

## **NOTE ON ADMISSIONS**

### **POST GRADUATE PROGRAMME IN MANAGEMENT (PGPM)**

We are an innovative and socially responsive school of management, ranked among the top one-year programmes in India.

SPJIMR's Post Graduate Programme in Management (PGPM) is a 15 months' management programme with one-year full-time classes on campus which is preceded by three months' online classes. The programme is designed for candidates with minimum 5 years of work experience and strong domain knowledge, to move to expansive roles in general management.

### **ADMISSION PROCESS**

---

While applying, applicants can select from the five specialisations offered: Business Analytics, Finance, Information Management, Marketing and Operations & Supply Chain. Applicants can state any two preferences from these specialisations.

A choice at this stage helps:

- Applicants leverage their work-experience and domain knowledge
- Applicants to develop a clear and sharp focus early on in the Programme
- Achieve segmentation at the time of admission based on differentiated need of the recruiting organisations
- Broaden the spectrum of recruiters as participants' graduate
- Foster better bonding with peers resulting in productive collaborations especially with participants opting for different areas of specialisation

## **Academic Background**

Applicants must possess a strong and consistent academic background. Performance in 10th grade, 12th grade and graduation are considered in the selection process.

### **10th Grade and 12th Grade**

1. An aggregate of all subjects scores (marks) mentioned on the mark sheet will be considered for arriving at the final percentage. This is irrespective of whether the university/board takes it into consideration or not while calculating the final percentage.
2. If a board/university awards grades/grade points, then the same has to be converted into percentage by using the applicable conversion factor. The conversion certificate needs to be furnished during interview process if shortlisted.

### **Graduation**

1. Applicants must hold a Bachelor's Degree with at least 50% marks or equivalent CGPA awarded by any University incorporated by an Act of the central or state legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a university under Section 3 of the UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.
2. Bachelor's degree or equivalent qualification obtained by applicants must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The percentage obtained by the candidate in the bachelor's degree would be based on the practice followed by the institution/university from where the candidate has obtained the degree. The degree awarded by an institute/university should be recognized by the Association of Indian Universities (AIU).
3. If the applicants have undergone/completed an integrated master's degree or dual degree directly after their 12th, the percentage of marks obtained as per their

4. institute/university norms, which is considered as equivalent to bachelor's degree, will be considered.
5. If the applicants have undergone/completed a diploma directly after their 10<sup>th</sup>, the percentage of marks obtained as per their institute/university norms, will be considered equivalent to 12<sup>th</sup> Percentage.
6. Bachelor's degree of Indian applicants who have studied/studies overseas awarded by a college/institute/university, should be recognized by the Association of Indian Universities (AIU)/other appropriate authorities.
7. If the institute provides grades/CGPA instead of marks, a conversion of the same to equivalent percentage is mandatory. If no conversion factor is available/provided, then obtained CGPA needs to be multiplied by conversion factor of 10 to obtain the percentage. The conversion certificate needs to be furnished during the interview process if shortlisted. If no conversion factor exists, then a certificate from the institution/university certifying the practice needs to be provided during the interview process if shortlisted.

### **Work Experience**

1. Candidate must complete minimum 5 years of full-time work experience as on October 8, 2021.
2. Relevant full-time work experience after graduation will be considered. Internship/training/ project work which was a part of the curriculum will not be considered as work experience.
3. Full time and paid article-ship as part of Chartered Accountancy will be considered as part of the work experience. Part time and/or unpaid article-ship will not be considered.
4. Proof of full-time work experience such as offer letter, salary slips and the experience letter will have to be provided. Applicant will be required to submit proofs of

work experience for all organisations worked with if he/she has worked in more than one organization.

5. Applicants who are entrepreneurs or own ventures, need to submit documents like income tax returns, incorporation certificates, registration certificates, etc. as proof of work experience.

### **Entrance Scores**

1. GMAT and CAT scores are accepted.
2. Scores for GMAT taken between August 31, 2016 and August 31, 2021. Candidates are encouraged to take GMAT by August 15, 2021 which will enable them to submit their GMAT scores latest by August 31, 2021. Applicants need to submit the GMAT scores through the GMAC portal. (Code: 6DQ-MJ-12) for it to be considered for application.
3. CAT scores for the last three years, i.e. 2018, 2019 & 2020 will be considered. Candidates are required to submit the score report copy.
4. Last date for submission of final entrance test scores is August 31, 2021.

## APPLICATION PROCESS

---

- To apply for the PGPM Programme, applicants must fill the application form on the online admissions portal by August 15, 2021.
- The application processing fee is Rs. 1500. This fee can be paid through credit/debit card or net banking.
- The application processing fee is non-refundable.

## SELECTION PROCESS

---

- Applicants are shortlisted on the basis of their profiles.
- Profile of the candidate is evaluated considering the following factors:
  - Academic record
  - Relevance of work experience in specialization applied for
  - Versatility and Achievements
- Interviews of shortlisted applicants will be conducted on a rolling basis

### **For further queries, kindly contact:**

Bhavan's S. P. Jain Institute of Management & Research | Bhavan's Campus | Munshi Nagar  
| Dadabhai Road | Andheri West | Mumbai - 400 058 | India

[www.spjimr.org](http://www.spjimr.org) | E-mail: [admissionspgpm@spjimr.org](mailto:admissionspgpm@spjimr.org) | +91- 70456- 87955