भारतीय प्रबंध संस्थान शिलाँग
Indian Institute of Management Shillong

AACSB ACCREDITED

EQUIS ACCREDITED

ADMISSION BROCHURE 2027

DOCTORAL PROGRAM (Ph.D.)
FULL TIME RESIDENTIAL



ABOUT IIM SHILLONG

Indian Institute of Management Shillong, located in the green contours of Northeast India commenced operations in 2008 as the 7th IIM. As an Institute of National importance, IIM Shillong is committed to its goal of excellence in management education and research. The Institute's Programs are designed to offer participants management education that combines foundations of Indian value system, sustainability and ethical leadership. The Institute has numerous global collaborations, industry-academia interface through its global alumni network and Executive education, and close association with communities through its centres.



ABOUT THE PROGRAM

IIM Shillong launched its Doctoral Program in the year 2012 in line with its mission of generating and disseminating knowledge through research. The Program provides a platform for learning and experimentation that creates knowledge and applications that are relevant and addresses problems in all domains of management or provides fresh perspectives to prevailing theories and models.

THE PROGRAM OUTLINE

The programme offers opportunities to its participants to pursue relevant and contemporary research agendas based on their interest areas and transform into leading researchers and educators. In the first year of the program, a scholar will go through essential courses. A scholar is evaluated through a Comprehensive Qualifying Examination (CQE) after the successful completion of course work. The doctoral dissertation period begins after successfully clearing the CQE. From the second year onwards, scholars have to work closely with their supervisors in identifying potential research gaps, developing a hypothesis, designing research methodology and publishing research ouput in good journals.

AREAS OF SPECIALISATION

- **Economics and Public Policy**
- **Marketing**
- **Finance and Control**
- **Information Systems and Analytics**
- **Operations and Quantitative Techniques**
- **Organizational Behaviour and Human Resources**
- **Strategy and Liberal Studies**

WHY JOIN THE
DOCTORAL PROGRAM AT IIM SHILLONG

01 | Opportunities to work with and learn from leading Academicians in the different management domains.

02 | Prospects of working on ideas that interest and excite participants.

03 | Develop problem-solving, analytical and technical competencies that transform them into competent researchers.

04 | An exceptional peer group from various academic and industry backgrounds.

05 | Networks with international scholars and industry experts for mentorship and career development.

06 | Optimum learning environment enriched by financial support, and residence options in the natural serenity of the campus.



ELIGIBILITY CRITERIA

To apply for the Full time residential Doctoral Program (Ph.D.) at IIM Shillong, following are the eligibility criteria.

1. EDUCATIONAL QUALIFICATION

- A master's degree post bachelor's degree obtained in 10+2+3 pattern with at least 55% marks (or equivalent CGPA) in the bachelor's level and 60% (or equivalent CGPA) in the master's level

(OR)

- A 5-year integrated master's degree obtained after completing higher secondary schooling in 10+2 pattern, with at least 55% marks in the bachelor's level (if explicitly provided) and 60% in the master's level

(OR)

- A professional qualification – CA, CS, CMA (with a minimum of 50% marks) in addition to a Bachelor's degree (with at least 55% marks or equivalent).

(OR)

- A four-year/eight-semester Bachelor's degree with a minimum of 65% marks or equivalent.

Additional Information about admission to PhD Fulltime residential 2027 admission

Note:

- In case a candidate is awarded grades/CGPA instead of marks, the equivalence would be based on the equivalence certified by the institution/university from where they have obtained the bachelor's degree. In case the institution/university does not have any scheme for converting the CGPA into equivalent marks (or percentages), the equivalence would be established by IIM Shillong by dividing the obtained CGPA by the maximum possible CGPA and multiplying the result by 100.
- If a candidate belongs to the following reserved categories – Scheduled Caste (SC)/Scheduled Tribe (ST)/Persons with Disabilities (PwD)/Non-creamy Other Backward Classes (NC-OBC)/Economically Weaker Sections (EWS), the minimum degree marks requirement for eligibility as part of the basic eligibility criteria given above will be relaxed by 5 percentage points.
- The Bachelor's/Master's degree or equivalent qualification should be from any of the Universities 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 UGC Act, 1956; or be recognized by the Ministry of HRD, Government of India; or possess an equivalent qualification from an institution approved by AICTE.

Candidates in their last year of a Master's/Bachelor's program that would qualify them to apply may also apply. Such candidates, if selected, will only be allowed to join the program provisionally if they submit a certificate latest by May 31, 2027 from the Principal/Head of the Department/Registrar or Director of the university/institute (issued on or before May 31, 2027) stating that they have appeared for the examinations (including practical examinations) in all the subjects required for obtaining the Master's/Bachelor's degree/equivalent qualification. Their admission will be confirmed when they submit mark sheets and a certificate of having completed the Master's/Bachelor's degree/equivalent qualification referred in the certificate issued by the Principal/Registrar of their college/institution. The deadline for the submission of Marksheet and Certificate is December 31, 2027. Non-fulfillment of previously mentioned basic eligibility criteria at the end of their Master's/Bachelor's program will automatically result in the cancellation of their provisional admission.

2. TEST SCORES

- Qualified Common Admission Test (CAT) held by IIMs in last 2 years form the date of application, or
- Candidates who have valid GATE, GRE, GMAT, UGC – NET (JRF and/ or Eligibility for Assistant Professorship and/ or Admission to PhD only), and CSIR UGC-NET (JRF and/ or Eligibility for Assistant Professorship and/ or Admission to PhD only) examinations till February 2027 (or as per notification) can also apply in the relevant area of specialization
- Candidates who have already obtained a two-year PGDM from any of the IIMs with a CPGA equivalent to 60% or more are exempted from the above requirement and can apply directly through the prescribed Application Form.
- Admission to the program is open to overseas candidates including NRIs and foreign nationals. Their admission will be based on valid GMAT/GRE scores including the other criteria as mentioned above.

The validity of the CAT and the other standard test scores are given in the following table. The scores should be valid on the deadline for submission of the application form.

Test	Validity
CAT	2 years
GRE	5 years
GMAT	5 years
GATE	3 years
JRF	3 years

Note: Online GMAT/GRE (take-home) exam scores are not valid. Only test center-based GMAT/GRE scores are valid.

Government of India guidelines for reservation are followed during admissions.

Limit, Test Scores, Selection Process, Reservation Policy, Program Duration and Financial Support guidelines, Hostel Accommodation, Expenses for PhD admissions at IIM Shillong must be adhered to.

Provisions of the National Eligibility Test (NET) for Admission to PhD Full-Time residential program as per UGC Norms

Beginning with the academic year 2024–25, the University Grants Commission (UGC) has mandated that scores from the National Eligibility Test (NET) will be accepted for admission to PhD program across all universities and Higher Educational Institutions (HEIs). This move eliminates the need for separate entrance examinations conducted by individual institutions

Under the revised framework, PhD admissions will be categorized as follows:

- **Category 1:** Admission to PhD with Junior Research Fellowship (JRF) and eligibility for appointment as Assistant Professor.
- **Category 2:** Admission to PhD without JRF but with eligibility for appointment as Assistant Professor.
- **Category 3:** Admission to PhD only, without eligibility for JRF or Assistant Professorship.

For Categories 2 and 3, the admission process will be based on a 70% weightage of NET scores and 30% weightage for interview/viva voce. NET scores for these categories will be valid for one year from the date of result declaration

This change aligns with the UGC's efforts to streamline PhD admissions and reduce the burden of multiple entrance exams for aspiring scholars.

From June 2024 onwards, therefore, the NET candidates will be declared eligible in three categories:

- **Category-1:** Eligible for (i) admission to PhD with JRF and (ii) appointment as Assistant Professor.
- **Category 2:** Eligible for (i) admission to PhD with JRF and (ii) appointment as assistant Professor.
- **Category-3:** Eligible for admission to PhD program only and not for the award of JRF or appointment as Assistant Professor.

The determination of the eligibility of NET for different categories is summarized below:

Qualified For	Eligible For		
	JRF	Assistant Professor	PhD Admission
Category-1: Award of JRF and appointment as Assistant Professor	**Yes**	**Yes**	**Yes**
Category- 2: Appointment as Assistant Professor and admission to PhD	**Yes**	**Yes**	**Yes**
Category- 3: Admission to PhD only	**Yes**	**Yes**	**Yes**

SELECTION PROCESS

- Short-listed candidates (on the basis of their academic record and performance in the competitive examinations as mentioned above) will be called for a personal interview. Based on the personal interview performance the shortlisted candidates will be considered for admission into Ph.D. program.

RESERVATION POLICY

Reservation for eligible categories will be as per Government of India rules applicable for doctoral program at the time of admission.

HOSTEL ACCOMMODATION

Scholars are accommodated in hostels, however, family accommodation is currently not available.

EXPENSES

Students have to pay the following expenses:

- Caution Deposit (refundable): ₹10,000/-*
- Mess Charges: As per actuals
- Insurance Premium: As per actuals
- Alumni charges

*This is a one time fee payable during the time of Registration

The programme typically spans four and a half years



FINANCIAL SUPPORT

- Candidates selected for the Doctoral Program are given a financial support which covers their research requirements and modest living.
- All students admitted to the PhD Program are provided with a fellowship and contingency allowance for a maximum period of four and a half years. The fellowship amount is ₹45,000/- per month. Students are required to be in attendance on a full-time basis and devote all their time to course work and research, and are also required to provide teaching and research assistance.
- The Tuition and hostel fees are waived.

Other financial support of ₹2,30,000 / is made available to students which include:

1. One Time Computer Grant of ₹80,000/- per scholar which can be reimbursed only during the 2nd year, after successful completion of the first year.
2. The scholar is entitled to a total Financial Aid of up to ₹1,00,000/- from the beginning of the Second Year onwards (₹50,000 per year for the second and the third year). The Financial Aid will include the following: – Seminars (International & National)/ Workshop (International & National)/ Conference (International & National), etc.
3. For the entire duration of the course, a scholar is entitled a contingency grant of ₹50,000. The detail of the items included in the contingency grant shall be notified.

The Financial Aid will include the following:

- Seminars (International & National)
- Workshop (International & National)
- Conference (International & National)

HOW TO **APPLY**

- Candidates who have qualified scores of the test/examination such as GATE, GRE, GMAT, UGC - NET (JRF and/ or Eligibility for Assistant Professorship and/ or Admission to Ph.D only), and CSIR UGC-NET (JRF and/ or Eligibility for Assistant Professorship and/ or Admission to Ph.D only) are invited to fill the application form, October 27, 2026 onwards by clicking on the link provided on the website.
  (https://www.iimshillong.ac.in/doctoral-program/admission-process)
- The application form should be filled up and submitted online. Any incomplete submitted form will not be accepted.
- The candidates are requested to be careful while filling the form and to check the same before submitting it. In case there are multiple submissions, only the first such submission will be considered.
- The Application fee for General category is ₹1000/- to be paid online (Non-Refundable) and for SC/ST/PwD candidates fees are waived off.
- Please read the instructions in this page as well as in the application form carefully before filling in the form.

PROGRAM **COMMENCEMENT**

June/July 2027



TESTIMONIALS



Kuldeep Baishya
Assistant Professor
School of Business,
Indian Institute of Technology Guwahati, India
PhD 2021, IIM Shillong

Pursuing a PhD in Management from the Indian Institute of Management (IIM) Shillong has been instrumental in shaping my career as an Assistant Professor in Marketing at IIT Guwahati. The rigorous academic training and research-oriented environment at IIM Shillong honed my analytical and critical thinking skills, enabling me to approach complex management challenges with a strategic mindset. The program's emphasis on interdisciplinary research, along with its focus on both theory and practical application, provided me with a deep understanding of contemporary management issues. Moreover, interactions with leading faculty and industry experts helped me stay updated with the latest trends in marketing, which I now integrate into my teaching and research. This comprehensive academic foundation not only strengthened my expertise in marketing but also prepared me to effectively mentor students and contribute to the academic fraternity.



Dr Sushant Kumar
Assistant Professor (Marketing Management)
Indian Institute of Management Lucknow
PhD 2021, IIM Shillong

I had the distinct privilege of completing my doctoral education in Management at IIM Shillong, and the experience was nothing short of transformative. The rigorous academic environment, combined with the institution's commitment to research excellence, provided me with a profound understanding of advanced marketing strategies and consumer behavior. The faculty's expertise and the collaborative research culture greatly enhanced my analytical skills and academic procwess. IIM Shillong's holistic approach to education has not only equipped me with cutting-edge knowledge but also inspired me to contribute meaningfully to the field of marketing management. I wholeheartedly recommend IIM Shillong to anyone seeking a world-class education and a platform to achieve academic and professional excellence.



INDIAN INSTITUTE OF MANAGEMENT SHILLONG

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