

Indian Institute of Management Kozhikode

PGP-LSM Admissions Policy and Procedure for 2023-2025 Batch

IIM Kozhikode adopts a three-staged selection process for its admissions to the PGP-LSM 2023-2025 batch. The details of the three stages are given below:

Stage 1: Registration of Candidates Meeting the Eligibility Criteria

Basic Eligibility

- Bachelor's degree/Post-Graduate degree in any discipline with minimum 60% aggregate marks¹ or equivalent CGPA. Candidates without a graduation degree must obtain a minimum of 50 percent aggregate marks in CA/ICWA/CS to qualify.
- Must possess a valid score in CAT/GRE/GMAT, taken between January 1, 2022 to December 31, 2022 (both days inclusive). Only candidates obtaining a positive (greater than zero) raw score in all sections of CAT 2022 will be considered.
- Those appearing for the final year of Bachelor's degree/equivalent qualification examination and awaiting results can also apply. Such candidates, if selected, will be admitted provisionally till the final results and degree certificates are available.

In Stage 1, along with the basic eligibility, the following minimum eligibility criteria will be applied to all candidates who have opted for IIM Kozhikode.

Table 1: Minimum Eligibility Criteria

| Category | CAT/GMAT/ GRE Overall Percentile* | Verbal Section Percentile** | Reasoning Section Percentile*** | Other Section Percentile**** |
|-------------------|---|-----------------------------------|---------------------------------------|------------------------------------|
| GEN | 80 | 80 | 80 | 60 |
| NC-OBC/EWS | 70 | 70 | 70 | 60 |
| SC | 60 | 60 | 60 | 60 |
| ST/PwD | 55 | 55 | 55 | 55 |

* Overall Percentile, wherever applicable.

** Verbal Ability and Reading Comprehension (CAT), Verbal (GMAT), Verbal Reasoning (GRE).

*** Data Interpretation and Logical Reasoning (CAT), Integrated Reasoning (GMAT), Analytical Writing (GRE).

**** Quantitative Ability (CAT), Quantitative (GMAT), Quantitative Reasoning (GRE).

Note: General (GEN), Economically Weaker Section (EWS), Scheduled Caste (SC), Scheduled Tribe (ST), Non-creamy Other Backward Caste (NC-OBC), Persons with Disability (PwD).

All candidates who have opted for IIM Kozhikode and are fulfilling the above-mentioned basic and minimum eligibility criteria are eligible to register for the IIM Kozhikode PGP-LSM programme and would receive an email for online registration for admissions to IIM Kozhikode. Only those candidates who have successfully completed the registration process will be considered

¹ Candidates who have not received any marks for their graduation but have a pass certificate will be accepted to Stage 2 subject to signing a declaration of the non-availability of marks. Independent vetting will be conducted for such cases with the concerned university/college.

for Stage 2. Please note that this is a pre-interview registration process and not the call for interview.

Stage 2: Shortlisting for Writing Ability Test (WAT) and Personal Interview (PI)

The Stage 2 process applies to all eligible candidates who have successfully completed the registration process in Stage 1 and it is for the determination of the candidates to be called for personal interview (PI). A shortlist of candidates in each category will be prepared based on an Aggregate Index Score (AIS). The weight of each component in the AIS is as follows:

Table 2: Aggregate Index Score Computation for Stage 2 Shortlist¹

| Component | Weight |
|--|---------------|
| Verbal and Reasoning Sections Scaled Score | 40% |
| Class X Percentage Score | 20% |
| Class XII Percentage Score | 20% |
| Academic Diversity Score | 10% |
| Gender Diversity Score | 5% |
| Work Experience Score | 5% |

¹ The number of candidates shortlisted would be at the discretion of IIMK and would depend on the batch size planned for 2023-25.

The details of each component are given as follows:

1) Verbal and Reasoning Sections Percentile Score

Scaled scores from the verbal and the reasoning sections (with equal weightages) of CAT/GRE/GMAT will be considered for the computation of the Verbal and Reasoning Sections Score. The Verbal and Reasoning Sections Score will carry a weight of 40%. An equivalent scaled sectional score for GRE/GMAT will be calculated as per the following method:

If a candidate receives x percentile in GMAT/GRE, the equivalent CAT scaled score may be computed as the median of all the scaled CAT scores belonging to the interval $(x-0.5, x+0.5]$.

2) SSC/Class X/IB/Equivalent Percentage Score

The percentage of marks obtained in SSC/Class X/IB/Equivalent would be calculated based on the aggregate marks of all subjects that appear in the marks sheet or grade sheet, irrespective of whether the Board considers them for calculation of percentage. The SSC/Class X/IB/Equivalent percentage scores are first adjusted by dividing each score by the highest percentage score obtained in the Board and then that adjusted score is multiplied by 20. The database of SSC/Class X/IB/Equivalent percentage scores of all CAT applicants for the past three years including the current year is used for identifying the highest percentage score of a Board.

3) HSC/Class XII/IB/Equivalent/Diploma Percentage Score

The percentage of marks obtained in HSC/Class XII/IB/Equivalent/Diploma would be calculated based on the aggregate marks of all subjects that appear in the marks sheet or grade sheet, irrespective of whether the Board considers them for calculation of percentage. The HSC/Class XII/IB/Equivalent/Diploma percentage scores are first adjusted by dividing each score by the highest percentage score obtained in the stream of that Board and then that adjusted score is multiplied by 20. The database of HSC/Class XII/IB/Equivalent/Diploma percentage scores of all CAT applicants for the past three years including the current year is used for identifying the highest percentage score of a stream in a Board.

4) Academic Diversity Score

Marks are awarded for academic diversity. A candidate with (or pursuing) a bachelor's degree or equivalent in a discipline other than engineering/technology will be eligible for the academic diversity score. The Academic Diversity Score will carry a weight of 10%.

5) Gender Diversity Score

Marks are awarded for gender diversity. Only female/transgender candidates are eligible for a gender diversity score. The Gender Diversity Score will carry a weight of 5%.

6) Work Experience Score

a) Previous work/professional experience will carry a weight of up to 5%, depending on the length of service as on December 31, 2022. Only fulltime remunerative work experience after graduation will be considered. Part-time/Project/Internship/Articleship/Pre-Graduation work experience will not be counted as work experience. A candidate with a work experience of 6 months or above will be eligible for work experience score. A sample illustration of the marks awarded is provided in Annexure 1.

b) Reg. Self-employment/partnership experience: fulltime self-employment must be established using **income tax returns** pertaining to years of employment and any two of the following documents:

- i. Registered partnership deed,
- ii. MCA/RoC firm registration certificate,
- iii. GST registration of firm,
- iv. Firm's audited statements of account (for at least two continuous financial years),
- v. DIPP Certificate of Recognition.

At least one of these documents should indicate the name of the firm and the name of the candidate as promoter/director. The other document must refer to the firm's name or registration

number. The later date in these two submitted documents will be taken as the start date of self-employment. Both dates used to calculate the start of self-employment must be after the date of award of candidate's last educational qualification. A sample illustration of the marks awarded is provided in Annexure 1.

Stage 3: Final Shortlist

The short-listed candidates will have to appear for a WAT followed by a PI. IIM Kozhikode will conduct the WAT and PI in Bangalore, Hyderabad, Kolkata, Kozhikode, Mumbai and New Delhi. The entire process will last for a half-day (morning or afternoon). In this process, the candidates will be writing an essay, which will be followed by the PI. The essay topic will be announced at the venue just before the start of the WAT session. During the PI process, the panel will evaluate the candidates based on their Communication, Attitude, and Personality, General and Business Awareness, Liberal Studies Aptitude, Managerial and Leadership Aptitude, and Quality of Work Experience.

After the conclusion of the WAT and PI process, the final scores will be computed (see Table 3) based on the performance in AIS Score, WAT (computed in Stage 2), and PI Score. Category-wise merit list will be prepared based on the final scores. Admission offers will be made to candidates following the merit list as per the Government of India reservation norms.

Table 3: Final Score Computation

| Component | Weight |
|---------------------------------|---------------|
| AIS Score (computed in Stage 2) | 40% |
| WAT Score | 20% |
| PI Score | 40% |

Reservation Policy

IIM Kozhikode will follow Government of India reservation policy for admission to Central Educational Institutions (CEIs).

Any dispute concerning Admissions for the PGP-LSM Batch of 2023-2025 would be subject to jurisdiction of competent courts within Kozhikode only.

Important Information

1. Stage 1 is a pre-interview registration process and not a call for PI.
2. Only candidates who have successfully registered will be considered for Stage 2 (PI). A successful registration does not automatically qualify a candidate for the Stage 2 selection process.
3. The number of candidates shortlisted for Stage 2 would be at the discretion of IIMK and would depend on the batch size planned for 2023-25.

4. Each IIM shortlists candidates for PI based on their own criteria. Hence, it is natural to observe variations in the lists of candidates shortlisted by different IIMs.
5. The candidates' short-list for Stage 2 (PI) along with the details of the PI process will be made available on the IIMK website at an appropriate time.
6. After the completion of Stage 2 (PI), a merit list for admissions will be prepared. The required number of admissions offers will be given in the order of merit, following the Government of India reservation policy. Hard copies of the admission offer will be issued only to those candidates who accept the offer and make the required payments within the stipulated time.
7. A limited number of candidates will be kept in the waiting list. Offers to the candidates in the waiting list will depend upon the number of candidates not accepting offers from the initial lists. The number of candidates in the waiting list would be at the discretion of IIMK and will depend on the batch size planned for 2023-25.
8. All the candidates are advised to check their emails regularly and visit the IIMK website for updates on admission-related activities.
9. If a candidate fails to complete the admission formalities within the stipulated time period, irrespective of reasons, the seat will be forfeited and the next candidate in the waiting list will be given the offer.
10. IIMK reserves the right to change, modify or adopt any new admission policy and process to comply with Government/Judicial requirements or as it deems necessary. IIMK also reserves the right to adopt an admission policy, which best suits its purpose of identifying and admitting the most appropriate candidates to its postgraduate program.
11. IIMK is not responsible for other institutions using the PI scores of IIMK for their admission process.
12. Originals of all certificates (academic/reservation/work experience*/certifications) must be produced for verification. Any candidate failing to produce any of the relevant original certificates mentioned will be disqualified.
13. All communication pertaining to IIM Kozhikode PGP-LSM admissions will be done only through the admissions office of IIM Kozhikode.
14. Above processes may be amended in view of the pandemic and the changes will be communicated accordingly.
15. Disclosure of information about the admission process is driven by concerns, which at times conflict with each other. IIMK would like the admission process to be transparent. At the same time, IIMK would wish to protect the privacy of the individual candidates and confidentiality of the process to prevent abuse. Based on these considerations, the details of the performance of an individual are not made available to any other person. Similarly, the details of the performance of a candidate in PI, including assessment of attributes, is not disclosed to anyone to prevent exercise of undue pressure on the panelists participating in the admission/selection process. Adequate care is taken in formation of the interview panels, development of objective

* Only fulltime remunerative work experience after graduation will be considered.

Part time/project/internship/articleship/pre-graduation work experience will not be counted as work experience.

Reg. self-employment/partnership experience: fulltime self-employment must be established using income tax returns pertaining to years of employment and any two of the following documents: i. registered partnership deed, ii. MCA/RoC firm registration certificate, iii. GST registration of firm, iv. firm's audited statements of account (for at least two continuous financial years), v. DIPP Certificate of Recognition. At least one of these documents should indicate the name of the firm and the name of the candidate as a promoter/director. The other document must refer to the firm's name or registration number. The later date in these two submitted documents will be taken as the start date of self-employment.

criteria for assessment, random allocation of candidates to interview panels and other such measures.

16. IIM Kozhikode does not allow deferment of an admission offer to subsequent years.
17. Any misrepresentation or suppression of information by a candidate at any stage during the admissions process or at any later date, will lead to immediate disqualification of the candidate from IIMK.
18. A candidate receiving the admission offer from IIM Kozhikode and accepting the offer within the stipulated date needs to send an amount of Rs. 1,00,000/, along with the offer acceptance. The candidate will have to register on the registration day for the postgraduate program and pay the necessary fees to complete the admission process.
19. A candidate withdrawing from the program will receive a fee refund, if the withdrawal is done before the date and time specified in the PGP-LSM 2023-25 withdrawal procedure, duly uploaded on the IIMK website. Note that the refund will be after deducting processing charges as per Govt. norms (F. No. 21-I66/2007-TS. II).
20. A candidate withdrawing from the program after the date and time specified in the withdrawal procedure will be permitted refund only if he/she does not cause a resultant shortfall such that admitted batch size is lower than the sanctioned batch size for 2023-25.
21. All requests for withdrawal from the program prior to the registration date would be handled only through the admission portal.

Annexure 1: Score for Work Experience in Completed Months

| Months | Score | Months | Score |
|---------|-------|--------------|-------|
| Below 6 | 0.00 | 33 | 4.67 |
| 6 | 0.17 | 34 | 4.83 |
| 7 | 0.33 | 35-36 | 5.00 |
| 8 | 0.50 | 37 | 4.80 |
| 9 | 0.67 | 38 | 4.60 |
| 10 | 0.83 | 39 | 4.40 |
| 11 | 1.00 | 40 | 4.20 |
| 12 | 1.17 | 41 | 4.00 |
| 13 | 1.33 | 42 | 3.80 |
| 14 | 1.50 | 43 | 3.60 |
| 15 | 1.67 | 44 | 3.40 |
| 16 | 1.83 | 45 | 3.20 |
| 17 | 2.00 | 46 | 3.00 |
| 18 | 2.17 | 47 | 2.80 |
| 19 | 2.33 | 48 | 2.60 |
| 20 | 2.50 | 49 | 2.40 |
| 21 | 2.67 | 50 | 2.20 |
| 22 | 2.83 | 51 | 2.00 |
| 23 | 3.00 | 52 | 1.80 |
| 24 | 3.17 | 53 | 1.60 |
| 25 | 3.33 | 54 | 1.40 |
| 26 | 3.50 | 55 | 1.20 |
| 27 | 3.67 | 56 | 1.00 |
| 28 | 3.83 | 57 | 0.80 |
| 29 | 4.00 | 58 | 0.60 |
| 30 | 4.17 | 59 | 0.40 |
| 31 | 4.33 | 60 | 0.20 |
| 32 | 4.50 | 61 and above | 0.00 |