



# EXECUTIVE MASTER OF BUSINESS ADMINISTRATION

Online Degree Program

Advance Your Potential. Conquer New Frontiers



# ABOUT IIM SAMBALPUR

Located amidst the serene hills and farmlands of Basantpur, Goshala, IIM Sambalpur offers a peaceful campus environment away from the noise of urban life. Daily life at the institute is shaped by academic activities such as classes, assignments, presentations, live projects, industrial visits, and CEO immersion sessions. Meeting tight deadlines for these tasks forms a significant part of students' routines.

The student community is actively involved in running various committees and clubs. The Academic Committee, in particular, serves as a bridge between students and faculty, raising concerns related to the curriculum and representing student requests, including deadline extensions.

Beyond academics, students benefit from the guidance of experienced faculty and industry experts from the wider IIM network. Their deep subject knowledge and teaching approach inspire students to stay motivated. It's common to find students studying late into the night in the expanding campus library.

In collaboration with the administration, students organize multiple activities to support their overall development.

In today's evolving economic landscape, students are exploring diverse career opportunities - not just in established corporations but also in emerging startups supported by various stakeholders, including the government. IIM Sambalpur encourages a mindset focused on sustainable and inclusive growth, whether students pursue careers in industry or choose the path of entrepreneurship.



# Why choose IIM Sambalpur ?



**Ranked 50th** - NIRF  
Management Rankings  
2024



Prestigious **MBA  
Certification** 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

Business  
Education  
Alliance  
Member

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



# Director 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 Executive MBA 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 program 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.

A key differentiator of this program is its flexible blended learning model, offering the best of both online and on-campus learning. This allows participants to balance professional commitments while gaining the benefits of immersive academic engagement.

One of the program's signature features is the CEO Immersion Week, where top leaders from renowned organizations 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 immersions and also have the option to pursue a dual degree, earning credentials from both IIM Sambalpur and a partner university abroad.

Through this program, 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.





# About the Executive MBA Program at IIM SAMBALPUR

The Executive MBA program at IIM Sambalpur is structured to address the evolving needs of future-ready organizations by offering an immersive, experiential learning journey that equips professionals for leadership roles. Designed especially for individuals with a strong entrepreneurial outlook, the program fosters a mindset geared toward innovation and strategic thinking.

Covering a wide range of subjects, the curriculum integrates global trends, international exposure, and alignment with government initiatives - enabling participants to translate opportunities into impactful outcomes. Emphasis is placed on responsible leadership, sustainability, and digital transformation, ensuring relevance in today's dynamic business environment.

Launched in 2021, the program has successfully completed two batches and is now preparing to welcome its fifth cohort. Each batch has brought together a diverse group of working professionals from sectors such as manufacturing, IT, ITES, and retail, with participants averaging seven years of work experience. Notably, the program has consistently attracted NRI professionals, contributing to a rich and diverse learning environment.

## Who Should Attend?

**Working Professionals** with a minimum of 3 years of experience who seek to elevate their career to leadership roles while continuing in their current employment.

**Mid- to Senior-Level Managers** aiming to sharpen their strategic, leadership, and cross-functional decision-making skills in a rapidly evolving business landscape.

**Entrepreneurs and Business Owners** looking to formalize their business knowledge, scale their ventures, and lead with innovation and sustainability.

# Programme Objectives

The Executive MBA programme at IIM Sambalpur is designed to strengthen the business acumen and leadership abilities of working professionals through a structured and immersive learning experience. The specific objectives of the programme are:

## **Enhance Entrepreneurial Thinking**

Develop an entrepreneurial mindset to navigate a dynamic business environment and apply core management principles effectively.

## **Promote Strategic Problem Solving**

Enable participants to generate innovative solutions by integrating concepts across disciplines and addressing complex business challenges.

## **Deepen Understanding of Responsible Leadership**

Gain insights into leadership rooted in responsibility and ethics to drive meaningful impact within organizations.

## **Equip for Digital Transformation**

Acquire the tools and knowledge required to lead digital change and respond to evolving technological landscapes.

## **Strengthen Skills in Communication and Negotiation**

Build strong capabilities in managerial communication and negotiation for effective leadership in diverse settings.

## **Apply Learning through Real-Time Projects**

Translate classroom learning into action through structured project courses that foster hands-on strategic thinking.





# Programme Highlights



## PRESTIGIOUS CERTIFICATION

Participants earn an Executive MBA degree from IIM Sambalpur, gaining recognition and credibility from one of India's premier institutions.



## BLENDED LEARNING FORMAT

Live weekend classes delivered online, combined with occasional on-campus modules to balance flexibility with immersive learning.



## EXPERT FACULTY

Sessions led by experienced faculty from IIM Sambalpur and guest faculty from top Indian and international business schools.



## INTERACTIVE LEARNING PEDAGOGY

Cutting-edge curriculum built around a flipped classroom model that encourages active participation, peer learning, and real-time problem solving.



## SPECIALIZATIONS ACROSS DOMAINS

Offers flexibility to specialize in key management areas, with a strong focus on responsible leadership, sustainability, and digital transformation.



## CEO IMMERSION PROGRAM

A unique opportunity to interact directly with CEOs and top executives from MNCs, leading Indian corporations, unicorns, startups, and PSUs.



## OPTIONAL INTERNATIONAL IMMERSION

Students can participate in a 1–2 week immersion program abroad with international partner institutions. The program includes classroom sessions, cultural exposure, and industry visits, designed to enhance global business perspectives.

# Programme Highlights



## COHORT DIVERSITY

Admissions attract professionals from a wide range of industries and geographies, including NRI participants, promoting a rich learning environment.



## INDUSTRY AND PEER NETWORKING

Build a powerful professional network through regular interaction with peers, industry experts, and global thought leaders.



## ALUMNI STATUS

Graduates gain IIM Sambalpur alumni status, becoming part of a reputed network of professionals and industry leaders.





# Learning Outcome

- Apply core principles of business and management to address real-world challenges through structured problem-solving approaches.
- Demonstrate strategic thinking and analytical skills to evaluate business situations and formulate actionable decisions.
- Cultivate an entrepreneurial mindset to navigate dynamic business environments and identify opportunities for innovation.
- Understand and manage digital transformation initiatives to keep pace with technological advancements in business.
- Engage with diverse perspectives through peer learning and faculty interactions, including exposure to global business environments.

## Pedagogy

The programme is structured to build a strong foundation in the fundamentals of business and management through an immersive learning experience. Classes will be conducted online on alternate weekends, with live faculty-led sessions enabling interactive and experiential learning among participants.

The alternate weekend format allows participants enough time to connect their academic learning with real-time professional scenarios. IIM Sambalpur follows a unique flipped classroom pedagogy, encouraging participants to learn through practical application.

The blended mode of course delivery is designed to accommodate the needs of working professionals by reducing the requirement to stay away from work for long durations, which is often the case with fully residential programs. The programme will be delivered through a high-definition, video conferencing-based Virtual Classroom (VCR) platform along with in-person sessions on the IIM Sambalpur campus.

# Programme Structure

In line of the established norms of conferring an Executive MBA degree, the total minimum contact hours for the program are mentioned below:



Total 750 hours of classroom teaching, 450 hours in first year and 300 hours in second year.



Blended learning model with a combination of online and offline classroom modes



Two in-campus visits during the programme



Weekend classes



Course delivery would include an eclectic mix of Flipped classroom, case - based methods of teaching, simulations, problem solving exercises, assignments, roleplay and in-class discussions.





# Programme Curriculum

## First Year

### TERM I

Course	Credit	Sessions
Managing People and Performance	3	20
Financial and Management Accounting	3	20
Essentials of Marketing	3	20
Firms and Market	3	20
Quantitative Techniques	3	20
<b>Total Term I</b>	<b>15</b>	<b>100</b>

### TERM II

Course	Credit	Sessions
Corporate Finance	3	20
Strategic Marketing	3	20
Macro Economics	3	20
Operation Management	3	20
Managerial Communication	1.5	10
Negotiation	1.5	10
<b>Total Term II</b>	<b>15</b>	<b>100</b>

### TERM III

Course	Credit	Sessions
Management Information Systems	3	20
Strategic Management	3	20
Strategic Human Resource Management	3	20
Legal Aspect of Business	1.5	21
Design Thinking	1.5	10
<b>Total Term III</b>	<b>12</b>	<b>80</b>

# Programme Curriculum

## Second Year

Course	Credit	Sessions
CEO Immersion	6	40

### TERM IV

Course	Credit	Sessions
Sustainability & Ethics	3	20
Leadership	3	20
Corporate Entrepreneurship	3	20
<b>Total Term IV</b>	<b>9</b>	<b>60</b>

### TERM V

Course	Credit	Sessions
Digital Transformation	3	20
Project Management	3	20
Elective 1	3	20
Elective 2	3	20
<b>Total Term V</b>	<b>12</b>	<b>80</b>

### TERM VI

Course	Credit	Sessions
Elective 3	3	20
Capstone	3	20
<b>Total Term VI</b>	<b>6</b>	<b>40</b>



# List of Electives

## TERM V Electives

Course	Area	Credit	Term
Security Analysis and Portfolio Management	Finance	3	Term V
Financial Services	Finance	3	Term V
Energy Markets and Pricing Strategies	Economics	3	Term V
Maritime Economics and Logistics	Economics	3	Term V
Digital Transformation of Supply Chain	Operations	3	Term V
Product & Brand Management	Marketing	3	Term V
Consumer Behaviour	Marketing	3	Term V
AI for Business	IS	3	Term V
Data Visualization and Business Storytelling	IS	3	Term V
Strategy in Action- Advanced Competitive Strategy	Strategy	3	Term V
Consultancy Skills for Organization Development & Change	OB/HR	3	Term V
Industrial Relations and Labour Laws	OB/HR	3	Term V

## TERM VI Electives

Course	Area	Credit	Term
Financial planning and wealth management	Finance	3	Term VI
Fintech	Finance	3	Term VI
Supply Chain Management	Operations	3	Term VI
Operations Strategy	Operations	3	Term VI
Operation Research Modeling for Managers	Operations	3	Term VI
Supply Chain Analytics	Operations	3	Term VI
Agile Project Management with SCRUM Framework	Operations	3	Term VI
B2B Marketing	Marketing	3	Term VI
Entrepreneurial Marketing	Marketing	3	Term VI
Customer Relationship Marketing	Marketing	3	Term VI
Blockchain for Business	IS	1.5	Term VI
Business Analytics	IS	1.5	Term VI
Generative AI and Applications	IS	1.5	Term VI
DNB -- Developing New Businesses	Strategy	3	Term VI
International Business	Strategy	1.5	Term VI
Innovation Strategy	Strategy	1.5	Term VI
New Era Business & Management	Strategy	1.5	Term VI
Business Plan Formulation: Acquiring Funds for Startups	Strategy	3	Term VI
HR Analytics	OB/HR	1.5	Term VI

# Programme Certificate



## भारतीय प्रबंध संस्थान सम्बलपुर INDIAN INSTITUTE OF MANAGEMENT SAMBALPUR

शासक मंडल ने विद्या परिषद की अनुशंसा पर  
एग्जीक्यूटिव मास्टर ऑफ बिज़नेस एडमिनिस्ट्रेशन  
की उपाधि

XXXXXXXXXXXXXXXXXX

Cert No.: xxxx



Roll No.: xxxxxxxxx

को, संस्थान के दो वर्षीय कार्यकारी अधिकारियों के लिए एग्जीक्यूटिव एमबीए पाठ्यक्रम-प्रबंध, (२०XX-XX) की  
निर्धारित अहर्ताएं सफलतापूर्वक पूर्ण करने पर  
आज, दिनांक XXXXकेXXXX दिन को आयोजित दीक्षांत समारोह में  
भारत गणराज्य के अंतर्गत भारतीय प्रबंध संस्थान सम्बलपुर की मुद्रा सहित एतद् प्रदान की जाती है।

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

**Executive Master of Business Administration**  
on

XXXXXXXXXXXXXXXXXX

Who has successfully completed the prescribed requirements of the  
two-year Executive MBA Programme in Management (20xx-2x) for Working Executive,  
given under the seal of Indian Institute of Management Sambalpur in the Republic of India  
at the convocation held on the xxx Day of xxx, Two Thousand xxxxx.

विभागाध्यक्ष  
कार्यकारी एमबीए कार्यक्रम  
Chair  
Executive MBA Programme

निदेशक एवं  
अध्यक्ष, शैक्षिक परिषद  
Director &  
Chairman, Academic Council

अध्यक्ष  
शासक मंडल  
Chairman  
Board of Governors



# Admission Process

## Qualification & Work Experience

Candidate should hold a bachelor's degree or an equivalent qualification in any discipline with a minimum of 50% marks or equivalent percentage.

A minimum 3 years of Post Qualification managerial/ entrepreneurial/ professional experience as on last date of application.

## Selection Criteria

### 1. Self-financed Candidates

In the case of self-financed candidates fulfilling the minimum eligibility criteria as above shall be called for the PI process. The Executive MBA Admission Committee in consultation with the Competent Authority will decide the number of candidates to be called for PI.

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

### 2. Industry Sponsored Candidates

Industry Sponsored candidates are allowed admission in the Executive MBA Program of IIM Sambalpur. A Sponsored candidate must have been in service of the sponsoring organization 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.

### Personal Interview

Upon being shortlisted, the candidate shall appear for a personal interview in front of the Expert panel. The selection panel will assess the suitability of the candidates based on their managerial acumen and entrepreneurial mindset. Candidates will be especially assessed in interviews based on Statement of Purpose (SOP) apart from academic record, professional accomplishments, etc.



# Admission Process

## Statement of Purpose (SOP)

The candidate should submit a SOP not exceeding 2000 words and should include talk about your career path, interests, professional contributions, goals and the driving force behind pursuing ExeMBA.

## 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 for the Executive MBA 2025-27 batch would be subject to jurisdiction of the competent courts within the territorial jurisdiction of city of Sambalpur only.



# Programme Fee

Sr No	Particulars	Amount (Rs)
1	Application Fee	1000
2	Term 1 Course Fees- Part 1	120000
3	Term 1 Course Fees- Part 2	100000
4	Term 1 Caution Fee (Refundable) & Alumni Fee	30000
6	Term 2 Course Fees	200000
7	Term 3 Course Fees	200000
8	On or before the start date of Term 4	200000
9	On or before the start date of Term 5	200000
10	On or before the start date of Term 6	200000
<b>Total Course Fee</b>		<b>1250000</b>

## Withdrawal & 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 Executive MBA Office by the stipulated date mentioned in the Admission Offer letter. The received fee will be refunded to the candidate after deducting Rs.1000/- for processing charges.

### B) ON OR AFTER THE REGISTRATION DATE:

If a candidate wants to withdraw from the program on or after the program 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/-.

### 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 can take a break or temporarily withdraw from the Program at any point of time by giving an appropriate request to the Institute (but only after getting a written permission from the Institute); 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.

# Faculty



## Aarti Singh

**Assistant Professor,**  
Ph.D. – Indian Institute of Technology (IIT) Delhi

**Area:** Strategic Management, Business Resilience, Business Sustainability, Business System Dynamics, Strategic Waste Management



## Ramakrushna Padhy

**Assistant Professor,**  
Ph.D. – Indian Institute of Technology (IIT) Kharagpur

**Area:** Process Management, Lean, Quality Management, Six Sigma, Business Transformation, Enterprise Sustainability, Circular Economy, Behavioral Operations



## Siddharth Gaurav Majhi

**Assistant Professor,**  
Ph.D. – Indian Institute of Management (IIM) Ranchi

**Area:** Information Systems, IT/IS Strategy, Digital Transformation, Business Value of IT, Dynamic Capabilities, Paradox Theory, Emerging Technologies



## Diptiranjana Mahapatra

**Assistant Professor,**  
Graduate- Indian Institute of Management (IIM) Ahmedabad

**Area:** Strategy, Public Policy, Political Economy of Energy, Energy & Climate Modeling, M&A, Antitrust in Platform Economy, Environmental Jurisprudence, State-owned Enterprises (SoEs)



## Nitin Soni

**Assistant Professor,**  
Ph.D. – Indian Institute of Management (IIM) Raipur

**Area:** Luxury Consumption, Technology & Consumer Interaction, Consumer Psychology, Behavioral Pricing, Marketing Management



## Sujit Kumar Pruseth

**Professor,**  
Ph.D. – Jawaharlal Nehru University (JNU), New Delhi

**Area:** Political Science, Public Policy, Governance Reforms, Democratic Governance, Development Studies, Skill Development Policy, Multidimensional Poverty



# Faculty



## Hemachandra Padhan

**Assistant Professor,**  
Ph.D. – Indian Institute of Technology (IIT) Madras

**Area:** Energy Economics, Environmental Sustainability, Finance & Strategy, Macroeconomics, Applied Econometrics



## Sumita Sindhi

**Assistant Professor,**  
FPM – Xavier Institute of Management, Bhubaneswar (XIMB)

**Area:** Sustainability, Corporate Environmental Responsibility, Ethics, Natural Resource Management, Public Policy, CSR, Qualitative Research (Case Methodology & Ethnography)



## Rahul Kumar

**Assistant Professor,**  
Ph.D. – Finance, Indian Institute of Management (IIM) Ranchi

**Area:** Derivatives, Financial Markets, Corporate Finance, Investments & Portfolio Management, Corporate Restructuring



## Nilesh Khare

**Professor,**  
Ph.D. – Strategy, The Ohio State University, USA

**Area:** Strategy, Entrepreneurship, Corporate Strategy, Microfinance, Executive Coaching, Startup Mentorship



## Binay Bhushan Chakrabarti

**Professor**

**Area:** Corporate Finance, Financial Derivatives, Fixed Income Markets, Financial Risk Management, Private Equity & Venture Capital, FINTECH, Corporate Financial Strategies

# Student Testimonials

Having spent nearly a decade in IT service and consulting, I yearned to advance my management skills. IIM Sambalpur's Executive MBA program strikes the ideal balance, offering academic growth and the flexibility vital for working professionals. A resounding recommendation for those seeking to enhance their educational credentials while propelling their careers forward.

**Sk Aftabuddin Mohammed**

CyberSecurity Consultant Cyber, Risk & Regulatory PwC Acceleration Centers, Bengaluru

Embarking on an Executive MBA journey at IIM Sambalpur, coming from a humble farming background in a small village, has been a truly transformative experience. The institute's best-in-class education, renowned faculties, and real-world industry exposure have broadened my perspective and prepared me for the challenges of the modern business world. With its focus on innovation, entrepreneurship, and practical learning, IIM Sambalpur is shaping the future leaders and entrepreneurs of tomorrow.

**Rajkishore Kar**

Senior Sales Manager - Accenture

I Bikash Ranjan Mishra transitioning from a seasoned engineer with 17 years in production to an MBA candidate at IIM Sambalpur has been a pivotal move. The program's tailored approach recognized my industry experience, offering a dynamic blend of business acumen and leadership skills that promise to elevate my career to new heights. I wholeheartedly endorse this EXE-MBA journey for professionals seeking a personalized and impactful education.

**Bikash Ranjan Mishra**

Cast House Operation & Maintenance Manager, HINDALCO Industries, Smelter, Hirakud, Odisha

With a highly practical, relevant & exponential learning pedagogy coupled with the best of advanced technology-based curriculum setup, IIM Sambalpur is providing top notch education to us working professionals through its Executive MBA program. This program is a must do for all eligible mid management level professionals to garner deeper insights & broaden the horizons of their learnings. The blended mode of education fits into my sphere of learning & the best in class faculty members are to be well credited for that.

**Priyanka Rath**

Section In Charge , Arcellor Mittal Nippon Steel

# Student Testimonials

Choosing IIM Sambalpur for my Executive MBA was a pivotal choice in my professional journey. The program's emphasis on innovation, global perspectives, and leadership development has not only refined my strategic thinking but also equipped me with the tools to drive positive change within my organization. I am grateful for the enriching experience and newfound confidence in my abilities.

**Smrutii Prakash Rout**  
Associate – Contract Management  
ENEL GREEN POWER

I am Shakti Nanda, an ExeMBA student from the class of 2023–25. My last four months at IIM-Sbp have been truly a dream come true. The peer group experience was the highlight for me. The classroom courses focus extensively on interactions, fostering an amazing, competitive yet collaborative atmosphere. The unique pedagogy, coupled with the business case model, has a profound impact. What stands out most about the institute for me is the flexibility in the curriculum, allowing me to effectively manage my time between my studies and my day job.

**Shakti Nanda**  
Business Head, RDC Concrete India Pvt Ltd







**For More Information**

 **03348051906**

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