

Top Management and Global Leadership Programs in India

IIM(C) - VLMP

IIM(A) - PGPMP

XLRI - GMP



IIM(A) - PGPX

IIM(L) - IPMX

IIM(C) - PGPEX

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Master of Business Administration, popularly known as the MBA, is an internationally recognized postgraduate qualification dealing in aspects of business management & administration. Though academic in character, it stresses on the practical aspects of management & administration. In a broad sense, an MBA represents a way of thinking, not just a set of financial and marketing skills or administration abilities and business knowhow.

Given the increasing integration and dependence of countries and organizations for individuals who grasp the organizational and competitive possibilities in the global marketplace there has emerged shortage of quality professionals to take over strategic positions at senior management levels. Most organizations are finding it difficult to fill these positions from within their organizations and look for external support.

In sync with the international scenario, the Indian businesses are also going the same way. Indian organizations have now grown in scale and operations and are also looking for a stake in international markets. The recent activities of most Indian Corporate houses like Reliance, Tata, Aditya Birla Group, Suzlon, to name a few, are showing Indian Businesses the way to look beyond national boundaries.

Due to the pace of this growth and keeping in perspective business goals most companies need managers who have the combination of industry experience and business skills demanded in the international trade and takeover space.

Although most of these corporates do hire MBA's, they realize that the current set of MBA's lack the practical understanding of business since they are mostly fresh graduates or with prior experience of not more than 2 to 3 years in industry.

Therefore there has emerged a need for individuals with appropriate industry experience who also have business understanding and skills. The management institutes have also accepted and recognized this need in India and Abroad. Towards this end Institutes like the IIMs have started MBA programs for top management and global leadership positions for people with more than 5 to 6 years of industry experience. These programs have a general management focus with an emphasis on managing large organizations across industry, borders and cultures.

This brochure has been prepared specifically for the above mentioned programs and gives an opportunity to individuals with more than 5 years experience to enable them to use their experience to reach these top positions and lead functions and organizations to achieve their goals. These programs create a win-win for the industry, which gets a mature and experienced professional, the individual gets to move to better positions and put their past talent and experience to use, and the institute is able to impart a faster and better programs aimed at a particular demographic profile.

The students through this program get:

- 1) Career Enhancement in current sector of employment or allied sectors
- 2) Leadership roles in the top management with a lot of focus on Strategy
- 3) Network of professionals with both diverse & in-depth experience
- 4) Internationally acclaimed faculties and taut program schedule

If you are looking for one or more of the above advantages to aid your career growth, read further to learn more about the Program to Choose, Cost Factors & Application Processes.

The Top Management and Global Leadership Programs:

These Programs produce global professionals who integrate challenging, trans-national responsibilities with managing intensive and rigorous curricula. They demonstrate exceptional ambition, a pioneering and innovative spirit and a commitment to become senior and influential businessmen and women on the world arena.

Moreover, due to the earlier experience of the students the programs are shorter and usually have a duration of 1 year versus the regular 2 year programs offered by most business schools. This also saves time and cost for the students and ensures that their learning at the job is given due respect.

Eligibility Criteria for the Programs:

The programs that this brochure is referring to have fairly strict pre-requisites on work background or the academic training of the applicant. The minimum work-experience as stated earlier for such programs is 5 years. Some programs specifically request for a student to have more than 7 to 8 years or more. Most of the students in these programs have an average age of 27-33 and work experience of 7-9 years.

Difference between the regular MBA and the MBA for Top Management and Leadership Programs:

	Regular MBA	Top Management and Leadership Programs
Duration	2 year	1 year
Average Age	22 - 25	27 - 33
Experience	Fresher or upto 4 years	Minimum 5 years
Job Profile	Junior to Mid Management	Strategic or Very Senior Executive Management positions.
Program Pace	Normal	Extremely Intensive

The Global Top B-Schools' preference for one Year Programs can be established through concrete facts like:

- Several Admissions Officers have confirmed application rates for the one Year Programs outpacing their 2 Year counterparts
- Cornell University reported a 50% increase in applications for its 60-student 2008-09 Accelerated MBA Program
- Emory's one Year Program had a 37% increase in applications, to 350 compared to a 25% increase in applications for its 2 Year Program
- Applications to Babson's one Year Program-which is increasing its class size to 80- increased 34% this year, to 170
- Applications to Kellogg one Year Programs are up by 20%
- Babson is increasing its intake into the one Year program by 30% - giving 20 more spots to incoming students starting 2008-09



Why should you opt for a Top Management and Global Leadership Program?

For students such as you, the one Year Program is a better opportunity since it not only enables you to leverage your industry experience & expertise, but also:

- Career Enhancement
- Faster return to commitments due to shorter course duration
- High intensity Programs due to focussed participants
- Better returns on investment & work profiles upon graduation due to lateral placements

In terms of sheer number of hours or credits, the Top Management and Global Leadership MBA is very similar to the longer version - it is only tauter to ensure the following benefits:

- An extremely competitive & intense Program
- Full Time Program offering an immense wealth of experience from diverse backgrounds
- An strong alumni network
- Customized Course-work shifting the focus from core curricula to electives to suit to every need
- Environment conducive to extra-classroom learning due to the composition of the batch profile.
- The best teachers matching the quality experience of the batch.
- Cross industry inputs and learning.

Why do B Schools offer Top Management and Global Leadership Program?

Global Top B-Schools look to develop talented aspirants into Management Leaders and change agents who are principled and innovative to generate ideas that advance Management Practices in globally. Such Programs are designed to:

- Accelerate the understanding of businesses at functional and strategic levels
- prepare students to manage enterprises engaged in global businesses
- develop business education that is grounded in the international business environments
- effect practical skill development through action learning projects
- Deliver cross-cultural, high-calibre, globally focused leaders.

B Schools are rated purely on the basis of the quality of students that they are able to attract and the quality of students that emerge from their portals. Also, to maintain a strong interface with the industry, it is important that B Schools produce consistent contributors who can act as a catalyst in the organizations' growth.

Why does the Industry prefer Top Management and Global Leadership Program Graduates?

Modern Industry has evolved beyond geographical and cultural borders and is forever expanding its reach. Knowledge and continuous learning is the mainstay amongst the best organizations of today which is accentuated by their insatiable hunger for top professionals. Industry looks for:

- talented, motivated and experienced executives who have the hunger to perform and are willing to share their knowledge and experience
- global contributors with hard core leadership skills, core management skills, contemporary business strategies, technology driven persona and a high degree of inputs on integrity, corporate etiquettes and values
- leaders who will create, redefine and build cutting-edge products, services, markets, and organizations

The solid industry exposure, strong fundamentals, good understanding of both traditional and contemporary business practices that are the hallmark of Graduates from the Global Top one Year Management Programs, attract organizations that are looking for Senior Leaders to manage businesses across the world.

The best Indian B-Schools offering the Top Management and Global Leadership Programs are:

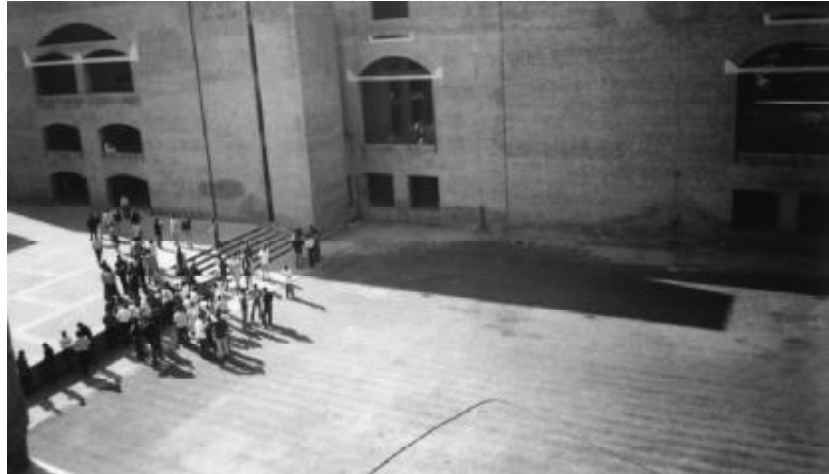
1. IIM Ahmedabad
2. IIM Calcutta
3. IIM Lucknow – Noida Campus
4. XLRI Jamshedpur

Companies on Campus

Jobs were accepted companies that are in consulting, manufacturing, infrastructure, retail, real estate, corporate banking, IT, telecommunications, and energy sectors. Companies that participated in PGPX placements include (in alphabetical order) AVB Group, Cairns Energy, Cummins, Cypress Semiconductors, DLF, Dr. Reddy's Labs, Electrotherm, FINO, Geometric, HSBC, IBM, Inautix, ITC Group, McKinsey & Company, Microsoft, Mustafa Sultan, NISG, Photon Infotech, PRTM, Reliance ADA Group, Reliance Industries Limited, RPG Group, Tata Group and Wipro.

Number of seats upto 160

IIM Ahmedabad - PGPX



Course

PGPX is a full time residential programme for executives with substantial work experience leading to a One Year Post Graduate Diploma in Management. It is aimed at experienced executives who wish to acquire formal training in management. It has a general management focus, with an emphasis on managing across borders and cultures. It has an international project (called International Immersion) besides teaching content drawn from many countries. The goal is to prepare participants to be ready to take leadership positions in the firms that they join.

Objective

The objective of the programme is to develop bright, enthusiastic, and aspirational executives into management leaders and change agents in the global arena.

Eligibility

- GMAT® score obtained between April 1, 2005 and August 11, 2008 would be considered.
- Candidates must have a bachelor's degree or its equivalent in any discipline
- They must be 27 years or above at the start of the programme

Admission Criteria

Admitted candidates should have good GMAT® scores, a good academic record, a clear idea of why they prefer IIMA for doing their one year

programme, leadership potential and substantial work experience that shows some evidence of a supervisory/managerial role in an organization that they have worked for.

Average Batch Profile

Average GMAT	728
Average Work Experience	9.9 years
International Work Experience	4.1 years
Average Age	33.5 years
Women	11%
International Students	11.5%
International Exposure while working or studies	89%
Average Domestic Salary Offered	26.81 lacs
Average Overseas Salary Offered	\$145,000

Of the 72 participants in the class (2007), 69 took part in the placement process. 130 offers were made to candidates in this class with roles varying from Business Unit Head, COO, Vice President, General Manager, Senior Associate and Operations Manager.

Program Cost

The fee for the programme is Rs 15,00,000 for a single participant. This includes tuition, academic expenses like programme material, library and network charges, room and board. The fee also covers similar heads for the International Immersion segment and the travel to and from the host country.

Important Dates

Application Form Available From	01 May 08
Application Forms Available Till	11 Aug 08
Last Date of submission of Completed application Forms	11 Aug 08
Interview	Sept-Oct 08
Intimation to Selected Candidates	31st Oct 08

Contact Info

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Companies on Campus

Leading organizations like Price Waterhouse Coopers, Ernst & Young, McKinsey, GMR, Reliance ADAG, DLF, IL&FS, NISG, Raheja, RPG, ICICI Foundation, SBI Caps, Capital Fortunes, Essel Group, Feedback Ventures, ICICI Lombard and St. Johns participated in the placement process. The World Bank has also shown interest in the PGP-PMP program and is in the final stages of discussions with some of the participants for country level positions in the India office.

Number of seats upto 60

IIM Ahmedabad - PG PMP



Course

The programme would benefit those who are in their mid career and wish to take up senior management positions in **public management and policy**. Candidates from governments in India and abroad, parastatals of government, public enterprise, and from NGOs are welcome to apply. Managers from private sector firms engaged in public management tasks or intending to pursue careers in public management and policy are equally welcome.

Eligibility

- Applicants must have a bachelors degree or equivalent in any discipline.
- Applicants should have seven or more years of work experience by March 2008.
- Organizational sponsorship is welcome but not essential.

Admission Criteria

- GMAT®/GRE® or CAT scores
- Interview at the Institute.
- GMAT® scores should have been obtained between April 1, 2005 and Nov 3, 2007, while CAT scores can be from any of last three CATs. Those without GMAT®/GRE®/CAT will be short listed on the basis of application rating for a specially designed test of IIMA to be conducted simultaneously at Ahmedabad, Bangalore, Delhi, and Kolkatta.

Average Batch Profile

Range of Work Experience	8 - 24 years
Salary Range	15 - 40 lacs
Average Salary	25.29 lacs
Average offers per student	2.2

Typically, the participants will be taking up the positions of Vice-president, Additional Vice-president, General Manager, Principal Consultants.

Program Cost

The fee, excluding board and lodging, but including international attachment / exchange, is Rs. 12 lakh. This includes tuition, academic expenses like basic programme material, library and network charges, mess charges, and accommodation. The fee also covers similar heads for the international attachment module including travel.

Important Dates

Application Form Available From 1st April 08
 Last Date of submission of Completed application Forms ... Nov 3, 2008
 IIMA's special test (for those without GMAT/GRE/CAT scores)
 Centres: Ahmedabad, Bangalore, Delhi, Kolkatta November 25, 2008
 Personal Interviews December 3rd Week
 Selection Process complete by January 4, 2009
 Batch Start date April 2009

Contact Info

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Companies on Campus

- Consulting Companies - McKinsey and Co., AT Kearny, AD Little, Accenture consulting, TSMG, PWC Global and ECS
- IT & ITES - iNautix, TCS, HCL Tech, Syntel, NIIT, WNS, Hewlett Packard
- Other verticals include Banking, Telecom, Steel, Oil and Gas, Retail, Technology and Consumer Goods - Levis, HUL, ITC, PepsiCo, Axis Bank and Wal-Mart

Number of seats upto 40

IIM Kolkata - PGPEX



Course

Post Graduate Programme for Executives - PGPEX

Eligibility

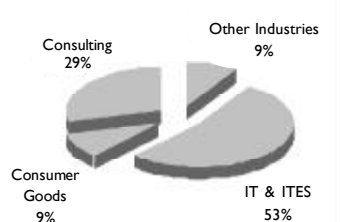
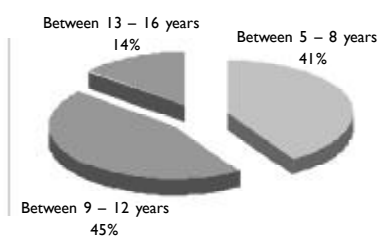
- Executives with graduate degree in any discipline (or equivalent qualification)
- At least 5 years of full time post-qualification professional experience
- A valid GMAT® score (taken within the last 36 months at the time of application)
- Proficiency in English (Medium of education English or TOEFL/IELTS/ TWE score)

Selection Criteria

1. Academic Background
2. Professional Experience,
3. GMAT® score
4. Personal Interview
5. Statement of Purpose
6. Recommendation letters from two referees who hold senior academic or managerial positions.

Average Batch Profile

Number of Students	37
Mean GMAT® Score	706
Median GMAT® score	710
Median Work Experience	10 years
Average International work experience	2 years 6 months



Placement

Average Doemestic Salary Offered (in Lacs)	INR 19.98
Average International Salary Offered (in 000's)	\$ 120.75
Number of Companies Participated	48
Number of Offers made	60
Number of students placed Domestically	31
Number of students placed Overseas	5

Program Cost

Programme fee will be Indian Rupees 14,00,000/- or equivalent US\$ for one year, payable in four installments. Furthermore, Rs. 20,000/- has to be paid as refundable caution deposit at the time of registration, i.e., 30th March, 2009. (Students residing in Family hostels will have to pay Rs. 36,000/- extra.) The programme fee includes tuition fees, cost of study material, accommodation and cost of study tours organized by IIMC. Airfare, visa and medical insurance charges for overseas study tours will be borne by the Institute. However, students will have to bear the expenses for food, personal travel, electricity, cable TV, other utilities, miscellaneous expenses and any other expenses of personal nature during their stay on Campus or abroad.

There is a limited number of family accommodation available on campus. Students provided with family accommodation will be required to pay an additional Rs. 36,000/- per annum

Important Dates

Starting Date for Application form May 1, 2008
 Submission of duly completed form May 1 - July 31, 2008
 Announcement of shortlisted Candidates Second half of August
 Interview Second half of September, 2008
 Announcement of Seleted candidates First half of November, 2008
 Reporting date on Campus March 30, 2009
 Commencement of the programme April 1, 2009

Contact Info

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 India

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pgpex@iimcal.ac.in



Companies on Campus

→ Maruti Udyog, Reliance Industries Ltd, LG Electronics, BHEL, Hero Honda, Tata Motors, NTPC, Tata Steel, SAIL, Birla Copper, National Mineral Devp Corp, Hindustan Zinc, Tata Cummins, NALCO, Apollo Tyres, Nuclear Power Corporation, Textron, Doosan E&S, India, Lucas TVS

Number of seats 30

IIM Kolkata - VLMP



Mission Statement

The mission of the VLMP (Visionary Leaders for Manufacturing Program) is to develop future visionary leaders for the manufacturing sector in India so as to enhance the global competitiveness of our manufacturing sector.

The major attributes of this program will be:

Joint Diploma Program of IIM Calcutta(IIMC), IIT Kanpur(IITK) and IIT Madras(IITM)

- One year full time residential program
- 32 weeks Classroom lectures, case studies, tutorials, lab sessions, project work at IIMC, IITM and IITK; each week has 6 working days; total 960 contact hours
- 13 weeks internship in industry
- 7 weeks industry visits in India and abroad (Japan)
- The program is meant for promising engineers drawn from the manufacturing sector, who have the potential for top management positions.
- Program will involve development of leadership and management skills together with cutting edge technology awareness and proficiency.
- The program will have a proper balance of theoretical inputs and practical training to develop a high degree of leadership skill which would enable Indian companies convert manufacturing into a competitive weapon.
- Course delivery through an appropriate mix of class room lectures, case studies, individual and team assignments

Eligibility

- Education Background: A good First-Class Degree in any branch of Engineering.
- Work Experience: Minimum 5 years and maximum of 10 years in manufacturing sector; holding responsibilities in production planning and control, research, design and development, quality control, plant engineering and maintenance etc.
- Candidates may be sponsored by their employers or they may be self-sponsored. There is no upper limit of work experience for the company sponsored candidates.

Selection Criteria

1. GMAT/GRE (treated as part of academics) and Aptitude Test
2. Recommendations from executives' employers
3. Interview by Board comprising academia and industry to assess motivation and commitment to work in manufacturing sector, team skills and leadership potential

Average Batch Profile

Work Experience	No	Experience	No	Experience	No
5 – 10 years	20	Operations	8	Purchase	2
10 – 15 years	9	Production	8	Quality Assurance	2
> 15 years	1	Maintenance	3	R & D	2
		Project Mgmt	3	Engineering Design	2

Program Cost

Tuition fees will be Rs Five Lakhs exclusive of boarding and lodging and industry visits in India and abroad. Lodging, boarding, traveling and other expenses would be borne by the students.

Important Dates

Submission of duly completed form May 19, 2008
 Announcement of shortlisted Candidates May 19, 2008
 Written Test and Interview 7th & 8th June, 2008
 Announcement of Selected candidates 9th June, 2008
 Commencement of the programme August, 2008

Contact Info

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 West Bengal
 India

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Companies on Campus

→ Maruti Udyog, Reliance Industries Ltd, LG Electronics, BHEL, Hero Honda, Tata Motors, NTPC, Tata Steel, SAIL, Birla Copper, National Mineral Devp Corp, Hindustan Zinc, Tata Cummins, NALCO, Apollo Tyres, Nuclear Power Corporation, Textron, Doosan E&S, India, Lucas TVS

Number of seats 50

IIM Lucknow – Noida Campus



Course

International Programme in Management for Executives - IPMX

Course Mission

The International Programme in Management for Executives, is designed for mid/senior level professionals, to prepare them for leadership roles. The programme is designed to develop business education that is grounded in the Indian and international business environment. It will accelerate understanding of business at functional and strategic levels, and prepare students to manage enterprises engaged in global business. The curriculum would focus on a strategic understanding of business, rooted in practical skill development through action learning projects and industry interface. A core component of the programme is an international module of 4-5 weeks at Desautels Faculty of Management, McGill University, Montreal Canada which will provide students with the opportunity for an international learning experience to equip them with the knowledge and perspective relevant to current global business issues. The programme would be rigorous as well as rewarding as it would provide ample opportunity for personal development and professional growth through inquiry and insight in an interactive learning environment.

Objective

The overall goal of the programme is to broaden the core managerial competencies to further enhance the professional growth of students. The specific objectives of the programme are to:

- Provide students with the fundamental principles of effective management of modern business organizations
- Develop understanding of the roles and responsibilities of business managers in increasingly global nature of social and economic orders and corporate operations

- Sharpen diagnostic and analytical skills for effective decision making in complex business perspectives
- Sensitise students to the issues of cultural diversity and develop skills for effective management within multi-cultural work environments
- Strengthen strategic leadership and team working skills

Eligibility

- Executives with Bachelor's Degree in any discipline or equivalent
- Minimum of 6 years full time post-qualification professional experience as on 31st March 2009
- GMAT® score obtained from 1st July 2005 to 1st November 2008

Selection Criteria

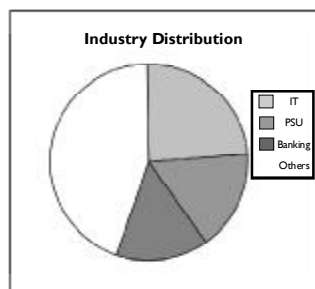
- Duly filled-in application form alongwith statement of purpose
- Two letters of Recommendation
- GMAT® score
- Professional Experience
- Personal Interview

Program Cost

12lacs/USD 35000

Average Batch Profile

Minimum Work Experience	2 years
Maximum Work Experience	20 years
Average Work Experience	7 years
Average Age	29 years



Important Dates

Announcement of Programme (download of application form from the website) June 16, 2008
 Submission of Complete Applications November 1, 2008 by 5 PM
 Personal Interviews First/second week of December, 2008
 Announcement of Seleted candidates First week of January, 2009
 Acceptance & Submission of First Fee Installment February 10, 2009
 Students report on Campus April 8, 2009
 Induction Programme April 9-11, 2009
 Commencement of Programme April 13, 2009

Contact Info

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Companies on Campus

→ ADAG Group, Atos Origin, Cognizant, Feedback Ventures, Godrej, ICICI, Jindal Steel, L&T, Mindtree Consulting, RPG Group, Tech Mahindra, Tata Motors, Suzlon, TCS, Reliance, Patni Computers, HDFC, ABB, ABN-AMRO, Accenture, BHEL, Essar Steel, HAL, IBM, Indian Airlines, Texas Instruments, etc.

Number of seats 60

XLRI - GMP



Course

One-year General Management Programme for Working Executives

Mission

Knowledge and continuous learning is the mainstay amongst the best organizations of today. In order to satisfy this thirst for knowledge and to become a learning organization, XLRI has evolved a one year consolidated programme in general management with the objectives of providing the practicing managers a substantial exposure to theoretical foundations in management as well as to provide them a holistic perspective of business in such a way that they are not only equipped with tools and techniques to perform their task effectively but also to shoulder greater responsibilities in the future as they move up the hierarchy.

Eligibility

- Minimum 3 years of Bachelor's degree in any discipline (or equivalent qualification)
- At least 5 years of full time relevant Managerial experience after graduation
- A valid GMAT® score (taken within the last 36 months at the time of application)

Selection Criteria

- Duly filled-in application form alongwith statement of purpose
- XAT or GMAT® score
- Professional Experience
- Personal Interview

Average Batch Profile

Function	%	Work Experience	%	Age Profile	No
Finance	10	5 - 6 years	30	26 - 28 years	23
IT/Consulting	25	6 - 7 years	13	29 - 30 years	41
Marketing	17	7 - 9 years	27	31 - 32 years	12
Operations	30	9 - 12 years	22	33 - 35 years	17
Engineering	15	> 12 years	8	> 35 years	7

Placement

Number of Offers per Candidate	2.16
Average Salary Offered	INR 15 lacs
Highest International Salary Offered	\$ 100,000
Highest Domestic Salary Offered	INS 35 lacs
% of participants who changed Sector	63%

Program Cost

Each participant in this programme will be charged Rs 8 Lakhs which will include tuition fees and other academic necessities, and expenses for Boarding & Lodging and International exposure. Along with the fees the participant will be required to deposit an additional refundable amount of Rs. 25,000/-.

Important Dates

A candidate has the option of either taking XAT 2008 or submission of GMAT® Scores. Those taking XAT need to register for XAT 2008, being held on January 06, 2008. The last date of application is November 30, 2007. Others should send their GMAT® score (GMAT® Code WW2-8N-93) taken between January 1, 2006 to December 31, 2007 along with their application to reach XLRI by January 15, 2008.

Contact Info

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3983221

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Selection Process

Admission to a B-school that features in the International Ranking requires a lot of planning, research and hard work. Securing admission to a reputed B-school is an 8 to 12 months cycle, during which one needs to focus on obtaining a robust GMAT® score and building up an impressive application packet.

Thus there are two important aspects for admission to the Top Management and Global Leadership programs in India and Abroad:

1. The Test - GMAT®
2. Application Process

We will discuss both the GMAT® and the Application process in detail:

The GMAT® (The Graduate Management Admission Test)

The growing demand for graduate management education, the limited capacity of most MBA programs and the diversity of applications from different countries, cultures, academic backgrounds, and levels of work experience poses a huge challenge for selection of suitable candidates. A level of consistency is therefore provided by The Graduate Management

Admission Test® (GMAT®) in measuring general verbal, quantitative and analytical writing skills. It is not only an important determinant for your successful admission but also used as a basis of selection of applicants for merit based financial aid.

GMAT® is a requisite for most of the top international business schools. Masters programs such as Masters in Finance, Human Resources etc, which are offered by these schools also ask for the GMAT® as part of their application requirement.

What does it test?

The GMAT® is a computer adaptive test.

Sections	No. of questions	Types of Questions	Time
Analytical Writing	2 Essays	Analysis of Issue	60 min. (30 min per essay)
		Analysis of Argument	
Quantitative	37 questions	Problem Solving	75 min
Verbal	41 questions	Sentence Correction	75 min
		Critical Reasoning	
		Reading Comprehension	

The salient features:

- The Analytical Writing section is always the first section followed by the Quantitative and then the Verbal Section.
- All questions are multiple-choice having five options.
- You cannot move to the next question until you have answered the one posed to you, because the subsequent question is based on your answer. Thus, you need to know how to guess intelligently.

Analytical Writing Assessment:

- **Analysis of Issue:** Students are required to present their perspective/opinion on an issue.
- **Analysis of Argument:** Students are required to analyze a given argument. This essay evaluates your logic of reasoning and your ability to construct an appropriate critique based on the argument.

Most of the topics in AWA are general dealing with a wide variety of subjects and some which are related to business. Since the main objective of this section is to test your analytical skills, it does not expect you to have thorough knowledge of business or any specific fields.

Quantitative Section:

This section is designed to test your basic mathematical skills and your understanding of its elementary concepts. These are two types of questions in this question.

- **Problem solving**, which involves arithmetic, basic algebra and geometry.
- **Data Sufficiency**, which are similar to those of the problem solving type but are more abstract.

Both types of problems are intermingled throughout this section.

Verbal Section:

The verbal section of the test measures the ability to understand and evaluate standard written English. It tests your knowledge of basic English grammar and Usage. The three types of questions asked in this section are namely:

- **Reading Comprehension**, which is designed to test your ability to comprehend and analyze the construction of the written material.
- **Critical Reasoning**, which again tests your logic of reasoning.
- **Sentence Correction**, which tests your grammatical skills and sentence structure.

Test Scores:

The GMAT® score is for a total of 800. The score is based on a combination of the Quantitative and Verbal sections and is in a range of 200-800.

AWA Score: The essays are scored in a range from 0 to 6. The desired level is 5 and above.

Validity of GMAT® Scores: The GMAT® score is valid for five years, however most of the universities insist on the scores from a recently taken GMAT® and prefer scores, which are not more than 2-3 years old. A respectable GMAT® score would be 700 and above.

Test Registration: The GMAT® is given throughout the year in more than 150 countries around the world. Online registration in most locations makes the process of registering for the test fast and easy (www.mba.com). It is advisable to register well in advance if you want a centre of your choice or a particular date and time, because the test dates are scheduled on a first-come, first-served basis. The test is held throughout the year except on weekends and public holidays. According to ACT policy, you are allowed to take the test only once in a 31 days and not more than five times within any 12-month period. On the day of the test you need to take a proof of personal identification, in case of India, it's your passport. Along with this you also need to produce one more photo identification. This could either be your driving license or student id. The identification should contain your recent photograph and signature.

Test Fee: US\$ 250* (Includes fee for reporting scores to 5 universities)
approx. Rs. 10,000/-*

Additional Score Report: US\$ 28* per university.

* *Subject to change*

Application Process

Application is the most tedious but an extremely important criterion in securing admission into any B-school. It consists of short listing of colleges, personalized profiling, Resume, Application Essays, Statement Of Purpose (SOP), Letter of Recommendation (LOR), Research Proposals, Scholarship Essays. The finances also form an integral part of the application process.

Even a great GMAT® score does not guarantee an admit to a top B-school. It just helps to get into the pool of short listed candidates based on the score. Once short listed the entire application is scrutinized by a panel for various other vital factors - work experience, quality of job, managerial experience, leadership qualities, team spirit, etc. So it becomes important to make an application that is very strong and attractive to the B-schools.

A good GMAT® score cannot guarantee success but a bad application guarantees rejection. So utmost care must be taken to have the best application packet.

How can IMS help?

IMS offers a comprehensive program for the Top Management and Global Leadership Programs in India and Abroad:

MaxPrep™ GMAT® Comprehensive Program - Test Training and Application Process Consulting Program.

GMAT® Training Program:

→ 24 weekend/weekday classroom session each with 3 hours duration

→ Basic Reading Material Study-pack includes the booklets:

1. A Date with GMAT®
2. Theoretica Quantitative
3. Theoretica Verbal
4. Octane Series
5. Axiom Archive
6. AWA Guide
7. CD with 5 Tests (3 CATs & 2 CBTs)

→ Quasi Adaptive Learning (QLT) Tracker

→ 11th Edition Official ETS GMAT® Guide

→ ETS GMAT® Verbal Review & ETS GMAT® Quant Review

GMAT® Training Features:

→ Comprehensive and Best material covering basics to the highest level of concepts

→ Personalized Feedback after each Test

→ One-to-one Help Line with Faculty



Application Process Consulting Program:

- Personalised profiling & selection of the best Programs nationally and globally (MBA/Masters/Ph.D/M.Phil/ M.Res) with basic acceptance criteria towards the GMAT®.
- Edits to your Resume, Application Essays, Statement Of Purpose, Research Proposals, Scholarship Essays etc.
- Strategising on your Letters of Recommendations.
- Assistance in Interview Case Preparation if need be.
- Simulated personalised or telephonic interviews.
- Exploring Program financing options through Banks (Domestic or International), Non-Profit Organisations, Grant Institutions etc.
- Comprehensive Student Visa Assistance
- Pre-departure Orientation

IMS Program Cost:

Check the course fee with your nearest IMS Learning Centre.

Students who have already taken the GMAT® need not take the GMAT® training program. Although the GMAT® score is valid for 5 years most B-schools would insist on a recent test score.

IMS Success:

IMS Max Consulting Program has had the unique instance of helping our applicants gain acceptance to some of the most prestigious schools/programs like:

1. Thayer School of Engineering at **Dartmouth** College, Masters in Engineering Management etc.
2. **MIT** (interdisciplinary program between Sloan School of Engineering & Engineering Systems Division), System Design and Management.
3. **London Business School**, Sloan Fellowship.
4. MBA Programs from **Kellogg, Chicago, Wharton, INSEAD, IMD, LBS, MIT, Duke, Oxford, Cambridge** etc.
5. Master of Science in Financial Mathematics from **Stanford University**, Financial Engineering Program at **Columbia University** etc.
6. Masters in Manufacturing Management from **Kellogg & Robert McCormick**: Northwestern University.
7. Masters in Public Administration from **Irving B. Hariss School: University of Chicago**.
8. Masters in Public Policy from Crawford School of Economics & Government: **Australian National University**.
9. Master of Arts in International Relations from Paul H. Nitze School of Advanced International Studies: **John Hopkins University** etc.

Scholarship:

For the last concluded 2007 intake we have secured 1125 Final Admit Calls with Scholarships & Financial Aid worth INR 22.50 crores i.e. approximately US \$ 5.70 Million.

How to Enrol

To enrol for the Top Management and Global Leadership Program, submit the following at your nearest IMS Learning centre:

1. Complete the enclosed enrolment form.
2. Two recent stamp size photographs.
3. Demand draft for the course fee drawn in favor of "IMS Learning Resources Pvt Ltd" payable at the respective center. The fee can also be paid by Credit/Debit card. Please note that cash payment is not accepted at any IMS Learning Center.

If you require any further help or more information on the above program, email us at [**consulting@imsindia.com**](mailto:consulting@imsindia.com)

All the Best!

Center for International Education

IMS Learning Resources Pvt. Ltd.



Enrollment Form

Top Management and Global Leadership Program



Centre for International Education

IMS Learning Resources Pvt. Ltd.

SECTION I

PASTE YOUR PHOTOGRAPH HERE

Permanent IMS Number (PIN):

Date:

Name of the student:

First

Last

Middle

Date of birth:

Citizenship: Any other Please state the country's name:

Permanent residential address:

 PIN

Current residential address:

 PIN

E-mail ID:

Mobile no.:

Telephone No.:

Category: General SC ST OBC

Gender: Male Female

Did you take the GMAT®: Yes No If yes, then your GMAT® score:

Did you take the GMAT® Diagnostic Test (DT): Yes No Your GMAT® DT score:

Intended year & batch of joining (Year / Fall OR Spring):

SECTION II

Educational Background

Education	University/Board	Name of School/College	Year of Completion	Specialisation	Percentage / CQPI / Grade
Xth Std					
XIIth Std					
Graduation					
Post Graduation					

SECTION III

Total Work Experience (in months) _____

Organisation 1 (current):

Work Experience (in months) _____

Company Name _____

Designation _____

Organisation 2 (previous):

Work Experience (in months) _____

Company Name _____

Designation _____

Organisation 3:

Work Experience (in months) _____

Company Name _____

Designation _____

How would you finance your education?

Self-Finance: _____ Loan: _____ Scholarship: _____ Relatives Abroad: _____

IT returns may require at the later stage, at the time of VISA Application. Please keep a photocopy of the last 2 years IT returns ready.

SECTION IV**Course you wish to enroll for**Comprehensive – Training & Consulting Only Consulting **Payment details**

Demand draft no./Cheque/Money Order/Bank Pay Order no. _____ Dated _____

Amount Rs. _____ (in words) _____

Bank name _____ Branch _____

Note:

- ◆ The course fees are to be paid in full only. No installment facility is allowed.
- ◆ Fees once paid will not be refunded. All disputes to be settled within Mumbai city jurisdiction.
- ◆ Class venues, timings, schedules and instructors may be changed at the discretion of IMS.
- ◆ IMS does not guarantee the college admission, scholarship or financial aid of any kind.

Signature: _____

Date: _____

