



भारतीय प्रबंध सस्थान इंदौर
Indian Institute of Management Indore



Earn a Master Degree from IIM Indore

Master of Management Studies

Evolving Management:
Mastering the Art of Leadership in a Digital Era

Director's Message



At IIM Indore, our commitment to excellence drives us to evolve continuously as a leading business school, setting the benchmark for world-class academic prowess rooted in real-world relevance. I am immensely proud to unveil our latest initiative: a two-year Master of Management Studies (MMS). This programme will equip working professionals with the essential tools to navigate today's dynamic business landscape.

The programme combines cutting-edge general management principles with contemporary insights and behavioural elements, promising a transformative experience. This would serve as a platform for the participants to excel in managerial skills and become adept at navigating complexities, driving innovation, and fostering sustainable growth in their respective spheres.

I warmly welcome all aspiring participants to embark on this brilliant upskilling journey at IIM Indore. Join us as we collectively strive towards honing the skills needed for effective leadership, steering industries, and contributing to nation-building.

Prof. Himanshu Rai
Director

Chair's Message



Professional Education is a powerful instrument for bringing desirable changes to society and the world. It is indispensable for both individuals and communities. This newly launched program emphasizes key aspects of professional development such as sustainability, access, equity, and high quality. It also focuses on transparency, accountability, community participation, research, innovation, critical thinking, and analytical ability. In short, it covers essential management, professional skills, and nurturing well-equipped professionals.

Our goal is to create sound management professionals and entrepreneurial leaders, to foster a dynamic ecosystem in our country. By embracing ICT with professional ethics, we aim to transform conventional professionals into a more advanced and globally aligned one.

Through this initiative, we are a step closer to democratizing higher education to professionals. Working professionals cannot pursue regular higher education due to time constraints. Therefore, this course is designed so that professionals can continue in their respective fields and acquire modern and innovative knowledge at their convenience and pace.

This will be an intensive programme for working professionals; hence, be ready for some personal sacrifices to achieve an important milestone in professional life. I welcome you to this programme and wish you all a grand success.

Prof. Subin Sudhir

Chairperson, Executive Education

Programme Coordinator's Message



In the current dynamic business ecosystem, managers are required to handle multiple activities in the functioning of an organization, such as planning, implementing, controlling, monitoring, organizing, and delegating. While the role of a professional may vary across organizations, the essence of the entire work philosophy remains the same - to build and sustain a successful organization. Organizations need such top-class professionals with multiple competencies to handle diverse roles.

This course provides a holistic understanding of management functions, helping a practicing professional gain the necessary knowledge to handle multiple roles. The course will benefit professionals personally and professionally, opening doors for career advancement, learning experiences, and excellent networking space with like-minded professionals as peers.

I wholeheartedly welcome you to this future-oriented, comprehensive, and intense program for a better tomorrow.

Prof. Nishit Kumar Sinha

Programme Coordinator

Evolution of Management: From Past to Present

In the past, businesses stuck to traditional methods, rigid hierarchies, and missed out on crucial values like ethics, sustainability, and global perspectives. Face-to-face interactions were the norm, fostering collaboration and networking, but the business world has changed.

Today, we stand at the cusp of a management revolution. The old ways are fading, making room for a dynamic new era in management education. It's all about giving you, our valued learners, the tools to become visionary leaders, ready to conquer an ever-changing world.



Welcome to the new era in Management: Technology and Data Take the Lead

In this evolved management world, innovation is the guiding star. Technologies like blockchain are reshaping resource allocation and instilling trust among investors, rewriting the financial rulebook.

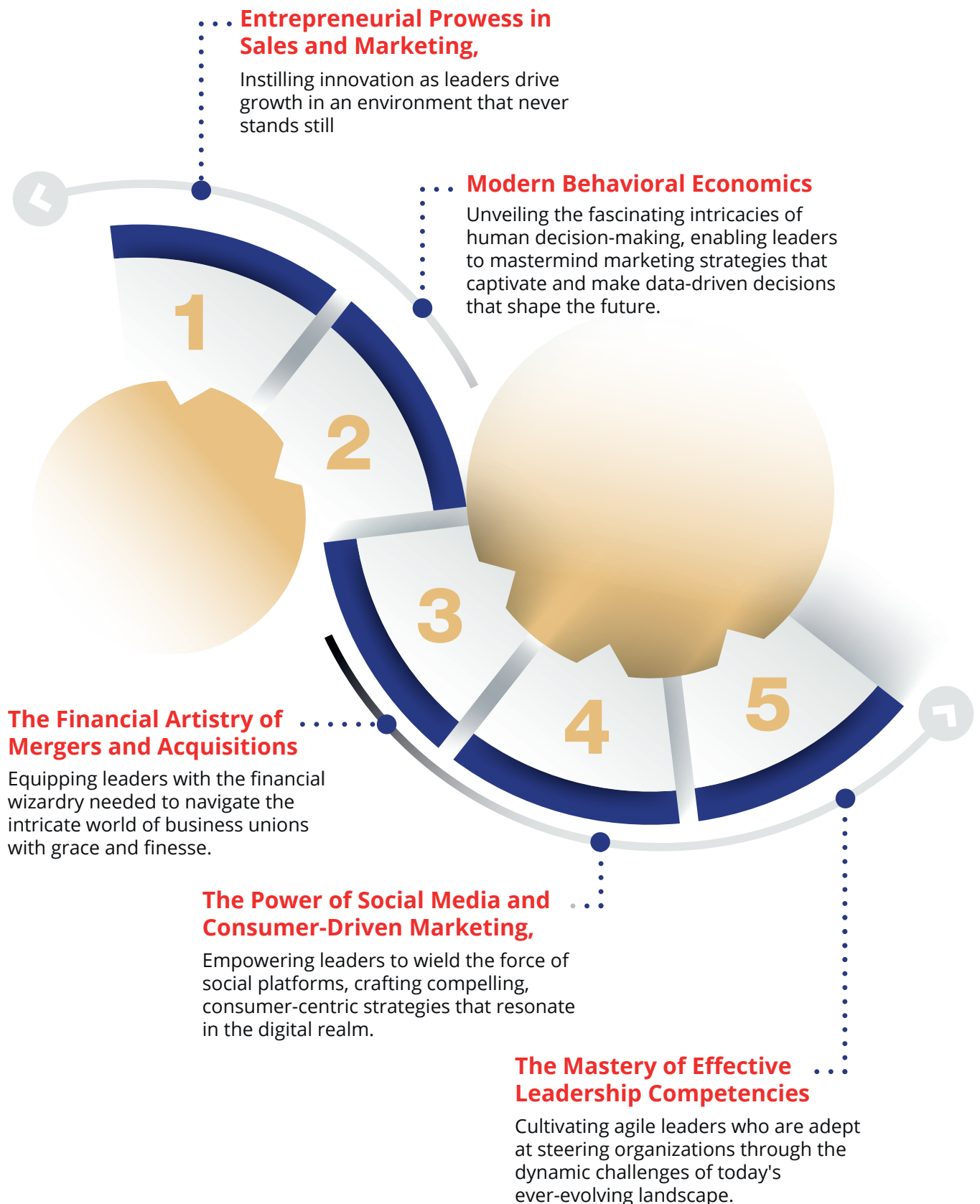
At the same time, safeguarding what's crucial, like your data, has never been more essential. In a world where data is paramount, there is a commitment to protecting it from cyber threats, ensuring information remains safe

Power of Data: Making Informed Decisions

Data-driven decision-making emerges as the cornerstone of modern management. Equipped with cutting-edge analytical tools, managers navigate unfamiliar terrain with unwavering precision, extracting invaluable insights from data. This empowerment not only helps them navigate the unpredictable landscape of uncertainty but also seize unforeseen opportunities, thus propelling their organisations forward.



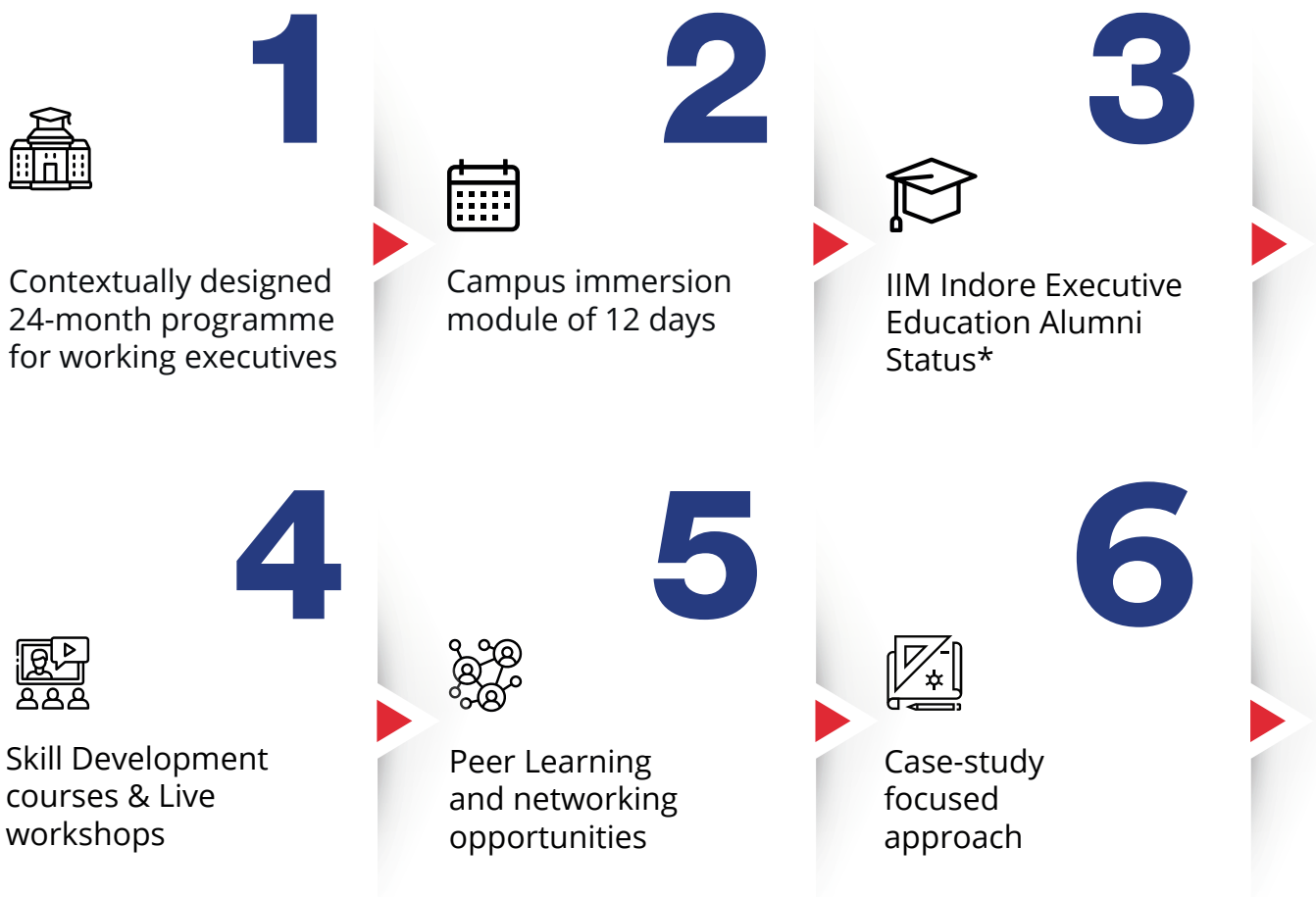
Adapting for Success: Modern Management's Transformative Influence



Programme Overview

Enhancing your management skills without the need for a career break is not just convenient; it's a game-changer. It allows you to keep your professional journey on the fast track while equipping yourself with the essential management expertise that can open doors to new opportunities, promotions, and career advancement.

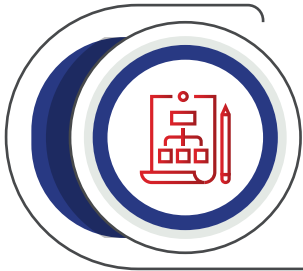
The **Master of Management Studies (MMS)** at IIM Indore is uniquely designed to cater to the needs of working professionals. MMS provides the flexibility to pursue a quality management degree while maintaining current employment. This program addresses the requirements of business organisations aiming to sponsor employees' education without disruption, assuring academic rigor and excellence. MMS equips participants with comprehensive knowledge, vital skills, and a strong ethical foundation, preparing them for leadership roles, organisational success, and the challenges of a dynamic business world



Essential Characteristics of an Excellent Management Leader

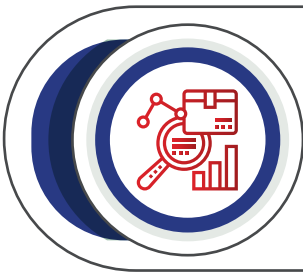


Learning Outcomes:



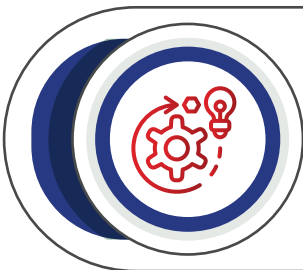
Equip yourself with a deep understanding of management principles

Develop critical skills in areas such as leadership, financial acumen, marketing strategies, and strategic thinking



Learn how to analyze complex issues, develop innovative solutions, and make informed decisions

Make yourself familiar with ethical principles and corporate social responsibility, enabling you to make sound, responsible decisions.



Gain insights into international markets, cultures, and trends and develop a global perspective on business and management, which is crucial in today's interconnected world

Learn from peers, exchange ideas, and potentially explore new career opportunities through their network



Programme Curriculum

Term 1

- Communication in an Organisational Context
- Microeconomics for Managers
- Financial Accounting
- Statistics and Probability
- Marketing Management-I
- Operations Management
- Perspectives on Individual Dimensions
- Business Ethics and CSR

Term 2

- Macroeconomic Environment and Policy
- Financial System and Resources
- Marketing Management – II
- Decision Analysis
- WAC and Presentation Skills
- Perspectives on Group Dimensions
- Information System for Managers
- Strategic Management – I
- Project

Term 3

- Financial Management
- Legal Aspects of Business
- Human Resource Management
- Supply Chain Management
- Spreadsheet Modelling
- Logical Thinking Process
- Strategic Management – II
- Marketing Research
- Project

Term 4, 5, 6

- Eight Elective Courses (in each term)
- Project/Simulation (in each term)

In Term 4,5 and 6 we would offer specialised elective courses from the following areas.

Details of these courses will be offered at the end of first year.

1. **Strategy**
2. **Marketing**
3. **OB and HR**
4. **Operation Management and QT**
5. **Finance and Accounting**
6. **Information System**
7. **Humanities and Social Sciences**
8. **Economics**
9. **Communication**

*The course contents/timelines above are tentative and may be changed if required.

Pedagogy

The teaching approach will be highly interactive leveraging technology, and shall deploy diverse pedagogical tools and techniques, including lectures, case discussions, project work, term papers, assignments, 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. Participants will be provided reading materials, etc., for each course, as and when required. They may also interact with the concerned faculty through e-mails/chat mode. Please note that a laptop or desktop with a webcam and microphone is a must for attending exams. Medium of instruction for the programme is English.



Duration

24 months*

**The programme duration may be slightly extended due to issues like unavailability of the faculty, gazetted holidays on the session days or any unforeseen emergencies.*

Schedule

Every Saturday & Sunday

9:00 a.m. to 1:15 p.m. (IST)

Wednesday (Buffer Session)

8:00 p.m. to 9:15 p.m. (IST)

**On some days, the classes may extend beyond the mentioned time. In addition to attending interactive sessions, participants have to undertake online quizzes, assignments, and examinations.*

Campus Immersion

There will be 12 days of campus immersion at IIM Indore planned during Term I (Six days) and Term VI (Six days). 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 on-campus module is not confirmed due to any unavoidable situation, the same will be included in the total number of online sessions.

Eligibility Criteria

- Minimum 2 Years full-time work experience, after graduation
- The candidate must hold a Bachelor's Degree, with at least 50% marks or equivalent CGPA, 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 an University under Section 3 of the UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of Education, Government of India
- Five per cent (5%) Relaxation in minimum marks for participants from SC/ST/PWD categories

**Internships and Trainee Experiences will not be considered as full-time work experience.*

Qualifying Exams

- CAT scores: Minimum 75 percentile overall (Minimum 70 percentile in each component) [Scores obtained in the last five years calculated as of the application date]
- GMAT (GMAT Classic or GMAT Focus): Minimum cut-off at 600 [Scores obtained in the last five years calculated as on the application date]
- GRE: Minimum cut off at 290 [Scores obtained in the last five years calculated as on the application date]
- IIM Indore (EAT): Test based on 40 questions and 1-hour duration

Admission Criteria

The selection will be based on candidate's profile evaluation, subject to meeting eligibility criteria, Aptitude test and a personal Interview with the faculty from IIM Indore. Final decision on candidate admission will be made by IIM Indore.



Attendance Criteria

Participants are expected to attend all sessions of a given course. However, they may take leave on account of emergencies subject to the approval of the Programme Coordinator. A minimum of 75% attendance is a prerequisite for the successful completion of the programme.

Certification*

Participants who successfully complete the prescribed course of study and fulfil all other academic requirements will be awarded a Master of Management Studies Degree.



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

*Executive Education Alumni Status and Benefits (Optional)

- The participants who complete the programme successfully will be eligible for the Executive Education Alumni Status of IIM Indore. They will be required to apply separately along with the necessary fee (Optional) to register their name. Current Executive Education alumni membership plans are as follows:
 - 2-year membership – ₹1000 + applicable taxes
 - Lifetime membership – ₹10,000 + applicable taxes
- Benefits available to Executive Education Alumni:
 - Communication of brochures and newsletters from IIM Indore,
 - Access to the IIM Indore Campus Library (onsite access only),
 - Official email ID of the institute,
 - ID card

Disclaimer: Mere successful completion of the programme, application submission, and payment of alumni membership fee does not entitle a participant to be eligible for executive education alumni status. IIM Indore reserves the right to confer or withhold executive education alumni status. IIM Indore reserves the right to modify the above conditions at its discretion at any time without notice. Only the courts at Indore, India will have the territorial jurisdiction to try any disputes arising in respect of the executive education alumni membership being granted.



Programme Fee

Particulars	Amount (₹)
Application Fee (Non-refundable)	2,950
Programme Fee*	14,00,000
Total Fee (Exclusive of Application Fee)	14,00,000

Instalment Schedule

Instalment	Date	Amount (₹)*
I	At the time of admission	2,50,000
II	10 th July, 2024	2,50,000
III	10 th November, 2024	2,50,000
IV	10 th March, 2025	2,50,000
V	10 th July, 2025	2,00,000
VI	10 th November, 2025	2,00,000

*The Programme fee will be collected from the participants before the commencement of each term, and actual due dates will be intimated during the programme according to the programme schedule.

*The programme fee doesn't include the logistics expenses to attend the campus visits during the programme.

*Programme fee does not include the executive education alumni membership fees.

Programme Timelines

Application Closure Date	Refer to Website
EMAT and Personal Interview	10 th March, 2024
Declaration of Results (tentative)	16 th March, 2024
Last Date for Offer Acceptance and Confirmation of Admission	20 th March, 2024
Academic Orientation (Online)	24 th March, 2024
In campus Inauguration and Classes	17 th to 22 th April, 2024
Online Classes	27 th April, 2024
Convocation	April 2026 (Tentative)

Additional Important Notes/Conditions:

- The final admission decision will be taken by IIM Indore.
- In case of cancellation of the Batch, the Application fee will be non-refundable.

APPLY NOW

About IIM Indore:



Indian Institute of Management Indore (IIM-I) is an autonomous public business school located in Indore, Madhya Pradesh, India. IIM Indore has received the prestigious Triple Crown accreditations - first from the Association of MBA's, AMBA in 2016 (a UK-based accreditation agency), second from the AACSB in 2019, and third from the EFMD Quality Improvement System (EQUIS), the globally recognized international organization for management development, in December 2019. IIM Indore is the second IIM in India to receive these triple accreditations.

National and International Rankings

IIM Indore, due to its consistent efforts in improving academic standards and achieving academic excellence in all its programmes, has achieved commendable rankings by various National and International ranking agencies. Presently, IIM Indore is ranked 8th in the NIRF ranking (a Ministry of HRD, Government of India initiative), 89th in the FT-100 rankings and 25th rank (Asia) in QS World Rankings for our global MBA.



8th
NIRF Rank
2023



89th
Financial Times
Rank (2023)



25th
QS Global MBA
Rank, Asia (2023)



सिद्धिमुलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

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Please note that IIM Indore reserves the right to change the programme design, format, number of sessions, certificate format, terms in the programme or can incorporate any such change deemed necessary by the institute without prior intimation.