



EVEN EXPERTS NEED ADVICE

IIM CALCUTTA ANNOUNCES SENIOR MANAGEMENT PROGRAM, BATCH-10.

Blends quantitative tools with qualitative perspective • Develops a strong strategic orientation

- **Eligibility:** - Graduates with minimum 50% marks and minimum work experience of 10 years after graduation.
- **Duration:** 1 year

INTRODUCING SENIOR MANAGEMENT PROGRAM - Batch 10.

PROGRAM OBJECTIVES

This program has been designed specifically for Senior Level Executives to:

- equip them with tools and perspectives to make well considered strategic decisions.
- develop on tools and techniques required for managing organisations.
- transform them into strategic leaders within their organisations.

This program is divided into two modules:

- The Introductory Module focuses on the essentials of functional skills of management.
- The Advanced Module shifts focus to strategic thinking, decision-making, leadership styles and managing business globally.

WHO SHOULD ATTEND?

- Managers taking on senior management responsibilities.
- Practicing senior managers who wish to stay updated with contemporary management thoughts.

ABOUT IIM CALCUTTA

- The Indian Institute of Management, Calcutta (IIM Calcutta) was established as the first national institute for post-graduate studies and research in management by the Government of India in 1961 and is reputed to be one of Asia's finest business schools.
- Since last 50 years, IIM Calcutta has been playing a pioneering role in professionalising Indian management through its Post-Graduate and Doctoral Level Programs, Executive Training Programs, Research and Consulting Activities.

For more information about the institute, please visit www.iimcal.ac.in or www.niitimperia.com

PEDAGOGY

Each module will be taught with the help of case studies, corporate examples and general discussions. Statistical software and online database resources would be used wherever necessary.

PROGRAM DESIGN AND DURATION

- Duration: One year.
- Coverage: Seven introductory modules, seven advanced modules and case analysis.
- Frequency: Twice a week.
- Class Schedule: Saturday and Sunday - 9.00 AM to 12.00 Noon.
- Delivery: Through classes at NIIT Imperia Centre for Advanced Learning in your city*, using Synchronous Learning Technology platform.
- In addition, there will be two mandatory campus modules at IIM Calcutta during the program. First visit will be for 3 days at the beginning of the program & second visit will be for 4 days during the advance stages of the program.

PROGRAM STRUCTURE & CONTENTS (Applicants are advised to go through the detailed program content at <http://bit.ly/SMP10dpc>)

Introductory Modules

1. Macro Economics
2. Financial Reporting and Analysis
3. Micro Economics
4. Quantitative Applications in Management
5. Marketing Basics
6. Corporate Finance
7. Operations Management Fundamentals

Advanced Modules

- Supply Chain Management
- Managing Human Resources
- Marketing Strategy
- Strategic Management
- Corporate Financial Strategy
- Leading Organizations
- Legal aspects of Business

PROGRAM FACULTY

Program Directors: Prof. Sudip Chaudhuri, Prof. Chetan Joshi and Prof. Ramendra Singh.

Select faculty from IIM Calcutta will conduct this program. Profiles of the faculty are available on www.niitimperia.com and www.iimcal.ac.in.

EVALUATION

- Evaluation by: IIM Calcutta.
- Evaluation Structure: Mid and end module examinations.
- Evaluation Mode: Evaluation may also include one or more of the following: Online Assessment/Case Study Discussions/ Quiz/ Assignments/Offline Assessment (Paper-pencil test)/ Class participation.
The final decision on evaluation methods rests with the institute and may change without prior intimation. Based on the performance in the assessments, participants are awarded grades (excellent, good, average, below average) in every module.

CERTIFICATION

Participants with below average grades in not more than two modules will receive a 'Certificate of Completion' in Senior Management Program. Participants with more than 2 below average grades will receive a 'Certificate of Participation'. Certificates shall be issued directly by IIM Calcutta.

ELIGIBILITY CRITERIA AND SELECTION PROCESS

- Applicants should be working professionals/self-employed (Need to produce supporting proof).
- Graduates (10+2+3) in any discipline with min. 50% marks [aggregate- considering results of all years (e.g. 3 or 4 together)] recognised by UGC/AICTE/DEC/AIU.

- Minimum 10 years of work experience post completion of graduation is required as on September 1, 2013.

Eligible applicants will be selected on the basis of their performance in the Program Aptitude Test (PAT) to be conducted by NIIT Imperia, together with the assessment of background and motivation (Statement of Purpose-Annexure I of the Application Form) based on the application form submitted.

Selected applicants need to resubmit the latest proof of current employment at the time of registration.

FEES AND PAYMENT SCHEDULE

- Program Fee: ₹3,44,496/- (inclusive of service tax as applicable).
- The fee above is inclusive of all academic charges, examinations, textbooks, study material.
- All fees are non-refundable. Fees can be paid by cash, or cheque/demand draft drawn in favour of 'NIIT Ltd. Imperia Collection A/c'.
- A deferred payment facility exists with the following schedule:
 - With Application# ₹11,236/-
 - On Registration ₹1,26,563/-
 - Instalment 1 (Nov 2013) ₹68,899/-
 - Instalment 2 (Jan 2014) ₹68,899/-
 - Instalment 3 (Mar 2014) ₹68,899/-

(Students are to submit the PDCs towards future instalments as per the due date at the time of registration).

A mandatory Campus Module fee is to be paid vide DD drawn in favour of IIM Calcutta, before every campus visit. This amount includes boarding and lodging. Travel arrangements (including travel expenses) for the campus visit have to be made by the participants themselves.

The Campus Instalment to be paid vide DD drawn in favour of 'Indian Institute of Management Calcutta' payable at Kolkata.

Campus Instalment 1* (Oct 2013): Rs. ₹ 19663/-

Campus Instalment 2 (June 2014): No additional fee

*Participants have to make their own staying arrangement during the first campus visit.

#Initial payment will be refunded completely if the applicant is not selected for the program by the institute. This does not include the application amount of ₹ 1,124/-.

Initial payment will not be refunded in case of any/all of the following conditions:

- The application is found to be incomplete or inaccurate at any stage of scrutiny (Appearing in PAT does not confirm application acceptance/clearance of scrutiny).
- The applicant is offered a seat for the program and does not join before the date mentioned in the offer letter.

It is the responsibility of the applicant to ensure that the application is complete in all respects.

The selection offer letter is for a specific batch of a program. Neither the offer for admission nor the initial amount is transferable to any other program or batch.

BANK LOAN FACILITY

Up to 90% of the program fee can be availed as Customised Education Loan from leading banks to enable the participants to spread the repayment over a period of 36 months. However, the applicant shall be eligible for bank loans as per the concerned bank norms.

Neither NIIT Imperia nor the institute will be held responsible for any delay in disbursement of the bank loan.

HOW TO APPLY

- Visit www.niitimperia.com to fill the application form online.
- Application forms can be obtained from local NIIT Imperia Centres or downloaded from www.niitimperia.com.

Application fee of ₹ 1,124/- and initial amount of ₹ 11,236/- is payable at the time of application submission.

APPLICATION FORECLOSURE CLAUSE:

Please be aware that seats are limited at every location for this program. Therefore,

1. Applications can be foreclosed anytime with a 7 day notice posted on the NIIT Imperia website.
2. Applicants are advised to apply as early as possible to avoid rejection of their application form.

Batch Start Date##: October 2013

Please refer to www.niitimperia.com for important dates and admission specific information and for details on other academic processes and student facilities at NIIT Imperia, please refer to www.niitimperia.com. Some of the facilities provided by NIIT Imperia are governed by the Institute Regulations and Terms & Conditions apply.

##Exact date to be notified. Batch start date may be subject to change by the Institute.

IMPORTANT POINTS

- The batch start date shared above is tentative and is subject to selection of threshold number of candidates in the aptitude test
- All fees are non-refundable; however, if the program start is delayed for more than 3 months, the applicant is eligible to apply for a refund
- NIIT Imperia controls the extension or foreclosure of the admissions for the program subject to seat availability in the study centres
- Campus module dates & fee to be confirmed during orientation class
- Initial payment will be refunded completely if the applicant is not selected for the program by the institute. This does not include the application fee of ₹ 1,124/-
- IIM Calcutta does not provide any placement assistance to candidates attending the program. Participants who successfully complete the program will be awarded IIM Calcutta – MDP alumni status

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NEED

ADVICE

To attend information session, please register at www.bit.ly/SMP10concall

Download detailed program contents at www.bit.ly/SMP10dpc

***NIIT IMPERIA Centres:**

North: Chandigarh; Delhi NCR - Dwarka, Gurgaon, Nehru Place, Noida, Preet Vihar, Connaught Place, Janakpuri, Kamla Nagar, Rajendra Place, Ghaziabad, Faridabad; Indore; Bhopal; Jaipur; Lucknow

South: Bengaluru - Jayanagar, Bommanahalli, Yelahanka, Malleshwaram, Kengeri, Vijayanagar; Mangalore; Chennai - Mylapore, Sholinganallur, Anna Nagar; Trivandrum; Cochin; Coimbatore; Hyderabad - Basheerbagh, Habsiguda, Kukatpally, Mehdiapatnam, Secundrabad; Mysore

East: Bhubaneswar; Kolkata; Guwahati

West: Ahmedabad; Mumbai - Andheri East, Andheri West, BKC, Borivali, Thane, Vashi; Nagpur; Nasik; Pune- Bhandarkar Road, Hadapsar

For complete addresses and contact numbers, visit www.niitimperia.com.

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For more details, please visit www.niitimperia.com;
call 1800 266 0304 or Email: imperia@niit.com

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