



भारतीय प्रबंध संस्थान कोषिकोड

INDIAN INSTITUTE OF MANAGEMENT KOZHIKODE

IIMK Campus P O, Kozhikode - 673 570, Kerala

कार्यकारी स्नातकोत्तर कार्यक्रम

EXECUTIVE POST GRADUATE PROGRAMMES

3rd August 2017

ADMISSION NOTIFICATION-2017

EXECUTIVE POST GRADUATE CERTIFICATE PROGRAMMES

Indian Institute of Management Kozhikode invites online applications from working professionals for the following **Executive Post Graduate Certificate Programmes** in

- **Marketing Management (EPGCMM- Batch 10)**
- **Strategic Management (EPGCSM- Batch 10)**
- **Operations Management (EPGCOM- Batch -09)**
- **Financial Management (EPGCFM- Batch -09)**
- **Information Technology Management and Analytics (EPGCITMA- Batch -05)**
- **Human Resources Management (EPGCHRM- Batch -05)**

Executive Post Graduate Certificate Programmes are conceived with the idea of providing specialized learning in the specific business function. These programmes offers a range of foundation, advanced and integrative courses in the specific functional area for working executives aiming to build specialized competency in specific business function.

PROGRAM DURATION

Total duration of the program is 225 hours covered in one year.

PROGRAM DELIVERY

Executive Post Graduate Certificate Programmes are delivered through the technology platform of **Times Centre for Learning Ltd** under the brand TSW which delivers these programs live through multiple TCLL learning centres spread across the country over an interactive learning platform during evenings and weekends. These programmes have one in-campus module of six days at the beginning of the program; which is conducted at the IIMK campus and attending the in-campus module is a mandatory requirement to enrol for the program.

For details of TCLL learning centres across India, please visit our website www.iimk.ac.in/academics/epgp/classroomcentres.php. Candidate can choose one learning centre to attend the online platform classes. A unique flexibility is provided by the technology partner Times Centre for Learning Ltd (TSW) to participants for changing^ their centre for valid reasons by remitting a nominal fee.

[^ Conditions apply.](#)



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CLASS SCHEDULE^^

Generally, there will be two classes in a week for each program having duration of 3 hours each. The complete class schedule of each quarter will be provided to participants before commencement of each Quarter.

Program	Schedule
EPGCMM	Monday 6:45 PM – 9:45 PM; Sunday 3:30 PM – 6:30 PM
EPGCSM	Thursday 6:45 PM – 9:45 PM; Sunday – 12:15 PM – 03:15 PM
EPGCOM	Friday – 06:45 PM – 09:45 PM and Sunday - 09:00 AM – 12:00 PM
EPGCFM	Wednesday – 06:45 PM – 09:45 PM and Saturday – 06:45 PM – 09:45 PM
EPGCHRM	Wednesday – 06:45 PM – 09:45 PM and Saturday – 03:30 PM – 06:30 PM
EPGCITMA	Tuesday – 06:45 PM - 09:45 PM and Sunday – 3:30 PM – 6:30 PM

^^ Class schedule mentioned is subject to change as per program requirement. IIMK reserve the right to change the schedule.

PEDAGOGY & ACADEMIC EVALUATION

The method of evaluation varies from course to course. The course Instructor will decide and communicate, at the beginning of the course, an appropriate scheme of evaluation as per the requirements of the course and the methods of instruction. Normally, the evaluation of academic performance in each course is based on varying combinations of the components - Assignments, Quizzes, Class Participation, Project Work, End-Term Examination, and any other component as suitably decided by the Instructor.

The relative weightage of components will be at the discretion of the Instructor subject to a minimum weightage of 50 per cent for the End Term examination. In the end term exam, a participant has to earn a grade above 'F' to qualify for a grade in the course. In cases, where a participant gets an 'F' in the end term exam, the grade for the course will be recorded as 'F'. A minimum level of performance will be fixed, like, a certain percentage of marks, by the Course Instructor to decide "F" grade for the End Term examination. Instructors will also have the discretion to make mid-course corrections in the evaluation scheme, if, in their best judgment, such changes become necessary as the course progresses. Such changes would be promptly announced to the participants, if and when they are made.

For course curriculum, please refer **Annexure-II** in the admission notification.

THE GRADING SYSTEM

At the end of each course, the Instructor awards Letter Grades to the course participants. IIMK follows a grading scheme of 13 levels ranging from A+ to F as given in the Table below:

Letter Grade	A+	A	A-	B+	B	B-	C+	C	C-	D+	D	D-	F
Grade Point	4.33	4	3.67	3.33	3	2.67	2.33	2	1.67	1.33	1	0.67	0



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The Institute follows component-wise letter grading. It is implemented by converting all marks or grades (if letter grades are directly given) to scaled scores on a scale that is common to all components of all courses. The weighted average of scaled scores determines the course grade. The use of scaled scores enables summing of comparable marks.

The **Cumulative Grade Point Average (CGPA)** is calculated as a composite index of academic performance of the participant. The Cumulative Grade Point Average (CGPA) indicates academic standing in the Programme. It is computed by dividing; the sum of the actual grade points earned multiplied by course credits by the number of total credits taken.

CALCULATION OF CGPA

The Cumulative Grade Point Average (CGPA) is calculated using the following formula:

$$\text{CGPA} = \frac{\sum (\text{Grade point obtained for a course X corresponding course credits})}{\text{Total Credits}}$$

REQUIREMENTS FOR THE TITLE

The general requirements for the certificate title are given below:

- a) Enrolment, in principle, as a regular participant in the Programme.
- b) Completion, during the period, of all required courses with a Cumulative Grade Point Average of 2.00 or above
- c) Does not have more than 9 Deficit Credit Points (DCPs).
Grades D and F will attract deficit credit points. 'D Grade' means a final grade of 'D+', D, or D-' in the course.
Grade F will carry
6 DCPs in a 3 credit course
4 DCPs in a 2 credit course
2 DCPs in a 1 credit course
Grade D will carry
4 DCPs in a 3 credit course
3 DCPs in a 2 credit course
2 DCPs in a 1 credit course
- d) Successful completion of all the compulsory modules
- e) Completion of any other curriculum requirements that may be stipulated from time to time.
- f) Should not have any financial due with the Institute.



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PROGRAMME FEE

Programme Fee: ₹ 2, 20,000 + Goods and Service Tax (GST)* as applicable payable in four instalments. Participant can remit the fee online through the fee collection portal of Vijaya Bank against the unique student identification number .Payment of program fee can be made through net banking ,credit/debit card ,IMPS,NEFT etc.

EPGCMM-10 & EPGCSM-10				
	Fee	Tax	Installment	Due Date
Installment-1	44000	7920	51920	31st December 2017
Installment-2	70400	12672	83072	12th February 2018
Installment-3	52800	9504	62304	11th June 2018
Installment-4	52800	9504	62304	1st October 2018
Total	220000	39600	259600	

EPGCOM-09				
	Fee	GST	Installment	Due Date
Installment-1	61600	11088	72688	31st December 2017
Installment-2	52800	9504	62304	12th February 2018
Installment-3	52800	9504	62304	11th June 2018
Installment-4	52800	9504	62304	1st October 2018
Total	220000	39600	259600	

EPGCFM-09 / EPGCHRM-05				
	Fee	GST	Installment	Due Date
Installment-1	44000	7920	51920	31st December 2017
Installment-2	61600	11088	72688	12th February 2018
Installment-3	61600	11088	72688	11th June 2018
Installment-4	52800	9504	62304	1st October 2018
Total	220000	39600	259600	

EPGCITMA-05				
	Fee	GST	Installment	Due Date
Installment-1	44000	7920	51920	31st December 2017
Installment-2	52800	9504	62304	12th February 2018
Installment-3	70400	12672	83072	11th June 2018
Installment-4	52800	9504	62304	1st October 2018
Total	220000	39600	259600	

* Current GST rate applicable is 18.00%.



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Education Loan Facility

Education loan facility is provided by Bank of India under the scheme 'Star Vidya Loan'**.Candidates offered with admission to the program & wishes to avail the loan facility can contact the nearest BOI branch to forward the loan application.

****Sanction of loan is on the sole discretion of the bank, subject to fulfilment of desired criteria stipulated by the bank time to time.**

CERTIFICATE AWARDED

On successful completion of the programme, participant would be awarded the title 'Executive Post Graduate Certificate in Respective specialisation Area' by IIM Kozhikode.

ELIGIBILITY TO APPLY

- Bachelor's Degree # or its equivalent in any discipline with Aggregate 50% mark or equivalent CGPA.
- 3 Years of managerial/ entrepreneurial/ professional experience after graduation as on **15th January 2018** (Program start date).

Candidates applying for **EPGCITMA** program should meet one of the following additional requirements apart from the above criteria.

- Apart from the above eligibility requirement, the candidate must have studied at least 3 subjects related to Information Technology during Graduation or any additional diploma level Certification in Information Technology.

OR

- Minimum of 2 years experience (out of 3 years) preferably in the IT/ITES/Technology sectors or the IT Function of an organization.

#Bachelor's degree awarded by 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 the UGC Act, 1956 (<http://www.ugc.ac.in/oldpdf/alluniversity.pdf>), or possess an equivalent qualification recognized by the Ministry of HRD, Government of India. The percentage of marks obtained by the candidate in the bachelor's degree would be calculated based on the practice followed by the university/institution from where the candidate has obtained the degree. In case the candidates are awarded grades/CGPA instead of marks, the conversion of grades/CGPA to percentage of marks would be based on the procedure certified by the university/ institution from where they have obtained the bachelor's degree. In case the university/ institution does not have any scheme for converting CGPA into equivalent marks, the equivalence would be established by dividing the candidate's CGPA by the maximum possible CGPA and multiplying the result with 100.

ADMISSION/SELECTION

Admission to the programme is based on a personal interview (through interactive live platform of TCELL), evaluation of profile and Statement of Purpose (SOP).



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Candidate shortlisted for the interview; will be intimated through call letter about the date and time of interview. Candidates are required to attend the online interview from the learning centre opted in the application form.

A candidate can apply for multiple programmes .In such case; the candidate is required to appear for interview for all the programmes that he/she has applied. If a candidate is shortlisted for more than one programme; admission will be granted to only one programme based on the candidate's preference.

APPLICATION FEE

Candidate applying for EPGP program is required to pay a non-refundable fee ₹ 2000 + Goods and Service Tax (GST)* as applicable per application through online^{##} using Net Banking, Credit Card/ Debit Card. Payment through any other mode is not acceptable. Application fee once paid is not refundable or adjustable under any circumstances & applications received without fee will be merely rejected.

Candidate applying for more than one programme required remit application fee separately for each programme that he/she is applying.

* Current GST rate applicable is 18.00%.

^{##}Bank Transaction charges for online payment of fee will have to be borne by the candidate.

HOW TO APPLY

Candidate wish to apply for the programme is required ascertain her/his eligibility and apply by their own interest.

Step 1: Register online & Generate Application Number.

Step 2: Make application fee payment online.

Step 3: Login with the application number and other credentials to submit application form.

Step 4: After submitting the online application & fee payment, send us **2 copies of application** duly signed along with **one set** of self attested copies of the documents specified in **Annexure – I** to the following address.

The Manager-EPGP

Executive Post Graduate Programmes

Indian Institute of Management Kozhikode

IIMK Campus P O, Kunnamangalam Kozhikode - 673570

Ph : (0495) 2809417/223/412/224/416/492



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Note: Please ensure that all enclosures are annexed to the applications properly. Application without signature of the candidate will be rejected outright. The envelope containing the application should be super scribed as “**APPLICATION FOR THE PROGRAMME (Programme Name[s]) ADMISSION-2017**”

IMPORTANT DATES

Last date to apply online	15 th October 2017
Last date to receive hard copy of application at IIMK	22 nd October 2017
Date of interview	26 th October - 15 th November 2017
Result announcement	30 th November 2017
Date of first installment payment	31 st December 2017
Date of first in-campus	15-20 January 2018

ADMISSION HELPDESK

Executive Post Graduate Programmes office

Indian Institute of Management Kozhikode

IIMK Campus P.O, Kunnamangalam

Kozhikode - 673 570, Kerala

☎ -0495-2809416, 224,417, 223, 412 🌐 www.iimk.ac.in ✉ epgpadmission@iimk.edu.in

Times Centre for Learning Ltd (Technology & Infrastructure Service Provider)

☎ 7400097470 🌐 www.timestsw.com ✉ tswadmission@timesgroup.com



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Annexure I - List of Documents to be attached along with application form.

After submission of online application & fee payment, candidate is required to send **two copies of application form duly signed** along with **one set of following documents** annexed properly.

1. **One** passport size colour photographs same as uploaded in the online application form. (Write name and application number on the reverse of photograph.)
2. Self attested copies of following academic records (Xth onwards)
 - i) Xth /SSLC Certificate & Mark Sheet.
 - ii) Pre-Degree/Plus-Two/HSC/VHSC Mark Sheet & Certificate.
 - iii) Degree mark sheet of all years & Original Degree Certificate (Provisional Certificate, if original degree certificate not received).
 - iv) PG/Other Higher Qualification mark sheet of all years & Certificate.(Not a mandatory Requirement)
3. Self attested copies of experience certificate(s) for the experience details entered in the online application form.
4. Self attested copy of experience letter /reference letter /employment details confirmation letter from the current employer.
5. Self attested copy of a valid Photo Identity proof (Passport/Driving License/PAN Card/AADHAR Card)
6. Self attested copy of employee ID card & one visiting card (If available) of the currently employed organisation.
7. Copy of online fee receipt.

NOTE

1. Please do not send any original academic record along with the application form.
2. All original certificates (Academic & Experience) should be produced for verification on the day of starting of the program.
3. Candidates failing to produce the original certificates for verification will not be permitted to join the program.
4. Please refer FAQ's for more clarifications with regards to supporting documents.



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Annexure II- CURRICULUM & COURSE STRUCTURE

EPGCMM-10

Quarter	Course Title	Course Code	Credits	Hours
Quarter -I	Marketing Management	MM10-01	3	27
	Marketing Research	MM10-02	2	18
Quarter-II	Consumer Behaviour	MM10-03	2	18
	Managing Business Markets	MM10-04	2	18
	Retail Marketing	MM10-05	2	18
	Marketing Communications Management	MM10-06	2	18
Quarter-III	Sales & Distribution Management	MM10-07	2	18
	Service Marketing	MM10-08	2	18
	Internet Marketing	MM10-09	2	18
Quarter-IV	Customer Relationship Marketing	MM10-10	2	18
	Product & Brand Management	MM10-11	2	18
	Strategic Marketing	MM10-12	2	18
		Total	25	225

EPGCSM-09

Quarter	Course Title	Course Code	Credits	Hours
Quarter -I	Strategic Management	SM10-01	3	27
	International Business I	SM10-02	1	9
	An Introduction to Accounting and Finance	SM10-03	1	9
Quarter-II	Strategy Implementation	SM10-04	3	27
	International Business II	SM10-05	2	18
	Management of Technology and Innovation	SM10-06	3	27
Quarter-III	Corporate Governance	SM10-07	2	18
	Entrepreneurship & New Ventures	SM10-08	2	18
	Strategy Analytics	SM10-09	2	18
Quarter-IV	Mergers, Acquisitions & Strategic Alliances	SM10-10	2	18
	Managing Change and Transformation	SM10-11	2	18
	Models & Frameworks of Strategic Analysis	SM10-12	2	18
		Total	25	225



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EPGCOM-09

Quarter	Course Title	Course Code	Credits	Hours
Quarter -I	Quantitative Techniques & Forecasting	OM09-01	2	18
	Supply Chain Management	OM09-02	2	18
	Operations Management	OM09-03	2	18
	Operations Research	OM09-04	1	9
Quarter-II	Project Management	OM09-05	2	18
	Service Operations Management	OM09-06	2	18
	Advanced Operations Research	OM09-07	2	18
Quarter-III	Six Sigma	OM09-08	2	18
	Business Process Re-engineering & Enterprise Resource Planning	OM09-09	2	18
	Simulation and Systems Dynamic	OM09-10	2	18
Quarter-IV	Operations Strategy	OM09-11	2	18
	Product Innovation and Development	OM09-12	2	18
	Lean Systems	OM09-13	2	18
		Total	25	225

EPGCFM-09

Quarter	Course Title	Course Code	Credits	Hours
Quarter -I	Financial and Management Accounting I	FM09-01	2	18
	Financial Management	FM09-02	2	18
	Financial and Management Accounting II	FM09-03	1	9
Quarter-II	Advanced Management Accounting	FM09-04	2	18
	Management of Financial Institutions	FM09-05	2	18
	Security Analysis and Portfolio Management	FM09-06	3	27
Quarter-III	Fixed Income Securities	FM09-07	2	18
	Financial Derivatives	FM09-08	2	18
	Advanced Corporate Finance	FM09-09	3	27
Quarter-IV	Financial Statement Analysis	FM09-10	2	18
	Strategic Financial Management	FM09-11	2	18
	Risk Management	FM09-12	2	18
		Total	25	225



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EPGCITMA-05⁺

Quarter	Course Titles	Course Code	Credits	Hours
Quarter -I	Management Information Systems	IT05-01	3	27
	Digital Governance	IT05-02	2	18
Quarter-II	Business Intelligence and Analytics	IT05-03	2	18
	Enterprise Cloud Computing	IT05-04	2	18
	Technology Entrepreneurship and Innovation	IT05-05	2	18
Quarter-III	IT Strategy and Business Transformation	IT05-06	2	18
	Management of IT Products and Services	IT05-07	2	18
	ICT for Sustainable Development	IT05-08	2	18
	Social Media Analytics	IT05-09	2	18
Quarter-IV	Big Data and IoT	IT05-10	2	18
	E-Commerce	IT05-11	2	18
	Cyber Security and Privacy	IT05-12	2	18
Total			25	225

⁺Disclaimer – The above mentioned list of courses & name of the programme is tentative & subject to approval of the competent authority.

EPGCHRM-05

Quarter	Course Title	Course Code	Credits	Hours
Quarter -I	Organizational Behaviour	HR05-01	3	27
	Human Resource Management	HR05-02	2	18
Quarter-II	Organizational Development and Change	HR05-03	2	18
	Performance and Talent Management	HR05-04	3	27
	Negotiation and Conflict Management	HR05-05	2	18
Quarter-III	Labour Law and Industrial Relations	HR05-06	2	18
	Effective Hiring Compensation and Reward Management	HR05-07	3	27
	Creativity and Innovation	HR05-08	2	18
Quarter-IV	Leading Self and Organization	HR05-09	3	27
	Strategic HRM & International HRM	HR05-10	3	27
Total			25	225