

Master of Business Administration (MBA)

(for Working Executives)

A two year classroom programme
at IIMK Kochi Campus



Indian Institute of
Management Kozhikode
Kochi Campus

Globalizing Indian Thought



THE INSTITUTE

Indian Institute of Management Kozhikode is the fifth IIM in the country and was established by the Ministry of Human Resources Development, Govt. of India in association with the Govt. of Kerala in 1996.

VISION

To create a unique academic space of global reckoning nurturing the finest management thinking, creating innovative, futuristic, socially responsible and environmentally sensitive practitioners, leaders and educators.

MISSION

The institute seeks to inculcate a spirit of lifelong learning and aspires to strengthen the capabilities of its participants by integrating concepts with applications and values. It would strive to contribute towards the development of communities of dependable, capable, caring and fair-minded people.



Academic Activities

- Research and dissemination through seminars, conferences and publications.
- Fellow Programme in Management (FPM) – equivalent to doctoral programme in Management, currently a PhD.
- The PhD in Management (Practice Track) – a rigorous, inter-disciplinary, cutting-edge research programme that integrates business and industry experience with academia.
- Master of Business Administration (MBA) in Management – two year fulltime residential programme in Management.
- Post Graduate Programme in Business Leadership (PGP-BL), a one-year residential programme for young graduates with relevant work experience.
- Master of Business Administration (for Working Executives), a non-residential two year programme for working executives, on a face-to-face class room mode at IIMK Kochi Campus.
- Master of Business Administration (for Working Professionals), a non-residential two year Post Graduate Programme for working executives, through technology enabled platform.
- Executive Certificate Programme in Management in functional modules, a non-residential one year module in any of the functional areas of Management through technology enabled platform.
- Management Development Programme (MDP) / (eMDP) – short term residential and non-residential programme in advanced management topics for middle and senior level managers.
- Faculty Development Programme (FDP) – short term programme for management teachers.

IIMK KOCHI CAMPUS

IIMK Kochi Campus is envisaged as a platform for the institute to focus on imparting executive education and enabling academic collaboration with the industry (including research and consultancy). The Campus is presently housed in a state of the art facility at Athulya Complex, Infopark, Kakkanad. Currently the campus offers long duration career programs and short duration courses for working executives.

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The programme at Kochi Campus is offered as a two year non-residential face-to-face programme for working executives aspiring to advance their career or entrepreneurs looking for business progression or to acquire a formal qualification in management. The participants can choose between two cohort options to attend, the week-day batch or the week-end batch.

The Programme is internationally accredited by 'Association of MBAs' (AMBA), an international nonprofit body that benchmarks, evaluates and accredits education programme with an objective of improving and standardizing quality and delivery of MBA programme around the World.

Management Development Programme

Management development programme at the Kochi campus are offered on a variety of subjects and topics. The duration for these programme varies from three-days to three months. These programme involve faculty from different areas engaging the participants across a range of domains or practice areas.

There are two kinds of MDP programme; 1) Open programme where individual participants or corporate nominees could participate 2) Customized programme for those from a particular firm or a business group so as to meet their specific requirements.



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A programme for

- Working executives employed at the middle and senior level aspiring to improve their career prospects by developing management skills and leadership perspectives.
- Entrepreneurs looking to upgrade and augment their business acumen.
- For large corporations (public sector and multinational firms) who wish to nominate their employees.

Cohorts

The participants can choose either of the cohorts to attend classes held at Kochi Campus

Evening Batch	Week-end Batch
Monday, Tuesday, Thursday & Friday Time: 7:00 PM to 9:45 PM	Saturday: 4:00 PM to 9:45 PM Sunday: 9:00 AM to 3:30 PM

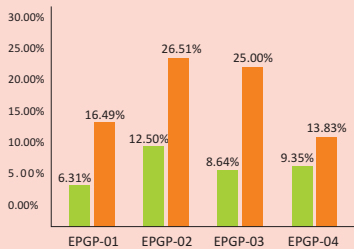
Programme Highlights

- **Internationally recognized MBA programme:** Global recognition through 'Association of MBAs' (AMBA).
- **Convenient Format and Timing:** Classes are conveniently held over weekends or evenings, enabling senior executives to pursue an MBA without leaving their jobs.
- **Alumni Status of IIM Kozhikode:** The participants will qualify to be part of a lifelong professional network of the prestigious IIMK Alumni community.
- **General Management Focus:** An MBA curriculum designed to suit the needs of experienced executives with technical, functional expertise aiming for senior management positions.
- **Specializations of Choice:** Specializations are offered during the second year from which participants can choose electives in their area of interest.
- **Innovative Pedagogy by IIMK Faculty:** Application of case studies, simulations, workshop approach and activity based learning that helps inculcate complex decision making skills through IIM Kozhikode's Faculty influence.
- **Experienced and diverse Participant Group:** Senior executives from diverse functions and entrepreneurs across industries provide a rich peer-learning experience.
- **IIMK-LIVE Business Incubator:** Enables entrepreneurship progression for new enterprises through LIVE; <https://www.iimklive.org>

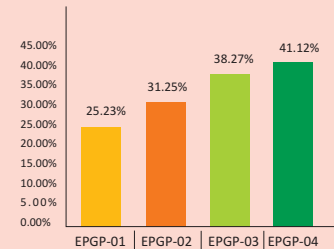
The programme earlier known as the Executive Post Graduate programme in Management (EPGP) has become a MBA degree post the IIM Bill 2017.



- Exp 3 to 6 - 40%
- Exp 6 to 10 - 24%
- Exp 10 to 15 - 23%
- Exp 15 to 20 - 9%
- Exp 20 Plus - 4%



Entrepreneurs - Pre & Post EPGP



Work Experience of more than 10 Yrs

COURSE STRUCTURE

Total duration of the programme will be 700 to 740 hours. The first year will cover 380 hours and the second year will cover not more than 360 hours.

Curriculum	Credits	Hours
First Year - Core Courses*	38	380
Quarter I	9	90
1 Quantitative Techniques	2	20
2 Managerial Economics	1.5	15
3 Organizational Behavior - I	1.5	15
4 Managerial Communications	2	20
5 Financial Accounting	2	20
Quarter II	10	100
1 Operations Research	2	20
2 Business Law	1	10
3 Economic Environment	2	20
4 Business Computing	1.5	15
4 Financial Management - I	2	20
5 Organizational Behavior - II	1.5	15
Quarter III	10	100
1 Marketing Management	3	30
2 Operations Management	2	20
3 Strategic Management	2	20
4 Financial Management - II	1.5	15
5 Digital Business Models	1.5	15
Quarter IV	9	90
1 Marketing Research	2	20
2 Quality Management	2	20
3 Cost & Management Accounting	1.5	15
4 Environmental Governance & Sustainability	1.5	15
5 Human Resources Management	2	20
Second Year - Compulsory Courses*	9	90
Quarter V		
Leadership and Corporate Accountability	2	20
Quarter VI		
International Business	2	20
Quarter VII		
Business Plan Project	3	30
Quarter VIII		
Capstone Simulation	2	20
Second Year - Electives*	24 to 28	240 - 280
QuarterV to VIII		
To choose a minimum of 3 OR a maximum of 4 electives in each quarter	24 to 28	240 - 280

* Each credit represents 10 hours of classroom instruction.

ELECTIVES*

Project Management
 Advanced Corporate Finance
 Analytical Models of Strategic Planning
 Business Decision Making Through Research & Data
 Business Process Reengineering
 Competitive Strategy: Game of Poker
 Consumer Behavior
 Corporate Governance
 Corporate Valuation
 Creativity and Innovation by Design
 Customer Analytics
 Customer Relationship Management
 Design Thinking
 Discovering Self
 Economics of Strategy
 Entrepreneurial Finance
 Entrepreneurship and New Ventures
 Exploring Agribusiness
 Financial Risk Measurement and Management
 Financial Statement Analysis
 Globalization and Culture
 Integrated Marketing Communications
 Internet Marketing
 Lean Systems
 Six Sigma
 Advanced Operations Research
 Managing Business Markets
 Managing Change and Transformation
 Marketing of Services
 New Product Development & Marketing of Innovation
 Modelling with Economic Data
 Mergers Acquisitions and Strategic Alliances
 Operations Strategy
 Predictive Analytics
 Product Innovation & Development
 Product Policy and Brand Management
 Project Finance
 Public Policy Analysis: Frameworks and Applications
 Public Speaking for Managers
 Retail Management
 Sales and Distribution Management
 Security Analysis and Portfolio Management
 Service Operations Management
 Social Media Analytics
 Strategic Business & Risk Analysis
 Strategic Financial Management
 Strategic Marketing
 Strategy Implementation
 Supply Chain Management
 Sustainability and Social Entrepreneurship
 Management of Financial Institutions
 Information Security and Privacy

* The list of electives to be offered will be announced before the completion of the first year.

Award of Diploma

Participants will be awarded the "Master of Business Administration" degree by the Indian Institute of Management Kozhikode.



PROGRAMME DIFFERENTIATORS

Capstone Simulation

A highly realistic game suit that force participant's to apply inter-disciplinary skills and competitiveness through a simulated set of variables, competitors, products or selling across regions.

Business Plan Proposal Project

A comprehensive project that enables participants to assimilate the learning by translating a business idea into a complete full-fledged business proposal.

In-Campus Modules

In-Campus modules are conducted at IIM Kozhikode Campus where they have full day sessions.

MOODLE Learning Management Portal

Participants can access from anywhere, at any time to learn, submit assignments or take quizzes through the portal.

The Pedagogy

A blend of experiential and participatory models deployed enables continuous evaluation of participants in each course. Varying assessment modes like assignments, quizzes, class participation, project work, end-term examination are used. The faculty also use role-plays, short videos, case studies, small group presentations and simulations at varying degrees. 75% attendance is mandatory for each of the courses offered.

Facilities @ IIMK Kochi Campus

The Campus

IIMK Kochi Campus is a state-of-the-art and elegant space inside Infopark, an IT Special Economic Zone away from the hustle and bustle of the city. Participants often utilize the campus space for study, group assignments & projects and exam preparations away from work and home environment.

The Classrooms

The campus has state of the art classrooms with modern teaching aids like computers, multimedia projectors, motorized screens, OHPs, wireless presenters and advanced integrated audio-visual facilities. There is videoconferencing facility in the classrooms that could connect with three centers outside at the same time. Every seat in the classroom is connected to the internet through LAN to run online simulations and the whole campus is Wi-Fi enabled.

The Library

The campus has a spacious and well laid out library stocked with, text books, reference books and business dailies. It is connected to the main Campus at Kozhikode via a dedicated leased data link to enable access e-library resources of the main Campus at Kozhikode. IIMK is a pioneer in digital libraries in India and is part of the Greenstone Digital Library Software Support Network.

Computing facilities

The general access computer facilities provide convenient and secure on-campus computing facilities for registered participants, faculty, staff, departments, and affiliates.

LIFE @ IIMK KOCHI CAMPUS

Leadership Lecture Series

A leadership lecture series is organized by the students invites emerging/established leaders to speak on topics of special interest. Some of the past speakers included CEO's of large corporations, social entrepreneurs, and academic scholars. Further, students also conduct panel discussions covering topics of greater public interest.

Social & Cultural activities

The participants actively celebrate festivals as well as organize/participate in cultural and social events. Regional festivals like Onam is celebrated with lot of enthusiasm in the campus, thereby showcasing the culture and heritage.



Design: PenitasDC/19

FOR ENQUIRIES AND MORE DETAILS

Mr. Bhupesh K - 09388234545
bhupesh_k@iimk.ac.in

Mr. Raghupathy Hari - 81370 95289
epgpkochi-inc@iimk.ac.in

Help Desk - 0484 2415280
(2:00 pm to 10:00 pm only)
admissionskochi@iimk.ac.in

www.iimk.ac.in/kochi



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CONTACT US

Indian Institute of Management Kozhikode
IIMK Kochi Campus
First Floor, Software Development Block
Athulya IT Complex, Infopark, Kakkanad, Kochi - 682 042
Phone: 0484-2415280 (2:00 pm to 10:00 pm only)

Admission 2019

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Duration of the Programme	Two Years
Evening Batch	Monday, Tuesday, Thursday and Friday - 7:00 PM to 9:45 PM
Week end Batch	Saturday - 4:00 PM to 9:45 PM Sunday - 9:00 AM to 3:30 PM

Who can Apply / Eligibility

- A Bachelor's Degree or its equivalent in any discipline with Aggregate 50% marks* or equivalent CGPA. Those with CA/ICWAI/CS are also eligible to apply.
- 3 years of managerial/ entrepreneurial/ professional experience after graduation, as on 4th January 2018.

*Class schedule mentioned are subject to change. IIMK reserves all rights to change the schedule.

Who can Apply

- A Bachelor's Degree or its equivalent in any discipline with Aggregate 50% mark or equivalent CGPA. Those with CA/ICWAI/CS are also eligible to apply.
- 3 years of managerial/ entrepreneurial/ professional experience after graduation.

Admission & Selection

All eligible candidates will have to write the EMAT (Executive Management Aptitude Test) and have to go through a personal interview from the close of EMAT. Selection is based on educational qualification, work experience, details filled in application form, performance in the EMAT entrance examination and personal interview.

EMAT - Executive Management Aptitude Test

The contents will be similar to that of the Common Admission Test (CAT) and will be of one-hour duration with three separate sections of twenty questions covering; (i) Numerical ability & Data Interpretation (ii) Verbal Ability and (iii) Logical Reasoning.

Programme Fee

Indian Rupees Rs. 10,00,000/- payable in four installments.

Application Process

Step 1. Visit the MBA Admissions Kochi page at: <https://www.iimk.ac.in/kochi> and register online to generate a username, application number and password.

Step 2. Pay the prescribed fee online, fill up the online application form and take a print out.

Step 3. Appear for EMAT & Interview on 23rd OR 24th (as may be allotted) of November 2019. Bring original documents and attested copies of documents specified in the

Annexure-I. Note: Please see the detailed 'General Instructions' in Admissions page for more details

Important Dates

Last Date To Apply Online	10 November 2019 23 /
EMAT & Personal Interview	24 November 2019 06
Announcement of Selection List	December 2019
Last date for Offer Acceptance / Pay Rs 50,000 towards Confirmation	20 December 2019
Last date for First Installment payment	10 January 2020
Induction & Orientation	18 January 2020
Classes start (Evening batch)	30 January 2020
Classes start (Week-end batch)	01 February 2020



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The EPGP is accredited by Association of MBA's (AMBA), a non-profit, global MBA-specific accrediting body that benchmarks, evaluates and accredits MBA's around the World with an objective of improving and standardizing quality and delivery of MBA's.

CONTACT US

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IIMK Kochi Campus
First Floor, Software Development Block
Athulya IT Complex, Infopark
Kakkanad, Kochi – 682 042
Phone: 0484-0484-2415280
(2:00 pm to 10:00 pm only)



For enquiries and more details

Mr. Bhupesh K - 09388234545
bhupesh_k@iimk.ac.in
Mr. Raghupathy Hari - 81370 95289
epgpkochi-inc@iimk.ac.in
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Participants Messages

The EPG programme at IIMK has been a deflection point in my life and career. The ever dynamic but disruptive nature of modern industrial environment requires someone to continuously learn, unlearn and relearn. The experienced and dedicated faculty, diverse and multi skilled participants, modern and interactive learning programme etc.; at IIMK provides the perfect launch pad for managers to move to higher trajectory in the corporate or entrepreneurial world. The great learning experience here helped me to understand and work on my knowledge and skill gaps and provided me the confidence to take up new challenges and higher responsibilities.

Sajeev Joseph, EPGP-01

Senior Vice President & National Operations Manager - Kotak Mahindra Prime Limited.

After the course, I got into many new areas including focusing more on product development. Many areas we covered at IIMK like business analytics and Intelligence are the prime areas I am focusing in my product development. After the course, my whole business has become much more focused with proper planning and execution. One of my concerns before the course was the fear to scale the business. Learning many case studies from large organizations has given the confidence and ideas about how to achieve this.

Jijo G John, EPGP-01

Owner & CEO - Calpine Group

Personally, the course helped me for a paradigm shift in my professional track. My entire 17 years of experience was in techno-functional roles and in Project/ Program Management. This course helped me to deeply understand the importance of People proposition in business growth and gave me the confidence to take up the role of Global Head of HR & Centre of Excellence in SunTec itself. Practical wisdom of our Professors and fellow-participants always made the learning quick and fruitful.

Prakash Nair, EPGP-01

Global Head of HR & Centre of Excellence - SunTec Business Solutions

Pursuing MBA was on top of mind since my first management role, but I did not want to take a break from work. With the EPGP programme offered by IIM-K at Kochi campus I could study full time while working full time. The courses focused on people, community and social enterprises apart from the usual MBA curriculum challenged us to think differently about business, our communities and ourselves.

Aswathy Govind, EPGP-01

Independent Business Consultant

EPGP at Kochi campus nurtures and enhances the managerial capabilities in terms of "Prudent thinking", "understanding business paradigms " deep insights into "outcome based decision making process "when decision criteria are not visible or known to me. This prepares me to face uncertainties that always surround us much more confidently ever before. This course in my view is an excellent opportunity for young and experienced professionals to hone the managerial skills and achieve excellence in professional life

S.V. Venkataramanan, EPGP-02

Principal Consultant: Airport Segment, Head-India Business, Tata Consultancy Services

Entrepreneurs may feel that an MBA is not needed in order to lead a company. The IIMK EPGP programme has added tremendous value to me, both as a person and as an entrepreneur. The 2 years spent on this programme is absolutely worth it!

Arjun Ravindran, EPGP-02

Managing Director - Astro-Vision Futuretech Pvt Ltd, Digital Strategy Advisor - Eten Craft Holdings Pvt Ltd, Director of Wedviser People Connect Pvt Ltd and Malayogam Pvt Ltd.

The EPGP at Kochi campus is really a strong interactive school for multidisciplinary working experience and class room learning. In depth knowledge of the faculty, reverse learning from the new generation and electrifying ambiances of business discussions in the classroom make the course contributive in all dimensions. A rejuvenated second career backed with varied perspective and broadened vision from the school will be highly contributive to any type of business.

M.S. Sebastian, EPGP-02

Business Consultant: Sebanson Business Solutions, Promoter Owner: Athitapilly Agri
Board member: Hykon power electronics, Little flower Hospital, Naipunya international. Former Director, Eastern Condiments Pvt Ltd, Eastern Treads Ltd, Eastern Mattress Pvt Ltd,

The EPGP at Kochi campus is very special to me for a couple of reasons - the academic rigor, the variety of electives letting you person alise the course and experience, the interactive pedagogy, the varied profile of other participants as well as the friendly and knowledgeable professors. The rich network of relationships built during the two years of the course is a bonus and make it truly memorable.

Nitin Nair, EPGP-01

General Manager – Connected Cars, Nissan Motors, Africa-Middle East & India

The change of Government organizations from the conventional bureaucratic mode into a mission driven one is the need of the present day, to meet the challenges in this age of globalization. This requires setting goals with defined strategies. The wide exposure with global perspective which you get from this course would definitely help to mould a vigorous leader in you; a leader with a vision of grandeur if you strive for this change in mode. In my view, value addition, in all sense is guaranteed by this course.

Beena L, EPGP-02

Chief Engineer - Kerala Public Works Department (PWD)

I am sure that young and senior level managers would get new skills, ideas and a new strength of belief in prospective ventures. This is not just about jobs or about moving up in the ladder, this also is about self-realization of who you are and what you are in the many roles that you get to play. This program is a new beginning for me and for most of my colleagues who have taken the courage, time and effort to enroll. I thank my professors and all the staff at IIMK Kochi for this journey.

Dr S.R. Anil, EPGP-03

MD, DCH, DNB(Paed), DNB(Cardiology), Director - Medical Services & Senior Consultant in Interventional Paediatric Cardiology, Apollo ADLX Hospital.