



PGP (2026-28) Admissions Process for Overseas Candidates

Admission to the PGP 2026-28 batch has two phases. In Phase 1, candidates will be shortlisted for the Personal Interview (PI) process. In Phase 2, the final merit list will be prepared for the offer of admission to the PGP 2026-28 batch. The process in each of these phases is described in the following sections.

PHASE 1: SHORTLISTING FOR PERSONAL INTERVIEW (PI)

Preliminary Screening

1. The minimum eligibility criteria for initial screening (Table 1) for overseas applicants are as follows:

Table 1: Minimum score requirements

GMAT Exam (Focus Edition)	640
GMAT Exam (11th Edition)	690

2. Post Step 1, *Composite Scores* will be calculated for eligible overseas candidates. This score is based on the total *GMAT percentage* and application rating score (normalized) (NARS), having a weightage of 65% and 35%, respectively. NARS will be based on scores assigned to *Class X Class XII, and Graduation* (Table 2) percentages and scores for months of experience (Table 3).

Table 2: Rating Scores for Class X (A) and Class XII (B) and Graduation (C)

Class X		Class XII (All Streams)		Graduation (All Streams)	
Percentage	Score	Percentage	Score	Percentage	Score
95-100	10	95-100	10	95-100	10
90-94.99	9	90-94.99	9	90-94.99	9
85-89.99	8	85-89.99	8	85-89.99	8
80-84.99	5	80-84.99	5	80-84.99	6
75-79.99	2	75-79.99	2	75-79.99	4
≤74.99	0	≤74.99	0	70-74.99	2
				≤69.99	0

Table 3: Rating Scores for Work Experience (D)

Months of Experience	Score
Less than 7 months	0
07 months to less than 12 months	6
12 months to less than 18 months	12
18 months to less than 24 months	14
24 months to less than 30 months	10
30 months to less than 36 months	6
36 months to less than 42 months	2
42 months or more	0



Application Rating Score (ARS) = A+B+C+D

To arrive at NARS, IIM Shillong will use the applicant's individual ARS divided by the average of the top 50 ARS from the applicants' pool (the applicants' pool is being defined as the group of candidates who appear for GMAT Exam and apply to IIM Shillong).

- The candidates will then be ranked based on their Composite Score. The composite score of the overseas candidates will be matched/compared with the domestic candidates, who are shortlisted for the interview process using steps 4 to 7.
- The candidates, post step 2, will be grouped as per their academic disciplines in graduation (refer Annexure 1).

From each academic discipline, a certain percentage (α) of candidates would be shortlisted for PI as follows:

If N : Number of candidates appeared for GMAT Exam, and,
 g : Number of academic disciplines

N_i : the number of candidates present in the i^{th} academic discipline, $\forall i = 1, 2, 3, \dots, g$.

The percentage of candidates eligible for shortlisting for any i^{th} academic discipline will be as given in Table 4.

Table 4: Computation of the percentage of candidates from various academic disciplines

Academic discipline(i)	Number of Candidates present in an Academic Discipline (N_i)	Percentage of Candidates from each Academic Discipline (α_i)
1	N_1	$\alpha_1 = \frac{N_1}{N} \times 100$
2	N_2	$\alpha_2 = \frac{N_2}{N} \times 100$
3	N_3	$\alpha_3 = \frac{N_3}{N} \times 100$
...
g	N_g	$\alpha_g = \frac{N_g}{N} \times 100$
Total	N	100

$$\text{where, } \alpha_i = \frac{N_i}{N} \times 100; \forall i = 1, 2, 3, \dots, g \text{ and } 0 \leq \alpha_i \leq 1$$

- The identified pool of eligible candidates in respective academic disciplines (i) would be further grouped as per their social categories, the number of candidates in a social category being M_j , $\forall j = E, T, C, O$. Thus,

M_E : Number of candidates in category EWS

M_T : Number of candidates in category ST

M_C : Number of candidates in category SC

M_O : Number of candidates in category OT

As per the academic disciplines, the candidates will be grouped as given in Table 5.

Table 5: Discipline and Category-wise grouping of candidates considered for shortlisting				
Academic Discipline(<i>i</i>)	Category (<i>j</i>)			
	EWS	ST	SC	OT
1	M_E^1	M_T^1	M_C^1	M_O^1
2	M_E^2	M_T^2	M_C^2	M_O^2
...
<i>g</i>	M_{Eg}	M_{Tg}	M_{Cg}	M_{Og}
Total Candidates	M_E	M_T	M_C	M_O

Thus, M_j^i is the number of candidates in i^{th} academic discipline of j^{th} category $\forall i = 1, 2, 3, \dots, g$, and $\forall j = E, T, C, O$. This would mean:

M_E^i : Number of candidates in the i^{th} academic discipline in category EWS,

M_T^i : Number of candidates in the i^{th} academic discipline in category ST,

M_C^i : Number of candidates in the i^{th} academic discipline in category SC, and

M_O^i : Number of candidates in the i^{th} academic discipline in category OT.

6. Finally, the number of candidates to be shortlisted for PI will be based on the following:

- A total number of X candidates will be shortlisted for PI. The value of X will be decided based on the overall performance of the candidates in GMAT EXAM, the number of seats offered by IIM Shillong, possible overlap and attendance trends during the PI process of the past years.

With X = Number of candidates to be called for PI, the number of candidates to be shortlisted in any social category j will be $X_j, \forall j = E, T, C, O$, where

$$X_E = 10\% \text{ of } X \text{ rounded to the higher nearest integer}$$

$$X_T = 7.5\% \text{ of } X \text{ rounded to the higher nearest integer}$$

$$X_C = 15.0\% \text{ of } X \text{ rounded to the higher nearest integer}$$

$$X_O = 67.5\% \text{ of } X \text{ rounded to the higher nearest integer}$$

5% of the shortlisted $X_j [j \neq E]$ candidates will comprise of Differently Abled (DA) candidates.

- Candidates shortlisted for PI process in the i^{th} academic discipline from the j^{th} category will be $X_j^i \forall j = E, T, C, O$, and

$\forall i = 1, 2, 3, \dots, p$ for $j = E$; p is the number of disciplines appearing in category E,

$\forall i = 1, 2, 3, \dots, q$ for $j = T$; q is the number of disciplines appearing in category T,

$\forall i = 1, 2, 3, \dots, r$ for $j = C$; r is the number of disciplines appearing in category C,

$\forall i = 1, 2, 3, \dots, s$ for $j = O$; s is the number of disciplines appearing in category O,

The number of candidates shortlisted in various academic disciplines in respective categories will be calculated as:

$$X_E^i = \max \left[\frac{\alpha_i}{\sum_{i=1}^p \alpha_i} \times X_E, 1 \right] \text{ in category EWS}$$

$$X_T^i = \max \left[\frac{\alpha_i}{\sum_{i=1}^q \alpha_i} \times X_T, 1 \right] \text{ in category ST}$$

$$X_C^i = \max \left[\frac{\alpha_i}{\sum_{i=1}^r \alpha_i} \times X_C, 1 \right] \text{ in category SC, and}$$

$$X_O^i = \max \left[\frac{\alpha_i}{\sum_{i=1}^s \alpha_i} \times X_O, 1 \right] \text{ in category OT}$$

The total number of X candidates will consist of X_E^i candidates in EWS, X_T^i candidates in ST, X_C^i candidates in SC, and X_O^i candidates in OT categories falling under different Academic disciplines will be shortlisted as per Table 6.

Table 6: Candidates Shortlisted for PI process across academic disciplines					
Academic Discipline(<i>i</i>)	Categories (<i>j</i>)				Candidates in Academic Discipline(<i>i</i>)
	EWS	ST	SC	OT	
1	X_E^1	X_T^1	X_C^1	X_O^1	X_1
2	X_E^2	X_T^2	X_C^2	X_O^2	X_2
...
$p, q, r, s \leq g$	X_E^g	X_T^g	X_C^g	X_O^g	$p, q, r, s \leq g$
Total Candidates in each category	X_E	X_T	X_C	X_O	Total Candidates $X = \sum_k X_k$ where k is the gender

Each cell in Table 6 will be further divided into sub-groups on the basis of proportion of gender appearing in GMAT EXAM , viz., $X_E^1 = \sum_k X_E^1$, where, k represents the genders appearing in GMAT EXAM , and, $X = \sum_k X_k$, number of candidates to be shortlisted for PI.

- The candidates in a given social category, academic discipline, and gender would be ranked based on the decreasing order of their Composite Score as calculated in Step 2.
- The composite score of eligible overseas candidates must be over or at par with the last cutoff composite score of domestic applicants for their academic discipline.

PHASE 2: MERIT LISTING FOR OFFERING ADMISSION TO PGP 2026-28

After the PI process, the scores of PI will be used, along with ARS, overall GMAT performance, and gender score of the shortlisted candidates, for preparation of the final merit list. To improve the gender diversity, Gender (G) will entail a score of 10 being awarded to all candidates, except those



belonging to the gender of maximum proportion appearing in GMAT EXAM.

The above scores of a candidate will be computed, provided the cut-off percentages for the PI process. There will be different cut-off scores for candidate's performance in the PI process in various categories, as shown in Table 7. While each candidate will be evaluated for communication proficiency, the score for the same will not be used in arriving at the final score.

Categories	Minimum Percentage required in communication proficiency	Minimum Percentage required in PI
DA	20.0%	20.0%
ST	20.0%	20.0%
SC	25.0%	25.0%
EWS	30.0%	30.0%
OTHERS (OT)	30.0%	30.0%

The overall score, OS^c will be computed based on scaled scores of GMAT, PI, ARS and G (as defined above), for every appearing candidate c . The various weights to be applied to components are given in Table 8.

Component	Weightage
Application Rating Score	10%
Gender	10%
PI	40%
GMAT percentage	40%

The candidates will be ranked based on the decreasing order of the OS^c scores. The admission offers will be made to the candidates in order of their rank based on the OS^c scores.

Reservation Policy

The Institute abides by the reservation policy as per the Government of India provisions as applicable to IIM Shillong.



IMPORTANT NOTE

1. IIM Shillong reserves the right to make changes in the Shortlisting and Selection Criteria, if considered necessary at any point in time.
2. The entire Admission Process is based on data provided by the CAT2025 Authorities or GMAT candidates (for overseas applicants). At any point of time if the data for any candidate is found to be false/incorrect, the candidature will be cancelled even if the candidate is offered admission by IIM Shillong.
3. The criteria for the selection process, as listed in the document, are decided based on the pattern and performance trends of the past years' CAT / GMAT data of candidates who had applied to this Institute. In case there is a significant change in the performance and profile of the candidates applying to the Institute in 2026, the Institute reserves the right to change and/or modify the criteria mentioned above.
4. All the candidates who are given admission to the PGP 2026-2028 batch must provide proof of completion of their graduation or equivalent exams by 31st December 2026. Wherever the candidates need to fill in the marks of their earlier examinations, the following will apply:
 - a) For Class X and XII percentages, ***all the subjects appearing in the marksheet*** should be considered for computing the percentages. This is immaterial of the number of subjects the concerned Board uses for the computation of results.
 - b) If any Board awards only letter grades without providing an equivalent percentage of marks on the grade sheet, the candidate should obtain a certificate from the board specifying the equivalent marks that should be used.
5. For calculating total work experience, only those periods of employment will be considered for which the candidate provides all the valid documentary proof, including resignation acceptance/relieving letters, experience certificates, and relevant retirement account details such as EPF/NPS numbers and statement. Experience without any of the above-mentioned verifiable documentation will not be considered for final selection.
6. Please note that IIM Shillong's shortlisting of candidates of the PI process is independent of those of other IIMs. Hence, it is possible to observe variations in the lists of candidates short-listed by different IIMs.
7. The Composite Scores computed for shortlisting the candidates for the PI process, as explained herein (Phase 1), are used only to derive relative ranking of candidates. Beyond this, this score has no further implications. Thus, this score will not be communicated or disclosed during or after the process.
8. Shortlisted candidates would be intimated through the IIM Shillong website (www.iimshillong.ac.in) and e-mail (as provided). Shortlisted candidates will be required to fill in an Interview form and upload the same on the IIM Shillong Admission portal. IIM Shillong would send PI process call letters to only those shortlisted candidates who correctly fill in the Interview form within the stipulated time. Communication would only be sent to applicants who are shortlisted for the PI process. Similarly, the shortlisted candidates who do not fill in the interview form within the stipulated time will cease to be part of the further process, and no communications would be sent or entertained from such candidates.



9. Candidates are advised to keep visiting the IIM Shillong website (www.iimshillong.ac.in) for updates.
10. The evaluation parameters used during the PI process are the intellectual property of IIM Shillong and, thus, will not be shared at any point in time.
11. Candidates who appear in the PI process can view their admission status on or before the second week of May 2026 by visiting the IIM Shillong website. **The overall score will be computed only for those candidates who would have appeared for the PI process and have qualified for the minimum standards as per Table 7.**
12. Based on the merit list prepared in Phase 2, candidates will be offered admission to the program based on the availability of seats. A waitlist will also be maintained, and candidates from this waitlist will be offered admission based on their rank in the list in case certain candidates do not accept the admission offer. There may be several iterations of offers extended to the waitlisted candidates. The number of such offers will be based on the available seats and not on any cutoff value of the overall score. Thus, no cutoff overall score will be recorded if and when a shortlist or waitlist is announced.
13. Any dispute concerning Admissions to PGP (2026-28) would be subject to the jurisdiction of the competent courts within the territorial jurisdiction of Shillong.



ANNEXURE - I

Academic Discipline Details

Academic Category 1 (AC1) (Medicine and Surgery based subjects):

Part I: MBBS, MD (USA)

Part II: BAMS, BDS, BHMS

Academic Category 2 (AC2) (Selected Professional Degrees): Chartered Accountancy (CA), Cost and Works Accountancy (ICWA), Cost and Management Accounting (CMA), Company Secretaryship (CS), Fellow of the Institute of Actuaries of India

Academic Category 3 (AC3) (All Commerce, Economics, Finance and Management Related Degrees): Including BA(in related disciplines), BAF, BBA, BBE, BBI, BBM, BBS, BCAF, BCCA, BCOM, BFIA, BFM, BHM, BHMCT, BIBF, BMS (Bachelor of Management studies) and BSBA degrees.

In particular, including

1. Economics/ Economic Development and Planning
2. Any degree in Hospitality/Hospitality Studies, Catering/Catering Technology, Hotel, Travel and Tourism Management, Tourism Studies and any other related discipline.
3. Commerce (Accountancy, Auditing, Banking, Business Mathematics, Business Organisation, Finance, Insurance, Investment Analysis, Public Finance, Secretarial Practices etc.)
4. Management (Advertising, Agriculture and Food Business, Agribusiness Management, Agriculture Marketing and Cooperation, Agriculture and Rural and Tribal Development, Business Administration, Business Management, Business Studies, Commercial Agriculture and Business Management, Entrepreneurship, Management Studies, Sports Management, Real Estate and Urban Infrastructure, Renewable Energy Management, Oil and Gas Management, Production and Industrial Management)

Any other vocational degree in commerce and management.

Academic Category 4 (AC4)

1. (All Engineering, Technology and Architecture related Areas): Including BARCH, BE, BIT, BINFTECH, BS (ENG)/ BSC (ENG), BTECH and integrated MTECH degrees (Excluding all degrees in Accessories Design/Apparel Production/Design/Fashion Communication/Fashion Design/Fashion Technology/Interior Design/Knit Wear Design/Leather Design/Jewelry Design/Footwear Design, and BS/BSC degrees in Information Technology).

In particular, including

1. Agricultural Engineering/ Dairy Technology/ Food Technology
2. Architecture
3. BE/BS (ENG)/BSC (ENG)/BTECH/integrated MTECH degrees in Biosciences, Geological Sciences, Information Technology, Mathematical Sciences and Natural Sciences



4. BE/BS (ENG)/BSC (ENG)/BTECH/integrated MTECH in all Engineering/Technology and related areas, including subjects like Chemical Technology, Electronics, Engineering Physics etc.
5. Textile Engineering/Technology
6. Others: All other fields where BE/BS (ENG)/BSC (ENG)/BTECH/integrated MTECH degrees are awarded, not explicitly included or excluded elsewhere in the list.

II. (Science and Agriculture related Areas, other than Medicine and Surgery): Including all BS/BSC and integrated MS/MSC (Excluding degrees in Apparel Design, Economics, Fashion Design, Journalism, and Leather Design). Also including degrees in paramedical, veterinary degrees.

In particular, including

1. Actuarial Science
2. Agriculture (Agronomy, Soil Science, Agricultural Biochemistry, Plant Breeding and Genetics, Plant Pathology etc.)
3. Biosciences (Biology, Biochemistry, Biotechnology, Botany, Life Science, Zoology etc.)
4. Computer Applications (BCA, MCA)
5. Fisheries
6. Forestry
7. Geological Sciences (Geography, Geology and Geophysics.)
8. Horticulture
9. Information Technology
10. All bachelor's/integrated master's degrees in Mathematical Sciences (Computer Science, Mathematics, Statistics etc.)
11. Natural Sciences (Chemistry, Physics etc.)
12. Paramedical/Physiotherapy
13. Pharmacology/Pharmacy
14. Planning
15. Veterinary Science/ Animal Husbandry
16. Media Science, Media Science and Technology
17. Physiology
18. Any vocational degree in science (BS/BSC)
19. Science (Others): Forensic, Home Science, Nursing and all other branches of Science not explicitly included or excluded elsewhere in this list

Academic Category 5 (AC5) (All Arts/Humanities Related Degrees, Design, Education, Fashion Design/Technology, Law and Rural Studies): Including any BA (Excluding Economics, Geography and Geological Sciences, Mathematics, Management and Statistics), BAA, BAJM, BCJ, BDES, BED, BFTECH, BJ, BJMC, BL, BM (Bachelor of Music), BMC, BMM, BMus, BSW and LLB.

In particular, including

1. Accessories Design/Apparel Design & Production/Design/Fashion Communication/Fashion Design/Fashion Technology/Fashion Merchandising and Retail Management, Interior Design/Knit Wear Design/Leather Design/Footwear Design/Jewelry Design (all degrees)
2. Arts/Humanities (Archaeology, Education, Fine Arts (Dance, Drama, Film, Music, Painting etc.), History, Languages, Library Science, Literature, Mass Communication, Media Studies, Philosophy, Political Science, Public Administration, Social Work/Welfare, Sociology, etc.)
3. Education (including Physical Education and Sports)
4. Journalism/Mass Communication/Media Studies (all degrees)



5. Law (BL LLB/B.Com. LLB/BBA LLB)
6. Psychology (all degrees)
7. Rural Studies/Rural Sociology/Rural Cooperatives/Rural Banking
8. Any vocational degree in arts/education/humanities (BA)

Academic Category 6 (AC6)

1. Any other discipline not mentioned in AC1 to AC5

Note:

1. Dual bachelor's degree holders will be classified in one of the categories AC-1 to AC6 based on their field(s) and subjects. **Applicants are requested to mention both the degrees of specialization separately in Bachelor Degree 1 and Bachelor Degree 2.**
2. Final discretion on the academic category that an academic program will be classified into rests with the Admissions Committee of IIM Shillong.
3. For candidates having undergone/completed an integrated master's degree directly after their HSC, their classification into an academic category will be based on their academic discipline in the integrated master's degree program.
4. For a candidate who has obtained further higher degrees after their bachelor's degree or their integrated Master's degree, other than those degrees listed above, the discipline(s) of the subsequent degrees will not be taken into consideration in deciding their classification in an academic category.

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