



MASTER OF BUSINESS ADMINISTRATION (MBA)

BATCH 04



Ranked 34th - NIRF
Management Rankings
2025



EFMD
GLOBAL
MEMBER



AACSB

Business
Education
Alliance
Member

Classroom Learning | Weekend Classes | Leadership Exposure | IIM Sambalpur Alumni Network



ABOUT IIM SAMBALPUR (DELHI CENTER)

IIM Sambalpur has established its Delhi Center at ISID, Vasant Kunj, New Delhi, providing participants access to one of India's most vibrant business ecosystems.

Located in the heart of the national capital, the center offers strategic benefits through its proximity to leading organisations, industry leaders, policymakers, researchers and business communities.

The Delhi Center enables participants to engage with experienced professionals, industry experts and thought leaders through classroom interactions, leadership conclaves and industry engagement activities.

The center environment provides a platform for professionals to learn, collaborate and build meaningful networks while pursuing their MBA journey.

Why choose IIM Sambalpur?



**Ranked 34th - NIRF
Management Rankings
2025**



**Prestigious MBA
Degree from an IIM**

Outlook ICARE
Rankings 2025

**Ranked 15th among Government
B-Schools in India by Outlook-
ICARE Rankings 2025**



**Featured among the Top 40
B-Schools by Business Today**



AACSB



**A proud member of three of the world's most prestigious accreditation
bodies - actively progressing toward Triple-Crown Accreditation**



Director's Message

PROF. MAHADEO JAISWAL
Director, IIM Sambalpur

A Gateway to Global Leadership and Experiential Growth Welcome Learners !

The current economic landscape is undergoing a profound transformation - driven by technological advancements, global integration, and a renewed focus on sustainable and inclusive growth. Opportunities are abundant, not just within established corporates, but also across emerging startups and innovation-led enterprises that are shaping India's future. In such a dynamic environment, it has become imperative for professionals to continuously evolve - to refresh their knowledge, rethink their strategies, and realign their skills with the demands of a fast-changing world.

The MBA for working professionals at IIM Sambalpur is thoughtfully designed to meet this very need. Tailored for working professionals with a minimum of three years of experience - many of whom bring over a decade of industry exposure - the programme brings together a rich and diverse cohort. This diversity across sectors, geographies, and roles creates a collaborative learning environment that mirrors the complexity of the real world.

One of the programme's signature features is the CEO Immersion Week, where top leaders from renowned organisations interact closely with our participants. These sessions offer deep insights into real-time business challenges and leadership approaches, preparing our learners to engage with the realities of decision-making at the highest level.

To further broaden perspectives, we have built strong international partnerships with leading French and European universities. Our participants benefit from global immersion with our partner universities abroad.

Through this programme, we prepare professionals to thrive in an era where digital transformation, sustainability, and innovation are reshaping the future of business. It is an invitation to lead with purpose, embrace change, and engage with management education that is experiential, global, and future-ready.

We welcome professionals who seek to grow through meaningful learning, global exposure, and values-driven leadership to become part of IIM Sambalpur's transformative journey.



Program Chairperson

**Dr. Atul Prashar,
Chairperson - MBA for Working Professionals**

Welcome to the MBA for Working Professionals at IIM Sambalpur – Delhi Center.

This programme has been designed for professionals who are ready to take the next leap in their careers without stepping away from their current responsibilities. As working professionals and entrepreneurs, you already bring rich experience from your organisations, industries, and life journeys. Our aim is to help you build on that experience through structured management learning, strategic thinking, peer interaction, and exposure to contemporary business challenges.

The MBA-WP experience is not only about earning a degree; it is about developing the mindset, confidence, and capability to lead in a fast-changing world. Through weekend learning, center engagement, industry interactions, leadership conversations, and applied projects, the programme seeks to create a learning environment where theory meets practice and where every participant contributes to the collective growth of the cohort.

As you begin this journey, I encourage you to participate actively, learn from your peers, challenge your assumptions, and use this platform to shape your next phase of professional growth.

Let us learn, lead, and grow together.

PROGRAMME OVERVIEW

The MBA for Working Professionals at IIM Sambalpur Delhi Center is a two-year MBA degree programme designed for working executives, professionals, entrepreneurs and aspiring leaders who seek to strengthen their managerial capabilities and prepare themselves for larger responsibilities.

The programme enables participants to build a strong foundation in management principles during the first year while gaining deeper expertise through areas of specialization and contemporary management domains in the second year.

Through classroom-based learning, case discussions, projects, industry interactions and leadership engagements, participants develop the ability to solve complex business challenges and make strategic decisions.

ELIGIBILITY

Candidates should hold a bachelor's degree or an equivalent qualification in any discipline, with at least 50% marks or an equivalent grade.

Candidates must also have completed at least three years of full-time managerial or professional experience after earning their bachelor's degree, as of the application deadline.

The programme is open to all nationalities.

Seats are reserved for SC/ST/OBC/PWD/EWS candidates as per Government of India rules.



PROGRAMME HIGHLIGHTS

Earn an MBA Degree from IIM Sambalpur

Gain a comprehensive management education experience with an MBA degree from IIM Sambalpur and become part of the institute's growing alumni network.



Classroom Learning at IIM Sambalpur Delhi Center

Experience an engaging classroom environment with peer learning, faculty interactions, case discussions, projects and real-world business applications.



Transform Into a Strategic Business Leader

Develop the ability to understand business holistically, solve complex challenges and make impactful strategic decisions.



Learn From Distinguished Faculty & Industry Experts

Gain insights from experienced IIM Sambalpur faculty members and industry leaders through classroom sessions, leadership interactions and executive engagements.



CEO Immersion & Leadership Conclaves

Interact with CEOs, CXOs and senior executives to understand leadership practices, business transformation and strategic decision-making.



Contemporary Specialisation Opportunities

Build expertise in emerging domains such as AI/ML & Data Science, Product Management, Entrepreneurial Innovation, Sustainability and functional management areas.



Build a Powerful Executive Network

Connect with experienced professionals, entrepreneurs and business leaders to expand your professional ecosystem.



Global Perspective Through International Exposure

Gain opportunities to understand global business practices through optional international immersion experiences.



Global Certifications & Industry Learning

Enhance your professional profile through specialised certifications and industry-oriented learning opportunities.



PROGRAMME OBJECTIVES



Develop Strategic Business Thinking

Enable professionals to move beyond functional expertise and develop a broader understanding of business strategy, operations and organisational growth.



Develop Managerial Communication & Influence

Build the ability to communicate ideas, insights, and decisions clearly and persuasively across teams, functions, and stakeholder groups.



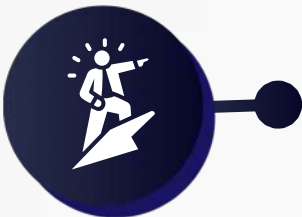
Strengthen Entrepreneurial & Innovation Mindset

Encourage participants to identify opportunities, solve business challenges creatively and create sustainable value.



Master Data-Driven Decision Making

Develop the ability to leverage technology, analytics and contemporary management approaches for informed business decisions.



Develop Responsible & Impactful Leaders

Develop ethical leadership capabilities required to create meaningful impact for organisations and society.

PROGRAMME PEDAGOGY

The programme follows an experiential learning methodology that combines academic concepts with real-world business applications, enabling participants to develop practical managerial and leadership capabilities.

01

Case Studies

Real-world business problem solving

02

Interactive Classroom Sessions

Learning through discussions & collaboration

03

Business Projects

Applying concepts to practical challenges

04

Simulations

Experiential decision-making practice

05

Industry Engagements

Insights from business leaders

06

Presentations & Group Work

Building communication & leadership skills

07

Faculty Expertise

Learning from IIM Sambalpur faculty

08

Peer Learning

Growing through diverse professional experiences

PROGRAMME CURRICULUM

First Year

540 Learning Hours

Term I

- | | |
|----------------------------|----------------------------------|
| 1. Corporate Communication | 4. Business Economics |
| 2. Marketing Management I | 5. Managerial Statistics |
| 3. Financial Reporting | 6. Management Information System |

Term II

- | | |
|-----------------------------|------------------------------|
| 1. Organizational Behaviour | 4. Corporate Finance |
| 2. Marketing Management II | 5. Data Science for Business |
| 3. Operations Research | 6. Business Research Methods |

Term III

- | | |
|------------------------------|---|
| 1. Human Resource Management | 4. Business Governance & Sustainability |
| 2. Strategic Management | |
| 3. Operations Management | 5. Entrepreneurship |

Second Year

375 Learning Hours

In the second year of the programme, students will have the option to choose elective courses as per their interest in the following functional domains spread over Term IV, Term V and Term VI.

Term IV : Core Electives (Unique specializations) + Core Functional Electives

Category

Specialization Domain

Unique Specializations

AI/ ML/ Data Science

Product Management

Entrepreneurial innovation

Sustainability

Category

Specialization Domain

Functional Specializations

General Management, Public Policy, and Economics/ Strategy

Finance & Accounting

Operations Management

Information System Management

Organizational Behaviour & Human Resources

Marketing

Term V: CEO Immersion; Risk Management Course; A contemporary elective course from the strategy area.

Term VI: Mini-dissertation

'To assess students' understanding of their chosen domain and research methods, the programme includes a mini-dissertation in the second year.

The mini-dissertation is a research project presented as a manuscript or written report. Its requirements include, but are not limited to, objectives, a problem statement, research methodology, argumentation, findings and implications.

PROGRAMME FEE

Fee Structure for Batch 2026-28

Fee Component	Fees in INR
Application Fee	1000
Offer Acceptance Fee	50,000
On or before the start date of Term 1	2,00,000
On or before the start date of Term 2	2,00,000
On or before the start date of Term 3	2,00,000
On or before the start date of Term 4	2,00,000
On or before the start date of Term 5	2,00,000
On or before the start date of Term 6	2,00,000
Security Deposit (Refundable)	10,000
Alumni Fee	10,000
Total Course Fee	12,60,000

WITHDRAWAL AND REFUND POLICY

A) Before the Program Registration Date:

A candidate who has paid the offer acceptance fees but wants to withdraw, will be permitted to do so, if his/her request is received by the MBA For Working Professionals Office by the stipulated date mentioned in the Admission Offer letter. The received fee will be refunded to the candidate after deducting Rs. **1,000/-** for processing charges.

B) On or After the Registration Date:

If a candidate wants to withdraw from the programme on or after the programme registration date, but before the Term-1 classes start date, the amount paid by the student will be refunded after deducting a withdrawal amount of Rs. **50,000/-**.

Refund requests will not be considered under any circumstances on or after the date on which the MBA Term-1 classes start, and for such candidates, only the caution money will be refunded.

C) Refund Timeline:

While IIM Sambalpur will attempt to process the eligible refunds as quickly as possible, IIM Sambalpur will not be responsible for delays in the refund process, for any reason whatsoever.

D) Temporary Withdrawal and Credit Bank:

A participant may take a break or temporarily withdraw from the programme by submitting a written request and obtaining the Institute's written approval. In this case, the fees paid by the Participant till then shall be forfeited. The Participant can re-join the Program within the next three academic years by paying full fees applicable at the time of re-joining.

Credit Bank: The participant can carry forward the credits accumulated to a maximum of 3 academic years.

Participants who successfully complete the first year (three trimesters) of the two-year MBA programme for working professionals, and have no outstanding dues, will be awarded a PGPEX certificate if they choose to quit from the programme.

Credit Bank: The participant can carry forward the credits accumulated to a maximum of 3 academic years.

Credits earned will remain valid for a maximum of seven years, or for the period specified by the Academic Bank of Credits. The deposit, validity and redemption of credits will be governed by the UGC (Establishment and Operationalization of Academic Bank of Credits (ABC) scheme in Higher Education) Regulations, 2021.

CEO IMMERSION & LEADERSHIP CONCLAVE

Duration: 7 days (Term V)

Location - IIM Sambalpur, Main Campus

A unique opportunity to interact directly with CXOs and senior leaders from MNCs, leading Indian corporations, unicorns, startups, and PSUs

Designed to provide exposure to leadership thinking, strategic decision-making, and real-world executive perspectives

Please Note

Travel to and from the center, accommodation, meals, and any personal expenses during the immersion period are to be borne by the participant. Participants may opt for on-campus accommodation, subject to availability.



International Immersion - Duration: 7-14 days

Students would receive an opportunity to participate in the Immersion Program with our international partner institutions to study abroad. Students accompanied by an IIM Sambalpur faculty member will attend classroom sessions and at least one industry visit.

The immersion is intended to strengthen students' cultural awareness and global business perspective.'

GUESTS OF HONOR | CEO IMMERSION 2025

Shri. Brijendra Pratap Singh
CMO, NALCO

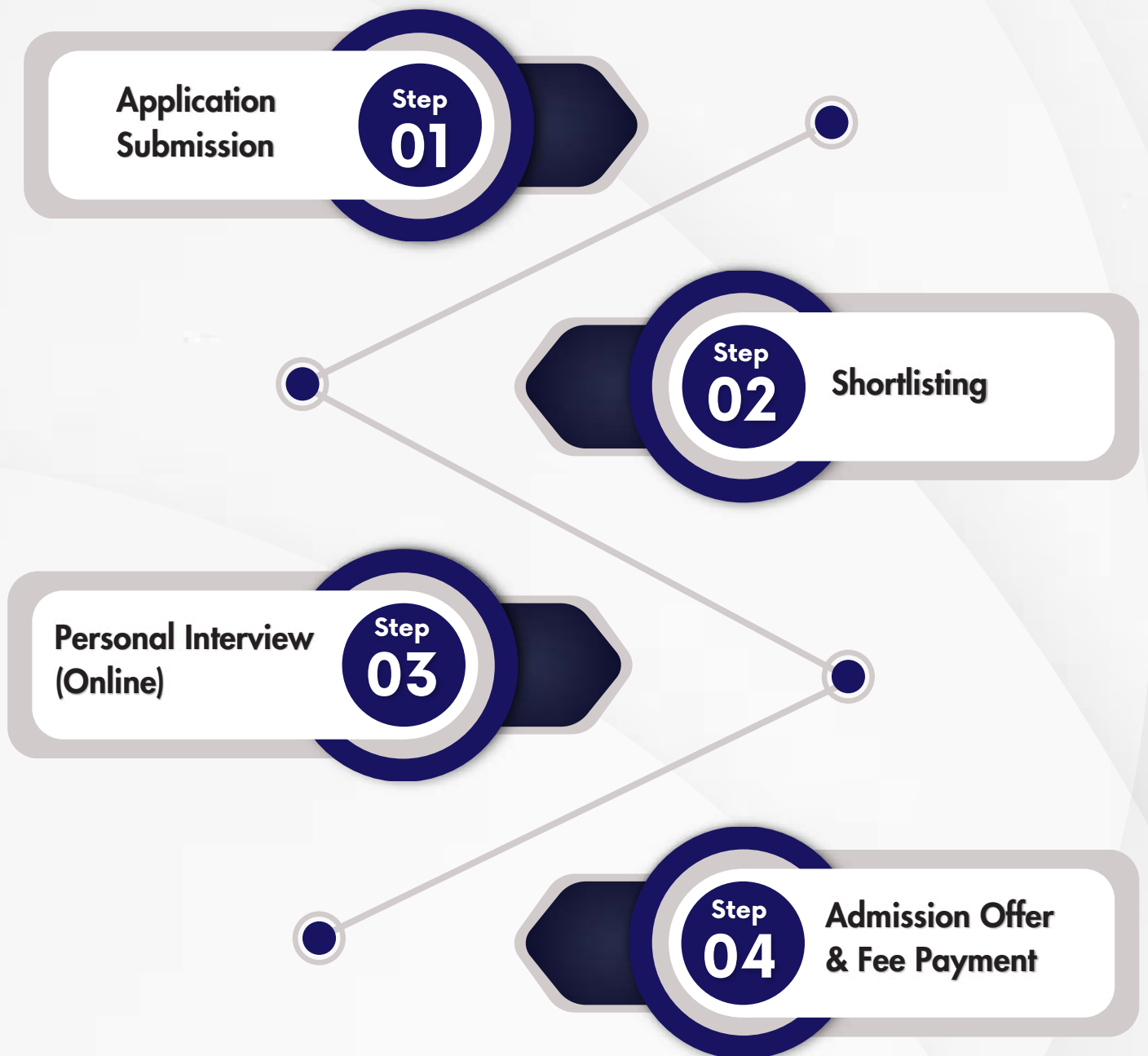
Shri. Biswajit Mahapatra
CIO, Amazon Web Services

Shri. Keshav Rao
Director-HR, Mahanadi Coal Fields

Shri. Narendra Babu
CTO, PayU Payment



ADMISSION PROCESS



Note

Admissions will be offered based on merit, as evaluated through the application and personal interview process.

As seats are limited, admission offers will be issued on a first-come, first-served basis to candidates who meet the eligibility and selection criteria and qualify on merit.

Selection Criteria

Self-financed Candidates

Self-financed candidates who fulfil the minimum eligibility criteria stated above will be called for the personal interview process. The MBA for Working Professionals Admission Committee, in consultation with the Competent Authority, will decide the number of candidates to be called.

Candidates shall be required to submit a "No Objection Certificate"/ "Consent letter" at the time of admission for pursuing the MBA For Working Professionals at IIM Sambalpur from his or her employer.

Industry Sponsored Candidates

Industry Sponsored candidates are allowed admission in the MBA For Working Professionals Program of IIM Sambalpur. A Sponsored candidate must have been in service of the sponsoring organisation for at least two years at the time of admission.

The selection of candidates under this category will be primarily based on personal interview. The candidates will be required to submit a letter from the sponsoring company. A candidate selected under this category will have to abide by all the Rules and regulations applicable to students taken under normal category.

Statement of Purpose (SOP)

The candidate should submit a statement of purpose of no more than 2,000 words discussing the applicant's career path, interests, professional contributions, goals and reasons for pursuing the MBA for Working Professionals.

Preparing the merit List

Merit List will be prepared based on Personal Interview, Academic Qualification, Relevant Work Experience and Statement of Purpose (SOP).

IIM Sambalpur reserves the right to modify any part of this document including the various criteria and cut offs mentioned at any time till the actual admission process for the batch is completed.

Any dispute concerning admission to the MBA for Working Professionals 2026–28 batch will be subject to the jurisdiction of the competent courts within the territorial jurisdiction of the city of Sambalpur.

MBA DEGREE CERTIFICATE





For More Information

 9240223901

 onlineadmissions@iimsambalpur.ac.in

 <https://cep.digiversity.com/iimsambalpur/>

IIM Sambalpur Campus

Basantpur near Goshala,
Sambalpur, Odisha, 768005

IIM Sambalpur (Delhi Center)

Tower A, ISID, Vasant Kunj
Institutional Area, Vasant Kunj II,
Vasant Kunj, New Delhi, Delhi 110070