Ph.D. (Wageningen University, the Netherlands)
Areas of Interest: Natural Resource Management, Public Policy Processes and Institutions, ethnography, PRA and peri urban issues

SINGH Sudhir P.
Adjunct Professor
MA, Economics
Areas of Interest: NGO Management

TAPASVI S.K.
Professor
Area Chairperson
M.A., Ph. D. (IIT, Kanpur)
Areas of Interest: Sociology and Public Policy, Agriculture Policy, Rural Entrepreneurship, Public Management and Policy Analysis, Organizational Culture and Leadership

Strategic Management

The Strategic Management Area deals with creating superior and lasting value for all the stakeholders of an organization and the society in which it operates in an ethical manner. It covers Strategy Formulation, Implementation and Control. It includes Mergers and Acquisitions, Alliances & Joint Ventures, Restructuring, International Business, Innovation, Entrepreneurship, Corporate Governance, Corporate Social Responsibility etc. The area faculty has a mix of academicians and practitioners who have, to their credit research work of highest calibre and global industry exposure at strategic level in multiple geographies.

DASGUPTA Meeta
Assistant Professor
B.Com – Hons (SRCC), PGDM (XIMB), FPM (MDI)
Areas of Interest: Innovation Management and Strategy, Business Model and Service Innovations, Corporate / Business Strategy and Competitiveness of Firms, Strategic Alliances and Joint Ventures

PILLANIA Rajesh K.
Professor
Area Chairperson
B.Sc, MBA, Ph.D. (Punjab University), Visiting Fellow, Harvard (Boston)
Areas of Interest: Strategy in India, Emerging markets, Global strategy and Innovation strategy

ROY Ankur
Assistant Professor
B.Com (Hons), PGDBM, Ph.D.
Areas of Interest: Competitive strategy, SME strategy, and International Business

SHARMA Veeresh
Professor
Dean – Graduate Programmes and Student Affairs
Ph.D. (Faculty of Management Studies, University of Delhi)
Areas of Interest: Environmental uncertainty, Hypercompetition

TRIPATHI Shiv S.
Assistant Professor
Coordinator - Placements NMP
PhD (IIT Kharagpur), MBA
Areas of Interest: Product & Service Innovations, Ambidexterity, Growth strategies, Open innovations

TRIPATHY Arun K.
Assistant Professor
Coordinator - Admissions
B.Tech (Marine), FPM (Corporate Strategy and Policy), IIM, Bangalore
Areas of Interest: Corporate Governance, Growth Strategies, Corporate Social Responsibility
Post Graduate Programmes

Post Graduate Programme in Management (PGPM)

The two year full-time Post Graduate Programme in Management (PGPM), which was launched in 1994, is the flagship programme of MDI. The Programme is designed to develop professional managers ready to work at responsible positions in a global environment.

Prof. Neera Jain
Chairperson, PGPM

Objectives

Post Graduate Programme in Management (PGPM) is designed to nurture students and help them build and enhance their managerial competence. The meticulously structured programme helps students:

- Understand the social, economic, political, technological and ecological environment of modern society and its characteristic values
- Become effective leaders to achieve results beyond expectations and transform organizations
- Think out of the box, so that they come out with innovative answers, create alternative solutions, and develop entrepreneurial skills
- Imbibe values of integrity, justice and fairness so that they promote and maintain high ethical standards in management
- Develop a global mindset so that as future managers they can meet the challenges from international competition

Programme Learning Goals

- Values Based Education
- Global Management Perspective
- Analytical and Integrative Thinking
- Team Building and Communication
- Functional Competency

The Programme envisages developing managers with the following competencies:

- Global mindset and sensitivity
- Holistic business perspective
- Capability to manage uncertainty and complexity
- Capability to lead change
- Capability to create wealth and
- Capability to manage diversity

The Curriculum Design

The PGPM curriculum design and pedagogy emphasize the development of students’ skills and abilities to apply management theories and concepts to live problems of business and industry. Students are expected to achieve high standards of excellence. The teaching methods include—lectures, case studies, seminars, assignments, live projects, group discussions, business games, outbound based experiential learning activities, educational excursions, role plays, simulation exercises, structured and unstructured group work, and field visits. The emphasis is on involving the students in learning and helping them to relate concepts and theories to business realities. The programme enables students to acquire skills to identify and deal with complex problems of management. Consistent with advances in teaching technology, the programme integrates the use of computers (IT) in the learning processes. The students undertake several field-based projects so that they can get better insights into workplace reality. The curriculum is revised on an ongoing basis through discussions with practising managers from the industry. This is done to reflect current business needs in the curriculum.
Programme Structure

Core Courses
The PGPM course curriculum is spread across six terms of about three months each. The core (compulsory) courses are covered in four terms, with the bulk covered in the first three terms. These core courses enhance the ability to communicate, analyze situations and make decisions using both quantitative and qualitative considerations, and also help them develop a holistic view of business management and the business environment. During this period, students take courses in general management and various functional areas, such as finance and accounting, marketing, operations management, information technology management, organizational behaviour and strategic management. They are also exposed to the basic disciplines of economics, behavioural sciences, managerial communication, business law, quantitative methods and decision sciences.

Summer Internship
At the end of the first three terms, the students go for a summer internship with an organization. The internship usually spans over a period of eight to ten weeks. This is a compulsory component of the curriculum and is an essential part of the academic requirements. It is designed to provide exposure to organizational working, to develop an understanding of business realities, and to learn how to apply theory to real life business situations.

Specializations
In the second year, the students may take elective/optional courses to specialize in a maximum of two functional areas. These areas could be any of the following: Finance, Information Management, Marketing, Strategy and Operations Management. Final elective course offerings, however, would be determined by the number of students showing interest in specializing in a given area. The Institute may also consider new electives in line with the latest developments and availability of expertise to offer the same. To specialize in an area, a student must take a minimum of five elective courses (15 credits) offered by that Area. Students shall be allowed to opt for between 14 to 17 electives (42 to 51 credits). However, the CGPA would be arrived at by taking into account the best 14 electives (42 credits) from electives taken by the student.

Student Exchange Programme
The Student Exchange Programme (SEP) enhances the competencies of students by promoting a better understanding of management challenges in an interdependent, globalized environment. An exposure to global and multi-contextual circumstances is much needed by transnational companies and Indian corporate houses. SEP provides a unique opportunity for the students to enrich their academic experience and widen their career horizons.

Students with academic and/or professional interest in other parts of the world and keen to understand the global context of business can apply for the student exchange programme. Depending on the nature of the collaborative partnership, a student can study for one term in these foreign institutions in lieu of his/her study term at MDI.

Details on the selection process and various opportunities will be made available to interested students when they join MDI. Selection of students for exchange programme is done by the International Relations Office through a comprehensive selection process.
Evaluation

The evaluation system for the PGPM has been designed to achieve the following:

• Evaluate the progress of learning of each student
• Prescribe and promote certain acceptable and uniform standards of comprehension
• Encourage healthy and constructive competition among the students

MDI follows a system of continuous evaluation. Throughout the term, students are tested on their ability to understand concepts, learn techniques and apply them to problems in the real world. At each stage of the course, the students would be in a position to assess their performance and take measures to make improvements. In each course, a student is awarded a letter grade. The weighted average of courses taken by a student in the programme gives the Cumulative Grade Point Average (CGPA).

Scholarships

MDI Scholarships

• O.P. Jindal scholarship of INR 1,50,000 for second year students.
• At the end of the second year, MDI awards five merit scholarships of INR 10,000/- each to the top five students.

International Scholarships

A number of international scholarships are available for the students of MDI who go on the exchange programme to MDI’s partner Universities/Business Schools. For example Sciences Po Lille, Lille, University or Maribor, NUCB Business School, Japan, etc

Recognition

On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Management, PGDM, which has the approval of the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree of an Indian University.

International Accreditation

MDI is the first Indian Business School and second only in Asia to get this programme accredited by an International body the ‘Association of MBAs’ (AMBA), UK. MDI has also been accredited by a South Asian Quality Assurance System (SAQS).

Course curriculum

First Year 2019-20

Term-I (June – Mid September)

• Human Behaviour in Organizations
• Legal Aspects of Business
• Management Accounting-I
• Managerial Communication-I
• Marketing Planning
• Microeconomics
• Statistics for Management
Term-II (Mid September - December)
- Economic Environment & Policy-I
- Human Resource Management
- Management Accounting-II
- Management Science Models
- Managerial Communication-II
- Marketing Practices and Implementation
- Operations Management

Term-III (January - March)
- Business Ethics
- Corporate Finance
- Corporate Social Responsibility
- Management Information Systems
- Organizational Design and Change
- Research Methods in Business
- Strategic Management-I

Summer Internship (April - June)

Second Year (2020-21)

Term-IV (June - August)

Core Course
- Strategic Management-II

Electives
Multiple courses offered. Students choose to study 4 to 6 courses.

Term-V (September – December)

Electives
Multiple courses offered. Students choose to study 4 to 6 courses.

Term-VI (December - March)

Electives
Multiple courses offered. Students choose to study maximum 6 courses.

List of Electives
(Offered in Term IV, V and VI)

Business Communication
- Effective Communication through Theatre Techniques

Finance
- Entrepreneurial Finance
- Regulation of Business and Financial Markets
- Financial Markets
- Investment Management
- Derivatives and Risk Management
- Management of Banking and Financial Institutions
- Corporate Restructuring & Business Valuation
- Strategic Cost Management
- Risk Management in Banks and Financial Institutions
- International Corporate Finance
- Forensic Accounting & Corporate Governance
- Financial Analysis of Corporate Deals
- Behavioural Finance and Business Valuation1
- Alternative Funds Management
- Project Appraisal and Structured Finance
- Treasury Management
- Behavioural Finance and Business Valuation2
- Corporate Finance and Business Valuation3
- Corporate Tax Planning
- Personal Financial Planning
- FinTech

Strategic Management
- Strategy Consultancy
- Advanced Strategic Management
- Mergers & Acquisitions
- International Business
- Entrepreneurship and new venture creation
- Innovation Strategy
- Strategic Alliances and Joint Ventures
- Emerging Markets Strategy

Marketing
- Sales Distribution Management
- Product Management
- Consumer Behaviour
- Rural Marketing
- Marketing of Consumer Financial Products
- Business Marketing
- Marketing for Virtual World
- Brand Management
- Customer Relationship Management (IT + Marketing)
- Consumer Behaviour
• International Marketing
• Retailing & Franchising
• Advertising Management
• Marketing of Services

**Economics**
• Application of Game Theory to Business
• Foreign Direct Investment
• Economics of Emerging Markets
• Economic Environment and Policy 2
• Modeling and Forecasting of Energy & Financial Markets
• Financing and Managing Infrastructure Development
• Economics of Competition Law
• Environmental Management and Green Accounting
• Energy Market and Business Management
• International Macroeconomics and Forex Management
• Economics of Real Estate

**Information Management**
• Data Visualisation
• Information Security Management
• Business Process Management (IM+Operations)
• Enterprise Systems
• Business Intelligence
• Big Data Applications in Management

• Customer Relationship Management (IM + Marketing)
• Business of Telecom
• Business Development in IT Industry
• FinTech

**Organizational Behaviour**
• Influencing and Negotiation Skills
• Leadership and Emotional Intelligence
• Leading Change through Emotional Intelligence
• Self Development and Interpersonal Relations
• Team Building for High Performance

**Operations Management**
• Management of Quality
• Supply Chain Management
• Advanced Operations Management
• Project Management
• Operations Strategy
• Service Operations Management
• Time Series Analysis & Forecasting

The above list of electives is tentative and not binding on the Institute. Actual offerings will depend on the size of the group which shows interest in a course/package. The Institute also considers new electives in line with recent developments and availability of expertise to offer the same. It may also not offer some of the courses for relevant reasons. The final offer is announced to students once they join.
Post Graduate Programme in Human Resource Management (PGP-HRM)

Fierce competition and the need for continuous change have created a critical role for HR professionals in business organizations. MDI offers a unique PGP-HRM programme to develop HR professionals with well-rounded business perspective.

Prof. Sumita Rai
Chairperson, PGP-HRM

Objectives
PGP-HRM attempts to groom holistic business managers with:
- Capability to manage uncertainty & complexity
- Sensitivity to people, potential and their needs: Local and Global
- Capability to create innovation in people practices
- Capability to manage diversity in thought and action
- Capability to network among peers and industry thought leaders
- Global mindset with flexibility and resilience

The PGP-HRM programme is designed and reviewed by faculty members and continuously draws from the contemporary business developments, and ensures a rich academia-industry blend.

Program Learning Goals
- Values Based Education
- Global Management Perspective
- Analytical and Integrative Thinking
- Team Building and Communication
- Understanding people processes and practices for leveraging human potential

Programme Structure
The programme is spread over six terms of three months each. The first four terms are devoted to core courses encompassing various managerial functions, essential for HR managers to develop into future business partners. The remaining terms focus on inputs in HR and OB through a rich offering of electives from HRM/OB/Strategy/Finance areas. Students have the opportunity of interacting with internal faculty mentors and industry guest faculty who facilitate their leadership, change management and networking competencies.

Pedagogy
Pedagogy is ‘learning centric’ and not ‘teaching centric’. It is interactive and participative involving fieldwork, case studies, business games, role-plays, simulation exercises, group discussions, experiential exercises, film reviews, application of concepts and structured and unstructured group work and hands-on projects with the industry. Eminent Business and HR professionals, consultants interact with the students besides the faculty from eminent International business schools.

Evaluation
The evaluation system in the PGP-HRM has been designed to foster healthy competition among the students. Students are tested on their ability to understand concepts, acquire behavioural tools, techniques and skills. Application skills are tested through case studies and live projects in organizations. Close to 20 percent of the course is taught by industry practitioners. The evaluation is done by the faculty on a continuous basis. In each course students are awarded a letter grade. The weighted average for all the courses taken by a student in the entire programme would constitute his/her Cumulative Grade Point Average (CGPA).
Recognition
On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Human Resource Management, which has the approval of the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree awarded by an Indian University.

Course Curriculum
First Year (2019-20)
Term I (June – Mid September)
• HR Systems and Processes
• Human Behaviour in Organizations
• Management Accounting-I
• Marketing Planning
• Managerial Economics
• Managerial Communication-I
• Statistics for Management

Term II (Mid September - December)
• Economic Environment & Policy
• Employee Relations
• Human Resource Planning
• Employment Law-I
• Management Accounting-II
• Managerial Communication-II
• Performance Management System

Term III (January - March)
• Strategic Management-I
• Compensation Management
• Organizational Planning and Design
• Learning and Development
• Human Resource Information Systems
• Corporate Finance
• Research Methods

Summer Internship (April - June)
Second Year (2020-21)
Term IV (June - August)
• Employment Law-II
• Business Ethics and Corporate Governance
• Strategic Management-II
• Journey to Self
• Recruitment and Selection
• Operations Management
• Strategic Challenges in Marketing Professionals
• Social Conscientization and CSR

Term V (September - December)
Term VI (December - March)
Students will study 8 electives, 4 each in term - V and Term-VI. These electives are to be chosen from the Indicative list as given below:-

List of Electives (Indicative)
• Leadership and Managerial Effectiveness
• Psychometric Testing and Measurement
• Talent Management and Competency Framework
• Negotiation Skills
• Managing Across Cultures
• Team Building for High Performance
• Coaching, Counseling & Mentoring
• Employer Branding
• Mergers and Acquisitions
• Management of Creativity and Innovation in Organizations
• Diversity and Inclusion
• HR Analytics
• Management Control Systems
• International HRM
• Human Capital Management
• Organizational Transformation
• Strategic Human Resource Management
• Consulting Skills
• Managing Discipline, Grievance and Collective Bargaining,: IR Perspective
The primary objective of the PGP-IM is to provide students with the ability to look at this bigger picture and the associated dynamics. This programme prepares managers and future leaders to develop a global mindset so as to enable to appreciate global economic, political, legal and cultural realities, build networks across geographies, and live and work across cultures.

Prof. Avinash Kapoor
Chairperson, PGP-IM

In the later half of the last decade, possibly for the first time after the Great Depression, the world at large and its economies of varying proportions came to terms with their vulnerabilities to economic forces. Globalization, competition, greed, irrational fear — you name it and it has been arraigned as the cause. It’s a no brainer that managers of today need to be equipped with contextual abilities and skills to perform effectively across markets that span vast geographies. Also, imperceptibly but surely, terms such as competition, market share grab and profit maximization are yielding to co-operation, maximization of collective value and sustainability.

Regardless of the size of a company, the scale of operations, or the industry, globalization is no longer an option but a strategic imperative. Opportunely, the complexion of internalization in India has moved beyond mere imports and exports or the entry of foreign companies into the Indian markets. Indian companies are a force to reckon with in the international arena.

The Post Graduate Programme in International Management, launched by MDI in 2006, was the first of its kind in India. The programme is currently offered under an arrangement with European School of Management (ESCP Europe), which has been ranked 2nd in Europe by the Financial Times. MDI is looking to add to the list of partnerships in order to offer its students greater choice of place of study.

The PGP-IM is a dual degree programme delivered partly in India (MDI Gurgaon) and partly in Europe (ESCP Europe campuses). The first phase of the programme is delivered at the MDI campus in Gurgaon, while the second phase to be delivered in ESCP Europe at the Paris, Berlin, Madrid, London* campuses(*if they have a tier-four visa) (English Track). The students will earn another degree Masters in Management(MIM) offered by the partner institute ESCP Europe on completion of a minimum number of credits and fulfilment of other conditions.

For Post Graduate Programme in International Management (PGPIM) of MDI Gurgaon and Masters in Management Programme (MIM) of ESCP Europe the applicant must have:

- 50 % marks or equivalent CGPA in both class X & XII;
- 4-year’s Bachelor’s degree with at least 50% marks or equivalent CGPA;
- A minimum of one-year of work experience post-qualification(4-year’s Bachelor’s degree) on the last date of application;
- Motivation to get an International academic, personal experience;
- Motivation to get to know people from other cultures, study and work together; and
- English language proficiency.

As a part of the programme the students carry out industry internships, predominantly in Europe. Living and working overseas make the students understand and appreciate other cultures and develop global mindsets.
Recognition
On successful completion of the Programme requirements, a student is awarded a Post Graduate Diploma in Management (International Management) PGDM(IM), which has the approval of the All India Council for Technical Education (AICTE), Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree awarded by an Indian University.

About ESCP Europe – Partner School for PGP-IM
Established in 1819, ESCP Europe is the oldest business school in the world. Its mission is to develop the next generation of transnational business leaders, preparing them to embrace the opportunities offered by cultural diversity.

With its six urban campuses in Berlin, London, Madrid, Paris, Turin and Warsaw, ESCP Europe’s true European Identity enables the provision of a unique style of cross-cultural business education and a Global Perspective on international management issues.

Through a combination of innovative pedagogy, crosscampus programmes and a research-active Faculty, ESCP Europe is a major contributor to the development of the transnational management culture so essential in today’s global business environment.

Our network of 120 partner universities extends the School’s reach from European to worldwide.

Triple-crown accredited (AACSB, EQUIS, AMBA), ESCP Europe welcomes 4,600 students and 5,000 executives representing 100 different nationalities every year, offering them a wide range of general management and specialised programmes (Bachelor, Master, MBA, Executive MBA, PhD and Executive Education).

The School’s 50,000-strong alumni network includes members of 200 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP Europe to provide unique career opportunities on an international scale.

Six Campuses in Europe
There really is something for everyone; be it exploring the historical sites of the Bastille, Buckingham Palace, the Plaza Mayor or the Brandenburg Gate, or discovering the endless shows, theatres, operas, festivals and impressive markets. Each city is the political, cultural, economic or financial capital of its native country. However, each campus offers its own unique characteristics, which qualifies the applicants for the Masters in Management to suit their individual preferences. With extensive campus facilities and over 50 active students’ clubs and associations, a strong sense of school spirit and community prevail.

Berlin: The Berlin campus is situated in the western part of the city centre, near the Charlottenburg Palace and its splendid gardens. Berlin is a fast-growing city characterised by a rich multifaceted economic structure and culture.

London: Located in West Hampstead in northwest London, this campus offers students state-of-the-art facilities in a traditional Victorian building.

Madrid: Located only a couple of metres away from the National Park of Monte de El Pardo, the Madrid campus is an ideal place for students to focus on their professional development.

Paris: The Paris campuses are conveniently located in the centre of the city. The campuses enjoy easy access to all of the Capital’s major business districts. Turin The Turin campus is located in a beautiful building with modern facilities. Turin is one of the main business centres of the Italian economy and home to many architectural masterpieces.

Warsaw: The campus is based at Kozminski University, located in Warsaw’s northeast district of Praga Północ. It is one of the city’s most historic neighbourhoods.

Programme Objective
The key objective of the programme is to groom global leaders with:
• Competencies to work across cultures
• Ability to work in unfamiliar markets
• Strong general management orientation
• Adequate grounding in various management functions

Program Learning Goals
• Values Based Education
• Global Management Perspective
• Analytical and Integrative Thinking
• Team Building and Communication
• Managing Diversity Across Cultures

Pedagogy
Several pedagogical tools such as case studies, simulations, lectures, discussions and role plays are employed for the classroom teaching. Direct exposure to workplace realities is provided through consultancy assignments and internships in the corporate sector. An integrated batch of ESCP Europe students and MDI students attend the programme. Close interactions of this kind develop understanding, appreciation and tolerance of differences across cultures and the skills to work globally.

Programme Structure
The Dual Degree Programme; Post Graduate Programme in International Management(PGP-IM) of MDI Gurgaon and Masters in Management(MIM) of ESCP Europe is spread over two years:
• The Term I, II & VI (equivalent to Semester 1 & 4 of ESCP Europe, MIM Programme) are delivered at the MDI, Gurgaon campus.
• The focus during the first two terms is to provide basic inputs in qualitative and quantitative domains and develop analytical, integrative and communication skills.
• Term III, IV & V (equivalent to Semester-2 & 3 of MIM Programme of ESCP Europe) are delivered at ESCP Europe on one of the allocated locations - Paris, Berlin, Madrid, London* campuses(*if they have a tier-four visa). In semesters 2 & 3 the focus is given on International Management perspective to the students including the company Internship to provide in-company exposure in a global context.

Masters in Management (MIM) Degree Requirements:
• The Dual Degree students need to validate 120 ECTS in total including the courses taken at MDI Gurgaon;
• Dissertation (Final Thesis) either at MDI Gurgaon or at ESCP Europe; and
• The Dual Degree students need to validate 40 weeks of work experience (in two countries, for example: in India and any European country)

Course Curriculum

Year 2019 (at MDI Gurgaon)

Term I
• Financial Accounting
• Corporate Law
• Costing and Decision Making
• Economics
• Fundamentals of Finance
• Information Tools and Skills for Business
• Principles of Marketing
• Psychology and Management
• Quantitative Methods
• French/German/Spanish Language

Term II
• Corporate Finance
• Economics For Managers
• European Business Law and Taxation
• Financial Reporting under IFRS
• Human Resource Management
• International Marketing Decisions
• Management Control
• Operations Management
• Organisation and Management
• Strategy
• French/German/Spanish Language

Year 2020 (at ESCP Europe)

Term III, IV & V (Equivalent to Semester 2 & 3 of ESCP Europe)

BERLIN
• Finance, Accounting and Management Control
• Option E Entrepreneurship: Technology and Digital Economy
• Selling to Customers

LONDON
• Business Consulting
• Creativity Marketing Management
• Option E Entrepreneurship: Entrepreneurship, Intrapreneurship and Innovation
**MADRID**
- Business Project Management 1
- Business Project Management 2
- Communication and New Media
- Marketing and Digital Strategy
- Option E Entrepreneurship: Social Entrepreneurship

**PARIS**
- Consulting Dynamics and Practices
- Economics
- Finance
- Go To Market
- International Business Development
- Internet of Things
- Management Control
- Marketing Manager
- Public Management
- Re-think: Social Innovation, Alternative Business Models and Sustainability
- Finance & Accounting
- Strategic Management

**Year 2021**

**Term VI***(at MDI Gurgaon)*
- Business Game
- Marketing and Business Analytics
- Big Data & Tech Trends
- Ethics & CSR
- International Human Resource Management

*current courses of 2018-20 batch(to be reviewed and revised)

**Award of Diploma / Degree**

On successful completion of the programme requirements, a student is awarded a Post Graduate Diploma in Management(International Management) PGDM (IM) from MDI Gurgaon and Masters in Management (MIM) from ESCP Europe.

**Note:**
- MDI reserves the right to make any changes to the design of the programme.
- The Dual Degree Programme PGP-IM of MDI Gurgaon and MIM of ESCP Europe is subject to regulatory approvals, alternately it will be conducted entirely by MDI Gurgaon.

Students do not have to pay any tuition fee at ESCP Europe location, if they finish their academic requirements in one year. However students have to bear visa fee, visa assistance fee, social security, travel cost, daily living cost, lodging & boarding, purchase of books and learning material at ESCP Europe.

Students must be covered for health insurance (medical costs, hospitalization) and personal insurance (civil liability, individual accident, repatriation) for their entire duration of their exchange at ESCP Europe.

ESCP Europe will assist students by providing information about the availability of accommodation. However, students will have to make final arrangements on their own. Cost of stay in Europe is approximately Euros 800–1000 per month.

Students are advised to possess a current valid passport (valid for at least one year) at the time of joining the institute.
Admission Process for PGPM/PGP-HRM/PGP-IM

Prof. P. C. Biswal
Dean, Admissions

Important Dates for Admission to the PGPM/PGP-HRM/PGP-IM Programme

MDI Online Application : Friday, September 7, 2018 to form availability Friday, November 23, 2018
Last Date for submission : Friday, November 23, 2018, 17:00 Hrs of Application Form at MDI
CAT Test date : Sunday, November 25, 2018

Eligibility for PGPM & PGP-HRM

• The candidates must have 50% marks or equivalent CGPA in both X and XII.

• The candidate must have minimum 3 year’s Bachelor’s Degree, with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India and a minimum of 1 year (one-year) of work experience post-qualification (4-year’s Bachelor’s degree) on the last date of application.

The basis for computing the percentage obtained by the candidate would be based on the practice followed by the university/ institution/ board from where the candidate has obtained the degree/certificate. In case of the candidates being awarded grades/CGPA instead of marks, the equivalence would be based on the equivalence certified by the university/ institution/board from where they have obtained bachelor’s degree/certificate. In case the university/ institution /board does not have any scheme for converting CGPA into equivalent marks, the equivalence would be established by MDI by dividing obtained CGPA with the maximum possible CGPA and multiplying fraction so obtained by 100.

Online Application

Applicants have to apply online by visiting MDI website https://wwwmdi.ac.in. They can click on the programme they wish to apply for and

Eligibility for PGP-IM

• For PGP-IM, on successful completion of the programme requirements, student will be awarded a Post Graduate Diploma in Management (PGP-IM) from MDI Gurgaon and MIM (Masters in Management) from ESCP Europe.

• Candidates must have 50% marks or equivalent CGPA in both X and XII along with Masters or Bachelors (4 years minimum) with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India and a minimum of 1 year (one-year) of work experience post-qualification (4-year’s Bachelor’s degree) on the last date of application.

Prof. Rajesh K Singh
Chairperson, Admissions
follow the instructions given on the website. Online registration will be Open till November 23, 2018, 17:00 hrs. Candidates have to make an online payment of Rs 3000/- (Incl. of 18% GST) using Credit/Debit card/Net Banking.

**NOTE:** Applicants have to fill single application form. The preferences of PGPM/PGP-HRM/PGP-IM will be taken only from the shortlisted candidates in the month of January/February 2019. The shortlisted candidates have to login at MDI website and enter their order of preference for PGPM/PGP-HRM/PGP-IM. Preferences once filled will not be changed at any stage later on.

**Selection Process**
Candidates who have appeared for the CAT (2018) will be short listed on the basis of the details filled in the application form and their CAT scores. Only the shortlisted candidates will then be called for Group Discussion and Personal Interviews during February and March 2019 at one of the centres, viz. Bangalore, Gurgaon, Kolkata, Hyderabad, Chennai and Mumbai (centres other than Gurgaon are tentative).

**Foreign/NRI/PIO Applicants**
Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (Scores received between Sunday, 1st January, 2018 and Friday, November 23, 2018). Applicants have to apply online by visiting MDI website https://www mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration for Foreign/NRI/PIO Applicants will be Open till Friday, November 23, 2018, 17:00 Hrs. Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants shortlisted on the basis of their GMAT score will be interviewed by MDI. NRI Applicants who are residing in India during the period of admission process i.e. July–December, 2018 will have to appear for the CAT and will not be considered for admission on the basis of their valid GMAT scores. Government of India (GOI) rules will be followed related to admission of these categories of candidates. GOI guidelines will be applicable in determining the NRI status of applicants. Candidates have to make an online payment of Rs 8496/- (Incl of 18% GST) using Credit/Debit card/Net Banking.

**Admission Offer**
Successful candidates will be intimated of their final selection in April –May 2019. The fees and schedule of payment details are given below:

### Fee and Other Expenses for PGPM/PGP-HRM/PGP-IM 2019 – 21

<table>
<thead>
<tr>
<th>Nomenclature of Fees</th>
<th>PGPM / PGP-HRM</th>
<th>PGP-IM* 1st &amp; 2nd Year (Combined)</th>
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<td>Rs 30,000</td>
<td>Rs 40,000</td>
</tr>
<tr>
<td>Alumni Fee</td>
<td>Rs 13,000</td>
<td>____</td>
</tr>
<tr>
<td></td>
<td>____</td>
<td>Rs 13,000</td>
</tr>
<tr>
<td>Security Deposit*</td>
<td>Rs 25,000</td>
<td>____</td>
</tr>
<tr>
<td></td>
<td>____</td>
<td>Rs 25,000</td>
</tr>
<tr>
<td>Total</td>
<td>Rs 10,85,000</td>
<td>Rs 10,49,000</td>
</tr>
<tr>
<td></td>
<td>Rs 10,49,000</td>
<td>Rs 25,00,000</td>
</tr>
<tr>
<td>Grand Total of Two Year</td>
<td>Rs 21,34,000</td>
<td>Rs 25,00,000</td>
</tr>
<tr>
<td>Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)</td>
<td>US $ 37,500</td>
<td>US $ 37,500</td>
</tr>
<tr>
<td>Grand total of Two year for NRI/Foreign students</td>
<td>US $ 75,000</td>
<td>US $ 1,00,000</td>
</tr>
</tbody>
</table>
Schedule of Payments for PGPM/PGP-HRM
(General/Indian Students)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Fee Amount (in Rs.) for General/Indian Students</th>
<th>Fee Amount (in $) for NRI/Foreign National Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>May-19</td>
<td>3,00,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Jun-19</td>
<td>4,40,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Aug-19</td>
<td>3,45,000</td>
<td>15,663</td>
</tr>
<tr>
<td>Mar-20</td>
<td>3,66,333</td>
<td>15,337</td>
</tr>
<tr>
<td>Jun-20</td>
<td>3,41,333</td>
<td>12,000</td>
</tr>
<tr>
<td>Sept-20</td>
<td>3,41,334</td>
<td>12,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>21,34,000</strong></td>
<td><strong>75,000</strong></td>
</tr>
</tbody>
</table>

Schedule of Payments for PGP-IM

<table>
<thead>
<tr>
<th>Installments</th>
<th>Fee Amount (in Rs.) for General/Indian Students</th>
<th>Fee Amount (in $) for NRI/Foreign National/PIO Students ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>May-19</td>
<td>3,00,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Jun-19</td>
<td>4,40,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Aug-19</td>
<td>8,80,000</td>
<td>40,000</td>
</tr>
<tr>
<td>Oct-19</td>
<td>8,80,000</td>
<td>40,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>25,00,000</strong></td>
<td><strong>1,00,000</strong></td>
</tr>
</tbody>
</table>

Some important dates regarding CAT bulletins & CAT are given below:

- **Starting Date for CAT 2018 registration**: August 08, 2018
- **Closing date for CAT 2018 registrations**: September 18, 2018
- **Common Admission Test Date**: November 25, 2018

Applicants are required to appear for the COMMON ADMISSION TEST (CAT) conducted by the IIMs. Applicants must refer to the CAT Advertisement for further details. MDI uses CAT for short listing the candidates for its programmes. IIMs have no role either in the selection process or in conducting the programme.

*PGP-IM Students do not have to pay any tuition fees at ESCP-Europe location. However, Students have to bear visa fees, visa assistance fees, social security, travel cost, lodging & boarding at Europe. ESCP-Europe will assist students by providing information about accommodation availability. However, students will have to make final arrangements on their own. At present approximate cost of stay in Europe is 600-800 Euros per month. This amount is in addition to the fees mentioned in the table PGPM/PGP-HRM/PGP-IM 2019-21.

**Note:** MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.
Executive Post Graduate Programmes

National Management Programme (NMP)

MDI is pioneer in starting 15 months Executive Graduate Programme in 1987 named National Management Programme (NMP). The NMP focuses on developing visionary leaders for the rapidly changing business environment. The focus of the programme is to build skills and competencies necessary to lead change as leaders. The NMP attracts talents from diverse industries, cultures and geographies.

Objectives
The key objectives of the programme are to develop:
- a recognition of current business realities
- a holistic business perspective
- an ability to recognize and seize opportunities in a competitive environment
- global sensitivity and mindset
- skills of communication, leadership and teamwork
- commitment towards the betterment of society.

Programme Learning Goals
- Values Based Education
- Global Management Perspective
- Analytical and Integrative Thinking
- Leadership Orientation
- Functional Competency

Pedagogy
The pedagogy employed in the programme demands substantial participation as it is highly interactive. Teaching is based on recent research studies and experience gathered from around the world. Teaching methods include lectures, case studies, seminars, group discussions, business games, role plays, simulations exercises, structured and unstructured group work and field visits. The emphasis is on motivating the participants to integrate the concepts, learned across the core curriculum and apply them to their own work and contemporary business situations.

Group Activities
Group activities provide excellent opportunities to examine a business problem collectively and to learn from the varied cross functional experiences of the participants. The group learning activities can be broadly classified as group assignment case analysis and presentations and group tasks in learning by doing.

International Component (Optional)
After completion of 12 months of the course at the MDI campus, participants shall be given an international exposure for a period of 2 weeks in South East Asia Business Schools.

Evaluation
Participants are evaluated on a continuous basis. There is a final examination at the end of each term. Course evaluation is in terms of letter grades. Participants are required to achieve a minimum cumulative grade point average in each term, as well as a minimum letter grade in each course. The overall performance in the programme
would also include the evaluation of the dissertation Project work. The dissertation/project report is required to be submitted within 3 months of completion of the course, for successful completion of the programme.

All components of the NMP are to be completed within a period of maximum two years from the date of commencement of the programme.

**Diploma**

Participants who successfully complete the Programme are awarded the Post-Graduate Diploma in Management (National Management Programme) which is recognized by AICTE. The Programme is also accredited by AMBA.

**Awards**

- Prime Minister’s Medal - awarded for the best overall performance in the Programme
- Finance Minister’s Medal - awarded for the best performance in the Finance elective courses
- The Department of Personnel, Government of India Medal - awarded for the best performance in the Human Resource Management elective courses
- ITC Medal – awarded for the best performance in the Marketing elective courses

**Term Schedule**

The first four terms are residential on Campus and the fifth term is devoted exclusively to the dissertation work. The tentative term dates are as follows:

- **First term**: April – June, 2019
- **Second term**: July – September, 2019
- **Third term**: October – December, 2019
- **Fourth term**: January – March, 2020
- **Foreign Module**: April – May, 2020
- **Dissertation/Project Work**: June – August, 2020
- **Dissertation Presentation**: September – October, 2020

**Course Curriculum**

**2019-20**

Core Courses: 17 credit courses
Electives Courses: 11 credit courses

**Term I**

- Organizational Behavior
- Organizational Design and Change
- Micro Economics
- Accounting for Business Decision Making
- Quantitative Techniques in Management
- Human Resource Management
- Legal Aspects of Business
- Marketing Planning
- Business Communication

**Term II**

- Macro Economics
- Management Accounting
- Corporate Finance for Enhancing Value
- Research Methods
- Decision Sciences
- Marketing Practices and Implementation
- Management Information System

**Term III**

- Strategy Formulation and Implementation
- Operations Management

**Elective* (four to seven)**

**Term-IV**

**Elective* (four to seven)**

**Note:** Maximum number of credits in a term (core and electives put together) should not exceed eight.

**List of Electives**

**Business Communication**

- Managing Image and Corporate Reputation
- Negotiation Skills
- Effective Communication through Theatre Techniques

**Finance**

- Financial Risk Management
- Investment Management
- Corporate Restructuring and Business Valuation
- International Corporate Finance
- Project Appraisal and Structured Finance
- Corporate Tax Planning
- Financial Modelling
- Strategic Cost Management
- Personal Financial Planning
- Fin Tech
- Regulation of Business & Financial Markets

**Strategic Management**

- Mergers and Acquisition
- Strategic Alliances and Joint Ventures
- Innovation
- Entrepreneurship & New Venture Creation
- International Business
- Corporate Governance
- Emerging Markets Strategy
- Advance Competitive Strategy
- Strategy Consulting
Marketing
- Business to Business Marketing
- Marketing of Services
- Rural Marketing
- Strategic Marketing Management
- Advertising Management
- Consumer Behaviour
- International Marketing Management
- Marketing Insights
- Sales & Distribution Management
- Strategic Brand Management
- Customer Relationship Management (with IT Area)

Economics
- Financing & Managing Infrastructure Projects
- Applied Game theory to Business
- Economics of Competition Policy
- International Macro and For Foreign Exchange Markets
- Real Estate Markets
- Environment Economics and Green Accounting
- Economics of Emerging Markets
- Energy & Carbon Markets
- Modelling & Forecasting Energy & Financial Markets
- Foreign Direct Investment

Information Management
- Business of Telecom
- Business Process Management
- Enterprise Systems
- Business Intelligence / Data Analytics
- Information Security Management
- Management of IT Projects
- Customer Relationship Management
- e Business
- Big Data Analytics for Managers
- Strategic Management of IT
- Business Development in IT Industry
- Emerging Technologies and Their Applications
- Data Visualization
- Fin Tech

Organizational Behaviour
- Organizational Transformation
- Negotiation Skills
- Leadership and Emotional Intelligence
- Team Building
- Managing Across Culture
- Self Development and Interpersonal Relations

Human Resource Management
- Performance Management
- Compensation Management
- Strategic HRM
- Talent Management
- Training & Development
- Consultancy & Change Management
- Diversity and Inclusion
- Collective Bargaining, Discipline & Managing Grievances
- Managing Assessment Center Practices and Methods
- HR Analytics

Operations Management
- Management of Quality
- Project Management
- Operations Strategy
- Service Operations Management
- Supply Chain Management
- Systems Approach to Materials Management

Public Policy & Management
- Corporate Social Responsibility
- Corporate Governance

The list of electives is tentative and is not binding on the Institute. Actual offerings will depend on the size of the group which shows interest in a course. The Institute also considers new electives in line with recent developments subject to availability of faculty to offer the same.
Post Graduate Programme in Energy Management (PGP-EM)

The Energy Management Programme is 15 months executive graduate programme at MDI that prepare visionary leaders for Energy sector. The programme prepare leaders to manage and effectively lead changes in Energy sector. The Post Graduate Programme in Energy Management (PGP-EM) is uniquely designed for young managers of the Energy / Power & allied sectors.

Objectives
To cope with new realities and changing contours of the Energy/Power & allied sector in India, MDI’s Energy Management Programme focuses on developing future leaders who:

• Believe in leading change rather than managing change
• Integrate thoughts with action
• Create an impact to make a difference wherever they go
• Are trained and developed as the best talent to meet the challenges of developing and managing Energy/Power & Allied sector in India
• Are well-equipped with the salient features of functional areas of management
• Share experiences on national and international best practices and innovations in community-based participative model
• Would be facilitators for awareness, understanding and implementation of enactments related to energy/power.

Pedagogy
Teaching is based on recent research material and experience gathered from around the world. The pedagogy is highly interactive. It envisages substantial participation and action learning. Teaching methods include lectures, cases, seminars, group discussions, business games, role plays, simulations, exercises, structured and unstructured group work and field visits. The emphasis is on involving each participant to make learning participant-centric and help them relate the concepts, ideas, and theories to their own experiences. Consistent with recent advances in training technology, the programme integrates the use of latest IT and computing technologies with learning in different functional areas.

Group Activities
Substantial work is assigned to the participants in small groups. This provides an opportunity to examine a problem collectively and to learn from each other’s experiences. The group learning activities can be broadly classified into two:

• Group assignments with presentations and case analysis
• Group tasks-assignments that involve learning by doing.

International Component (Optional)
After completion of 12 months of the course at the MDI campus, participants shall be given an international exposure for a period of 2 weeks in South East Asia Business Schools.

Evaluation
Participants are evaluated on a continuous basis. There is a final examination at the end of each term. Course evaluation is in terms of letter grades. Participants are required to achieve a minimum cumulative grade point average in each term, as well as a minimum letter grade in each course. The overall performance in the programme would also include the evaluation of the dissertation/ project work. The dissertation/project report is required to be submitted within 3 months of completion of the course for successful completion of the Programme.

All components of the Energy Management Programme are to be completed within a period of maximum two years from the date of commencement of the programme.

Term Schedule
The first four terms are residential on Campus and the fifth term is devoted exclusively to the dissertation work. The tentative term dates are as follows:

First term April – June, 2019
Second term July – September, 2019
Third term October – December, 2019
Fourth term January – March, 2020
Foreign Module April – May, 2020
Dissertation/Project Work June – August, 2020
Dissertation Presentation September – October, 2020

Diploma
On successful completion of the Programme requirements, participants are awarded a Post Graduate Diploma in Management (Energy Management) which has the approval of the All India Council of Technical Education, Government of India.

Course Curriculum
2019–20

Term I
• Organizational Behavior
• Organizational Design and Change
• Micro Economics
• Accounting for Business Decision Making
• Quantitative Techniques in Management
• Human Resource Management
• Legal Aspects of Business
• Marketing Planning
• Business Communication

Term II
• Macro Economics
• Management Accounting
• Corporate Finance for Enhancing Value
• Research Methods
• Decision Sciences
• Marketing Practices and Implementation
• Management Information System

Term III
• Strategy Formulation and Implementation
• Operations Management
Elective* (four to seven)

Term-IV
Elective* (four to seven)

Note: Maximum number of credits in a term (core and electives put together) should not exceed eight.

List of Elective
• Renewable Energy
• Energy Society, Economics and Policy or Energy Policy, Regulation and Taxation
• Energy Law and Corporate Responsibility
• The Fundamentals – The Oil, Gas & Power Business
• Managing Urban Energy Systems for Green Transition
• Carbon Footprinting
• Smart Grid

The list of electives is tentative and not binding on the Institute. Actual offerings will depend on the size of the group which shows interest in a course. The Institute also considers new electives in line with recent developments subject to availability of faculty to offer the same.
Admission Process for National Management Programme (NMP)/Energy Management Programme (PGP-EM)

**Eligibility**
- The candidates must have 50% marks or equivalent CGPA in both X and XII.
- The candidate must have minimum 3 years Bachelor’s Degree, with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.
- A minimum of 5 years of post-qualification executive work experience as on December 31, 2018.

**Self-Sponsored / Sponsored Candidates through CAT/GMAT**
Applicants are required to appear for either Common Admission Test (CAT-2018) or GMAT. The Common Admission Test (CAT-2018) is conducted by the IIMs on Sunday, November 25, 2018. Applicants must refer to the CAT Advertisement for further details.

If the applicant is applying through GMAT, the GMAT score should have validity of 5 years with reference to closing date of round 1 & round 2 respectively.

**Selection Process**
The selection process for NMP-2019 batch will be conducted in two rounds. The Applicants would be shortlisted on the basis of their GMAT scores in Round 1 for which the Personal Interviews will be conducted on 16th December 2018 (Tentative). All the candidates applying before 6th December 2018 on the basis of their valid GMAT scores will be called for Personal Interview on 16th December 2018. Applicants applying after 6th December 2018 on the basis of CAT/GMAT scores will be shortlisted only in Round 2 of the admission process for which the Personal interview will be conducted on 27th January 2019 (Tentative). Candidates applying on the basis of their CAT scores will be shortlisted and called for Personal interview only in Round 2 of admission process.

**Online Application**
Applicants have to apply online by visiting MDI website https://www.mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration will be Open from 7th September 2018 to 15th January 2019. Candidates have to make an online payment of Rs 3000/- (Incl. of 18% GST) using Credit/Debit card/Net Banking. After the payment has been made an application receipt is generated, the candidates must take the printout of the application receipt and bring along with them at the time of their Personal Interviews. The candidate will not be allowed to appear in the Personal Interviews without submitting the application receipt duly signed.

**NOTE:** Applicants who wish to apply in more than one programme NMP and PGP-EM, can do so by filling a single application form.

<table>
<thead>
<tr>
<th>Event</th>
<th>Round-1</th>
<th>Round-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application window opens on</td>
<td>7th September 2018 to 6th December 2018</td>
<td>7th September 2018 to 15th January 2019</td>
</tr>
<tr>
<td>Application fee</td>
<td>INR 3000/- including GST</td>
<td>INR 3000/- including GST</td>
</tr>
<tr>
<td>Application deadline</td>
<td>December 6, 2018 (17:00 hrs)</td>
<td>January 15, 2019 (17:00 hrs)</td>
</tr>
<tr>
<td>Interview Venue (tentative)</td>
<td>MDI Gurgaon, Bangalore &amp; Mumbai</td>
<td>MDI Gurgaon, Bangalore &amp; Mumbai</td>
</tr>
<tr>
<td>Interview Date (tentative)</td>
<td>16th December 2018 (Sunday)</td>
<td>27th January 2019 (Sunday)</td>
</tr>
</tbody>
</table>
Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores. Applicants have to apply online by visiting MDI website https://www mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration for Foreign/NRI/PIO Applicants will be open from 7th September 2018 to 15th January 2019. Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants shortlisted on the basis of their GMAT score will be interviewed by MDI. Government Of India (GOI) rules will be followed related to admission of these categories of candidates. GOI guidelines will be applicable in determining the NRI status of applicants. Candidates have to make an online payment of Rs 8496/- (Incl. of 18% GST) using Credit/Debit card/Net Banking.

Admission Offer

Successful candidates for the admission process of Round 1 will be intimated of their final selection in last week of December 2018 and for the admission process of Round 2 will be intimated of their final selection in last week of January 2019.

Fee and other Expenses for NMP and PGP-EM 2019-20

Part A – Domestic Component

<table>
<thead>
<tr>
<th>Nomenclature of Fees</th>
<th>NMP</th>
<th>PGP-EM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition Fees</td>
<td>Rs 11,00,000</td>
<td>Rs 11,00,000</td>
</tr>
<tr>
<td>Boarding Charges</td>
<td>Rs 1,00,000</td>
<td>Rs 1,00,000</td>
</tr>
<tr>
<td>Lodging Charges</td>
<td>Rs 1,55,000*</td>
<td>Rs 1,55,000*</td>
</tr>
<tr>
<td>Learning Material Fees</td>
<td>Rs 70,000</td>
<td>Rs 70,000</td>
</tr>
<tr>
<td>Students Welfare Activities</td>
<td>Rs 30,000</td>
<td>Rs 30,000</td>
</tr>
<tr>
<td>Library Fee</td>
<td>Rs 40,000</td>
<td>Rs 40,000</td>
</tr>
<tr>
<td>Alumni Fee</td>
<td>Rs 15,000</td>
<td>Rs 15,000</td>
</tr>
<tr>
<td>OLP</td>
<td>Optional – on actual basis</td>
<td>Optional – on actual basis</td>
</tr>
<tr>
<td>Security Deposit</td>
<td>Rs 25,000</td>
<td>Rs 25,000</td>
</tr>
<tr>
<td>Total</td>
<td>Rs 15,35,000</td>
<td>Rs 15,35,000</td>
</tr>
</tbody>
</table>

Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)

US $ 55,000

* Rs. 2,80,000 — In case of single occupancy

* Wherever MoUs are signed between MDI & sponsoring organizations, MoU fees would be applicable.

Note: MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.

Part B – International Component 2019-20

Tuition fees for overseas Learning programme, boarding, lodging and incidental expenses for 2/3 weeks to be paid as per communication from Office. Airfare, Visa fees & Insurance charges will be paid on Actual basis.

Schedule of Payments NMP/PGP-EM 2019-20

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb-19</td>
<td>75,000</td>
</tr>
<tr>
<td>Mar-19</td>
<td>3,61,250</td>
</tr>
<tr>
<td>Jun-19</td>
<td>3,66,250</td>
</tr>
<tr>
<td>Sep-19</td>
<td>3,66,250</td>
</tr>
<tr>
<td>Dec-19</td>
<td>3,66,250</td>
</tr>
<tr>
<td>Total</td>
<td>15,35,000</td>
</tr>
</tbody>
</table>
At a time when the forces of technology and globalization are pushing societies to redefine their paradigms in all areas of critical concern, the field of public policy and governance has gained utmost importance. Recognizing the strategic significance of this field, MDI established The School of Public Policy & Governance in 2005. The Post Graduate Programme in Public Policy & Management (PGP-PPM) is the flagship initiative of the School.

PGP-PPM is an initiative to create a programme of excellence for practise, teaching & research in the field of public policy, governance and public management. The prospective participants are civil servants and public officials from central and state governments as well as participants from the development/policy sector. All the participants in the programme are key stakeholders in our mission to develop a professionally sound public policy and public service delivery which meets the needs of inclusive development by strengthening the learning and capacity building needs of officials / executives working in the field of public affairs and public service delivery.

PGP-PPM offers a unique integration of management concepts, tools and techniques with stress on public policy formulation, analysis and implementation, including the design and execution of delivery systems. It is a fifteen month programme designed in collaboration with Department of Personnel and Training, Government of India. Several Cadre Controlling Authorities (CCAs) of the Government of India regularly sponsor their service officers for this programme. In the past, participants have usually been from the three All India Services and Group A (Class–I), Central and State Services.

The first year of the programme is full-time residential and includes a 2 weeks term in an international public policy school with an objective to expose the participants to global governance perspectives and challenges. There is a provision for domestic attachment to organisations relevant for public policy profession. During the second year, participants would continue to work on a dissertation / policy paper on a topic of their interest having significance for public policy discourse. The Post Graduate Diploma in Management with specialization in Public Policy and Management will be granted only when the dissertation/ policy paper is approved by the evaluation committee.

Programme Learning Goals
- Values Based Education
- Global Management Perspective
- Evidence Based Policy Analysis
- Leadership Orientation
- Citizen Centricity

Programme Design
PGP-PPM is designed to emphasize self-learning and collective deliberation. Some of the key features of this Programme are:
- Thrust on strategic thinking, global mind-set, sensitivity and innovation;
- Experiential learning through outdoor activities
- Interdisciplinary approach and learning
- Leveraging of personal and collective experience through reflection and dialogue
- Integration of global trends with local realities
- First hand experience of a global way of working through the foreign-study tour.
In depth understanding and testing of ideas through an application oriented dissertation / policy paper

The Academic Schedule

The PGP-PPM curriculum comprises of three components: the Course Work, an International Module and a Dissertation/ policy Paper. During the Course Work, the participants will be expected to take a set of core and elective courses, which will be supplemented by Guest Lectures by practitioners. On successful completion of the courses, the participants will be exposed to an International Module and then they will work on a dissertation/ policy paper during the last three months of the fifteen month period.

The participants would be required to compulsorily stay on MDI campus during the course work. They would continue to work on their dissertation/ policy paper after completing the course work and reporting to their respective organisations.

The courses will provide a wide range of theoretical as well as application-based inputs on various aspects of managing public policy and public-systems including leadership, negotiation skills and ethics in governance.

Recognition

On successful completion of the programme requirements, a participant is awarded a Post-Graduate Diploma in Management, with specialization in Public Policy Management which has the approval of the All India Council for Technical Education, Government of India.
Admission Process for Post Graduate Programme in Public Policy and Management (PGP-PPM)

Important Dates: (Tentative)
Admission process for DoPT sponsored candidates (Tentative as exact dates will be based on DoPT notification):
- Announcement by DoPT: October 2018
- Announcement by MDI: October 2018
- Last date for receipt of applications: February 2019
- Date of Personal Interview: March/April 2019
- Commencement of the programme: Mid May 2019

Eligibility Criteria
The programme is open to officers of All India Services, Central Services (organized, non-organized, technical and non-technical), faculty members of State Administrative Training Institutes and also officers of the State Civil Service (SCS)/ Non-State Civil Services (Non-SCS) subject to the following eligibility conditions:

Length of Service: Officers should have completed 5 years of Group-A service as on commencement of the programme

Age: The officer should have at least three years remaining service after completion of the programme

Earlier Training: The officer should not have undergone a training programme of 12 weeks or more duration in India during a period of 5 years preceding the date of commencement of this programme. Further, The officer should not have undergone a programme of training abroad of more than 2 weeks in preceding 2 years, more than one month in preceding 3-years or more than six months in the preceding five years.

How to apply
After announcement of 13th PGP-PPM by DoPT the application forms can be downloaded from MDI website www mdi.ac.in or the DoPT website and completed applications must be sent to:

Joint Secretary (Training)
Department of Personnel & Training
Government of India
Old JNU Campus
New Delhi 110067

The Chairperson (Admissions)
Management Development Institute
Mehrauli Road, Sukhrali
Gurugram 122007, INDIA

*Wherever MoUs are signed between MDI & sponsoring organizations, MoU fees shall be applicable.

** Few Studio apartments are also available for which Lodging Charges will be extra Rs. 6,000 p.m.
The Programme is targeted at working executives and entrepreneurs who have not had an opportunity to get exposed to the latest managerial tools and techniques through formal in-class interaction. Apart from filling this gap, it also equips managers for assuming higher responsibilities and enables them to perform more efficiently and effectively in the context of the changed domestic and international business environment.

Programme Learning Goals

• Values Based Education
• Global Management Perspective
• Analytical and Integrative Thinking
• Leadership Orientation
• Functional Competency

Programme Structure

Duration

Three-year (spread over nine terms) Post Graduate Programme in Management (Executive Management Programme) Part Time is at par with the regular PGPM programme in its coverage and rigour. Each year is split into four terms (of 3-months each). Each term is of 12-weeks duration which includes two weeks for examinations (mid-term & end-term). In order to provide flexibility to the students, they are permitted to drop a term(s) and may also opt to complete the programme on fast track basis in subject to prior intimation/approval. However, they would be required to complete all the remaining courses/dissertation work within a maximum time limit of five years from the date of joining (subject to their having paid all the fee installments as applicable). In such cases, the fee payable subsequent to their re-joining/joining back will be that applicable to the batch with which they are joining the term. Re-registration fee will also be levied in such cases.

Pedagogy

The pedagogy is a balanced mix of lectures, group discussions, presentations, case analyses, simulation exercises, business games, field visits and project work. The primary emphasis would be on interactive and participative methods of learning. In line with the recent advances in training methodology, the programme also integrates the use of technology with the learning of basic principles in different functional areas of management. The participants get the opportunity of interacting with eminent academics, policy makers and industry leaders who delve into the current business and policy issues.

Course Work*

The programme comprises of 36 courses of thirty contact hours each, of which eighteen are core courses and eighteen are elective courses. The core courses are compulsory for all students. Students are required to complete 18 elective courses out of a larger list. The students are free to choose elective courses of their choice. The elective courses are offered in the following functional areas: Finance, Operations Management, Marketing, Information Management, HRM/ OB and Strategy.
The scheme of course work is as follows: in the first year (initial four terms) 16 core courses are offered, comprising of four core courses in each term, in the second year (fifth term only), there are two core courses and two electives. Electives start from fifth term onwards. From the second term of the second year (sixth term onwards) only elective courses are offered. During the ninth term of course work students work on the compulsory dissertation / project.

**Specialization**

In order to do specialization in a functional area, a minimum of five electives must be taken from that area. Dual specialization is also permitted; in which case additional minimum five electives must be chosen in the second area of specialization. Thus out of 18 elective courses, 10 must be from the two areas in which students wish to specialize. Remaining elective courses can be taken from any functional area or from the pool of stand-alone electives which may or may not have inter-linkages with other courses. If a student has not taken 5 or more elective courses in any functional area, he will not be considered as having specialized in any functional area and will be given a General Management specialization. The elective courses offered in a term shall be announced towards the end of the previous term to enable pre-registration for courses as also to decide which electives will be offered and which shall not be offered on account of inadequate number of students wanting to enroll/opt for the same.

**Dissertation/ Project Work**

In addition to core and elective courses, each student is required to complete dissertation/ project work, equivalent to two credit loads. In this dissertation he/she will address a clearly defined live problem of an organization/ business. Normally this dissertation/ project work requires one-term equivalent effort and can be started earliest in the ninth term. A faculty member from MDI will have to be chosen to provide guidance for the project work. Students also have to choose one guide from the industry for their project work. The students submit copies of their typed dissertation report and will defend their work before a panel of examiners.

The dissertation work is evaluated and the grade obtained is counted for the final CGPA.

**Course Curriculum**

**Term–I**
- Business Communication
- Management Accounting–I
- Managerial Economics
- Quantitative Methods in Management–I

**Term–II**
- Management Accounting–II
- Marketing Management
- Organization Behavior–I
- Quantitative Methods in Management–II

**Term–III**
- Financial Management
- Human Resource Management
- Management Information Systems
- Production & Operations Management

**Term–IV**
- Macro Economics
- Organization Behavior–II
- Research Methodology
- Strategic Management

**Term–V**
- International Business
- Legal Aspects of Business
- Electives (min 1 : max 3)

**Term–VI**
- Electives (min 3 : max 5)

**Term–VII**
- Electives (min 3 : max 5)

**Term–VIII**
- Electives (min 3 : max 5)

**Term–IX**
- Electives (min 3 : max 5)

**Electives (Tentative)**

(At least five electives need to be taken from a specialization stream to qualify for that specialization)

**Business Communication**
- Effective Communications through Theatre Techniques
- Negotiation skills
- Managing Image & Corporate Reputation

**Marketing**
- Advertising & Marketing Communications
- Consumer Behavior
- Customer Relationship Management
- International Marketing
- Rural Marketing
- Marketing of Services
- Sales & Distribution Management
- Strategic Brand Management
- Strategic Marketing Management

**Strategic Management**
- Corporate Governance
Operations Management
• Management of Quality
• Operations Strategy
• Project Management
• Service Operations Management
• Supply Chain Management

Finance
• Financial Risk Management
• International Corporate Finance
• Investment Management
• Project Appraisal and Structured Finance
• Corporate Restructuring & Business Valuation
• Corporate Tax Planning
• Modelling and Forecasting of Energy and Financial Markets

HRM/Organizational Behavior
• Compensation Management
• Organization Transformation
• Performance Management
• Self Development and Interpersonal Relations
• Talent Management
• Team Building : Issues and Challenges
• Training & Development
• Management Consulting
• Negotiation Skills
• Coaching Counselling & Mentoring

Information Management
• Business Process Management
• Data Analytics
• Customer Relationship Management
• Enterprise Systems
• Information Systems Analysis & Design
• Business Development in IT Industry
• Knowledge Management
• Management of IT Projects
• Strategic Management of IT
• IT & Governance
• E-commerce
• Big Data Application in Management
• Information Security Management

Economics
• Financing and Managing Infrastructure Development
• Application of Game Theory to Business
• Environmental Management and Green Accounting
• International Macroeconomics and Foreign Exchange Markets
• Economics of Emerging Markets
• Foreign Direct Investments
• Energy and carbon Markets

Public Policy
• Microfinance & Digital finance for Financial Inclusion: Customers, Models & Policy

Note:- The above list is only tentative and not binding on the Institute. Actual offerings will depend on the number of students showing interest in a Course/Area. The Institute may also consider new electives according to latest development and availability of faculty to offer the same.

Class Schedule
In the first year (initial four terms) the classes are held on three days every week. These three days are Friday, Saturday and Sunday. Second year (fifth term onwards) classes are held throughout the week and for an individual the class schedule depends on the electives chosen by him/her. Classes are held in the evenings from 6.30 PM to 9.45 PM on weekdays, consisting of two sessions of 90 minutes each and from 10.00 AM to 1.15 PM and from 2.00 PM to 5.15 PM on Sundays, four sessions of 90 minutes duration; with a lunch break from 1.15 PM to 2.00 PM.

Diploma
On successful completion of the requirements of the programme, a student is awarded Post-Graduate Diploma in Management (Part Time), which has the approval of the All India Council for Technical Education (AICTE), Government of India. It is also accredited by Association of MBAs (AMBA), UK.
Admission Process for PGDM (Executive Management Programme) 
PGDM-EMP

Managers/Executives of Private, Public, and Government Undertakings and State and Central Government Departments are eligible to apply. Entrepreneurs from family businesses are also eligible to apply.

Eligibility

An applicant should have:

- A minimum of 3-year Bachelor's Degree or equivalent in any discipline recognized by the Association of Indian Universities/AICTE,
- A minimum of 50% marks in 10th, 12th, and Bachelor's Degree or equivalent CGPA, and
- A minimum of 2 years of post qualification executive work experience (excluding stipendiary / training period) as on 31 March 2019 for April 2019 Batch and 30th September, 2019 for October 2019 Batch.

Selection Process

The Post Graduate Programme in Management (Part-time) is currently offered twice a year (viz. April and October). The selection would be based on a MDI Test (conducted by MDI in MDI Campus, Gurgaon) / GMAT / CAT. The candidate with a valid CAT and GMAT score are not required to appear in the MDI written test.

All applicants/candidates will also be required to appear for personal interview held at MDI Gurgaon campus on February 24, 2019 (Tentatively) for April 2019 Batch and September 1, 2019 (Tentatively) for the October 2019 Batch.

Through GMAT

If the applicant is applying through GMAT, the GMAT score should have validity of 5 years with reference to closing date of April & October 2019 batch respectively.

Sponsorship

The programme would admit both organization-sponsored as well as self-sponsored candidates. A sponsorship letter from the organization would be required in the case of organization-sponsored candidates. A no objection letter from the organization will be required from self-sponsored candidates.

Online Application

Applicants have to apply online by visiting MDI website https://www mdi.ac.in. Online registration will be open from Tuesday, December 04, 2018 to Friday, February 15, 2019 for April 2019 batch and from Tuesday, June 4, 2019 to Friday, August 23, 2019 for October 2019 batch. Candidates have to make an online payment of Rs 3000/- (Incl. of 18% GST) using Credit/Debit card/Net Banking.

Personal Interview

The tentative dates for Personal Interview are February 24, 2019 (Sunday) for April 2019 Batch and September 1, 2019 (Sunday) for the October 2019 Batch.

Admission Offer

Successful candidates will be intimated of their final selection individually and through our website. The selected candidates will have to pay the first instalment of fee by the given deadline, failing which their offer of admission would be forfeited, without any further intimation.

Session Commencement Date

The classes will start from, March 29, 2019 (Friday) for April Batch and September 27, 2018 (Friday) for the October Batch. The classes will be held from 6.30PM to 9.45PM on Fridays and Saturdays and 10:00 am to 5:15pm on Sundays for the first year. There after the classes will be held as per their selection of electives. An Induction Programme will be held on April 7, 2019 (Sunday) at MDI Campus for the April Batch and on October 6, 2019 (Sunday) for the October Batch.
Important Dates for Admissions to the PGDM (EMP) Programme

**For April 2019 Admission**

- MDI Information Brochure along with Application Form available from: Tuesday, December 04, 2018 to Friday, February 15, 2019
- Last Date of submission of Application Form at MDI: Friday, February 15, 2019
- Personal Interview: Sunday, February 24, 2019
- Induction Programme: Sunday, April 7, 2019
- Class Commencement: Friday, March 29, 2019
- Weekly Class days during First Year: Friday, Saturday, Sunday

**For October 2019 Admission**

- MDI Information Brochure along with Application Form available from: Tuesday, June 4, 2019 to Friday, August 23, 2019
- Last Date of submission of Application Form at MDI: Friday, August 23, 2019
- Personal Interview: Sunday, September 01, 2019
- Induction Programme: Sunday, October 6, 2019
- Class Commencement: Friday, September 22, 2019
- Weekly Class days during First Year: Friday, Saturday, Sunday

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**Fees & Other Expenses for PGDM (EMP)**

<table>
<thead>
<tr>
<th>Nomenclature of Fees</th>
<th>PGDM (EMP)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>1st Year</td>
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<tr>
<td>Tuition Fees</td>
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<td>Boarding Charges</td>
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<td>Lodging Charges</td>
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<td>Learning Material Fees</td>
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<td>Students Activities</td>
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<td>Library Fee</td>
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<td>Alumni Fee</td>
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<td><strong>Total</strong></td>
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<td><strong>Grand Total (3 Years)</strong></td>
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### Schedule of Payments PGDM (EMP) - 2019 (April)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
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<tbody>
<tr>
<td>Mar-19</td>
<td>180,000</td>
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<tr>
<td>Sep-19</td>
<td>139,667</td>
</tr>
<tr>
<td>Mar-20</td>
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</tr>
<tr>
<td>Sep-20</td>
<td>151,667</td>
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<tr>
<td>Mar-21</td>
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<td>Sep-21</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>973,000</strong></td>
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</table>

### Schedule of Payments PGDM (EMP) - 2019 (October)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
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<tbody>
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</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>973,000</strong></td>
</tr>
</tbody>
</table>

**Note:** MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.
MDI takes pride in its fellow programmes, the Fellow Programme in Management (FPM) / Executive Fellow Programme in Management (EFPM), encourage rigorous interdisciplinary research in contemporary areas of management.

Prof. P. C. Biswal
Dean, FPM & EFPM

Research Culture and Environment
MDI has a vibrant research environment and the Fellow programme is at the core of this research focus. Since its inception in 1999, MDI’s Fellow programme has been growing steadily, both in numbers, as well as its contribution to the reservoir of knowledge. Seminars, presentations, discussion forums and informal knowledge-sharing sessions throughout the year keep research scholars intellectually stimulated with peers and faculty. MDI’s Fellow programme encourages research in current and contemporary areas of interest in management. The primary purpose of our Fellow programme is to develop scholars who will stretch the boundaries of management thought and will also impact contemporary management practices in real time.

The Scholars have access to a state-of-the-art library, which has a large and diverse collection of books and journals. In addition, MDI subscribes to prominent online journals databases such as ABI/INFORM (Proquest), Business Source Complete (EBSCO), Elsevier’s Energy Collection, Elsevier’s Business & Management Journals Collection, IGI Online Journals Collection, INFORMS Online, JSTOR, Emerald Insight, Proquest’s Dissertations & Theses database, Psych ARTICLES (APA), and SAGE Humanities & Social Science Collection.

The library is equipped with sectoral databases such as Crisil Research, Datamonitor360, ETIG Database, Financial Times Database, IndiaStat, ISI Emerging Markets, Euromonitor, Factiva, and Westlaw India.

Library also provides access to corporate databases such as ACE Analyser, Bloomberg Terminal, Capitaline Plus, Economic Outlook (CMIE), Industry Outlook (CMIE), Prowess (CMIE), Private Equity Deal Database, M&A Deal Database, and Real Estate Deal Database.

The library is Wi-Fi enabled, with exclusive working space for the research scholars.

Fellow Programme in Management
The Fellow Programme in Management was started with the objective of developing outstanding scholars for careers in teaching and research. To accomplish this, the programme provides scholars with relevant knowledge and research skills that help them become specialized researchers, with adequate depth of knowledge in various domains of management.

Programme Overview
The FPM programme is largely residential in nature and takes approximately three to four years to complete. During this period, the scholar undergoes course work and submits a thesis at the end of the programme. The thesis should make a significant theoretical and practical contribution to the discipline of management or to one of its source disciplines.

The FPM programme consists of two phases. The first phase of the programme involves course work, followed by a Comprehensive Research Evaluation. The second phase requires scholars to work on their thesis, which involves the preparation of a thesis proposal, writing of the thesis, and finally an examination based on the thesis.
Course Work

1. Courses from the Post-Graduate Programme in Management

This component of the course work aims at providing inputs in various areas of management, which the student might have missed (or might not have covered to a sufficient level of detail) in his/her Master’s level qualification. The student is required to take First Year courses of the Post-Graduate Program in Management (PGPM). These courses are approximately of three months duration. Completion requirement is similar to that of the Post Graduate Programme in Management (PGPM). Only after completion of PGPM level course work, can the student start with FPM level course work.

Scholars who already hold an MBA degree are exempted from this course work requirement.

2. Fellow-level courses

The course work constitutes three levels:

(a) Core Courses
(b) Area Core
(c) Electives

(a) Core Courses:
These courses are aimed at providing basic knowledge and skills that FPM scholars require for their role as researchers. For this role, the scholar must be familiar with conducting research in emerging issues of management, using the latest methodologies and research tools. To accomplish this, the scholar is required to take the following core courses:

1. Research Methods I (Quantitative)
2. Research Methods II (Qualitative)
3. Case Writing
4. Philosophy of Research
5. Course of Independent Study

(b) Area Core Courses:
These courses are designed to provide the scholars in-depth subject knowledge in the broad area of his/her specialization. These constitute 2 core courses in the domain of specialization.

(c) Electives:
Fellow Programme level electives are designed to give scholars a meaningful exposure to contemporary issues. FPM scholars are required to take such electives from their own domain of specialization as well as from other areas subject to their relevance for the proposed thesis work.

Comprehensive Research Evaluation

The purpose of Comprehensive Research Evaluation (CRE) is to ensure a student’s multi-disciplinary appreciation of management issues and his/her readiness to undertake original research in his/her chosen knowledge domain. The evaluation is conducted by a Comprehensive Research Evaluation (CRE) committee constituted specifically for each student and chaired by a faculty member from the Area of his/her specialization. The Committee determines whether a student has developed an in-depth understanding of the inter-disciplinary nature of various knowledge domains, and is able to develop appropriate models/solutions based on the work of other scholars in these knowledge domains. Thus, the extent to which the Comprehensive Research Evaluation (CRE) is rigorous and challenging will in turn determine the extent to which the scholar is able to develop research competencies deemed fit for the thesis work.

The FPM Office will set up a Committee at the beginning of the Term-III, consisting of three faculty members; one of them will act as the Chairperson of the Committee and should be from the Area of the student’s specialization. It would be desirable for the Committee to meet together as a group, discuss the candidate’s progress, and decide a topic, which would test the knowledge and integrative capability of the student and his ability to connect issues and problems in the field of management.

Thesis Work

1. Thesis Proposal:
The scholar’s research work would start with the identification of a thesis topic (usually based on guidance/advice of faculty members), and getting a Thesis Committee constituted for supervision of the research to be done. The Thesis Committee is a three member – committee consisting of a Chair, one member from the allied/same area within MDI and one external member from a reputed overseas university. The student is required to work with this committee to develop a research design, leading to the development of a thesis proposal. The student will then be required to deliver an open seminar on the thesis proposal to the MDI academic community. In case modifications to the proposal are suggested, the scholar has to carry out the modifications and a revised proposal has to be presented within a given time frame. Once the proposal is approved, the scholar may proceed with the research work towards his/her thesis.

2. Presentations:
The scholar is further required to make presentations on his/her progress – every six months – where the faculty community and fellow scholars give feedback and suggestions for improvement. The feedback has to be incorporated within the given time frame. The scholar has to submit the progress report with necessary documents and proof of evidence of progress achieved to the thesis committee members, with a copy to the FPM office.

3. Thesis Writing:
Work on the thesis represents the final phase
of the Fellow Programme. The thesis work of the scholar, in consultation with the Thesis Advisory Committee, is expected to provide some original contribution to knowledge on the subject using a robust research design and methodology and should provide evidence of new knowledge.

4. **Thesis examination:** Once the Thesis Committee has approved the thesis, the Dean / Chair (FPM/EFPM) would appoint a Thesis Examination Committee consisting of the TAC Chair and two external examiners, of which one can be from a reputed institution abroad. This Committee would examine the thesis and then subject the candidate to an exhaustive and rigorous viva voce examination based on the thesis. Based on the comments of the examiners and the oral examination, the thesis may be either accepted as it is or accepted after modifications, or rejected.

5. **Publication Requirement:** The Research undertaken by an FPM scholar is expected to provide sufficient basis for writing papers in refereed academic journals. One of the objectives of the Fellow Programme is to prepare scholars for academic work and research. Hence the final requirement for qualifying for the title of Fellow is to have at least two papers in reputed peer reviewed International journals, in well known classification lists like Thomson Reuters, or journals with a Scopus Cite Score. In addition, scholars should publish a Case in Richard Ivey Case publishing / Harvard Business School Publishing, ACRC etc. The scholar should either be a single author or the first author for this purpose. The scholar has to be aware of the anti plagiarism clause, and may submit the teaching case with teaching notes to one of the above mentioned case collections at one point of time.

6. **Requirement for Teaching Assistantship:** Since the purpose of the FPM Programme is to rigorously prepare scholars for outstanding careers in teaching/ research, there is a need to build collaborative research / teaching skills. Therefore, each scholar is required to work with a faculty member as a ‘teaching assistant’ supporting the faculty in teaching which may include teaching, lecturing / case material preparation, course design, curriculum design, grading, etc. FPM scholars are expected to provide 30 hours of teaching assistantship.

**Programme Learning Goals**

- Knowledge Creation
- Research Competencies
- Teaching Ability

**Award of the Title of Fellow**

A scholar must complete the following requirements to qualify for the award of the title of Fellow:

1. successfully complete the FPM course-work
2. successfully complete the comprehensive research evaluation
3. successfully complete the thesis work
4. complete the publication requirement
5. complete the teaching assistantship requirement

In addition, the scholar must obtain clearance from various functionaries of the Institute as per guidelines.

On qualifying for the award of the title, scholars receive the title of “Fellow in Management” at the Institute’s Annual Convocation.

**Duration of the Programme**

The programme should be completed within three years from the date of registration (four years for students registered to do PGPM coursework).

**Financial Support**

MDI provides one of the best financial stipends for FPM scholars. Apart from the stipend, the institute may provide accommodation on a chargeable basis (limited accommodation is reserved for the FPM scholars). There is also a contingency grant given to the scholars for stationery and other material.

**Support for Attending Conferences**

Scholars are encouraged to take part in conferences organized by institutions/associations of repute. The institute supports the scholar(s) to attend up to two conferences held within India. Substantial support is offered for participation in one International conference outside India during the first three years of the FPM program, subject to the scholar clearing his/her thesis research proposal stage.
Executive Fellow Programme in Management (EFPM)

The Executive Fellow Programme in Management is non-residential Fellow programme designed to cater to the scholarly needs of working business executives. It prepare executives for careers in management teaching and research, as well as in management practice, consulting and development. Therefore executive aspiring for the EFPM programme should be willing to devote time and energy that the programme requires. Classes will normally be held during weekends or evenings. The course work in first year will be completed in three terms, which are equivalent to approximately nine month.

Programme overview
The Executive Fellow Programme in Management is designed to:

- Enhance the research and consulting skills of the executive
- Increase the executive’s understanding of research methodology and techniques
- Build on the executive’s past experience and academic achievements
- Help the executive maximize his/her effectiveness as an educator or practitioner

As a consequence, the executive is expected to develop/learn the following as part of the Programme:

- an appreciation of the potential contribution of research in management practice
- the ability to plan and carry out a research project in the field of management, and to ultimately implement the research findings
- the ability to make an original contribution to know-how in the practice of management
- the ability to improve personal performance through the analysis of past practice

The programme is thus expected to help executives in their current senior management roles, as well as in preparing them for possible careers in academics or consulting.

EFPM Scholars have minimum 10 years of work experience in senior management positions and continue to be practicing managers, EFPM scholars may primarily be concerned with “application driven theory” where the “relevance is attained by starting with a concrete problem in the context of an actual application with approaches that are then generalized and made publicly available(e.g. publication) with sufficient rigor and precision to admit validation by third parties”. EFPM scholars may therefore like to “identify a pressing problem or question, or a burning issue that afflicts managers in the field, to which no good solution exists”.

In terms of programme design, the EFPM programme is similar to the FPM programme. The degree awarded will be FPM and EFPM.

Duration of the programme
1. EFPM scholars have to complete the course work in Nine months (three terms).
2. The programme has to be completed within 4-5 years after the registration, which may be extended up to 7 years maximum (seven years) depending on the merit of the case and favourable review of work progress by the FPM/EFPM Committee.

Knowledge Domains for the FPM/EFPM Programme (Tentative)

Business Communication
- Organizational Communication
- Leadership Communication
- Computer Mediated Communication
- Cross-cultural Communication
- Corporate Reputation and Image Building

Economics
- Advanced Macro Economics
- Advanced Micro Economics
- Basic Econometrics
- Advanced Econometrics
- Transport and Infrastructure Economics
- Environment Economics & Management
- Money, Market and Banking

Finance
- Advanced Accounting and Control
- Advanced Corporate Finance
- Strategic Financial Management
- Behavioural Finance

Human Behavior & Organizational Development
- Advances in Micro OB
- Advances in Organizational Design and Change
- Psychological Testing & Case Study Research
- Personality Theories: Implications at the workplace
- Leadership for Innovation & Change
- Spirituality & Human Behavior
- Research on Creativity and Innovation in Organizations
- Culture and Organisations
- Entrepreneurial Leadership
Human Resource Management (HRM)
- Advances in Strategic Human Resource Management
- Talent Management
- Performance Management Systems
- Diversity & Inclusion

Information Management
- Information Systems-I
- Information Systems-II
- Information Security Planning and Management
- Business Agility and IT Strategy
- Business Process Management
- IT and Governance

Marketing
- Advances in Marketing Management
- Marketing Models
- Marketing Theory & Contemporary Issues
- Theories and Research in Consumer Behavior
- Measurement in Marketing

Operations Management
- Models & Methods in Management Science
- Strategic Operations Management
- Emerging Trends in Manufacturing Operations
- Supply Chain Management

Strategic Management
- Organization & Strategy
- Global Strategy
- Strategy in India
- Corporate Governance
- Strategic Alliances and Joint ventures

Public Policy & Governance
- Public Management and Policy Processes
- State and Civil Society
- Public Policy Implementation
- Natural Resource Management for Sustainable Development
- Social Entrepreneurship
- Institutions and Development
- Partnership for Inclusive Growth
Admission Process for FPM / EFPM

MDI is looking for candidates with a consistently good academic record, professional accomplishments and a strong desire to contribute to knowledge creation and dissemination in the field of management.

Eligibility Criteria

A master's degree in any discipline with at least 60% marks or equivalent grade point average recognized by AICTE /AIU with a Bachelor's degree / equivalent qualification after completing higher secondary schooling (10+2)

OR

Five year integrated Masters Degree Programme in any discipline with at least 60% marks, obtained after completing higher secondary schooling (10+2)

For EFPM, in addition to the above eligibility criteria, a minimum 10 years of managerial work experience, preferable at senior level is required. The minimum age for EFPM candidate is 35 years as on January 1, 2019.

Those appearing for their final examinations in the respective disciplines can also apply. Candidates have to complete the requirement for the course before June 30, 2019 and produce original certificate /mark sheets by September 30, 2019 failing which they may be asked to withdraw from the programme.

Selection Process

Candidates are required to apply through CAT/GMAT/GRE/UGC-JRF, score valid as on January 31, 2019. The shortlisted candidates will be called for the interview in April/May 2019 to MDI Campus, Gurgaon.

Note: For full-time two-year PGP alumni from MDI, IIMs & XLRI standard test scores may be waived.

Online Application

Applicants have to apply online by visiting MDI website https://www mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration will be open from Friday, October 5, 2018 to Friday, March 29, 2019. Candidates have to make an online payment of Rs 3000/- (Incl. of 18% GST) using Credit/Debit card/Net Banking.

Financial Assistance for FPM Students

FPM scholarship will be given for maximum four years for non-MBA students and three years for MBA students. For first two years, scholarship will be Rs. 24000/month and for remaining duration, it will be Rs. 26000/month. In addition, a contingency grant shall also be given to FPM students to support their fieldwork, purchase of books, etc. The grant of financial assistance will be subject to satisfactory progress in the programme. In addition, the Tuition fee, Reading material fees, Student welfare fees & Library fee will be waived off. The institute usually provides furnished studio apartment for both married/single students in its FPM hostel. In case there is shortage of accommodation, and if the institute is unable to provide alternate accommodation, students may be permitted to make their own arrangements & reside outside campus.

Fee and Other Expenses for FPM (Full Time) / EFPM (Executive)

<table>
<thead>
<tr>
<th>Nomenclature of Fees</th>
<th>Annual Amount (FPM)</th>
<th>Annual Amount (EFPM)</th>
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<tbody>
<tr>
<td>Tuition Fees</td>
<td>Rs. 1,30000*</td>
<td>Rs. 1,30000</td>
</tr>
<tr>
<td>Boarding Charges</td>
<td>On actual basis</td>
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<td>Lodging Charges</td>
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<tr>
<td>Learning Material Fees</td>
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<td>Students Activities</td>
<td>Rs 10,000*</td>
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<td>Library Fee</td>
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<td><strong>Rs 2,33,000</strong></td>
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*Waived of as part of scholarship  ** One time charges

Note: The Institute reserves the right to charge any other fees from the students or increase the above fees if considered necessary. Due notice would be given while making such changes.
Research is an important constituent of MDI’s vision and mission. Consequently, MDI expects its entire academic community to be research active and to carry out research work of a consistently higher international standard that can contribute to the national goals of innovation, socio-economic development and environmental sustainability.

Research involves three essential components for its sustained growth: research projects, research management, and research outcomes. MDI supports all the three components. Furthermore, research can be undertaken directly by one or more faculty members, or through Centres of Excellence, which are independent entities within MDI that carry out research through their members.

Research Publication
Faculty members at MDI engage in basic, applied and action-centric research whereby organizational problems are solved with academic rigor. Many faculty members have maintained their focus of research on certain key areas and have established their expertise and credibility nationally and internationally. MDI encourages its faculty and doctoral students to publish their papers in quality journals classified as Class A, B & C based on ISI Thomson Scientifics’ Journal Impact Factor.

Case Publication
MDI has MOU with Richard Ivey School of Business (Ivey Publishing), Canada for case development, publication and distribution. MDI faculty and doctoral students have been publishing their cases with Ivey Publication and the cases are being distributed through Harvard Publishing.

Research Projects
Faculty members at MDI are involved in action-centric research and encourage to carry our research project funded by external agencies. Broadly, the research projects are funded as follows:

- **Seed or development research funded internally by MDI**: MDI provides financial support to faculty members to take up research in a new area that can be a potential basis for externally funded projects or the basis for further in-depth investigation and analysis.
- **Research externally funded by National Organizations / Institutions**: The research project which are funded externally by Government, public, private, national agencies and autonomous bodies. Such projects are also commonly referred to be as ‘funded projects’.
- **Research externally funded by International Organizations / Institutions**: The research project which are funded externally by international agencies such as European Union, World Bank, World Health Organisation, United Nations etc. Such projects are also commonly referred to be as ‘funded projects’.

Research Conferences, Workshops and Seminars
MDI faculty members are collaborating with leading institutions and societies for organizing international conferences, workshops and seminars which turn out to be means of producing high quality publications such as books and research articles and research reports.
MDI Gurgaon is a leading business school. The institute consistently retains a place among top ten business schools in India in reputed business school rankings.

The accreditations are a form of peer review in which association of schools and colleges sets criteria and procedures, and certify the schools for quality orientation.

The institute has the distinction of being the first business school to receive the international accreditation AMBA (Association of MBAs, UK). The institute received this accreditation three times in series in total.

The institute has also received the prestigious international accreditation SAQS (South Asian Quality Assurance System) by AMDISA (Association of Management Development Institutions in South Asia) twice.

The institute is presently working on another prestigious international accreditation AACSB (The Association to Advance Collegiate Schools of Business). It is regarded as one of the benchmarks for business school quality among academic community.

The institute has collegial environment of working. It is a highly engaged and innovative business school.
Vision—The Journal of Business Perspective is a quarterly peer-reviewed journal of the Management Development Institute, Gurgaon, India published by SAGE Publications. The editorial board of the journal consists of eminent scholars from various reputed Indian and foreign institutions. The institute is committed towards developing a culture of research and publication and performs a leading role in India by publishing a peer reviewed journal, Vision: The Journal of Business Perspective. This journal is a scholastic platform for sharing of ideas, developing the culture of academic & industrial research and beginning the trend of debates through publishing articles of varied genre in one go. As the journal covers a wide range of topics, it is gaining popularity in the corporate world as well. Vision is a member of the Committee on Publication Ethics (COPE).

VISION is indexed in the following databases:
• DeepDyve
• EBSCO
• Global Institute for Scientific Information
• Indian Citation Index (ICI)
• J-Gate
• OCLC
• Proquest: Business Premium Collection
• Proquest: Central
• Scopus
• UGC

Across the Globe Subscription of Vision: 2017

- The journal is subscribed by management institutes across the globe besides being respected by an array of Indian educational institutions.
- In 2017–18 Vision received 80,408 visits from 66,384 visitors from 191 countries and territories.
- The top visiting country was India (21,502 visits), followed by the United States (9,061) and the United Kingdom (7,175 visits).
- Vision has been indexed in the UGC Approved List of Journals which includes Journals covered in i) Web of Science; ii) Scopus; iii) Journals recommended by the Standing Committee on Notification on Journal and Language Committee; and iv) Journal recommended by Universities.
- VISION is indexed in Scopus, which is a bibliographic database containing abstracts and citations for academic journal articles covering nearly 22,000 titles from over 5,000 publishers, of which 20,000 are peer-reviewed journals. It is the largest abstract and citation database of peer — reviewed literature to track and analyze research.

Prof. Radha R. Sharma
Editor - Vision MDI Journal

Prof. Shaphali Gupta
Assistant Editor - Vision MDI Journal
Continuing Education

Training & Development of managers is one of the major activities of MDI, Gurgaon. Around 95156 managers have been trained over 45 years of its existence. The Institute prides itself for the personalized training modules that it offers to organizations of different kind at different levels.

Prof. Kanwal Kapil
Dean - Continuing Education

Management Development Programmes
Business organisations in today’s world are competing in an extremely dynamic and complex environment. There is a critical need for continuous upgradation of individual and organizational capabilities in order to successfully meet the challenges in internal and external business environment.

MDI is a pioneer in continuing education in India. The programmes are designed with careful planning and substantial research. These programmes help executives broaden their understanding and improve their skills to face challenges at higher positions. MDI has alliances with international business schools, industry and individual experts to offer joint programmes to address the diverse needs in continuing education.

Open Programmes
MDI has been a leader in providing working executives with learning opportunities through its wide range of Open MDPs. The Open MDPs are programmes offered to Executives of different companies, both public and private. The programmes are carefully designed on topical themes to create value for participants from diverse backgrounds.

An Overview of the Important Programmes Conducted In 2017-18
Some of the important programmes held during the year are given in the following paragraphs, which would reveal the diversity and the depth of the various programmes.

(a) Advanced Management Programme [AMP]
The Advanced Management Programme [AMP] was launched in 1996 for the corporate leaders and top level executives holding board or just-below the board level positions. The Programme aimed at broadening their understanding of not only the national but also the global business scenario and to make them more responsive to competitive management strategies and transformational leadership.

The 22nd programme in the series of AMP programmes was conducted during 21st August to 17th September, 2017, in association with the ESCP-Europe, European School of Management, Paris, France, Vinenna University of Eco. & Business Administration, Austria, Frankfurt School of Finance & Management, Frankfurt, Germany and RSM Erasmus University, Rotterdam, Netherlands. The first two weeks schedule provided an opportunity to the participants for academic reflection introspection and learning at the MDI Gurgaon, followed by two-weeks Overseas Learning Programme. The programme was conducted with 29 participants.

(b) Finance for Non-Finance Executives
Two programmes on Finance for Non-Finance Executives were organized during 18-22 December, 2017, 5-9 March, 2018 for the middle level managers to give an exposure to finance and also enhance the profile of the operating managers. The programmes aimed to meet the requirements of operating managers in different functional areas to be well versed with the introductory nuances of finance. 33 participants attended in both the programmes from various public sector and private sector organizations in India.
(c) Managerial Effectiveness
Two programmes were held during June 28-30, 2017 & February 7-9, 2018. The programmes aimed to provide an opportunity to the participants to know about multiple perspectives of emotional intelligence and its role in personal and managerial effectiveness and effective stress management and to orient the participants with personal and social competencies of emotional intelligence through experiential learning sessions. The participants had also got opportunity to map emotional intelligence competencies and develop an action plan and role of emotional intelligence in reducing toxicity and enhancing organizational productivity and effectiveness. 38 participants in both the programmes from Indian public and private sector organizations attended the programmes.

(d) Negotiation Strategies: A WIN-WIN Approach
One programme was organized during January 17-19, 2018 for senior and middle level executives in sales, marketing, HR and other functional areas for general management. The objective of the programme was to help participants to equip with strategies, tactics and techniques of planning, conducting, analyzing business negotiations and develop a holistic approach to negotiations. 27 participants attended the programme from various organizations.

(e) The Art of Successful Leadership & Management
The programme was organized during November 1-3, 2017 for Managers and Executives at all the levels in Private Sector Companies, Public Sector Units, Central and State Government and Multi National Companies etc. The Objective of the Programme was Personality Rehabilitation, comprehend the art of micro and macro managing, Understanding spiritual intelligence, Understanding of subjective management which leads to proper/improper operational management, to make the individual/manager understand holistically to gain the greatest comprehensions within the limitations of individual’s/manager’s own psychological prowess and to inculcate the passion to love one’s work. 28 participants attended the programme.

(f) Transforming Organizations through Proactive People Management
The programme was designed and organized during December 4-6, 2017 for the senior and middle-level line managers, functional executives, HR managers, and department and section heads from Private, Public and Multi National Companies (MNCs) that are concerned about developing and implementing effective people policies. The Objective of the Programme was to understand the Changing business complexities in the era of globalization, transformational change dynamics, Strategic people issues for promoting exponential performance, Organization Design considerations for enhancing organizational excellence, Managing collective emotions for organizational turnaround, Promoting psychological contract through employee engagement culture and Continuing transformational paradigm through learning organization. 16 participants attended the programme.

(g) Developing Communication Competencies
The programme was organized during December 11-15, 2017 for the executives at all levels in organizations such as government, public and private sectors, MNCs and NGOs etc. The Objective of the Programme was to facilitate managers to identify managerial competencies, Developing competencies of a higher order as it will add to their effectiveness and thereby contribute more towards their organizations. 20 participants attended the programme.

(h) Effective Communication for Managers & Leaders
The programme was organized during February 20-22, 2018 for the executives at all levels in Public, Private Sector Organizations and Government organizations and NGOs. The Objective of the Programme was to help managers and leaders acquire communication skills for building and enhancing competencies that would help them attain a competitive advantage. 41 participants attended the programme.

In-Company Programmes
139 In-company programmes were conducted during the year, 2017-18 and 3465 participants, at various levels, attended these programmes. The programmes were conducted for organizations like ESCP BEL, LIC of India, IOCL- IIPM, DRDO, Armed Forces, DENSO International India Ltd, Pernod Ricard, Reserve Bank of India (Rajbhashtra), Maruti Suzuki India Limited, Coca-Cola, National Banking Institute (NBI), Nepal, Indian Information Services (IIS), Canon, Xpress Money Services Limited, Indian Economic Services(IES), BSES – YPL, National Academy of Defence Production(NADP), Canara Bank, IRCON International Limited, Oriental Bank of Commerce(OBC), Crest Leadership Academy, Gas Authority of India(GAIL), WAPCOS, HSBC Assets Management(India), Federal Mogul , KVIB/KVIC, BIRLASOFT, NEXA, Projects & Dev. India Ltd.(PDIL), NPCCL, NSIC etc.

The major themes covered in the programmes were Strategic Management, General Management, Business Process Re-engineering, Team Building, Transformational Leadership, Project Appraisal and Monitoring, Managerial Effectiveness, Building Managerial Competence, Holistic Business Perspective, Cost Management, Finance for Non Finance with more emphasis on management of challenges of emerging markets of globalization and privatization through case studies, role play & theatre techniques, group exercises and video play.

(a) OneMBA - Asian Residency 2017
This was a unique programme held during May 18-20, 2017, in India. MDI designed, organized and delivered it successfully. The programme aimed to provide an in-depth understanding and insights into various aspects of life in an emerging country. The goals of this programme were to provide participants with a good overview of the economy,
government, social, cultural and business environment of India and to introduce participants to a series of companies/representatives of the institutional and economic systems in India. The programme was specifically designed to provide comprehensive understanding of the issues peculiar to India through interactions with specialist from different fields. 112 participants attended the programme.

(b) ESCP-Europe Regional Leadership Seminar
A group of 40 students and faculty visited India during October 12-13, 2017. The programme was organized by MDI in association with ESCP-Europe, European School of Management, Paris (France), under the Students Exchange Programme between MDI and ESCP-Europe. The main objectives of this tour were to provide the opportunity to the students to develop a thorough understanding of the Indian business environment, become acquainted with Indian business management practices and Indian culture, develop and implement a practical research project and to study in a very interactive learning environment through lectures, group discussion, management games, case discussion and industry visits etc.

(c) Programmes for National Banking Institute (NBI), Nepal
Eighteen programmes were held for National Banking Institute (NBI) Executives, Nepal during the year 2017-18. Total 415 participants attended the programmes. Two programmes on Board Level Leadership for Board Directors of Banks in Nepal, sponsored by National Banking Institute, were also conducted during 2017-18 in which 26 Board Directors of various Commercial Banks in Nepal attended the programmes.

(d) Executive Programme in Business Management for Armed Forces Officers
The 20th Executive Programme in Business Management for Armed Forces Officers, sponsored by Director General Resettlement, Ministry of Defence, Govt. of India was conducted during May 29-November 10, 2017 at MDI Gurgaon on non-residential basis. It was a full-time 24 weeks Management course divided into 3 terms of 8 weeks each. The Programme was attended by 53 Armed Forces Officers from three Defence services, i.e., Indian Army, Indian Navy and Indian Air Force.

The 21st Executive Programme in Business Management for Armed Forces Officers is undergoing from November 20, 2017 to May 4, 2018 at MDI Gurgaon on non-residential basis. The objective of the programmes is to enhance the professional competence of participants in different areas of Management for enabling them to transit into a second career in Corporate World. The programme is being attended by 32 Armed Forces Officers from three Defence services, i.e., Indian Army, Indian Navy and Indian Air Force.

Some Organizations that have trusted MDI for Continuous Development of their Personnel are:
- Airport Authority Of India
- Apollo Tyres Limited
- Asean Brown Boveri Ltd. (ABB)
- Asian Development Bank (ADB)
- Ballarpur Industries Ltd.
- Bank of Baroda
• Bank of India
• Bharti Tele-Ventures Ltd.
• Bongaigaon Refinery & Petrochemicals
• BPL Ltd.
• Cadila
• CBDT
• CEA
• Central Warehousing Corporation
• CRPF
• CPWD
• CK Birla
• Dabur India Limited
• Dena Bank
• Dept of Science & Technology
• Directorate of Industries, Uttar Pradesh
• Directorate of State Resource Centres
• DST- Women Scientists
• DCM Limited
• Denso International Limited
• ESCP, France
• FAIRTRADE
• ECIL
• GENESIS PR Ltd.
• Geological Survey of India
• Government of Manipur
• HECL
• Hero Honda Motors Limited
• Hewlett Packard
• Hindustan Coca Cola
• Hindustan Lever Limited
• HPCL
• IBP Limited
• IFCI Limited
• IIS Infotech Ltd.
• Indian Council of Agricultural Research
• Indian Forest Service
• Indian Oil Corporation Limited
• Indian Overseas Bank
• Indian Petrochemicals Corporation Ltd.
• Indian Infrastructure Financial Corp. Ltd.
• Indian Railways
• Indian Statistical Services, Probationers, (NASA)
• Industrial Pollution Prevention Project (IPPP), Ministry of Environment & Forests
• Institutes of Hotel Management (Sponsored by NCHM)
• ISGEC
• ITIs Principal’s
• IRCON Limited
• J. Sagar Associates Pvt. Ltd.
• Jaiprakash Industries Limited
• Jan Siksha Sansthhan
• Jindal Organisation
• JK Organisation
• KIRIBHCO
• Larsen & Toubro Limited
• LIC of India
• Maruti Udyog Limited
• Mahatma Gandhi Institute of Public Administration
• Ministry of Defence
• MNIT, Jaipur
• National Academy of Customs, Excise & Narcotics (NACEN)
• National Bank for Agriculture & Rural Development (NABARD)
• National Housing Bank
• Mitsubishi Heavy Industries Ltd., Japan
• Mahindra & Mahindra
• National Hydroelectric Power Corpn. Ltd.
• National Regional Power Committee
• National Project Implementation Unit
• Navodaya Vidyalaya
• NESTLE India Limited
• NSB Sri Lanka
• Oil & Natural Gas Corporation Ltd.
• Oriental Bank of Commerce
• PEPSI
• Promed Experts
• Power Grid Corporation Ltd.
• Punjab National Bank
• PNB Housing Finance Ltd.
• Punjab State Electricity Board
MDI has the distinction of being involved in large, complex and high quality consulting projects which have helped the Industry. It has always been in the forefront of providing its consulting expertise to the social sector. Faculty members at MDI remain contemporary through consultancy and continuous research. Through these endeavors they develop innovative strategies to facilitate the process of managing a dynamic business environment.

MDI motto is to provide high quality, cost effective and timely consultancy services to its clients. The faculty members offer consulting services in functional and cross functional areas of business management. The major areas of consultancy are Enterprise Resource Planning (ERP) enabled business process re-engineering, e-Governance, IT Strategy, financial management, human resource management, marketing management, operations management, productivity management, strategic management, supply chain management, systems design, reputation studies & organizational communication, competency assessment, counseling & feedback, leadership development and organization diagnostics. Through these consulting interventions, the Institute has contributed to the productivity improvements, preparation of plans for expansion, diversification and growth as well as for leadership development. A large number of consultancy projects have also been carried out for the Social Sector.

MDI has carried out more than 385 consultancy projects for the industry and corporate, central and state governments and international bodies. The major clients include Indian Oil Corporation, PowerGrid Corporation of India, Gujarat State Fertilizers Corporation, Hero MotoCorp, Dedicated Freight Corridor Corporation, HCL Infosystems, NIIT, Samsung Electronics India Limited, HUDCO, Rural Electrification Corporation of India, Bokaro Steel Plant, NSPCL, HPCL, NALCO, National Academy of Direct Taxes, Nestle, Ranbaxy, SAIL, Tata Chemicals Ltd., Team Computers, UCO Bank, Union Bank of India, Usha Breco Ltd., Pragati Power Corporation Limited, Delhi Transco Limited etc. The driving force behind all the consulting activity is a team of distinguished faculty who have extensive experience and expertise in diverse fields. The Institute is widely recognized by the industry (private and public), Government (Central and State), NGOs and international bodies as an institution that provides quality services to its clients.
The mission of MDI’s International Relations is to help MDI be India’s leading business schools that is well integrated with the rest of the world through learning, teaching and research.

Prof. Shailendra K. Rai
Chairperson – International Relations

The International Relations Office attempts to provide an unparalleled multicultural edge to the excellent business education offered at MDI.

As of now, the Institute has collaborative partnerships with leading B-Schools in several regions of the world. One of the criteria for engaging in a partnership is that the particular B-School is among the front rankers in its country and has quality as well as an extensive international agenda for its activities.

The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange.

In 2006, MDI became the first Indian business school and the second in Asia to get its programmes accredited by AMBA, London, United Kingdom. In 2011, all its six programmes, namely, Post Graduate Programme in Management (PGPM), Post Graduate Programme in Human Resource Management (PGP-HRM), Post Graduate Programme in International Management (PGP-IM), Executive Post Graduate Programme in Management (also called National Management Programme, NMP), and Post Graduate Programme in Energy Management (PGP-EM) were awarded reaccreditation by AMBA — again a first in India.

MDI is also accredited by the South Asian Quality Assurance System (SAQS) and AMBA.

The thriving international exchange programme accounts for one out of every five students enrolled in the PGPM & PGP-HRM getting an opportunity to study abroad for one or two terms. In turn, students from the overseas partner institutions study one term or more at the MDI campus. The Executive Post Graduate Programme in Management and Post Graduate Programme in Public Policy Management have significant international component inputs.

Student Exchange Programme
The Student Exchange Programme (SEP) enhances the competencies of students by promoting a better understanding of management challenges in an interdependent globalized environment. An exposure to global and multi-contextual circumstances is much needed by transnational companies and Indian corporate houses. SEP provides a unique opportunity for the students to enrich their academic experience and widen their career horizons.

Students with academic and/or professional interest in other parts of the world and keen to understand the global context of business can apply for the student exchange programme. Depending on the nature of the collaborative partnership, a student can study for one term in these foreign institutions in lieu of his/her study term(s) at MDI. Details on the selection process and various opportunities will be made available to interested students when they join MDI. Selection of students for exchange programme is done by, International relations Office, MDI through a comprehensive selection process.

Scholarships
A number of international scholarships are available for the students of MDI who go on the exchange programme to MDI’s partner Universities/
Business Schools. These include Eiffel Scholarships for students going to Sciences Po Lille, Lille, University of Maribor, NUCB Business School Japan, etc.

Some of the Key Business Schools that MDI collaborates with are as follows:

Australia
- Queensland University of Technology, Brisbane
- Royal Melbourne Institute of Technology (RMIT), Melbourne
- University of South Australia, Adelaide, South Australia

Austria
- Vienna University of Economic & Business Administration, Vienna

Bhutan
- Royal Institute of Management – Thimphu, Bhutan

Belgium
- Solvay Business School, Brussels
- The Faculty of Applied Economics, University of Antwerp, Antwerp
- Louvain School of Management, Louvain-la-Neuve

Canada
- DeGroote School of Business, McMaster University, Ontario
- University of Waterloo, Waterloo
- Richard Ivey School of Business, Ontario

China
- Huazhong University of Science and Technology (HUST), School of Management, Wuhan
- Antai College of Economics & Management, Shanghai Jiao Tong University, China

Cyprus
- Cyprus International Institute of Management – Nicosia, Cyprus

Denmark
- Copenhagen Business School, Copenhagen
- Aarhus School of Business, Aarhus

England
- Middlesex University, London
- Aston Business School, Aston University, Birmingham

Finland
- University of Tampere, Tampere

France
- SKEMA Business School
- ESCP Europe, Paris
- EDHEC Business School – Roubaix Cedex 1, Paris
- IAE Aix-en Provence, Puyricard
- Total Professors Association (TPA), Paris
- Grenoble Ecole de Management, Grenoble
- Sciences Po Lille, Lille
- Toulouse Business School (TBS), France

Germany
- Bergische Universitat Wuppertal, Wuppertal
- Frankfurt School of Finance & Management, Frankfurt
- HHL Leipzig Graduate School of Management, Leipzig
- Munich Business School, Munich

Greece
- ALBA Graduate Business School, Greece
- Athens University of Economics and Business(AUEB), Greece

Hungary
- Hungarian Logistics Association, Budapest
- University of Szeged, Szeged

Italy
- Bocconi University, Milan
- Universita Carlo Cattaneo, (LIUC), Castellanza

Japan
- Nagoya University of Commerce & Business – Nagoya, Japan

Malaysia
- Universiti Sains Malaysia, Pinang, Malaysia

Morocco
- Groupe Institut Superieur De Commerce Et D’administration Des Entreprises – Groupe Iscae, Morocco

Nepal
- Nepal Administrative Staff College, Jawalakhel, Lalitpur, Nepal
- Kathmandu University School of Management, Patan, Lalitpur, Nepal

Norway
- Norwegian School of Management BI, Sandvika
- Nordic Centre in India
- University of Oslo

The Netherlands
- RSM Erasmus University, Rotterdam

Pakistan
- Lahore University of Management Sciences (LUMS), Lahore
Poland
- Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw
- Warsaw School of Economics, Warsaw

Russia
- Moscow International Higher Business School ‘MI RBIS”, Moscow

Senegal
- BEM School of Management, Dakar

Slovenia
- University of Maribor, School of Economics and Business, Maribor

South Africa
- University of the Free State, Bloemfontein

Switzerland
- ZHAW School of Management and Law Zurich

Thailand
- School of Management, Asian Institute of Technology, Pathumthani

United States
- Bentley College University, Massachusetts
- Marquette University, Wisconsin, Milwaukee
- North Carolina State University, Raleigh, North Carolina
- Robert H. Smith School of Business, University of Maryland
- School of Public Policy, George Mason University, Arlington, Virginia
- The University of North Carolina, Kenan-Flagler Business School, Chapel Hill
- Smeal College of Business, Pennsylvania State University
MDI Gurgaon stood out among the premier business schools in the country through its phenomenal Final Placements for the batch of 2016 – 2018. A total of 331 students participated in the placement process, with 240 students from the flagship PGPM course, 59 students from the PGP-HRM course and 32 from the PGP-IM course. MDI students have proved their mettle through their high-quality performance by bagging a total of 108 Pre-Placement Offers either from their summer internship organizations or through various B-school competitions. The regular recruiters at MDI reinforced their faith in the quality of talent by opening more of their coveted roles, in addition to their regular roles on offer. A total of 119 companies confirmed participation for the final placement process. The average CTC across the three courses stood at INR 19.17 LPA with the highest domestic CTC being INR 35 LPA. 15 students have also bagged international offers across industries. Tolaram Group extended 5 international offers with the package of 55 LPA which is the highest overall CTC offered in this season. The placement season saw an overwhelming response from companies spanning across various functions such as Consulting, General Management, Finance, Strategy, Sales and Marketing, Operations and HR. A plethora of startups also opened their niche profiles to leverage the talent pool at MDI Gurgaon. The stellar placements at MDI amidst the increasingly volatile economic scenario stand testimony to the faith shown by industry stalwarts in its pedagogy, faculty, alumni and students.

Prof. Kanwal Kapil
Dean - Placements

Prof. Shiv S. Tripathi
Coordinator – Placements NMP

Prof. Vibhava Srivastava
Coordinator – Placements PGPM, PGP-HRM, PGP-IM
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Infrastructure

MDI has a well developed state-of-the-art infrastructure, which includes a library with a collection of over 50,000 volumes, and online library providing access to 13,000 international journals and databases, a computer center with over 656 PCs, air conditioned lecture halls and syndicate rooms, besides a host of other recreational facilities. State of the art classrooms, IT infrastructure, hostels, library and other facilities set amidst sylvan surroundings create a conducive environment for studies.

State of the Art Classrooms

The campus hosts, air-conditioned lecture halls, syndicate rooms, faculty and administrative blocks, a state-of-the-art computer centre, and one of the best management libraries of the country. MDI provides just the right environment to the students to step away from the mundane world to quietly imbibe, peacefully introspect and ultimately learn. PGP Classes are hosted in buildings Gurukula, Nalanda and Lakshya (3rd Floor). PGP in Energy Management, PGP in Public Policy and Management classes are held in the Parthenon and Nalanda Buildings. Classrooms in Scholars Building, Auditorium Block and Lakshya are designed for Executive training programmes and host the incompany training and management development programmes for executives. The Campus also has residential accommodation for academic and administrative staff.

Students’ Hostels

Students of PGPM, PGP-HR, PGP-IM and FPM scholars stay on MDI Campus and are provided with accommodation on twin-sharing/four sharing basis in Change Masters, Takshashila and Kshitij blocks. There are separate hostel blocks for the female students called Oddessy.

Prof. Shailendra K. Rai
Warden Boys Hostel

Prof. Niva Bhandari
Warden Girls Hostel
& Kaveri. Students are required to bring their own PC and avail the campus Wi-Fi facility. The rooms are provided with a bed, a study table, a chair, a cupboard and the usual fixtures. The students are required to bring their own mattress, bed linen, toiletries and locks for almirah and hostel rooms. These are also available in the students-run Co-operative Store “MART”.

**Executive Hostels**

The Participants of NMP which is an Executive Graduate Programme are provided with accommodation on Campus in Takshashila block. The block has reception hall, air-conditioned dining halls and air-conditioned Semi-furnished rooms.

The executives of Public Policy and Governance Programmes are accommodated in Kshitij hostel. The hostel has been specially designed to suit the needs of the policy makers. The rooms are air-conditioned and are fully furnished with modern gadgets. The rooms are provided with Internet connection to facilitate extended study hours for the participants. They may bring their PCs to fully capitalize on opportunities offered by the programme.

**Note:** MDI does not provide parking facility to any of the students or participants of full time residential programmes.

**Library**

The Library holds a rich collection of printed as well as electronic resources which include books, journals, databases, audio-visual materials, CDs/DVDs, e-journals, reports, case studies, training manuals, etc. The Library with its modern collection of knowledge resources and innovative information services plays an essential role for the academic community in their intellectual pursuits.

MDI Library is a hybrid library with the state-of-the-art technological applications. Users can access the vast eLibrary on anytime anywhere basis. The library offers a range of information services set to the highest professional standards.

The library has a collection of over 60,000 volumes while the online library provides access to 17,000 international journals. The electronic library, which is accessible across the campus network includes major international online databases such as Proquest’s ABI/INFORM, Business Source Complete (EBSCO), Sage Online Journals collection, Elsevier collection, JSTOR, CMIE databases, Capitaline, ACE Equity, APA databases, ISI Emerging Markets, Bloomberg Terminal, Datamonitor, Financial Times database, etc. The library is open seven days a week.

**IT Infrastructure Facilities**

MDI has a state of art computing facility consisting of 590 PC nodes / laptop includes 11 IBM/Dell/Oracle servers, connected on a high-speed Gigabit Ethernet Fiber Optic/UTP based network in a distributed Windows and Linux environment.
**Computer Labs:** MDI has 2 Computer Labs equipped with the 130 state of the art computing facilities along with 3 Network LaserJet printers, scanners. Three, projector systems are installed in these computer labs which are being used by students and executives and conducting the classes for the student & executives.

**Class rooms:** All the class rooms are equipped with Projection Systems and Computer System with Internet connectivity.

**Facilities for MDI members:** Desktop/ Laptop, printer is being provided to the all MDI members with internet/Intranet connectivity. All the MDI members have access to online software package being used for students Grading, Feedback & administrative applications i.e. Leave management system, accounts, admissions & placement.

**DATA Center:** MDI data center has a 11 IBM/Dell/Oracle servers, connected on a high-speed Gigabit Ethernet Fiber Optic/UTP based network in a distributed Windows 7.0/10.0 and Linux environment as per details given below:

**Firewall:** The Campus Network is protected using Cyberoam MTU CR 750ing – Appliance based Firewall. Email virus protection is provided through Trend Micro Inter Scan Messaging Suite. The MDI implements a very strict security policy to ensure the highest levels of network health and safety.

**OLT:** the OLT is the student grading and feedback portal where all grades of quizzes, exams etc are updated and stored. OLT also enables conduct of quizzes if required.

**Admissions software:** for filling the form online.

**Placement software:** for supporting the placement activities of the Institute.

**E-mail system**
- The e-mail service, being utilized at MDI is provided by Google Inc. through its Google Apps for Education Vertical. Google apps offers a very user-friendly web based e-mail system that allows users to access mails, both from inside and outside the campus. In addition, Google apps offer various other facilities such as Google docs, Google spreadsheets etc which can also be utilized in a collaborative work environment.

**VPN for library resources**
- MDI library resources can be accessed through cloud based services from anywhere outside the campus by the members of MDI community.

**Internet Connectivity:** MDI has 150 Mbps dedicated Internet leased line offers high speed and uninterrupted Internet connectivity from anywhere on the campus, through the campus LAN.

**Wi-Fi Facility:** To provide flexibility & convenient access to network facilities Enterprise Wi-Fi has been provided in MDI Campus.

**Video Conferencing Facility:** MDI has Video Conferencing Facility setup in the Conference Room and Board Room The video conferencing facility comprising of Polycom 5 way multiparty GROUP 500 720p with camera and mike with eagle eye IV 12x camera and remote control This facility is used for holding global seminars inviting eminent speakers, placement interviews, and virtual student seminars in various programs especially for International Management students.

**Hostel Rooms Facilities:** All the Executives hostel are provided Computer System in their room with Internet connectivity. Network & Internet connectivity is being provided in the students’ hostels.

**Digital Signage’s:** Digital Signage’s are installed at various locations which displays the information about MDI activities i.e. corporate movie of MDI, latest information about MDI events etc.


**Software Packages**
1. WINDOWS 10
2. MS Office 2016/ 2007 Professional
3. Primavera Ver 6.0
4. MS Project 2016
5. Adobe Acrobat
6. Adobe PageMaker
7. Adobe Photoshop
8. Trend Micro Office Scan Corporate Edition
9. SPSS Version 25.0, Amos 25.0
10. SPSS Text Analysis
11. ABBY Fine Reader
12. SQL SvrStd 2014
13. EVIEW 9.0
14. LIBSYS
15. Tally (Accounting Software Package)
16. Assessment (Students Grading, Online Quiz, Feedback reports)
17. What’s Best Commercial
18. Online Software for the Admin Application
19. Lingo
20. Turnitin Anti-Pluralism software
21. Gauss Software
22. Nvivo Software
24. Sedona
25. Event study metrics

**Recreational Facilities:** A Golf Course, Lawn Tennis, Badminton, Table Tennis, Billiards, Gymnasium, Recreation Room, T.V. Lounge and Canteen are some of the facilities provided on campus. Yoga classes are conducted for the fitness freaks. Facilities like ISD / STD Telephone, Fax, E-mail, Internet and Medical aid are also available on the campus.

**Climate:** Mid-July to September are monsoon months, followed by pleasant weather till November. December-January is a cold phase and one may need heavy woolens during this period. April-June are quite warm and the temperature sometime goes up to 40 degrees centigrade or above.
Students at MDI do not believe in just excelling in the classroom but the emphasis is on holistic learning both within and outside the classroom. The main motto of Student Affairs is “to enhance the happiness & well being of the entire MDI community.”

Prof. Veeresh Sharma
Dean – Student Affairs

For an all-round development of the students, a gamut of clubs has been set up under the purview of the Students’ Council.

Students’ Activities, Academic Clubs, Committees & Special Interest Groups

Committees

ALUMNI RELATIONS COMMITTEE

The MDI alumni network boasts of about 7,000 members spread across the world. To strengthen the existing threads between alumni and MDI and weave many a new, there is the Alumni Relations Committee or the Alcom.

The Alcom organizes the annual alumni meet at MDI, regional meets across India and informal coffee meets across the world. Events such as Mock PIs and Summer Mentorship Programs help the students engage with alums and benefit from their industry experience. The Alcom also maintains a dedicated portal for alumni to remain connected to the MDI community. Quarterly e-newsletter called MDI Chronicles covering major events on campus are sent to alumni.

INTERNATIONAL RELATIONS COMMITTEE

The International Relations Committee is the student arm of the International Relations Office that supports and coordinates all international activities of MDI Gurgaon. IRC takes up various activities pertaining to the Student Exchange Programme. We help facilitate the official SEP process for the students going on exchange from MDI, and has taken up activities such as the Buddy Programme, which allocates Indian students to the international students from various universities on exchange to MDI to ensure a smooth transition. Cultural nights and trips are planned so that the exchange students have the best Indian experience. It aims to build a brand for students across the world to come and experience India- the MDI way.

Social Media platform management and the proper communication of information regarding all the above. The committee liaises with every other club, committee and SIG to ensure the integrity and brand image of MDI is upheld in every way possible.

IMPERIUM

Imperium is where all of MDI comes together. It is the flagship event of MDI with 72 hours of Management, Sports and Cultural events. Nearly 20 Clubs, Committees and SIGs host events in the 3 day span along with Flagship events of Imperium and MDI hosts talented participants from all over the country for the
event. The highlights of the event are the performances from popular comedians and upcoming musicians.

**ILLUMINA**

Illumina, the disguised market research club of MDI, has been providing companies the unique opportunity to study consumer behavior through creative disguised market research, designed by the students of MDI, under the guidance of faculty mentors. With a successful track record of 21 years, Illumina is a cost effective medium of research conducted in the heart of Gurugram attracting an aggregate footfall in excess of 8500. Illumina conducted in four different formats. Urban Illumina is celebrated as a “Diwali Mela” in the MDI grounds with glimmering lights and huge fanfare. With an aim to gauge the mindset of the rural consumer, Rural Illumina is conducted at the Dussehra Mela in the village of Pataudi. The other two formats, Expressions and Indulge target children and mall going audience respectively.

**DELPHIQUE**

Delphique — National Management Convention is the annual Red Carpet event of MDI, Gurgaon. It is India’s only B-school event, which focuses on strong research across all domains of business management. Derived from the famous ‘Delphi’ method, the event provides a perfect platform for practitioners & thought leaders from the industry, academia and student populace to come together to solve contemporary issues faced by the industry and build their network within the student fraternity and corporate alike. The event witnesses participation from over 100 B-schools and more than 70 corporate delegates as esteemed panelists for the event. 

**Key events:**
- Cerebro - National Case Study competition
- Vincenza - National B-Plan competition
- Dialectic - National B-School Debate
- Research Panel - Live project presentations and panel discussion with corporates and faculty.

**MDI TEDx TEAM**

TEDx event is a local gathering where live TED-like talks and videos previously recorded at TED conferences are shared with the community. The theme for this year is — ‘Finding your Ikigai’. Ikigai is a combination of four primary elements — your passion, your mission, your vocation and your profession. Prominent speakers from various disciplines will be invited at MDI to share their ideas. Videos from the event would be uploaded to the official TED YouTube channels and the official TEDx MDI website would ensure tremendous reach and branding for the institute.

**Academic Clubs**

**MONETRIX**

Monetrix is the Economics and Finance Club of MDI. It exists to stimulate logical thinking, to spread awareness in the area of Economics and Finance, and to provide opportunities to put theoretical foundations to practice. The vision of this club is to help MDI students understand the world of economics and finance and thereby demonstrate superior knowledge and grasp of concepts in the domain. Each activity performed by the club is a step towards this shared goal.

**MARQUITY**

MarQuity, The Marketing club of MDI aims to instill marketing knowledge in students in the most fun and engaging way. MarQuity constantly tries to give the aspiring Marketeers of MDI the best learning exposure by organizing several online quizzes and contests, live projects, compendiums and sector reports. MarQuity’s flagship national level case study competition ‘Sans Pareil’ is floated in association with Imperium. The club also organizes fun events such as Brandcharades, MarQEye, MarQSafari and MarQnA that excite every marketing enthusiast! The online student community is kept engaged through MarQuity’s Facebook page. MarQuity also facilitates industry interaction by organizing guest talks by experts from various domains.

**THINC**

ThinC, originally started with the advent of Information Management, has grown over the years and is now covering everything concerning business technology. The club provides 360 degrees coverage of all major trends and innovations in business technology including and not limited to upcoming fields such as Internet of Things, Machine-to-Machine and S.M.A.C. To keep the batch engaged, ThinC organizes various events across the year eg: WazzApp Contest, InnoBizz Case Study Competition. Colossus, The Flagship event of ThinC is organized in Imperium with participation from colleges all over the country. Various Live projects are also floated to provide opportunities of practical learning.

As technology is revolutionizing all aspects of modern day businesses and life as whole, we at ThinC do our bit in keeping the MDI family abreast of all technology aspects of management.

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**Prof. Shailendra K. Rai**
Chairperson, Student Affairs
STRATEGIST

Strategist is the Strategy & Consulting club of MDI Gurgaon. We at Strategist learn, among many other things, how important it is to not just study strategy but to also get hands-on experience of formulating the strategy. The idea at this club is to provide the right environment to do new things.

There are various sectors tracked in the club and each Strategist member tracks developments in his/her own sector and publishes periodic reports of the same. All the members engage in various activities like M&A deals analysis, sector study, and regular discussions on varied topics allowing them to share their understanding of their sector with their fellow team mates. As a member of Team Strategist, apart from the core knowledge that one develops, expertise in event management, creativity, marketing of events, team building etc. is also built.

OPSESSION

The Operations Management Club at MDI has been helping the student community gain new perspectives and insights about the field of operations management ever since. The Club has moved from strength to strength and now contributes to the knowledge repository of the students with monthly newsletters, annual magazine, flagship events, industry exposure and much more. The club organizes various events throughout the year which includes case study competitions, article writing competition, on the spot events during imperium and fun activities for students. Just in times is the monthly newsletter published by club along with articles published on social media. To help students gain industry exposure, live projects are floated by the club time to time.

HR DIRECTION

The academic club for Human Resource Management was launched in 2005. Having held numerous inter b-school competitions, industry interface sessions, it has made a name for itself in the corridors of Human Resource Management education in the country.

The club organizes annual HR conclave in which top HR heads are invited as key note speakers to develop thought leadership in the field of leadership, change management, strategic HR etc. Annual compendiums are released before summers and final placements to help students ace the process. In addition to this, an academic GD-PI compendium is also released in the month of February which helps the aspirants get a brief overview of HR domain. Ice breaking sessions are organized at the start of academic year where the incoming batch can interact and clarify their doubts with alums. The club plans a couple of new events starting this year like workshops on compensation, performance management & case-study competition.

IMPULSE

IMpulse is the International Management club of MDI, born with the idea of gaining and sharing ideas towards cross-cultural knowledge. True to its agenda, this year IMpulse conducted various events and took up various initiatives: A case study competition was floated (by Bank of Baroda) for finance students. Live projects are floated and compendiums are made for students to prepare them for summer and final placements. The IMpulse compendium is covers topics like International mergers and acquisitions, cross cultural complexities existing in various international firms, cross border legal issues etc.

The club has been floating mails on every Tuesday (an interesting event based on a different country every week named “off the beaten track”) and Saturday (weekly news updates named “news bites”). The club’s Facebook page is highly active where articles on recent international events are posted every day.

Other Clubs and Committees

SANSKRITI

“All work and no play doesn’t just make Jill and Jack dull, it kills the potential of discovery, mastery, and openness to change”

Never has a statement had more relevance than this one has, in a B-school. Life at a B-school is tough. Assignments, projects and what not aim at sapping the life out of each and every one of us. Sometimes, we all just want to sit back and relax. Pick up a guitar and hum our own tune. Dance to our own beat or stand in the middle of a classroom and yell out old Amitabh Bachchan dialogues. Sanskriti is the embodiment of this sentiment. It is nurtured through every activity of Sanskriti, be it conducting music or dance workshops, celebrating different festivals, showcasing talent in national level competitions, organizing Akshayam (the sports-cultural extravaganza) & Aarohan (the Mandevian engagement week) or keeping the MDI tradition alive through Soul-Kitchens.
Amidst the daily hustle bustle, Sanskriti, the Cultural club is undoubtedly the most active club on campus. The club is broadly made up of four verticals: (1) the Core Team or the Judgaadus: in charge of all events and activities on campus, (2) Mukhautey: the drama team, (3) Mandolins: the music team and (4) Soul to Sole: the dance team. The goal of this club is simple: to provide a stage to all, novice or veteran, to voice themselves, in any language of their choice: music, dance or drama. We try to keep the Mandevian spirit alive, while also putting up those sweet little some things, that you would remember when you look back to your days on campus.

SPORTSCOM

SportsCom comprises of a group of passionate and highly competitive individuals, who are willing to strain every sinew to emerge victorious on the field. If you think this is none of your business because you have never kicked a ball, you are absolutely wrong. It’s Sports Com who gives you your best moments at MDI. Starting from friendly banters during intra MDI events to the lifelong bragging rights over country’s best B-Schools we are everywhere. We believe the journey is more beautiful than the destination. Get ready, be a sport, the journey is about to begin!

SAMARITANS

Samaritans is the social initiatives club of MDI Gurgaon. The vision of the club is to harness the management acumen of Mandevians in making a difference to the society. We aim at inculcating a culture of social responsibility among aspiring managers of today through various events within MDI as well as by working with NGOs and corporate on significant projects.

Throughout the year we organise a melange of activities like NGO Visits, Collection Drive, AIMS Week, Aarohan Week, Blood Donation Drive, Tree Plantation Drive, Stem Cell Donation Awareness Drive, Kids on Campus and Beyond Karma.

ARAMBH (Startup MDI)

Arambh is the Entrepreneurship Cell of MDI. Since its inception, Arambh has put in dedicated efforts till date in order to realize MDI’s aim of creating thought leaders and change masters. Arambh through its events and activities has created a Start-up ecosystem, in and around MDI where ideas are brainstormed upon and students are facilitated to help them fulfil their entrepreneurial dreams. The club has been successful in supporting start-ups like Rawn Ripe and instadeals etc. and aims at helping budding entrepreneurs in future.

This year Arambh has organized events like “Disruptathon — The house of disruptive ideas” - the flagship event of Arambh, and Pitchers. A new initiative that focuses on discussions on current trends and start up ideas named Chai Pe Charcha generated lot of traction among students.

HOSTEL AND MESS COMMITTEE (HnM)

Hostel and Mess Committee works to improve the day to day life of the students at hostels. We are responsible for Hostel infrastructure, proper working of mess, deciding and negotiating mess menu, etc. We act as a bridge between students and administration and work in collaboration with hostel office to make the lives of students comfortable. We also collaborate with other colleges to provide accommodation to our fellow mates during summer internship.

We look after hostel room allotment for first as well as second year and keep track of postal and online delivery services at hostels. For all hostel emergencies, we are there to help our batch mates.

WEB COMMITTEE

Web Committee is in charge of seamlessly integrating technology into the life of all the MDI students. The committee works through several ways like managing the Mandevian E-mails, the MDI portal and mdi E-mails. The committee also takes care of the Academic Repository (VidyaSagar), Remote access to Library resources and Internet access within campus. Web Committee organizes Gaming Nights, movies, TV shows and match screenings to keep students up and running in spite of the pressures of the rigorous MBA life.

Student Interest Groups:

UNNATI

Unnati is India’s oldest and largest student-run investment fund and research group. The team focuses on the fundamental analysis of listed Indian companies in order to make investment decisions for the long term. Unnati manages 2 funds - a Diversified Fund and a Midcap Fund, with a total AUM of over 40L.
For the purpose of analysis, the entire economy is divided into 11 sub-sectors - each tracked by a Senior Security Analyst, supported by 2 Junior Security Analysts. Apart from the Analysts, there are 2 Investment Coordinators and 1 Unnati Coordinator - responsible for the overall functioning of the two funds and the club. As a result, Unnati has always been an excellent platform for students to gain experience in fundamental business analysis and investing. Apart from managing the funds, Unnati is actively involved in helping out the batch, by circulating comprehensive sector reports, covering trends and analysis of each of the 11 sub-sectors.

MERCHANDIZING AND RETAIL TEAM (M.A.R.T)

M.A.R.T is a student run co-operative store on campus which provides basic necessities. The team members continuously work towards the welfare and convenience of the students. The team is involved in procurement of items, inventory management and managing accounts on a regular basis despite the rigorous course schedule. The team has been very active in promoting MDI merchandising items during all the major events like induction, convocation, NAM and Imperium. In addition, M.A.R.T works in association with various NGOs to actively contribute to various social causes.

Delta, the youngest SIG of MDI was set up to promote the knowledge of quant-based trading. Delta is driven by enthusiasm to promote trading beyond classroom learning. The Club aspires to build a derivative based fund of its own which will provide the opportunity for students to work as traders within the perimeters of MDI even before they end up being one in the industry. Its vision is to create thought leaders in quantitative trading strategies implemented in the derivatives and equity segments. Delta works continuously towards developing quantitative trading models, to give students hands on experience in implementing trading strategies in various derivative markets like equity, currency and commodity and to make students capable of managing a quant-based derivative trading fund.

INFINITE POUNCES

Who, What, Why, When , Where, How…We ask for the love of Quizzing”. This is the motto of Infinite Pounces, which is the Quizzing Club of MDI. MDI traditionally has had a healthy quizzing culture and I.P always looks to sustain and then build on that. This is done by constantly having quizzes on a variety of topics involving as many participants as possible in their events by this highly active SIG. With 3 major events in Imperium, this club marks its presence strongly in the campus. Its members have participated in national level events like TATA Crucible and also won inter-college quizzing events in other B-Schools.

FOCUS

Focus is primarily a SIG, with an aim of collective learning. We are a bunch of enthusiastic amateurs who want to learn more on photography and video making. Apart from the regular photo sharing of our individual escapades, we also cover most of the events (official and unofficial) that happen in the campus. In addition to it, there are photography trips to nearby places that are coordinated to accomplish the dual benefits of travelling and also learning some new photography tricks. We believe that photography is not about cameras, gadgets or gizmos; Photography is about photographers.

STUDENTS COUNSELLING CELL

Management Development Institute has a counseling cell which takes care of students’ need of advice/support during the turmoil they might face because of performance pressure or personal problems. The cell gives them space to vent out their stress anxiety concern(s) and if the need arises they are advised for the corrective and /or preventive actions. The cell is headed by a Professor as Chair-Student Counseling.
An institute is known by the laurels of its alumni and the impact they make to the world around them. Over the years, MDI has developed a strong and influential network of professionals around the globe; many of them are in the position of transforming and leading companies, creating and building industries, creating and driving start-ups and entrepreneurial ventures and serving the nation. They have made an inimitable mark for themselves and their alma mater, and MDI is proud of their achievements and success.

The MDI alumni network has members from all post graduate programs of MDI. With more than 700 members joining the group every year, the alumni network with more than 7000 members currently is growing stronger every year. Members are spread all over the country as well as in all other parts of the world. Their contributions have been acknowledged by organizations and institutions, as they have marched ahead creating value along the way. MDI values this community and its relationship with itself. To strengthen links and build long lasting relations with the alumni the Institute has an Alumni Office that is completely devoted to this cause. The office constitutes of a students’ Alumni Committee, a faculty chairperson and a faculty Coordinator, to provide a platform for meaningful interactions, dialogues, and relationship building.

To strengthen the bondage between alumni and MDI, the Alumni Relations Committee or the Alcom makes their best efforts through various innovative ideas & actions.

MDI’s Alumni Committee organizes an Annual Alumni Meet - “NAM” at MDI and also regional alumni meets, RAM in different metros in the country. Informal coffee meetings known as Guftagu are also planned in National and International locations. The Alumni contributes to the development of the student community through mentorship, career guidance, industry visits and guest lectures. Quarterly e-newsletter, called MDI Chronicles, is sent to alumni and it covers major events on campus, and celebrates the successes and distinguished achievements of our alumni in their respective fields. MDI is keen to further strengthen the bond with alumni through reunion meets, group interactions, and by involving alumni in various MDI activities.
Corporate & Marketing Communication

At MDI, the focal point of Corporate & Marketing Communication is to ensure that the institute stays connected with all the stakeholders, both internal as well as external, in order to create a positive and meaningful bond with them.

Prof. Vidhu Gaur
Coordinator - Corporate & Marketing Communication

In today’s highly competitive and information driven business environment, thoughtful, consistent and well-articulated communication has become critical to connecting people. In the contemporary world where organizations are growing flatter, the role of corporate and marketing communication has grown enormous. Only an effective and trustworthy communication can bring up an engaged individual, who is more focused and passionate.

The department of Corporate and Marketing Communication is dedicated not only to propagate brand MDI but also is responsible for inclusive approach with respect to bind all stakeholders by show casing and displaying their talents on different platforms.

The Corporate & Marketing Communications at MDI brings forth the Institute’s different aspects and their applicability in today’s business world. Through regular e-mails, media coverage of important events and individual achievements, digital signage at different places across the campus, we try to keep our internal audience involved and further their identification and purpose with the Institute. Similarly, we seek to establish rapport and build relationships with our external stakeholders through various mass media channels, like website posts, information brochure and advertisement.

Communication is an ongoing and ever evolving process. Keeping this in mind, the Corporate & Marketing Communications at MDI Gurgaon continually evolves by trying to create and foster more formal and informal channels of communication.

The committee headed by a faculty, consists of students from both the first and second year is dichotomized into four intertwined verticals — Admissions, Content, Design & Media. Through an extensive presence on traditional as well as online platforms, the committee has become a connecting vein between the alumni, existing students, and prospective candidates. The Corporate & Marketing Communication is thus the custodian of brand image, identity and culture of MDI.
<table>
<thead>
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<th>Name of The Programme</th>
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<th>Post-Graduate Programme in International Management (PGP-IM)</th>
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<td>DURATION</td>
<td>2 years</td>
<td>2 years</td>
<td>2 Years</td>
<td>15 Months</td>
</tr>
<tr>
<td>ELIGIBILITY EDUCATION</td>
<td>3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks</td>
<td>3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks</td>
<td>Masters or Bachelor's (4 years minimum) with at least 50% marks or equivalent CGPA.</td>
<td>3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE with minimum 50% marks</td>
</tr>
<tr>
<td>WORK EXPERIENCE</td>
<td>Suitable work experience desirable</td>
<td>Suitable work experience desirable</td>
<td>Minimum of 1 year (one-year) of work experience post-qualification (4-year’s Bachelor’s degree) on the last date of application.</td>
<td>Minimum 5 years of post-qualification executive work experience as on 31st December, 2018</td>
</tr>
<tr>
<td>ENTRANCE TEST/ DATE</td>
<td>CAT Date Sunday, November 25, 2018</td>
<td>CAT Date Sunday, November 25, 2018</td>
<td>CAT Date Sunday, November 25, 2018</td>
<td>CAT Date Sunday, November 25, 2018. GMAT – the GMAT score should have validity of 5 years with reference to closing date of round 1 &amp; round 2 respectively.</td>
</tr>
<tr>
<td>SELECTION PROCEDURES</td>
<td>CAT, Group Discussion, Interview, Written Analysis Test</td>
<td>CAT, Group Discussion, Interview, Written Analysis Test</td>
<td>CAT, Group Discussion, Interview, Written Analysis Test</td>
<td>CAT / GMAT, Personal Interview</td>
</tr>
<tr>
<td>COMMENCEMENT DATE/INTAKE</td>
<td>June 2019, 240 students</td>
<td>June 2019, 60 students</td>
<td>June 2019, 60 students</td>
<td>April 2019, 120 students</td>
</tr>
<tr>
<td>COST/ISSUE DATE OF PROSPECTUS</td>
<td>Rs. 3000/- (Incl. of 18% GST)</td>
<td>Rs. 3000/- (Incl. of 18% GST)</td>
<td>Rs. 3000/- (Incl. of 18% GST)</td>
<td>Rs. 3000/- (Incl. of 18% GST)</td>
</tr>
<tr>
<td>LAST DATE FOR ONLINE APPLICATION FORMS</td>
<td>- Friday, November 23, 2018, 17:00 Hrs</td>
<td>- Friday, November 23, 2018, 17:00 Hrs</td>
<td>- Friday, November 23, 2018, 17:00 Hrs</td>
<td>Tuesday, January 15, 2019 17:00 Hrs</td>
</tr>
<tr>
<td>Post Graduate Programme in Energy Management (PGP-EM)</td>
<td>Public Policy and Management Programme PGP-PPM</td>
<td>Post Graduate Diploma in Management (Executive Management programme)</td>
<td>Fellow Programme in Management (Full Time)</td>
<td>Executive Fellow Programme in Management</td>
</tr>
<tr>
<td>-----------------------------------------------------</td>
<td>-------------------------------------------------</td>
<td>-------------------------------------------------</td>
<td>------------------------------------------</td>
<td>------------------------------------------</td>
</tr>
<tr>
<td>15-Months</td>
<td>15-Months</td>
<td>3 years (Non-Residential)</td>
<td>3-4 Years</td>
<td>3-4 Years</td>
</tr>
<tr>
<td>3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE. with minimum 50% marks</td>
<td>Officers of All India Services, Central Services (organized, non-organized, technical and non-technical), faculty members of State Administrative Training Institutes and also officers of the State Civil Service (SCS)/ Non-State Civil Services (Non-SCS)</td>
<td>3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE. with minimum 50% marks</td>
<td>A Master's degree in any discipline with at least 60% marks or Five year integrated Masters Degree Programme in any discipline with at least 60% marks, obtained after completing higher secondary schooling (10+2)</td>
<td>A Master's degree in any discipline with at least 60% marks or Five year integrated Masters Degree Programme in any discipline with at least 60% marks, obtained after completing higher secondary schooling (10+2)</td>
</tr>
<tr>
<td>Minimum 5 Years of post qualification executive work experience as on 31st December, 2018</td>
<td>Suitable work experience desirable</td>
<td>Minimum 2 years of Post-qualification Executive work experience</td>
<td>Suitable work experience desirable</td>
<td>A minimum of 10 years of managerial work experience preferably at senior level is required</td>
</tr>
<tr>
<td>CAT Date Sunday, November 25, 2018. GMAT – the GMAT score should have validity of 5 years with reference to closing date of round 1 &amp; round 2 respectively.</td>
<td>April / May 2019 (Tentative)</td>
<td>MDI Test/ CAT/ GMAT</td>
<td>Candidates who have appeared/ are appearing CAT/ GMAT/ GRE/ UGC-JRF qualified</td>
<td>Candidates who have appeared/ are appearing CAT/ GMAT/ GRE/ UGC-JRF qualified</td>
</tr>
<tr>
<td>CAT/ GMAT &amp; Personal Interview</td>
<td>Nomination should be sent to MDI and DoPT/Application through proper channel. Academic and technical screening, personal interviews.</td>
<td>MDI Entrance Test/CAT/GMAT and Personal Interview</td>
<td>Candidates are required to apply through CAT/GMAT/ GRE/ UGC-JRF. score valid as on January 31, 2019. The shortlisted candidates will be called for the interview in April/May 2019 to MDI Campus, Gurgaon.</td>
<td>Candidates are required to apply through CAT/GMAT/ GRE/ UGC-JRF, score valid as on January 31, 2019. The shortlisted candidates will be called for the interview in April/May 2019 to MDI Campus, Gurgaon.</td>
</tr>
<tr>
<td>April, 2019 60 Students</td>
<td>April 2019 &amp; October 2019 (180 students)</td>
<td>July 2019 (20 students)</td>
<td>July 2019 (20 students)</td>
<td></td>
</tr>
<tr>
<td>Rs. 3000/- (Incl. of 18% GST) Friday, Sep 07 2018 – Friday, January 15 2019</td>
<td>Rs. 3000/- (Incl. of 18% GST) (Tuesday, December 04, 2018 to Friday, February 15, 2019 for April 2019 batch and from Tuesday, June 4, 2019 to Friday, August 23, 2019 for October 2019 batch.)</td>
<td>Rs. 3000/- (Incl. of 18% GST) Online registration will be open from Friday, Oct 05, 2019 to Friday, March 29, 2019</td>
<td>Rs. 3000/- (Incl. of 18% GST) Online registration will be open from Friday, Oct 05, 2019 to Friday, March 29, 2019</td>
<td></td>
</tr>
<tr>
<td>Tuesday, January 15, 2019</td>
<td>February 2019 (Tentative)</td>
<td></td>
<td></td>
<td>Friday, March 29, 2019</td>
</tr>
</tbody>
</table>
Accreditations

For NBA accreditation of programmes and validity period visit: https://mdi.ac.in/about-mdi/Accreditations.html