



भारतीय प्रबंध संस्थान सम्बलपुर  
Indian Institute of Management Sambalpur  
Delhi Centre (ISID, Vasant Kunj)



**PRME** Principles for Responsible  
Management Education  
an initiative of the United Nations Global Compact

# MBA

MASTER OF BUSINESS ADMINISTRATION

**FOR WORKING PROFESSIONALS**

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A  
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4



Expand your  
**LEADERSHIP CAPACITY WHILE STAYING CAREER-ACTIVE**

Weekend **Sessions** | IIM Sambalpur, **DELHI** Centre | **IIM Alumni** Status

Includes  
**International  
Certificates**



Bootcamp on Valuation by  
**Prof. Aswath Damodaran**

Powered by



# Leadership is not given It is **Built!**

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The **MBA for Working Professionals** at IIM Sambalpur – Delhi Centre is crafted for ambitious professionals who aspire to transform their careers and step into leadership roles. Delivered in a high-impact weekend format, it blends strategic thinking, industry access, and global exposure – without interrupting your career.



## **Specialization Tracks**

Expertise in Project Management, Data Science, and Entrepreneurship & Sustainability – aligned with high-growth domains



## **Global Exposure**

Global certificates, overseas immersion opportunities, and option to pursue a dual degree with international universities



## **Industry Interaction**

CEO Immersions, Leadership Conclaves, Fireside Chats, and Industry Roundtables for insights into dynamic business environments



## **IIM Alumni Status**

Membership to the rich alumni fraternity of IIM Sambalpur and networking opportunities with peers from across sectors



## FROM THE **DIRECTOR'S DESK**

New edge organizations with focus on sustainability and digitalization are disrupting the existing organizations and hence providing opportunities for management professionals with **entrepreneurial and digital skills**



IIM Sambalpur, as part of its innovation and diversification strategy, has launched the two-year **MBA for Working Professionals** at its Delhi Centre. The program is unique in the specialization it offers in contemporary management fields such as Data Science, Product Management, Entrepreneurship, Sustainability, and Risk Management, including certifications of international repute.









The program provides an opportunity for an international immersion and a dual MBA degree from international universities. It also provides a platform to interact with industry leaders, professionals, peers from diverse sectors, and distinguished faculty members from IIM Sambalpur and international universities.

I am sure that the MBA for Working Professionals of IIM Sambalpur - Delhi Centre will provide a unique value proposition to your professional journey!

**Prof. M.P. Jaiswal**

Director | IIM Sambalpur

# PROGRAM ARCHITECTURE

-  MBA Degree Program
-  Two Years
-  Weekend Sessions
-  10 AM to 5:30 PM
-  Classroom Format
-  Delhi (Vasant Kunj)
-  Additional Online Courses
-  Seven-day Campus Immersion at IIM Sambalpur

## Includes:

-  **RIMS-CRMP**  
Professional Certification
-  Bootcamp on Valuation by Prof. **Aswath Damodaran**
-  **CEO Immersion** & Leadership Conclaves

## Optional:

### International Immersion

at IIM Sambalpur's international partner institutions

### Dual Degree Program

offered by international universities





## PROGRAM CHAIR

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.

Prof. **Poonam Kumar**  
Faculty | IIM Sambalpur

**Prof. Poonam Kumar**, Faculty and Area Chair for Marketing at IIM Sambalpur, serves as the Chairperson of the MBA for Working Professionals program. With over two decades of experience, she brings a distinguished blend of academic leadership and professional experience spanning research, capacity building, consulting, and cross-institutional collaboration across Indian and international university systems.

Prof. Poonam has made scholarly publications in esteemed national and international journals and has contributed to reputable conference proceedings globally.

Prof. Poonam has trained more than 300 academicians and senior industry professionals, and authored a book on **Research Methodology & Brand Management**. Her areas of expertise include digital marketing, product & brand management, and consumer behavior.

# PROGRAM MODULES

Build a comprehensive understanding of management practices, business functions & tools necessary for running a successful enterprise.

**Year 1:** General Management Modules | Live Projects

**Year 2:** Electives | Specializations | International Certificates | CEO Immersion

## YEAR I

 **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 Behavior | 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                     |



**Live Business Projects**  
Spread across three terms

## Electives

- Data Science & Product Management
- Sustainability & Risk Management
- Entrepreneurship

## Specialization Tracks

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

## Global Certificates

- Global Certificate: **RIMS-CRMP**
- Bootcamp on Valuation by **Prof. Aswath Damodaran**

## Industry Interaction

- CEO Immersion
- Leadership Conclaves



Choose from  
**6 Specializations**



Get Global Exposure through  
**Global Certificates**



Build Practical Insights through  
**Industry Interaction**

**GLOBAL  
CERTIFICATE #1**

Powered by



Online



## **RIMS-Certified Risk Management Professional (RIMS-CRMP)**

certification validates your performance ability, technical knowledge, and commitment to quality. It represents the standard of education, experience, and ethics that the discipline requires. Add RIMS-CRMP to your professional profile to demonstrate that you can successfully manage risk and create value for your organization.

**RIMS, the risk management society®**, is a global professional non-profit association committed to advancing the practice of risk management throughout the world.

Source: rims.org



The RIMS-CRMP is the only risk management certification to be accredited by the **American National Standards Institute (ANSI)**



“

The RIMS-CRMP program gives an in-depth understanding of principles, concepts, and mechanism to effectively navigate through the challenges brought about by various risks organizations face.

**Neeraj Das**

RIMS-CRMP, Adani Group | (Group Head Insurance)

Source: rims.org

**GLOBAL  
CERTIFICATE #2**

Powered by



Online

## Bootcamp on Valuation by **Prof. Aswath Damodaran**

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

### **Includes:**

3-month  
**Membership**



IMAA is a not-for-profit think tank for Mergers & Acquisitions that pursues research and provides educational certificate programs, workshops, resources, and expert knowledge in the field of M&A.



Prof. Damodaran's sessions were highly enriching and practical. He explained complex concepts—especially intrinsic valuation and DCF—with exceptional clarity and real company examples. His ability to simplify valuation frameworks and connect them to real-world business scenarios makes every session engaging. The sessions not only strengthened technical skills but also built confidence and strategic thinking. Truly, **Prof. Damodaran is a 'Valuation Guru'**.

**Jiten Pati,**

Manager - Finance | NALCO

# CEO IMMERSION

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Get insights into **real-world leadership experiences** by interacting with CEOs and top executives from MNCs, leading Indian corporates, unicorns, start-ups, and PSUs. Understand how they shape strategy, build trust-driven organizations, and unlock value across the entire value chain. Learn how they navigate today's VUCA world with clarity, resilience, and decisive leadership.

# LEADERSHIP CONCLAVES

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Exclusive **gathering of industry leaders**, where top executives, including CEOs, CXOs, business heads, and HR heads, come together for insightful discussions on the future of leadership and business transformation.



## Networking

with top executives  
from reputed companies



## Discussions

on leadership, talent management,  
and future business trends



IIM Sambalpur, in partnership with NAL Academy, has conducted multiple **CEO Immersions** and **Leadership Conclaves**, hosting eminent corporate leaders and senior executives from reputed organizations across sectors.



## PROMINENT CORPORATE PARTICIPANTS

CEO Immersions & Leadership Conclaves



& more

## GUESTS OF HONOR | CEO Immersion 2025

Shri. **Brijendra Pratap Singh**  
CMO, NALCO

Shri. **Keshav Rao**  
Director-HR, Mahanadi Coal Fields

Shri. **Biswajit Mahapatra**  
CIO, Amazon Web Services

Shri. **Narendra Babu**  
CTO, PayU Payment



# CAMPUS IMMERSION

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Expand your professional network through a Campus Immersion at IIM Sambalpur. Interact with fellow participants, faculty members, and industry leaders while enriching your learning experience. The **CEO Immersion** and the **Leadership Conclaves** will be hosted during the Campus Immersion.

 Seven Days



IIM Sambalpur, Main Campus



Participants shall bear the expenses for travel, food, and stay

## OPTIONAL

# INTERNATIONAL IMMERSION

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Broaden your global perspective through an International Immersion with **IIM Sambalpur's international partner institutions**. Experience classroom learning, industry visits, and cross-cultural exposure, and gain first-hand insights into international best practices. The program would be followed by an evaluation.

 One/Two Weeks

Participants shall make their own arrangements for passport, visa, travel, food, stay and related expenses

# An **MBA Degree** that empowers you to **LEAD, STRATEGIZE, and EXCEL**



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

**DUAL  
DEGREE**

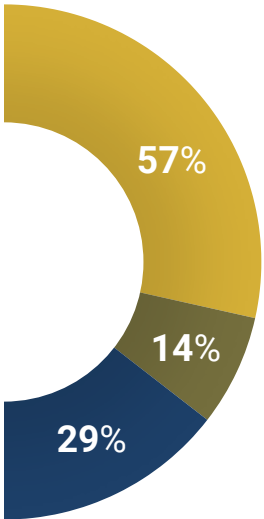
**OPTIONAL** | Pursue a dual degree program  
offered by **international universities**

Participants shall bear the tuition fee of such programs and shall make own arrangements for travel, food, stay





## PREVIOUS BATCH PROFILE

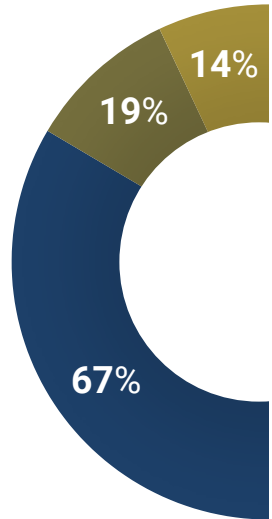


### Batch Profile BY EXPERIENCE

- Early & Mid-career
- Senior
- CXOs & Leaders

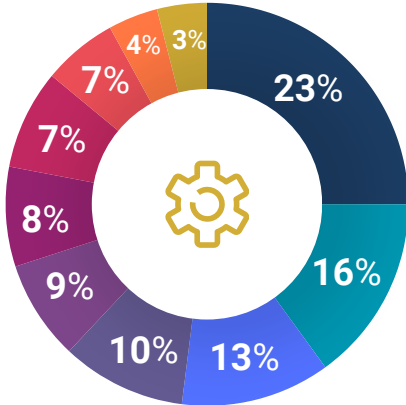
### Batch Profile BY ACADEMIC BACKGROUND

- Science
- Commerce
- Engineering



### Batch Profile BY SECTOR

- IT & ITES
- Manufacturing
- BFSI
- Consulting
- Public Services



- Metals
- Automotive
- Telecom
- Oil & Gas
- Retail

# PARTICIPANT TESTIMONIALS



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The **diversity of the peer group** enriched our classroom discussions, providing exposure to multiple industries and perspectives.

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**ARYAN DHINGRA**

Analyst, American Express  
MBA Batch 02 (2024-26)

“

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

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**RASHMI**

Corporate Account Manager, Adobe  
MBA Batch 02 (2024-26)



“

Prof. Damodaran's story-driven valuation approach helped me to value suppliers, model cash-flow impacts of new tech, and negotiate better contracts in my current job.

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**ALOK SHUKLA**

Senior Manager, Maruti Suzuki  
MBA Batch 02 (2024-26)



## ELIGIBILITY CRITERIA

### Academic Qualification

Bachelor's degree or equivalent in any discipline with a minimum of 50% marks

### Professional Experience

Minimum three years of full-time managerial or professional experience after bachelor's degree on the date of application

## TIMELINE

Last Date to Apply

**MAY 31, 2026**

Online Interviews

**JUN 13 & 14, 2026**

Program Starts

**JUL 2026**

## SELECTION PROCESS

1

### Apply Online

at IIM Sambalpur Application Portal  
*(Link at the bottom of the page)*

2

### Attend Online Interview

Applicants will be shortlisted for the interview by the Admissions Committee

3

### Offer Acceptance

Submission of required documents, and payment of Offer Acceptance Fee (selected candidates only)

## DOCUMENTS REQUIRED

### Statement of Purpose

2000-word SOP with career goals and the purpose of applying for MBA

### No Objection Letter

from employer

### Letter of Sponsorship

(for industry-sponsored candidates)

These documents are for selected candidates only, in addition to the personal, academic and professional documents submitted at the time of application



**APPLY NOW**

**Application Fee:** ₹ 2950 inclusive of GST

## PROGRAM FEE

**PROGRAM FEE ₹ 14,00,000**

PARTICULARS	FEE (INR)
Offer Acceptance Fee	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

Selected applicants shall pay the Offer Acceptance Fee within the stipulated time mentioned in the Offer Letter, failing which the opportunity will be provided to the next best candidate. The term fees shall be paid before the commencement of each term.

# ABOUT

## IIM Sambalpur

(Main Campus)

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IIM Sambalpur holds **Innovation, Integrity, and Inclusion** as fundamentals to mould it into an institute of national importance. The main emphasis is to reach out and explore the unconventional areas through an entrepreneurial and novel approach. In this competitive world, IIM Sambalpur takes up the challenge through action-centric research, value-based consulting, and an experiential learning pedagogy. The knowledge and values imparted aim to develop strong professional business acumen while nurturing versatile human beings and proud citizens of the nation.

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)**.

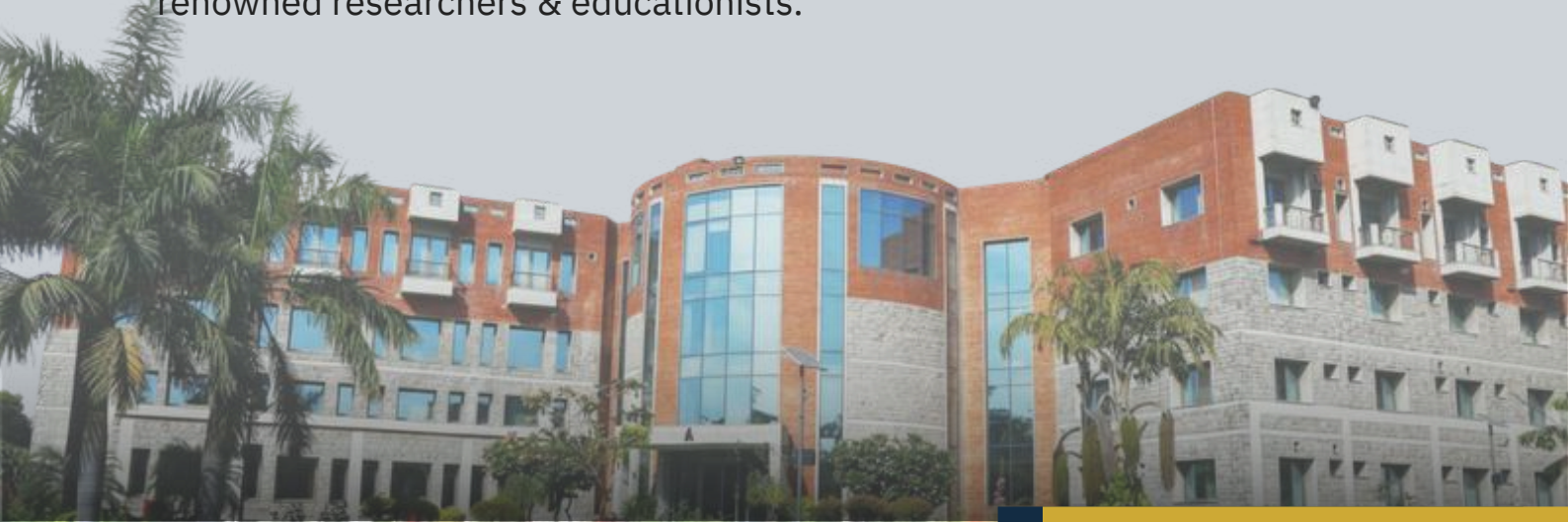
IIM Sambalpur also has some of the finest faculty in the IIM ecosystem. The depth of knowledge of the professors and their command over their subjects are inspiring.

## ABOUT IIM SAMBALPUR

# DELHI CENTRE

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IIM Sambalpur's Delhi centre is at **ISID, Vasant Kunj, New Delhi**. Located in the heart of the national capital, the Delhi centre is in proximity to the business, bureaucratic, and academic hub, enabling it to engage the best experts from industry, corporate bodies, government functionaries, and renowned researchers & educationists.



## ABOUT NAL ACADEMY

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NAL Academy, formerly known as NSE Academy, is a wholly owned subsidiary of the **National Stock Exchange of India Limited** (NSE). NAL 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. NAL works closely with reputed universities and institutions across India in building a competent workforce for the future of BFSI and FinTech.

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- IIM Sambalpur reserves the right to modify the criteria/selection process mentioned in this document at its sole discretion. Any dispute concerning Admission for the 2026 batch would be subject to the jurisdiction of the competent courts within the territorial jurisdiction of the city of Sambalpur only.
- IIM Sambalpur and NAL Academy reserve the right to modify the timelines of the admission process, and program commencement dates at their discretion in the event of unforeseen circumstances or exigencies.
- The decision of the Admissions Committee and Selection Panel on the selection of an applicant for admission shall be final and binding. IIM Sambalpur reserves the right not to disclose the evaluation criteria and / or scores of the candidates in the interview or the selection process.
- The program curriculum, electives, specializations, projects, and activities mentioned herein is indicative and may be modified by IIM Sambalpur and NAL Academy in the best interest of the participants.
- The Global Certificates that are part of the program are administered independently by the respective entities and the participants shall meet their respective criteria to be eligible for the certificates.
- The participants shall be responsible for paying the relevant fees on or before the stipulated timeline, failing which IIM Sambalpur and NAL Academy reserves the right to deny participation in the program.
- The fee once paid is non-transferrable and non-refundable.
- The Offer Acceptance Fee shall be paid within the stipulated time failing which admission will be granted for the next eligible candidate.
- The term fees shall be paid before the start of the respective term. The security deposit is payable along with the Term I fee and the alumni fee is payable along with the Term IV fee.
- The participants shall bear the travel, food and stay expenses for campus immersion / international immersion.
- The participants shall be liable to pay the tuition fee, and bear the travel, food and stay expenses for dual degree program. Such participants shall meet the criteria set by the partner institution for successful completion.
- It is clarified that IIM Sambalpur or NAL Academy does not, in any manner whatsoever, assure, warrant, guarantee, or promise any job/ placement/ advancement to any participant.
- The names of the organizations and companies mentioned in this document do not imply any job/placement/recruitment opportunity with them.



**APPLY NOW** 

Click on the link (OR)  
Scan the QR Code (OR) Visit  
[https://\*\*registration.iimsambalpur.ac.in\*\*](https://registration.iimsambalpur.ac.in)

## Talk to our Counselor for more Information



**92204 36599**  
**86556 47411**  
**89566 73070**  
**95405 95555**

or scan here to chat with us

