



भारतीय प्रबंधन संस्थान सम्बलपुर  
Indian Institute of Management Sambalpur  
Delhi Campus (ISID, Vasant Kunj)

## MASTER OF BUSINESS ADMINISTRATION

*MBA Program for Working Professionals in Delhi*



- ▶ Batch 2024-26
- ▶ 2-Year Degree Program
- ▶ Blended Learning of 915 Hours
- ▶ IIM Sambalpur Alumni Status
- ▶ CEO Immersion Program
- ▶ Sessions in Delhi Campus
- ▶ Global Certification by RIMS
- ▶ Bootcamp by Prof. Damodaran

Network with Peers and Learn from Prestigious Faculty of  
**Indian Institute of Management, Sambalpur**

Powered By



# DIRECTOR'S MESSAGE



IIM Sambalpur as part of its innovation and diversification strategy has launched a two-year Master of Business Administration (MBA) degree program for working professionals at IIM Sambalpur - Delhi Campus (ISID, Vasant Kunj, New Delhi) in blended mode on weekends.

The program is unique in terms of its Specialization in the contemporary management fields such as Data Science, Product Management, Entrepreneurship, Sustainability, and Risk Management, including certifications of international repute.

Another Unique feature of the program is that it has an option for international immersion as well as dual MBA degree from International Universities. The program will provide a platform to interact with Faculties from IIM Sambalpur, International Partner Universities, and Industry Experts. The current economic scenario of our country is brimming with endless opportunities.

New edge organizations with focus on sustainability and digitalization are disrupting the existing organizations and hence providing opportunities for management professionals with theme having entrepreneurial and digital skills. IIM Sambalpur has built world class state of art campus at Sambalpur and is currently running MBA, Exe MBA, PhD, Exe-PhD in full capacity. Apart, IIM Sambalpur has initiated many innovative projects such as double degree program with overseas universities, Market access to Weaver and Artisans with digital platform, social immersion projects etc. I am sure the new program of IIM Sambalpur - Delhi Campus will provide unique value proposition in your professional journey.

**Prof. M.P Jaiswal**

**Director**

**Indian Institute of Management, Sambalpur**

**CORE VALUES** Innovation, Integrity and Inclusiveness

**VISION** To be an Institute par Excellence in nurturing responsible leaders with an entrepreneurial mindset

**MISSION**

- To create knowledge in management and business through impactful research and collaboration.
- To inculcate managerial skill sets (functional, communication, analytical, leadership, and collaborative skills) among the candidates.
- To promote a feeling of societal and environment connection and foster ethical thinking in candidates.
- To disseminate knowledge using Innovative pedagogy to enhance the professional skills of participants.
- To collaborate with industry, government, society, and academic institutions globally to strengthen the entrepreneurial capacity of the country.



“I had the opportunity to learn through the extremely interactive and engaging lectures from the in-house faculty and visiting professors with both industrial experience and academic experience.”

-Shivani Nagpal, Senior Quality Engineer  
IIM Sambalpur Delhi Campus MBA Batch-I (2023-25)



## ABOUT IIM SAMBALPUR (MAIN CAMPUS)

Located amidst hills and farmlands of Basantpur, the campus of IIM Sambalpur is peaceful and far away from the hubbub of the metropolis. Along with this peace, the lives of students revolve around classes, assignments, presentations, and exams. Apart from the rigorous curriculum, the Institute also gets access to the best faculty in the IIM system. The depth of knowledge of the Professors and the sheer ease with which they handle the course is astounding and inspiring. IIM Sambalpur holds Innovation, Integrity, and Inclusion as fundamentals to mould it into an Institute of National Importance. The main emphasis is to reach out and explore the unconventional areas through an entrepreneurial and novel approach. The world is competitive and we at IIM Sambalpur would like to take up the challenge through our action-centric research, value-based consulting, and experiential learning pedagogy. The knowledge and values that we wish to impart at IIM Sambalpur aims to develop professional business acumen while making our students versatile human beings and proud citizens of the Nation.



“The faculty's approach is commendable, offering mentorship to help implement these concepts and enhance efficiency in my work. The diverse batch, selected by IIM Sambalpur, provides a great opportunity for peer-to-peer learning, making it an excellent method for simultaneous learning and career growth.”

-Shuswalini Shadangi, Data Analyst  
IIM Sambalpur Delhi Campus MBA Batch-I (2023-25)



<https://iimsambalpur.ac.in/>

## ABOUT IIM SAMBALPUR (DELHI CAMPUS)

IIM Sambalpur has setup its campus at ISID, Vasant Kunj, New Delhi. Being in the heart of the Capital City of India and close to the business, political, bureaucratic & education hub, the Institute has an advantage to leverage the benefits by bringing the best experts from corporate & industry sector, govt functionaries and renowned researchers & educationists.



“My MBAWP journey at IIM Sambalpur Delhi Campus has been a transformative metamorphosis. It is rooted in core values of Innovation, Integrity, and Inclusiveness and offers international immersion and a dual MBA degree.”

-Sumay Ghosh, Consultant (Construction)  
IIM Sambalpur Delhi Campus MBA Batch-I (2023-25)



Joining this MBA for working professionals, not only opened new horizons for me but also made me understand the need of being updated on different subjects. With the help of amazing faculty, I have been able to learn a lot and gain knowledge on things I was otherwise unaware of.

-Sanya Lakhanpal, Senior Operations Analyst  
IIM Sambalpur Delhi Campus MBA Batch-I (2023-25)

# PROGRAM HIGHLIGHTS

The 915 Hours program is specifically designed for entrepreneurs and working professionals seeking to transform themselves into innovative leaders. In the first year, participants will acquire the core aspects of management, while the second year will offer specialized in-depth understanding of various management functions such as Data Science, Product Management, Entrepreneurship, Sustainability, and Risk Management, including certification of international repute.



Degree Program  
2-Year



Weekend Sessions  
Saturday & Sunday



IIM Sambalpur  
Alumni Status



Face-To-Face Sessions  
in Delhi Campus



Blended Learning  
of 915 Hours



CEO Immersion  
Program



7-Day Campus Immersion  
at IIM Sambalpur



Dual Degree through  
International Immersion\*



Global Certification in Risk  
Management by RIMS



Bootcamp by Prof.  
Aswath Damodaran

\*Optional

# UNIQUENESS OF THE PROGRAM

The program is designed for professionals who aspire to lead, transform, & excel in an increasingly complex and competitive global scenario. Working professionals with 3+ years of experience may enroll in this program to upgrade their managerial skills through advanced pedagogy and immediately apply their learning in careers & profession.

An option to pursue dual degree from partnered global Universities through international immersion.

Pedagogy includes experiential learning, flipped classroom, practical applications & real-world cases.

CEO Immersion Program and Support for Career Counselling.

Curriculum focus to build entrepreneurial skills through case-based pedagogy.

Networking opportunities with fellow participants & through strong IIM Sambalpur Alumni network.

Specialization in functional domain fields such as Data Science, Product Management, Entrepreneurship, and Sustainability among others

## GLOBAL CERTIFICATES IN THE PROGRAM

To enhance global mobility of MBA participants, the program covers **Global Enterprise Risk Management (RIMS-CRMP)** certification and **Business Valuation Training with Prof. Aswath Damodaran**. Both programs have international reputation and are designed to deliver industry benchmarked skills. **Participants will have additional certifications of international reputation by NSE Academy.**

# GLOBAL RISK MANAGEMENT PROFESSIONAL

Certification and Prep Program for



4-Day Live Virtual Interactive Bootcamp

Bootcamp on **VALUATION** with  
Prof. Aswath **DAMODARAN**





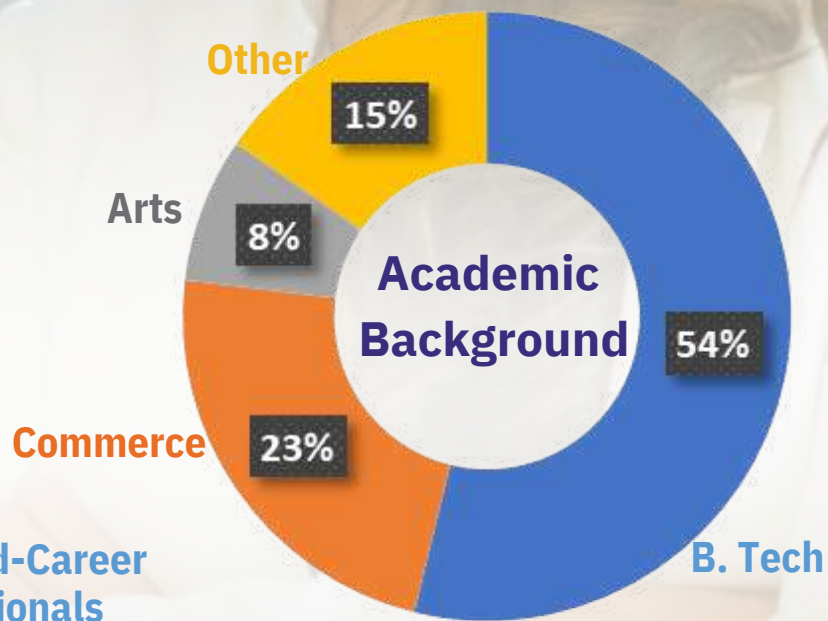
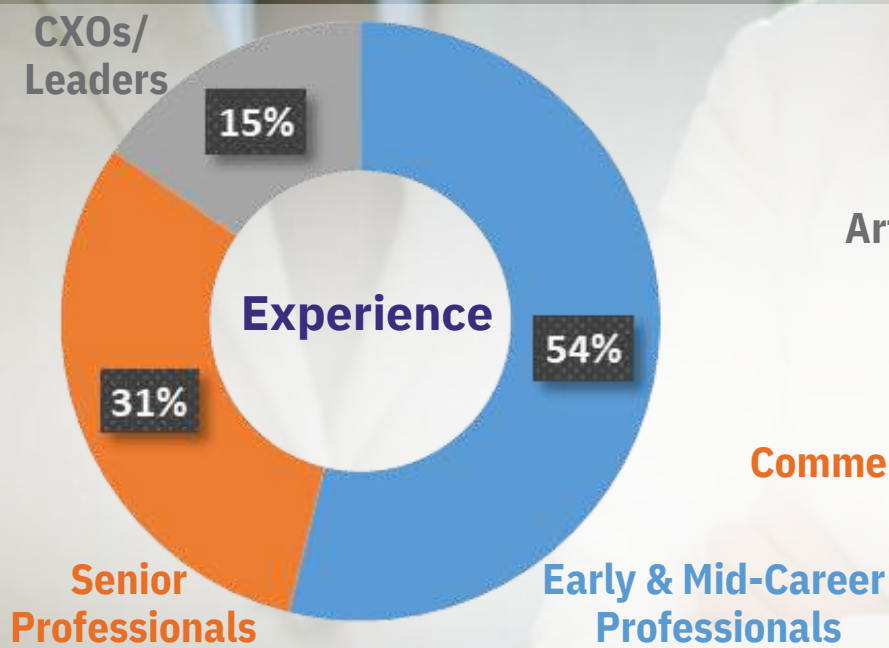


## PROGRAM OBJECTIVES

The program aims to equip participants with a comprehensive understanding of management practices, business functions & tools necessary for running a successful enterprise. The objectives are as follows:

- 01** To help the participants in global networking, industry connections, and intellectual curiosity.
- 02** To help the participants in recognizing and resolving challenging business problems by combining innovative approaches from several functional areas.
- 03** To harness the full professional potential in accelerating participant's current profile by transitioning into a new sustainable career.
- 04** To enhance the participant's capacity to address problems from a broad perspective, emphasizing inclusivity and inventiveness.
- 05** To expose the participants to the international benchmarks for successful entrepreneurs.
- 06** To keep the participants up to date on the global standards & benchmarks and enhance their entrepreneurial abilities.

# 2023-2025 Batch Profile



A shared learning experience that highlights enhancing conversations of genuine business issues among a diverse group of professionals.

**Founders, Managing Director, Analyst and Consultants among others who joined the batch 2023-2025.**



# ELIGIBILITY & SELECTION PROCESS

➤ The applicant should hold a bachelor's degree or an equivalent qualification in any discipline with a minimum of 50% marks.

➤ The applicant must possess a minimum three years of full-time managerial or professional experience after obtaining a bachelor's degree as of the deadline for application submission.

➤ The program is open to all nationalities.

Eligible candidates to apply at IIM Sambalpur application portal

Admission Committee will determine the number of applicants for the personal interview

Submit a "No Objection Certificate"/"Consent letter" from employer to pursue program

The Selection panel will assess the suitability of the applicants based on their managerial acumen and entrepreneurial mindset

Submit a Statement of Purpose (SOP) not exceeding 2000 words on

- Career Path & Goals
- Purpose of Joining MBA

Provide a letter of sponsorship from their respective companies (Only for INDUSTRY SPONSORED APPLICANTS)

**Disclaimer:** IIM Sambalpur reserves the right to modify any part of this document including the various criteria and cut offs mentioned at any time till the actual admission process for the batch is completed. Any dispute concerning Admission for the 2024 batch would be subject to jurisdiction of the competent courts within the territorial jurisdiction of city of Sambalpur only.

# IMPORTANT DATES

**17th February 2024**

Start Date To  
Online Application

1

2-YEAR /  
6-TERM  
PROGRAM

Classes will  
be held at  
Delhi Campus

2

**15th April 2024**

Last Date To  
Online Application

**22-30 April 2024**

Admission  
Process/ Interview

3

Saturday &  
Sunday Classes

Except 3rd Weekend  
of the Month

Full Day  
Classes

4

**7th May 2024**

Offer Letter



**To Enroll**

**CLICK HERE**



# COURSE STRUCTURE

## FIRST YEAR: TERM-I

1. Corporate communication
2. Marketing Management I
3. Financial Reporting
4. Business Economics
5. Managerial Statistics
6. Management Information System

1

915 HOURS of  
LEARNING in  
TWO YEARS

1-Year: 540 Hours  
2-Year: 375 Hours

2

## FIRST YEAR: TERM-II

1. Organizational Behavior
2. Marketing Management II
3. Operations Research
4. Corporate Finance
5. Data Science for Business
6. Business Research Methods

3

## FIRST YEAR: TERM-III

1. Human Resource Management
2. Strategic Management
3. Operations Management
4. Business Governance & Sustainability
5. Entrepreneurship

Live Business  
Projects Spread  
Over 3 Terms

4

6 FUNCTIONAL  
AREAS TO  
SPECIALIZE IN

## COMPULSORY ELECTIVE COURSES

1. Data Science & Product Management
2. Entrepreneurship
3. Sustainability & Risk Management

- Accounting & Finance
- Marketing Management
- Operations Management
- Economics
- Information System Management
- OB & Human Resource Management
- General and Strategic Management

- CEO Immersion Program and Mini Dissertation
- Global Certificate: Risk Management
- Training by Prof. Aswath Damodaran

## GLOBAL EXPOSURE

### CEO IMMERSION

The CEO Immersion program in Term VI offers the candidates to interact with the CEOs & top Executives of MNCs, large Indian corporate houses, unicorns, starts-ups, PSUs, etc. These events stress the value of fostering an atmosphere of trust and understanding among the workforce including the applications for strategic processes, policies and planning to unlock & generate the value chain as well as strategies for leading today's VUCA environment - Volatile, Uncertain, Complex, and Ambiguous.

“

In the past, IIM Sambalpur has conducted various CEO immersion programs hosted by eminent corporate executives. The list includes senior seasoned professionals from industry such as Hindalco Industries Ltd, Mahindra Lifespace Developers Ltd, Aditya Birla Renewables Ltd, Vedanta Ltd; Deloitte, Western Digital India, Ashok Leyland, YES Bank, MCL, IBM, Flipkart, ITC Ltd, Reliance etc.

”

### MINI-DISSERTATION

In order to gauge whether the candidate is conversant with the domain understanding and method of research, for obtaining the MBA degree, a Mini Dissertation is included in the 2nd year of the program. The Mini-Dissertation is indicative of a research project reflected through a manuscript or a written report. The prescripts of the dissertation include but not limited to objectives, problem statement, research methodology, argumentation and findings with implications.

## DUAL DEGREE\*

\*Optional

### DUAL DEGREE FROM INTERNATIONAL UNIVERSITIES

\*Optional

Candidates would have the option to pursue a dual degree program offered by international universities. Additional costs such as tuition fees, travel expenses, meals, etc. would be borne by the candidate.

### INTERNATIONAL IMMERSION PROGRAM

IIM Sambalpur is committed to enhancing internationalization; the candidates would receive an opportunity to participate in the Immersion Program with IIM Sambalpur international partner institutions to study abroad. The program aims to help the candidates become culturally sensitive and academically oriented with global business perspectives. It would be a one to two weeks program, in which candidates, accompanied by a faculty from IIM Sambalpur, would attend classroom sessions, including at least one industry visit. The program would follow an appropriate evaluation mechanism.

# INTERNATIONAL COLLABORATIONS

To uphold its standing as a premier B-School and a globally esteemed Research Organization, IIM Sambalpur consistently reinforces its ties with international institutions. IIM Sambalpur has collaborated and signed up MoUs with following international institutes.

- Sorbonne Business School, Paris, France.
- Institute of International Universities Consortium (IIE), Paris, France.
- University of Bordeaux, France.
- Brunel University, London, United Kingdom.
- University of Essex, United Kingdom.
- Antwerp Management School, Belgium.
- Frankfurt School of Finance and Management, Germany.
- CTBC Business School Taiwan.
- Munich Business School, Germany.
- Varna University of Management, Republic of Bulgaria.
- Woosong University, Republic of Korea.
- American Business School, Paris.
- Alba Business School, Greece.
- Rushford Business School, Geneva, Switzerland.
- IDRAC Business School, France (India Campus).
- Rennes School of Business, France.
- Luxembourg School of Business, Luxembourg.



# PROGRAM FACULTY & COMMITTEE

Prof. Poonam Kumar presently serves as the Chairperson for MBA for Working Professionals at the IIM Sambalpur- Delhi campus and as faculty & Area Chair for Marketing at the Indian Institute of Management (IIM) Sambalpur. With over two decades of experience, Prof. Kumar is a versatile academican & professional skilled in industry, academia, research, training, and consulting across diverse Indian and international university systems. Holding key administrative roles like Program Director and Course Leader for PG & Executive Programs. Prof. Kumar has conducted tailored training programs for executives in prominent PSUs like NHPC, BHEL, GAIL, and IOCL, as well as for public sector, corporate, and NGO personnel on marketing/branding and CSR guidelines. She has a notable publication record in esteemed international and national journals and has contributed to reputable conference proceedings globally.

Additionally, Prof. Kumar has trained over three hundred academicians, including professors and principals, and authored a book on Research Methodology & Brand Management, showcasing her expertise in digital marketing, product & brand management, and consumer behavior.



**Prof. Poonam Kumar**



**Prof. Ramakrushna Padhy**

Prof. Ramakrushna Padhy holds a PhD from the Indian Institute of Technology, Kharagpur, complemented by a B. Tech in Mechanical Engineering and a PG diploma in Industrial Engineering. With a career spanning 26 years, he boasts extensive experience in consulting, teaching, and research, particularly in process management, lean methodologies, Total Quality Management (TQM), and operations strategy.

Throughout his career, Prof. Padhy has been instrumental in designing and delivering numerous programs and consultancy assignments on various topics including Process Reengineering, Performance Measurement Systems, Quality Circles, Six Sigma, and Lean Manufacturing. His clientele encompasses a diverse range of organizations including public, private, and government entities such as Airport Authority of India, NALCO, NTPC, Reliance Industries, L&T, and various ministries and international agencies like UNIDO, UNDP, and the World Bank.

His research interests lie in understanding the implementation strategy and processes of Business Transformation Initiatives, enterprise sustainability, circular economy, and healthcare operations management, with a particular focus on Behavior Operations issues.

Prof. Padmavathy Dhillon is an Electronics Engineer from Punjab Engineering College, Chandigarh and completed her PhD in Organizational Behaviour from IIM Calcutta in 2018.

She has seven years of industry and teaching experience. She has worked as a Talent Development Professional in Infosys Ltd; L&D Manager at Deloitte India, and Graduate Engineer Trainee at Alstom Projects India Ltd. Her research interests are broadly in the area of conflict management, behavioral economics, diversity and inclusion, knowledge management and human resource management practices.



**Prof. Padmavathy Dhillon**



**Prof. Rahul Sindhwani**

Prof. Rahul Sindhwani, an esteemed academician specializing in Operations Management, currently serves as an Assistant Professor at the Indian Institute of Management, Sambalpur, Odisha. With over a decade of experience in teaching and research, he has garnered widespread recognition for his expertise.

His impactful research has been published in renowned journals like Annals of Operations Research, Journal of Enterprise Information Management, IEEE Transactions on Engineering Management, Journal of Cleaner Production, and Technological Forecasting and Social Change. Additionally, Prof. Sindhwani serves as a guest editor for the Journal of Global Responsibility, highlighting his standing in the academic community. His areas of expertise include Decision Science, Quantitative Techniques, Sustainability, Operations Management, Supply Chain Management, and Operations Research.

Prof. Sindhwani's profound understanding of these domains has led to the development of innovative frameworks, aiding organizations in enhancing their operational efficiencies and competitiveness.



# PROGRAM FEE

The Program Fee is Rs. 14,00,000/- (Rupees Fourteen lakh only). The Enrolment fee is payable at the time of accepting the Institute's offer of admission. The Institute offers term-wise course structure and accordingly the term-wise fee is payable before the commencement of a term as below.

Fee Particulars	Amount (INR)
Offer Acceptance fees	50,000/-
Term I Fee	2,25,000/-
Term II Fee	2,25,000/-
Term III Fee	2,25,000/-
Term IV Fee	2,25,000/-
Term V Fee	2,25,000/-
Term VI Fee	2,25,000/-
Security Deposit (Refundable)	10,000/-
Alumni Fee	10,000/-

## Contact IIM Sambalpur or NSE Academy Limited for More Information

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**+91 95820 07667**



**+91 86556 47411**



**+91 91245 39324**

### TERMS & CONDITIONS:

- The security deposit is payable at the time of Term I fees & The Alumni fee is payable with Term VI fees.
- The term fee includes charges for library access, cost of materials/ cases/ library materials/ databases/ archives, etc.
- To get the dual degree, candidates would be required to bear the additional cost of tuition fee, travel cost, accommodation, meals, etc.
- Candidates will be duly notified regarding the International Immersion and IIM Sambalpur Campus Module scheduled for the second year of the program.
- A non-refundable application fee will have to be paid for applying to the program.
- IIM Sambalpur collect the Courses Fees and all the Terms and Condition of the Refund policy will be applicable as per IIM Sambalpur guidelines



## ABOUT NSE ACADEMY

NSE Academy Limited is a wholly owned subsidiary of the National Stock Exchange of India Limited (NSE). NSE Academy Limited enables the next generation of BFSI and FinTech professionals with industry aligned skills – through capacity building programs and certification courses, powered by an online examination and certification system. The courses are well-researched and carefully crafted with input from the industry professionals. NSE Academy Limited works closely with reputed universities and institutions across India in building a competent workforce for the future of BFSI and FinTech. NSE Academy Limited also promotes financial literacy as an essential life skill among youngsters – a contribution towards financial inclusion and wellbeing.

For more information visit: <https://www.nseindia.com/>

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