



# भारतीय प्रबंधन संस्थान सम्बलपुर Indian Institute of Management Sambalpur Delhi Campus (ISID, Vasant Kunj)



## MASTER OF BUSINESS ADMINISTRATION (MBA)

*For working professionals at Delhi Campus*

Exit option after 1st year with a diploma as per NEP 2020.



Network with peers and learn from prestigious faculty of  
**Indian Institute of Management, Sambalpur**

Powered By



# ABOUT IIM SAMBALPUR (MAIN CAMPUS)



Located amidst hills and farmlands of Basantpur, the campus of IIM Sambalpur is peaceful and far away from the hubbub of the metropolis. Along with this peace, the lives of students revolve around classes, assignments, presentations, and exams. Apart from the rigorous curriculum, the institute also gets access to the best faculty in the IIM system. The depth of knowledge of the professors and the sheer ease with which they handle the course is astounding and inspiring. IIM Sambalpur holds *Innovation, Integrity, and Inclusion* as fundamentals to mould it into an institute of national importance.

The IIM Sambalpur is a distinguished member of globally renowned organizations such as the AACSB Business Education Alliance, the Business Graduates Association (BGA) and the Principles of Responsible Management Education (PRME).

The main emphasis is to reach out and explore the unconventional areas through an entrepreneurial and novel approach. The world is competitive and we at IIM Sambalpur would like to take up the challenge through our action-centric research, value-based consulting, and experiential learning pedagogy. The knowledge and values that we wish to impart at IIM Sambalpur aims to develop professional business acumen while making our students versatile human beings and proud citizens of the nation.



# FROM THE DIRECTOR'S DESK



**Prof. M.P Jaiswal**

IIM Sambalpur as part of its innovation and diversification strategy has launched a two-year Master of Business Administration (MBA) degree program for working professionals at IIM Sambalpur - Delhi Campus (ISID, Vasant Kunj, New Delhi) in blended mode on weekends. The program is unique in terms of its specialization in the contemporary management fields such as *Data Science, Product Management, Entrepreneurship, Sustainability, and Risk Management*, including certifications of international repute.

Another unique feature of the program is that it has an option for international immersion as well as dual MBA degree from international universities. The program will provide a platform to interact with faculty members from IIM Sambalpur, international partner universities, and industry experts. The current economic scenario of our country is brimming with endless opportunities.

New edge organizations with focus on sustainability and digitalization are disrupting the existing organizations and hence providing opportunities for management professionals with theme having entrepreneurial and digital skills. IIM Sambalpur has built world class state of art campus at Sambalpur and is currently running MBA, Exe MBA, PhD, Exe-PhD in full capacity. Apart, IIM Sambalpur has initiated many innovative projects such as double degree program with overseas universities, market access to weaver and artisans with digital platform, social immersion projects etc. I am sure the MBA for working professionals program of IIM Sambalpur - Delhi Campus will provide unique value proposition to the candidates professional journey.



# ABOUT IIM SAMBALPUR (DELHI CAMPUS)

IIM Sambalpur has setup its campus at ISID, Vasant Kunj, New Delhi. Being in the heart of the capital city of India and close to the business, political, bureaucratic & education hub, the institute has an advantage to leverage the benefits by bringing the best experts from corporate & industry sector, govt functionaries and renowned researchers & educationists.



“The flexible schedule, industry-relevant curriculum, and experienced faculty make it ideal for balancing work and studies.”

**Rashmi**, Corporate Account Manager, **Adobe**  
IIM Sambalpur Delhi Campus MBA Batch (2024-26)



# PROGRAM OVERVIEW



The MBA for working professionals at Delhi campus program is specifically designed for entrepreneurs and working professionals seeking to transform themselves into innovative leaders. In the first year, participants will acquire the core aspects of management, while the second year will offer specialized in-depth understanding of various management functions such as *Data Science, Product Management, Entrepreneurship, Sustainability, and Risk Management*, including certifications of international repute.



## Degree Program

2-Year



## Weekend Sessions

Saturday & Sunday



## Alumni Status

IIM Sambalpur



## Delhi Campus

Classroom Sessions



## Blended Learning

of 915 Hours



## CEO Immersion

High Impact Industry Interface



## Campus Immersion

7 days at IIM Sambalpur



## Dual Degree \*

and International Immersion



## Professional Certification

RIMS-CRMP



## Prof. Aswath Damodaran

Bootcamp on Valuation

\*Option to pursue Dual Degree with International Immersion with partners universities. Exit option after first year with a diploma as per NEP 2020.

# PROGRAM CHAIRPERSON



## Prof. Poonam Kumar

Prof. Poonam Kumar presently serves as the Chairperson for **MBA for Working Professionals** at the IIM Sambalpur- Delhi campus and as faculty & Area Chair for Marketing at the Indian Institute of Management (IIM) Sambalpur. With over two decades of experience, Prof. Kumar is a versatile academician & professional skilled in industry, academia, research, training, and consulting across diverse Indian and international university systems.

Prof. Kumar has a notable publication record in esteemed international and national journals and has contributed to reputable conference proceedings globally.

Prof. Kumar has trained over three hundred academicians, including professors and principals, industries and authored a book on Research Methodology & Brand Management, showcasing her expertise in digital marketing, product & brand management, and consumer behavior.

*“As Program chairperson of our MBA for working professional, I invite you to embark on a transformative journey that blends academic rigor with pragmatic leadership. This program is meticulously crafted to enhance your strategic acumen, decision-making prowess, and global business insight. Join us to refine your leadership capabilities and accelerate your professional growth in an ever-evolving business landscape.”*



# KEY OBJECTIVES

The program aims to equip participants with a comprehensive understanding of management practices, business functions & tools necessary for running a successful enterprise.



## The key objectives are as follows:

- To empower participants to achieve their professional potential by transitioning to sustainable careers through global networking, industry connections, and intellectual growth.
- To help the participants in recognizing and resolving challenging business problems by combining innovative approaches from several functional areas.
- To keep the participants up to date on the global standards & benchmarks and enhance their entrepreneurial abilities.





# UNIQUENESS OF THE PROGRAM

## **Dual Degree**

*Pursue an optional dual degree from partner global universities through international immersion*

## **Specialization Tracks**

- *Data Science*
- *Product Management*
- *Entrepreneurship & Sustainability among others*

## **Entrepreneurship**

*Curriculum focus to build entrepreneurial skills through case-based pedagogy*

## **Leadership Conclaves**

*CEO immersion, firesides & roundtables with leaders and support for career counselling*

## **Professional Networking**

*Networking opportunities with fellow participants & through strong IIM Sambalpur Alumni network*

## **Global Certifications**

*Receive global certifications of international repute from NSE Academy partners - RIMS, US & Training by Prof. Damodaran*



# GLOBAL CERTIFICATES IN THE PROGRAM

To enhance global mobility of MBA participants, the program offers global certifications in *Enterprise Risk Management (RIMS-CRMP)* and *Training on Business Valuation* by Prof. Aswath Damodaran. These prestigious programs are tailored to equip participants with industry benchmarked skills. Additionally, participants will earn certificates of global acclaim from NSE Academy.

Global certification in

## Enterprise Risk Management

Global Certification

**RIMS-CRMP**

Certified Risk Management Professional

Bootcamp style Valuation training by  
**Prof. Aswath Damodaran**

Kerschner Family Chair in Finance Education  
Stern School of Business, New York University





# LEADERSHIP CONCLAVES



Exclusive gathering of industry leaders, where top executives, including CEOs, CXOs, Business Heads, and Heads of HR & Talent, came together for insightful discussions on the future of leadership and business transformation\*.

## Key Highlights:

- Networking with CEOs, CXOs, and senior executives from top companies
- Exclusive discussions on leadership, talent management, and future business trends



## Companies Participated:

- Shoppers Stop
- Tata Steel
- India Mart
- IHCL
- Schneider Electric
- Panasonic Life Solution
- Blinkit
- Tata Consumer Products
- Deloitte Consulting
- KPMG





# LEADERSHIP CONCLAVES



Leadership conclaves offer a unique platform to connect with industry leaders and top professionals. These events are an integral part of the program, designed to enhance your skills, broaden your network, and prepare you for the next phase of your leadership journey\*.

## Key Highlights:

- Insights into how an MBA program for working professionals may equip you for top leadership roles
- An opportunity to explore how this program aligns with your personal and professional growth



## Companies Participated:

- Amazon
- Oracle
- Bata India Ltd.
- Airtel Payments Bank
- Flipkart
- JLL India
- ITC
- BYLD Groups
- Findoc Investment
- DCM Shriram Ltd

\* The Leadership Conclave is an optional event and may be organized at the sole discretion of the organization.



# CEO IMMERSION\*



In the past, IIM Sambalpur in partnership with NSE Academy has conducted various CEO immersion programs hosted by eminent corporate executives. The list includes senior seasoned professionals from industries such as Hindalco Industries Ltd, Mahindra Lifespace Developers Ltd, Aditya Birla Renewables Ltd, Vedanta Ltd; Amazon, Deloitte, Western Digital India, Ashok Leyland, YES Bank, MCL, IBM, Flipkart, ITC Ltd and Reliance among others.

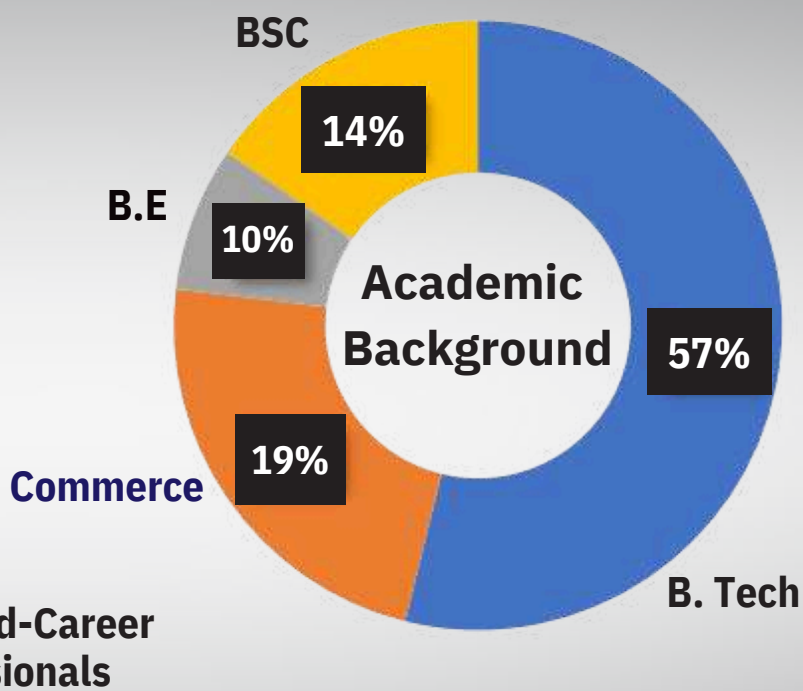
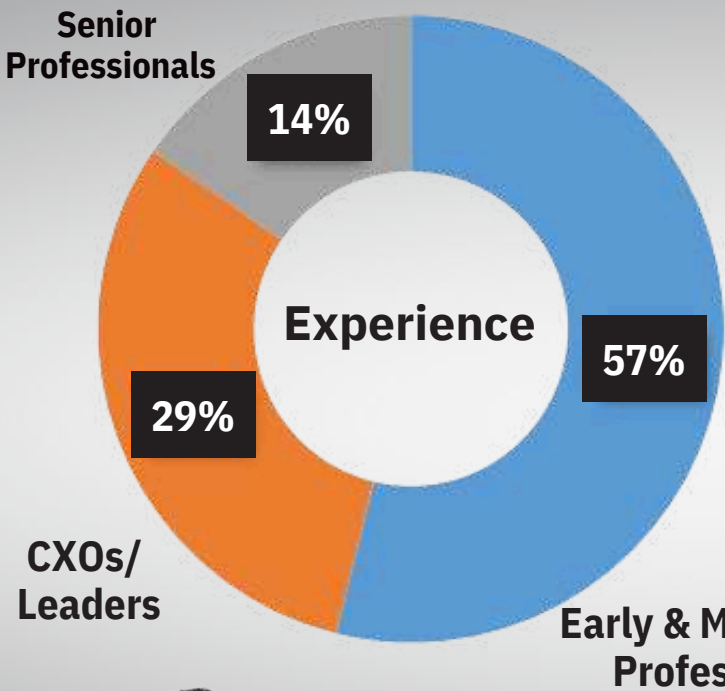


The CEO Immersion in between the program offers the candidates to interact with the CEOs & top Executives of MNCs, large Indian corporate houses, unicorns, starts-ups, PSUs, etc. These events stress the value of fostering an atmosphere of trust and understanding among the workforce including the applications for strategic processes, policies and planning to unlock & generate the value chain as well as strategies for leading today's VUCA environment - Volatile, Uncertain, Complex, and Ambiguous.





# 2024-2026 MBA Batch Profile



“the peer group’s diversity enriches classroom discussions, providing exposure to varied industries and perspectives”

**Aryan Dhingra, Analyst, American Express**  
IIM Sambalpur Delhi Campus MBA Batch-II (2024-26)

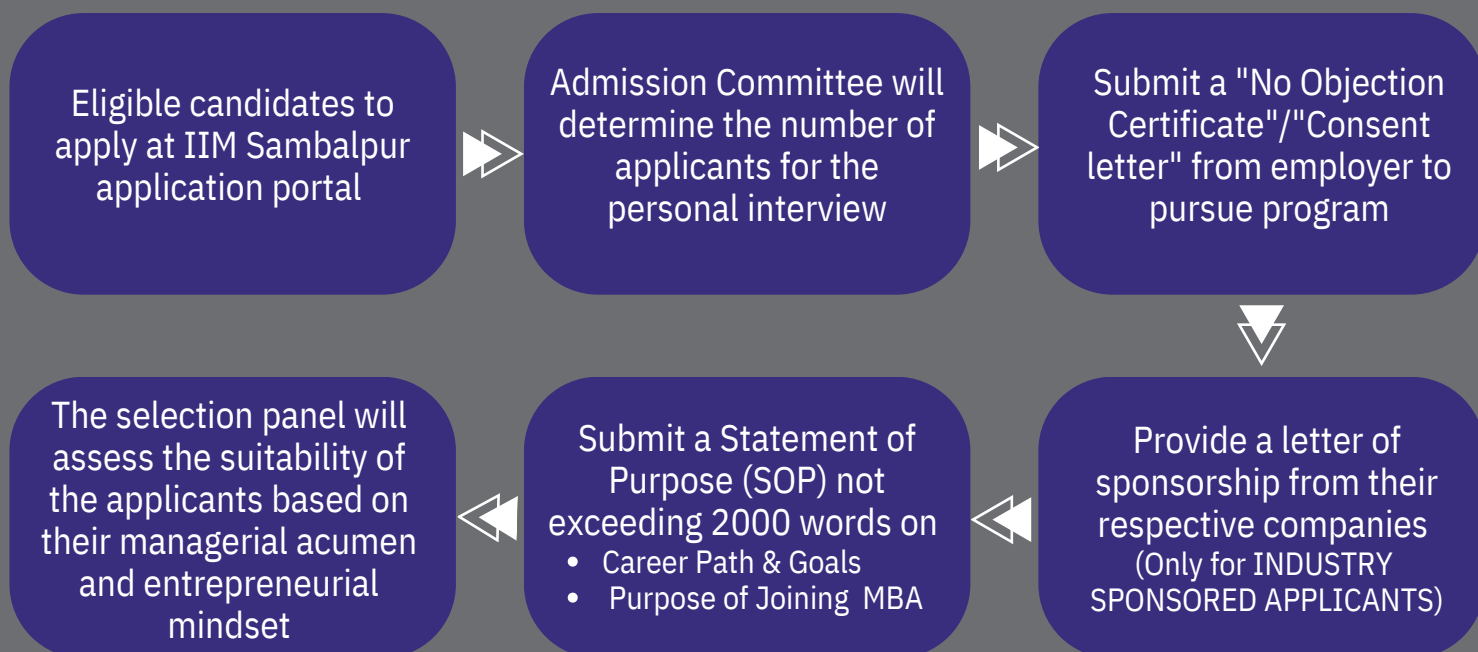






# ELIGIBILITY & SELECTION PROCESS

- The applicant should hold a bachelor's degree or an equivalent qualification in any discipline with a minimum of 50% marks.
- The applicant must possess a minimum three years of full-time managerial or professional experience after obtaining a bachelor's degree as of the deadline for application submission.
- The program is open to all nationalities.



**Disclaimer:** 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 for the 2024 batch would be subject to jurisdiction of the competent courts within the territorial jurisdiction of city of Sambalpur only.



# COURSE STRUCTURE

## FIRST YEAR: TERM-I

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

1

915 HOURS of  
LEARNING in  
TWO YEARS

1-Year: 540 Hours  
2-Year: 375 Hours

2

## FIRST YEAR: TERM-II

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

## FIRST YEAR: TERM-III

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

3

Live Business  
Projects Spread  
Over 3 Terms

6 FUNCTIONAL  
AREAS TO  
SPECIALIZE IN

4

## COMPULSORY ELECTIVE COURSES

1. Data Science & Product Management
2. Entrepreneurship
3. Sustainability & Risk Management

- Accounting & Finance
- Marketing Management
- Operations Management
- Economics
- Information System Management
- OB & Human Resource Management
- General and Strategic Management

5

1. CEO Immersion & Leadership Conclaves
2. Global Certificate: RIMS-CRMP
3. Training by Prof. Aswath Damodaran

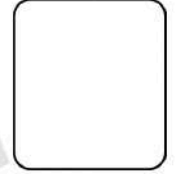


A degree that empowers you to lead, strategize, and excel...



भारतीय प्रबंध संस्थान संबलपुर  
Indian Institute of Management Sambalpur

Cert No.: <<Cert. Num>>



Roll No.: <<Roll. Num>>

शासी मंडल ने शैक्षणिक परिषद की अनुशंसा पर कार्यरत पेशेवरों के लिए  
मास्टर ऑफ बिज़नेस एडमिनिस्ट्रेशन  
की उपाधि

<<नाम>>

को निर्धारित पाठ्यक्रम एवं अन्य सभी आवश्यकताओं को सफलतापूर्वक पूर्ण करने पर  
आज, दिनांक <<date in hindi words>> को आयोजित दीक्षांत समारोह में  
भारत गणराज्य के अंतर्गत भारतीय प्रबंध संस्थान संबलपुर की मोहर सहित एतद् प्रदान की जाती है

The Board of Governors upon the recommendation of the Academic Council  
hereby confers the degree of

**Masters of Business Administration**  
for working Professionals

On

<<NAME>>

who has successfully completed the prescribed course of studies and fulfilled all other requirements,  
given under the seal of Indian Institute of Management Sambalpur in the Republic of India  
at the convocation held on the <<date in English words>>.

विभागाध्यक्ष  
स्नातकोत्तर कार्यक्रम  
Chair  
MBA For Working Professionals

निर्देशक  
शैक्षणिक परिषद  
Director  
Academic Council

अध्यक्ष  
शासक मंडल  
Chairman  
Board of Governors

Participants will receive MBA degree, upon successful completion of the program

\*Sample Certificate: Design/ Content of the certificate may vary from the final certificate



The background image shows a university building with classical architecture, including stone columns and windows. Several flags are flying in front of the building. At the bottom, a stone inscription reads "UNIVERSITE DE PARI".

## DUAL DEGREE\*

\*Optional

### DUAL DEGREE FROM INTERNATIONAL UNIVERSITIES

Candidates would have the option to pursue a dual degree program offered by international universities. Additional costs such as tuition fees, travel expenses, meals, etc. would be borne by the candidate.

### INTERNATIONAL IMMERSION PROGRAM

IIM Sambalpur is committed to enhancing internationalization; the candidates would receive an opportunity to participate in the Immersion Program with IIM Sambalpur international partner institutions to study abroad. The program aims to help the candidates become culturally sensitive and academically oriented with global business perspectives. It would be a one to two weeks program, in which candidates, accompanied by a faculty from IIM Sambalpur, would attend classroom sessions, including at least one industry visit. The program would follow an appropriate evaluation mechanism.



# PROGRAM FEE & DATES

**28 January 2025**

Start Date To  
Online Application

**30th April 2025**

Last Date for  
Online Application

**8th May 2025**



Offer Letter

**03-04 May 2025**

Admission Process  
Personal Interview

Weekend classes between 10:00 am - 5:30 pm

**To Enroll**

[CLICK HERE](#)



Fee Particulars	Amount (INR)
Application Fee	2,500/-*
Offer Acceptance fees	50,000/-
Term I Fee	2,25,000/-
Term II Fee	2,25,000/-
Term III Fee	2,25,000/-
Term IV Fee	2,25,000/-
Term V Fee	2,25,000/-
Term VI Fee	2,25,000/-
Security Deposit (Refundable)	10,000/-
Alumni Fee	10,000/-

**Program Fee**  
**Rs. 14,00,000/-**  
**(Rs. fourteen lakh only)**

The Offer Acceptance fee is payable at the time of accepting the Institute's offer of admission. The Institute offers term-wise course structure and term fee is payable before the commencement of a term.

## Contact us for more information

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**+91 97171 29923**

**Sonam Yadav**

### TERMS & CONDITIONS:

- The security deposit is payable at the time of Term I fees & The Alumni fee is payable with Term VI fees.
- The term fee includes charges for library access, cost of materials/ cases/ library materials/ databases/ archives, etc.
- To get the dual degree, candidates would be required to bear the additional cost of tuition fee, travel cost, accommodation, meals, etc.
- Candidates will be duly notified regarding the International Immersion and IIM Sambalpur Campus Module scheduled for the second year of the program.
- A non-refundable application fee will have to be paid for applying to the program. Taxes extra as applicable on application fee.
- IIM Sambalpur will collect the course fee and all the Terms and Condition of the Refund policy will be applicable as per IIM Sambalpur guidelines.





## ABOUT NSE ACADEMY

NSE Academy Limited is a wholly owned subsidiary of the National Stock Exchange of India Limited (NSE). NSE Academy Limited enables the next generation of BFSI and FinTech professionals with industry aligned skills – through capacity building programs and certification courses, powered by an online examination and certification system. The courses are well-researched and carefully crafted with input from the industry professionals. NSE Academy Limited works closely with reputed universities and institutions across India in building a competent workforce for the future of BFSI and FinTech. NSE Academy Limited also promotes financial literacy as an essential life skill among youngsters – a contribution towards financial inclusion and wellbeing.

For more information visit: <https://www.nseindia.com/>

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