



# Executive MBA Winter Intake

2 years | Live+Online | ₹ 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, prioritising effective communication and strong organisational skills. 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.

## Tech-Driven Global Business Transformation:

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



## Teamwork over Hierarchy:

Efficient teamwork replaces old-school hierarchy.



## Customer-Focused Business:

Focus on customers, shaping strategies accordingly.



## Rise of Knowledge Economy:

Smart ideas now matter more than hard labour.



## Adapting Workforce Dynamics:

Different people, different styles - adaptability is key.



## Prioritising Employee Well-being:

Happy employees are crucial for sustained success.



# Modernised Management Approach

# The Impact of Management programmes 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.



# Why pursue our **Executive MBA programme?**

The Executive Master of Business Administration (EMBA) at IIM Visakhapatnam is a transformative two-year programme designed for experienced professionals across sectors like IT, HR, Marketing, Banking, Financial Services, and Manufacturing. This programme broadens participants' perspectives, enhances management skills, and amplifies leadership potential while they continue working.

In the first year, participants gain knowledge in key management domains like Marketing, Economics, Finance & Accounting, Organisational Behaviour, Information Systems, Human Resources, Strategy, Production and Operations, and Entrepreneurship. The second year offers specialised electives and core subjects like Project Management, Business Ethics and Law, and a Capstone Project.

The EMBA emphasises practical application, using frameworks, tools, and techniques to develop both analytical and behavioural managerial skills. Its unique blend of fundamental management principles with integrative, cross-domain learning ensures a comprehensive education. Graduates emerge as strategic thinkers and adept decision-makers, ready to drive organisational growth and success.

## Key Highlights



Contextually designed  
**two-year programme**  
for working professionals



Focus on **real business  
use cases**



**Two in-campus** modules  
of **five days each**



Collaborative **networking**  
with industry professionals



IIM Visakhapatnam  
**Alumni status**



**740 hours** of interactive  
learning

# Learning Outcomes



Master contemporary business administration practices for effective navigation and leadership in modern environments



Understand and apply the functions and responsibilities of various management disciplines



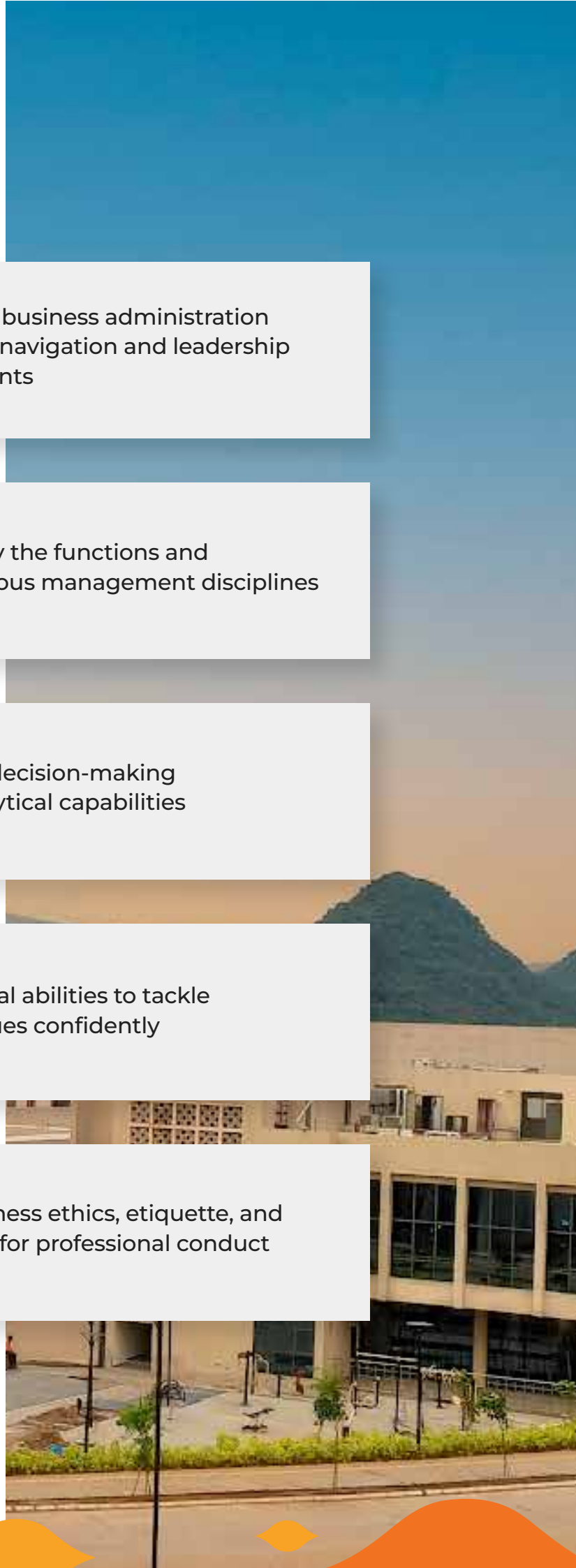
Develop data-driven decision-making skills to enhance analytical capabilities



Foster strong analytical abilities to tackle complex business issues confidently



Imbibe essential business ethics, etiquette, and communication skills for professional conduct



# Contemporary 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 and Business Growth
- 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\*





# Contemporary Curriculum

## **Finance & Accounting** (Indicative Electives)

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

## **Economics** (Indicative Electives)

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

## **Decision Sciences** (Indicative Electives)

- 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)

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







# Contemporary Curriculum

## **Organisational Behaviour & Human Resource Management**

(Indicative Electives)

- 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)

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

## **Communication**

(Indicative Electives)

- 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)

- 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





# Contemporary Curriculum

## **Entrepreneurship** (Indicative Electives)

- 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)

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



## Pedagogy & Delivery

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.

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.

## Campus Immersion

There will be TWO in-campus modules of five days each at IIM Visakhapatnam where you will get the opportunity to extensively network, jam, learn & connect with your peers.

**First Campus Immersion Date: April 2025**

**Second Campus Immersion Date: To be communicated later**



## Duration & Schedule

Two years (740 hours)  
1<sup>st</sup> Year – 360 hours  
2<sup>nd</sup> Year – 380 hours

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

**Saturday**  
09:00 AM to 05:00 PM  
**Sunday**  
09:00 AM to 03:30 PM



# 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 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 equivalent.
- The applicant must have a minimum of three years of full-time work experience 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 MBA.

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%



# 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 Times Procenter only. All necessary resources and conduct of the examinations shall be done by M/s TimesPro.



# 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.

## A Glance at our **Past Learners**

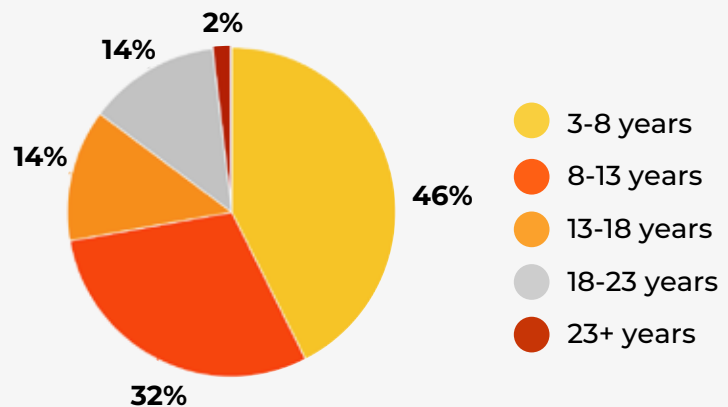
### Industries

IT  
Banking  
Manufacturing  
PSUs  
Real Estate  
Marketing  
EdTech  
Healthcare  
Telecommunications  
& more...

### Gender Diversity

Male  81%  
Female  19%

### Work Experience



## Our **Alumni Work At**

HSBC 

amazon

Deloitte.

zomato

MARUTI  SUZUKI

 Microsoft

Flipkart 

MasterCard

 LARSEN & TOUBRO

 Mercedes-Benz

NIKE

 AXIS BANK

& more

# The Coveted IIM V credentials



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

**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 behaviour. 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.



**Prof. Happy Paul**



# Here's what our Alumni think



Embarking on an MBA journey was a long-standing plan that never materialized due to several constraints. Opting IIM Visakhapatnam for the EMBA course was undeniably the best decision after two decades in the professional arena. Returning to school brought me not just knowledge but an incredible environment filled with fantastic faculty and relentlessly supportive batchmates. At IIMV, it's not about receiving a degree; it's about earning it through a challenging yet immensely gratifying experience. The program's rigour pushes you to the limits, but the sense of achievement at the end of each day transforms into a newfound confidence. It equips you to tackle the extremes of the corporate landscape.

**Anirban Dutta**

Product Owner, Mastercard (EMBA 2023-25)



Having a work experience of 21 years, I feel the Executive MBA program at IIM V is skilfully designed to not only refine your abilities but also push you to question conventional wisdom. Through ongoing assessments and challenging assignments, it fosters a deep understanding of specialized subjects, cultivating an analytical mindset that empowers you to make both creative and rational business decisions. All fellow students are accomplished professionals, enriching the classroom with diverse expertise and insights. The first on-campus immersion was incredibly effective for learning and fostering connections with classmates, engaging with industry leaders through guest talks during our stay at campus was wonder full experience.

**Guruprasad K**

Software Principal Technical Expert, Schneider Electric India Pvt. Ltd.,  
EMBA (2023-25),



EMBA course at IIM-V is a fantastic course designed for professionals. It is well structured program with a good balance of Marketing, HR, IT, Decision sciences, Economics and practical insights on implementing this knowledge in work life to improve leadership skills. The faculty at IIM-V are extremely knowledgeable. The flexibility of class schedule and quality of program made me choose this course. The Course material and books are very relevant to current trend. The campus immersion days were most memorable. It was a very well-planned comfortable stay at the beautiful campus of IIM-V and great food. The interactions with fellow students from a wide variety of industries and experience added much value and created a good network. The entire program is well designed and adds great value to my long-term career aspirations

**Seema Shah**

Senior Vice President Axis Bank Limited



# Here's what our Alumni think



Enrolling in IIMV EMBA program has proved pivotal. The program seamlessly blends academic rigor with real-world applicability - like securing a backstage pass to the business world's premier event. The faculty's expertise and personalized mentorship has been helpful in enriching my strategic thinking, while the diverse cohort facilitated invaluable networking opportunities. The contemporary curriculum, complemented with global experiences, helps prepare me for the intricate demands of executive leadership. Proudly, the EMBA at IIMV is not only elevating my professional trajectory but arming me with a unique skill set for navigating today's dynamic challenges.

**Shivani Pillai**

Product Designer (Gen AI) Microsoft Corporation

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Doing a MBA degree from a Premier Institute like IIM was always a dream. So when I joined this course after having 14+ industry experience, I was very excited. The journey started with the first campus immersion at IIMV, a beautiful permanent campus where I got the opportunity to meet with the nice experienced cohort from different industries and also with the experienced faculty members of IIMV. The course content was designed very nicely with the case studies, simulation, presentation etc. which enhanced the strategic critical thinking skills of the working professionals like me. The simulation game on different electives provided me with an opportunity to experience the different real-life situations. It's a learning journey.

**Siddhartha Bhunia**

Technical Specialist, Embitel Technologies India Pvt Ltd

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My experience with the EMBA program at IIM Visakhapatnam, in partnership with TimesPro, has been outstanding. The program combines important concepts with practical skills through case studies, group assignments, and real-world projects, making it highly relevant for today's business world. The professors are experienced professionals and respected academicians who provide valuable insights and real-world knowledge. TimesPro has enhanced this journey with excellent resources, an easy-to-use LMS platform, and exceptional support for online classes. This program has broadened my perspective, improved my strategic thinking, and equipped me with the skills to handle complex business challenges

**Venkata Pradeep Korupolu**

Senior Manager, Delivery, Value Momentum Software Services Pvt Ltd

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# Here's what our Alumni think



I find the overall program of EMBA offered by IIM V very useful for working professionals. Now I feel that I should have done it a long time back but "Better Late Than Never". Professors set the right expectations at the beginning of the program and then deliver it accordingly. The best part of the program is case studies which offer deeper insights into the subject matter and also invoke lot of discussion. Timely quizzes, assignments, group projects and end terms exams helps you to gauge your progress and improves understanding of the subject. Overall program can be very demanding at times as we need to maintain the right balance between our professional commitments and program's deadlines but I am sure it will make us a better person.

**Narayan Reddy**

Operations Manager, Trafigura Pte Ltd



Happy to be learning via the Timespro. Online classes function smoothly with the state-of-the-art attendance capturing system that aids in the smooth academic run. Quizzes run on time with the proper guidelines and calendar notification for the students to aid in their planning.

The servers are highly available when the students need to revisit the recordings of the classes. Timespro staff has been really helpful and available 24x7 to solve the problems on priority making the learning easy. Thanks to Timespro and team,

**Balakrishnan**

Staff Software Engineer, Disney+ Hotstar



Executive Programs are sort of refreshers that will take you back to your college days and bring some intensity in the learning process that someone misses in a professional life . It gives a general perspective to the changing competitive scenario and keeps you relevant for your engaging career plans . It also enables you to think as an entrepreneur on the risk part and allows you to reinvent yourself . Despite being in Sales and Marketing for so many years it helped me to shift to a new role of supply chain just 6 months back . Lastly learning through IIM and it's great faculty is a boon indeed

**Manoranjan Beura**

General manager supply chain management, vesuvius india limited



# 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	27 <sup>th</sup> September, 2024 (or as per the date indicated in the offer letter)	1,80,000
II	10 <sup>th</sup> March, 2025	1,80,000
III	10 <sup>th</sup> June, 2025	1,80,000
IV	10 <sup>th</sup> October, 2025	1,80,000
V	10 <sup>th</sup> January, 2026	1,80,000
VI	10 <sup>th</sup> April, 2026	1,80,000

## Programme Timelines

Last Date to Apply	Refer to Website
Programme Start Date	15 <sup>th</sup> December, 2024 (Sunday, with Campus Immersion)
Programme End Date	December 2026

**APPLY NOW**





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# IIM

भारतीय प्रबंध संस्थान विशाखपट्टणम

Indian Institute of Management Visakhapatnam



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.



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National & International Rankings



**29<sup>th</sup>**  
in NIRF Rankings  
2023 (Management)

**29<sup>th</sup>**  
in IIRF Rankings  
2023

**28<sup>th</sup>**  
in Outlook I-CARE  
Rankings 2022

# Celebrating Key Milestones

## **IIMV Permanent Campus Inauguration - 20.02.2024**

The honourable Prime Minister, Shri Narendra Modi, virtually inaugurated the picturesque permanent campus of the Indian Institute of Management, Visakhapatnam (IIMV) on 20th February 2024 (Tuesday).

## **New Library Building @ IIM Visakhapatnam**

The new library building at IIM Visakhapatnam was inaugurated on 4th July 2024.





Established in 2013, TimesPro is a leading Higher EdTech platform dedicated to advancing the career prospects of driven learners by equipping them with essential skills for success in a competitive environment. TimesPro's programmes are thoughtfully designed to align with rapidly evolving industry demands and integrate cutting-edge technology, making them both accessible and affordable.

In partnership with top-tier institutions like the IIMs and IITs, TimesPro delivers executive education initiatives. TimesPro offers a wide range of educational programmes across various industries and age groups, including certificate, diploma, and degree programmes primarily in management and technology. These programs are a blend of esteemed academic content and real-world industry expertise, which significantly enhance the career trajectories of participants.

Additionally, TimesPro collaborates with leading organizations across multiple sectors in India to provide upskilling and reskilling solutions, thus boosting employability and building a robust workforce. As an initiative of The Times Group, TimesPro is committed to redefining higher education through innovative use of technology, setting new standards in the educational landscape.

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

**1800-120-2020  
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www.timespro.com**