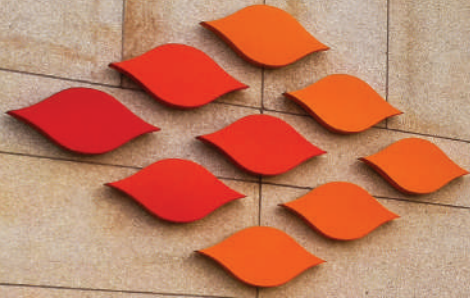




IIM

भारतीय प्रबंध संस्थान विशाखपट्टणम
Indian Institute of Management Visakhapatnam

T
TIMESPRO



विद्या परं दैवतम्

IIM

VISAKHAPATNAM

भारतीय प्रबंध संस्थान विशाखपट्टणम

ఇండియన్ ఇన్స్టిట్యూట్ ఆఫ్ మేనేజ్మెంట్ విశాఖపట్నం

Indian Institute of Management Visakhapatnam

Executive

Master of

Business Administration (EMBA)

for Working Professionals - Batch 02

2 years | Blended | ₹ 10,80,000

Business Management & Enterprises

Business management is the strategic helm steering a company to success. From resource allocation to decision-making, it transcends daily details, emphasizing communication and organisation. Successful managers, driven by empathy and conflict resolution, focus on personnel development, ensuring individuals reach their full potential. Guiding teams with a broad vision, business managers foster unity, set clear expectations, and navigate challenges to maintain stability and achieve growth

Modernised Management Approach



Tech-Driven Global Business Transformation:

Fast-paced tech progress reshapes operations in our connected world, demanding adaptable management



Rise of Knowledge Economy:

Smart ideas now matter more than hard labor.



Teamwork over Hierarchy:

Efficient teamwork replaces old-school hierarchy.



Adapting Workforce Dynamics:

Different people, different styles - adaptability is key.



Customer-Focused Business:

Focus on customers, shaping strategies accordingly.



Prioritising Employee Well-being:

Happy employees are crucial for sustained success.

Empowering Leaders: The Impact of Management Courses on Professional Growth

The role of a management course in enhancing leadership skills for working professionals cannot be overstated. This course provides a comprehensive platform for individuals to develop and refine their leadership qualities through a combination of knowledge acquisition, skill development, practical application, and peer learning.



Knowledge Foundation:

Build expertise in strategic planning, communication, and conflict resolution principles.



Self-Awareness and EI:

Enhance leadership through self-awareness, emotional intelligence, and personal growth.



Effective Communication:

Master active listening, articulation, and adaptable communication for dynamic leadership.



Decision-Making Mastery:

Develop critical thinking, decision-making, and problem-solving skills for effective leadership.



Conflict Resolution Excellence:

Foster harmonious teams with conflict resolution, motivation, and team management insights.



Adaptability and Change Leadership:

Navigate change, embrace adaptability, and lead teams through organisational transformations.



Strategic Visionary Leadership:

Cultivate visionary leadership with strategic thinking, goal setting, and team alignment.



Peer Learning and Networking:

Engage in peer learning, exchange ideas, and broaden leadership perspectives.



Experiential Learning Impact:

Apply theory through practical workshops, simulations, and real-world projects for confidence.



Continuous Learning Culture:

Commit to continuous improvement, staying updated on latest management trends.

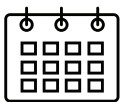
Programme Overview

The Executive Master of Business Administration (EMBA) for Working Professionals is a two-year degree granting course designed to help working professionals to broaden their perspectives and upskill themselves with key management skills while continuing to work. The programme offers excellent opportunity for the participants to become strategic thinkers, develop effective decision-making skills and unleash their leadership potential.

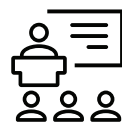
The program is rigorous and rich in relevant content that caters to the needs and demands of the ever-evolving business environment. In first year, the participants will get to enhance their knowledge in all functional management domains viz. Marketing, Economics, Finance & Accounting, Organisational Behaviour, Information Systems, Human Resources, Strategy, Production and Operations, and Entrepreneurship. In second year, participants will get to choose from a wide variety of elective courses based on their domains of interest along with core subjects like Project Management, Business Ethics and Law, and the culminating Capstone Project. Throughout the program, the participants will learn various frameworks, tools and techniques for developing their managerial skills -both analytical and behavioural. As a general management programme, the highlight of the EMBA offered by IIM Visakhapatnam is the application-oriented design of the curriculum with a good blend of fundamental management knowledge with integrative learning across domains.

The graduates of this programme would be competent and confident to effectively contribute to their organizations' growth and success.

Programme Highlights



Contextually designed two-year programme for working professionals



Focus on real business use cases



Two in-campus immersion modules of five days each



Peer-learning and networking opportunities



IIM Visakhapatnam Alumni status



740 hours of interactive learning

Learning Outcomes



Understand contemporary business administration practices



Understand the functions and responsibilities of various management disciplines and apply them in practice



Learn how to use data for better decision-making



Develop analytical abilities to face business challenges



Imbibe business ethics, business etiquette, and good communication skills

Programme Curriculum

First year

Term I (12 Credits)

- Core-1- Business Statistics using Spreadsheet
- Core-2- Managerial Economics
- Core-3- Financial Accounting
- Core-4- Organisational Behaviour
- Core-5- Managerial Communications
- Core-6- IT Tools for Managers

Term II (12 Credits)

- Core-1- Optimisation Techniques for Business
- Core-2- Human Resource Management
- Core-3- Marketing Management
- Core-4- Macro Economics and Policy
- Core-5- Cost Accounting
- Core-6- Operations Management

Term III (12 Credits)

- Core-1- Marketing and Business Research
- Core-2- Business Analytics
- Core-3- Financial Management
- Core-4- Competition and Strategy
- Core-5- Entrepreneurship
- Core-6- Management of Information Systems

Second Year

In year two, participants can choose from a bouquet of elective courses. Terms IV, V, and VI will also have one mandatory core course in Project Management, Business Ethics and Law, and a Capstone project respectively.

Term IV (12 credits)

1 Core (Project Management) + 5 Electives*

Term V (12 credits)

1 Core (Business Ethics and Law) + 5 Electives*

Term VI (14 credits)

Capstone project (4 credits) + 5 Electives*

Finance and Accounting (Indicative Electives)

COURSE TITLE

- Corporate Valuation
- Financial Analytics and Trading Strategies
- Financial Statement Analysis
- Fixed Income Securities
- Investment Banking
- Investments
- Financial Derivatives and Risk Management

Economics (Indicative Electives)

COURSE TITLE

- International Economics
- Introductory Game Theory for Managers
- Environmental Economics and Sustainable Development

Decision Sciences (Indicative Electives)

COURSE TITLE

- Data Science for Business Decisions
- Risk and Reliability Analytics
- Business Data Mining and Decision Models
- Applications of AI and ML in Business
- Benchmarking Techniques
- Advanced Analytics
- Text Mining and Social Media Analytics
- Game Theory and Mechanism Design

Marketing (Indicative Electives)

COURSE TITLE

- Consumer Behaviour
- Sales and Distribution Management
- Product and Brand Management
- Integrated Marketing Communication
- Strategic Marketing
- Digital Marketing
- Business to Business Marketing
- Marketing Analytics

Organisational Behaviour and Human Resource Management (Indicative Electives)

COURSE TITLE

- Emotional Intelligence and Leadership
- Managerial Competencies and Employee Development
- People Analytics
- Conflict and Negotiation
- Organisation Development and Change Management

Production and Operations Management (Indicative Electives)

COURSE TITLE

- Smart Business Logistics
- Service Operations Management
- Design Thinking
- Operations Strategy
- Risk in Project

Communication (Indicative Electives)

COURSE TITLE

- Corporate Communication Through Social Media
- Cross-cultural Communication
- Making and Delivering Effective Business Presentations
- Essentials of Written Communication
- Strategic Communication for Leaders

Information Systems (Indicative Electives)

COURSE TITLE

- Principles and Management of Information Security
- Digital Product Management
- Succeeding with Digital Products
- Leading Digital Transformations
- Design and Management of Digital Platforms
- Law and Ethics of Digital Technologies
- Blockchains in Business
- Business Intelligence, Social Media, and Cognitive Analytics
- Emerging Technologies for Managers

Entrepreneurship (Indicative Electives)

COURSE TITLE

- Business Model Analysis
- Entrepreneurial and Strategic Leadership
- Expanding Social Entrepreneurship Business
- Intrapreneurship and New Venture Creation
- Strategies in Emerging Markets
- Entrepreneurship and Marketing Strategies
- Family Business Entrepreneurship and Leadership to Transcend
- Innovation and Entrepreneurship

Strategy (Indicative Electives)

COURSE TITLE

- Industry and Competitor Analysis
- International Business
- Innovation and New Product Development
- Corporate Governance
- Building Resilient Organisations

Pedagogy

The teaching approach will be highly interactive, taking advantage of the technological benefits. The pedagogy followed for the programme will be a judicious blend of lectures, real-life case studies, quizzes, and assignments. TimesPro, as the learning partner, shall ensure uninterrupted technical support in conducting online classes, attendance, quizzes, etc.

Programme Delivery

Sessions will be conducted via a state-of-the-art Interactive Learning (IL) platform and delivered in Direct-to-Device (D2D) mode that can be accessed by learners on their desktop, laptop, tablet, or smartphone.

Duration

Two years (740 hours)

1st Year – 360 hours

2nd Year – 380 hours

Schedule

Weekend sessions
(Saturday & Sunday, except
on public holidays)

Saturday:
09:00 a.m. to 05:00 p.m.

Sunday:
09:00 a.m. to 03:30 p.m.

Campus Immersion

There will be TWO in-campus modules of five days each at IIM Visakhapatnam.

First Campus Immersion Date: May 2024

Second Campus Immersion Date: To be communicated later

The in-campus modules are subject to the conditions that prevail at that point of time. These conditions pertain to the pandemic or other unavoidable reasons. In case the in-campus module is not confirmed due to COVID-19 situation, the same will be included in the total number of online sessions.



Eligibility Criteria

- The programme is open to Indian nationals residing in India only.
- The candidate must hold a bachelor's degree, with at least 50% marks or equivalent CGPA [45% in the case of candidates belonging to NC-OBC and EWS categories, and 40% in the case of candidates belonging to the Scheduled Caste (SC), Scheduled Tribe (ST), and Persons with Disability (PwD) categories], awarded by any University or educational institution as incorporated by an Act of Parliament or State Legislature in India or declared to be deemed as a University under Section 3 of the UGC Act, 1956, or possess an equivalent qualification recognised by the Ministry of HRD, Government of India.
- The bachelor's degree obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or its equivalent.
- The applicant must have a minimum of three years of full-time work experience as on the closing date of the respective application window at an officer/executive level or higher, as a professional, or as an entrepreneur.
- Part time work experience, clerical (non-officer/non-executive) experience and apprenticeship will not be considered as eligible work experience.
- There is no age limit for application to the programme.
- Reservation policy as applicable to Central Educational Institutions (CEIs) will be followed for admission to the Executive Master of Business Administration (EMBA) for Working Professionals.

Reservation rules will be followed in accordance with the law. The minimum eligibility criteria as applicable to different categories is indicated below:

Category	Bachelor's Degree (Min Aggregate Marks)
General	50%
NC-OBC	45%
EWS	45%
SC	40%
ST	40%
PwD	40%

Who Should Attend?

Experienced professionals from varied backgrounds like IT, Human Resources, Marketing, Banking, Financial Services, Manufacturing, and other domains aspiring to upgrade their knowledge and skills in management to better their organisational performance.

Admission Criteria

- Admission to the programme is based on a composite score of performance in the EMAT and Personal Interview (both conducted in online mode). The final composite score will be created based on 47.5% weight to EMAT score, 47.5% weight to PI and 5% will be awarded to Female and Transgender applicants for institute's commitment towards Gender diversity.
- *Candidates who may have appeared for CAT/GRE/GMAT and have valid test core can be exempted from appearing in EMAT
- Final admission to the programme will be based on the criteria, cut-offs (if any) and the process as approved by the Admissions committee of IIM Visakhapatnam.
- Refer to the details regarding selection and admission process indicated on the Institute's website.

Attendance Criteria

The participants of EMBA programme should maintain a minimum of 75% attendance in each course. If the attendance falls below 75% in a course, s/he will be given one (1.00) grade point drop for that course. If attendance falls below 50%, s/he will be given a 'U' grade with GPA of 0.00 in that course.



Assessment & Evaluation

- Multiple mechanisms are involved for evaluation. The mix of evaluation elements would vary from course to course as decided by the course faculty. Each course would have an end term examination apart from Quizzes, Projects, Assignments, Class Participation, etc.
- All end-term examinations would be conducted at the TimesPro centers only. All necessary resources and conduct of the examinations shall be done by M/s TimesPro.



Disclaimer: All certificate images are for illustrative purposes only and may be subject to change at the discretion of IIM Visakhapatnam.

Degree & Alumni Status

- Participants who successfully meet the evaluation criteria and satisfy the requisite attendance criteria, will be awarded a 'Degree'.
- Successful participants will also be accorded IIM Visakhapatnam Alumni status.

Programme Chairperson



Prof. Happy Paul

Dr. Happy Paul is an Associate Professor in the area of Organisational Behaviour and Human Resource at the Indian Institute of Management Visakhapatnam. He earned his Ph.D. in Organisational Behaviour from IIT Roorkee with a focus on constructs of positive psychology. He is in academics for over a decade now and has active interest in understanding personalities, group dynamics, leadership competencies, employees' attitudes, and behaviors. His work has been published in reputed national and international journals.

Before joining IIM Visakhapatnam, Prof. Paul was associated with T. A. Pai Management Institute (TAPMI) Manipal as an Associate Professor and Associate Dean (Academics). During that tenure, he was the Programme Chairperson for PGDM-HRM programme and played instrumental role in shaping and strengthening the programme in its initial years. Additionally, he also served as the Chairperson for Leadership Assessment and Development Centre. Previously, he has also worked with IIM Jammu and Graphic Era Deemed University and held multiple positions of responsibility.

He is actively involved in executive education and has designed and delivered over 100 hours of Leadership Development training to the working professionals of companies like Indian Oil Corporation Ltd., Mangalore Refinery and Petrochemicals Ltd., Rotary Club, Erstwhile Syndicate Bank, and Canara Bank.

Programme Fee

Particulars	Amount (₹)
Application Fee	2,950
Total Fee (Exclusive of Application Fee)	10,80,000



Instalment Schedule

Instalment	Programme Fee collection Schedule from Participants	Amount (₹)
I	May 2024 (or as per the date indicated in the offer letter)	1,80,000
II	10 th August, 2024	1,80,000
III	10 th November, 2024	1,80,000
IV	10 th March, 2025	1,80,000
V	10 th July, 2025	1,80,000
VI	10 th October, 2025	1,80,000

Programme Timelines

Last Date to Applu	Refer to Website
Programme Start Date	26 th May, 2024 (Sunday, with Campus Immersion)
Programme End Date	April 2026

APPLY NOW 



The **Indian Institute of Management Visakhapatnam (IIMV)** is a new generation IIM, set up by the Government of India in September 2015. The Institute is nestled in a world-class GRIHA 5-star rating campus spread over 241 acres of land on the suburbs of the 'City of Destiny', Visakhapatnam, Andhra Pradesh. The Institute aims to have a net-zero status in energy, water and carbon footprint.

Composed of distinguished alumni of IIMs, IITs, and other premier institutions of India and abroad, the faculty at the IIM Visakhapatnam has impressive academic and research credentials. This cohort is complemented by visiting faculty and experts from the industry.

The Institute is constantly expanding its activity profile in scale and scope, offering distinctive academic and research programmes to meet the current and emerging opportunities in the industry and the government. Reinforcing its credibility as a knowledge-driven entity, the Institute aims to rank among the top 20 business schools of the country, in the next five years.

The Institute looks forward to attaining standards of global excellence as enshrined in the IIM Act 2017, through its high-quality academic, research, consulting, and capacity building initiatives, winning and sustaining in the process, the trust and confidence of all stakeholders.

Visakhapatnam is a picturesque port-city on the east coast of India ranked amongst the cleanest cosmopolitan cities in the country. A popular tourist destination bounded by a beautiful beach on one side and a majestic mountain-range on the other, the vibrant city is well known for its heritage and hospitality; culture and cuisine; tradition and talent; trade and technology; innovation and industry; entrepreneurship and enterprise. Visakhapatnam is a base to several large, medium, and small companies (public and private) in the core sectors like Energy, Financial Services, Infrastructure, IT, Pharmaceutical and more, as well as the headquarters of Eastern Naval Command of the Indian Navy.

- *All information in this document is pertinent to the EMBA program admission cycle (2024-25) alone and therefore no inference can be made from this document about the admissions process that will be used for future admission cycles at IIM Visakhapatnam.*
- *IIM Visakhapatnam reserves the right to change, modify or supplement any portion of this EMBA brochure as it may deem appropriate. If done so, the revised version will be made available on the Institute's website.*
- *Any dispute concerning this document would be subject to the jurisdiction of the competent courts within the territorial jurisdiction of the city of Visakhapatnam only.*

विद्या परं दैवतम्

National & International Rankings





TimesPro, the award-winning EdTech initiative of The Times Of India Group, was established in 2013 to cater to the diverse learning needs of Indians with aspirations of career growth.

Taking the rich legacy of trust, knowledge, and learning of The Times Of India Group forward, TimesPro strives to embody the values of Education 4.0 – learner-centric, industry-relevant, role-specific, and technology-enabled – in its executive education programmes.

Ranging across industries and domains, these programmes are curated and offered in collaboration with premier national and global educational institutions to fulfil the aspirations of millions of professionals by equipping them with the right knowledge and skills.



TimesPro, 18th Floor, G-02 Wing,
Lotus Corporate Park, Off Western Express Highway,
Jogeshwari (E), Mumbai – 400 063, India.

1800-120-2020

admissions@timespro.com

www.timespro.com

