



Indian Institute of Management Shillong

# PGPEX

Post Graduate Program For Executives

**13<sup>th</sup> Batch**  
**Starting from April 2025**

## About The Program

The Program endows a transformational journey that opens new Avenues for your future career. Expanding your perspectives and fostering meaningful connections while studying alongside growth-oriented peers, you will build the competencies that differentiate you to lead business operations across the transnational landscape. Throughout the 12-month program, you will develop critical problem-solving skills with functional management knowledge that brings contemporary solutions to today's challenges. You will engage with the collaborative community at IIM Shillong to build curiosity that makes you aware of the ethical

and sustainability challenges in business and society and the disruptions catalyzed by the emerging technologies.

To meet your aspirations and professional objectives, you also dig deep into the subjects of your choice, with the flexibility to pursue international immersion and in-company training while experiencing multicultural life and working styles.

**Degree:** Master of Business Administration

**Duration:** One – Year Residential Program

## For Whom

**Education:** A bachelor's degree or equivalent from a recognized institution with minimum aggregate marks of 50% or equivalent.

**Experience:** Minimum 5 years of full-time work experience (as on 31<sup>st</sup> March 2025) after bachelor's degree. Relaxation up to 1 year is available for candidates with at least 1-year field experience outside India.

### Qualifying Examination/Eligibility:

**CAT:** Min 50 percentile (overall) or

**GMAT and GMAT Focus:** Min 500 score (overall)

We seek a highly selective cohort of professionals with a blend of corporate experience, intellectual curiosity, and international ambition. Whether your aim is to establish a business, change careers—by industry, function, or both—the program paves the way for a transformational experience. IIM Shillong will consider the last 2 years CAT performance or last 5 years valid GMAT score.

## Expectations from the program

- Global curriculum with emerging insights
- International in-company training / live projects
- Focus on in-demand skills
- Critical thinking ability
- Spirit of entrepreneurship
- Peer learning and networking opportunities
- Career management service

## The Program Endeavors To Provide You With

- Exposure in transnational business
- Functional competencies in diverse areas of management
- Innovative and Integrative approach to problem solving
- Skills in data-driven management
- Competencies in leading ethical and responsible teams
- Mentorship from industry leaders and alumni

## Financial

The program fee for Domestic and International participants was INR 22.78 lakhs including mess charges in India for the previous batch. If there are any changes in the program fee this year, it will be notified before the admissions. Bank loans are available. The indicative international immersion fee is about 5-7 lakhs and is based on actuals.



# Testimonials



**Harshvardhan Sharma**

Head of Automotive Retail  
Consulting Practice,  
Nomura  
PGPEX Class of 2014

The experiential learning opportunities at IIM Shillong were a significant highlight of the program. Engaging in live projects and industry interactions allowed me to apply theoretical knowledge to real-world business situations. The exposure to different industries during my time at IIM Shillong was instrumental in shaping my career trajectory, enabling me to seamlessly transition across sectors such as automotive, financial services, luxury goods, CPG, e-commerce, and renewable energy.



**Rohan Rane**

Director  
Master Card  
PGPEX Class of 2014

This program has been transformational in both professional and personal front with wholistic growth and development. Throughout the program, I witnessed strong curriculum, learned from industry leaders, engaged with peers to understand diverse sectors, and benefited from great mentors and supportive staff. IIM Shillong gave me the opportunity to resume my career in the field of digital payments through my campus placement.



## International Immersion

The program participants must complete in-company projects while studying at our partner institution(s) with similar program objectives, and earn credits as part of the global curriculum. By attending lectures at a foreign campus and interacting with professionals, you will become more confident in leading businesses in a global context. The program participants in the past have spent substantial time understanding the distinctiveness of innovations, business practice and management styles in China.

In 2024, the batch visited Barcelona, Spain and attended classes at EADA Business School. EADA presents an intensive one-and-a-half-month program in Barcelona, designed for PGPEX participants to potentiate their leadership skills and prepare for future transformation for sustainability and innovation within their organizations. They completed five courses at EADA, visited multiple industries including Airbus Factory, Toulouse, France, undertook live projects in four reputed European companies, and presented business solutions to C-suite executives.

## Workshop

Adaptability is an evergreen skill. There are apprehensions that uncertainty will become increasingly prevalent in the business world as we embrace the post-COVID normal. Today's world expects firms to recover from adversity and advance into new areas, learning to be more adaptable as circumstances change. The batch participates in workshops on emerging trends, where you showcase your skills, approaches, behaviors, and managerial acumen in the face of turbulent and unpredictable forces of change.

## Career Management Services

The IIM Shillong Placement Office, in association with the Student Placement Committee, assists you in broadening your options—whether in your current career path or in a different industry or function. This is a continuous engagement process that includes an assessment of your current status, needs and interests. It is followed by customized career discussions, connecting with corporate speakers for experience sharing, alumni networking, soft skill development suggestions, resume reviews, workshops on CV writing, interview preparation, impactful communication, international business etiquette, pitching, job-search strategies, and more.





# Innovation Camp

You will demonstrate the spirit of Intrapreneurship by participating in an evaluative business plan/business model competition, which will be evaluated by external experts such as venture capitalists, angel investors, and entrepreneurs. Before this, you will receive inputs through experience sharing by management consultants and entrepreneurs. The participants will apply what they have learned by identifying and pitching a new business plan/model before the funders.

## Foundation

Introduction to Management Tools:

- Basics of Accounting
- Business Mathematics
- Economics
- R/Python

## Integrative

- Doing Business in Emerging Markets
- Management of Technology and Innovation
- Business Negotiation and deal Completion
- Assessment and Management of Risk
- Capstone Strategy

## Functional

- Financial Reporting and Cost Management
- Statistics for Decision Making
- Marketing Management in globalized Economy
- Economic Analysis for Managers: Firms and Market
- Managing Human Capital in Globalized world
- Managing Value chain
- Corporate Finance and Financial Markets
- Leadership and Change Management
- Drivers and Strategies for Competitive Advantage
- Operations Research
- Digital Strategies for Business
- Marketing Intelligence and Strategy
- Language Lab

## International Immersion:

- Commercial Aspects of Doing Business in .....
- Investing and Financing .....
- HR in .....
- Understanding Customers in .....
- Industrial reports on Best Practices/ Innovations in the Interned Country

*If the international visit is not possible for situations beyond control, it will be replaced by an international module where faculty members from foreign universities will share their expertise and knowledge.*

*If an individual student fails to travel to the partner university due to visa issues, they may have to complete the required credit in India.*

## Electives

Choose from the basket of more than 60 courses.

## Innovation Camp

- Entrepreneurship and Management Consultancy Practices by Industry experts
- Identifying New Business Models/Plans

## Workshop

- Data and Business Modelling
- Sustainability
- Managerial Communication
- Workshop (need-based)

## Last Date for Filling of Application Form

**Round 2 :** 25<sup>th</sup> January 2025

**Program Commencement Date :** 07<sup>th</sup> April 2025

### Indian Institute of Management Shillong

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