



EXECUTIVE MBA PROGRAMME 2017 - 2020

**VINOD GUPTA SCHOOL OF
MANAGEMENT**

**INDIAN INSTITUTE OF TECHNOLOGY
KHARAGPUR**



ABOUT VGSOM

Vinod Gupta School of Management (VGSOM), founded in 1993, is the first and the largest business school to be set-up within the IIT system. With a generous contribution from one of its illustrious alumnus Mr. Vinod Gupta, VGSOM envisions producing management leaders by offering unique programmes blending both management and technology. Over the years VGSOM has been able to establish itself as one of the most reputed management institutes of the country.

VGSOM has a unique advantage of being a part of IIT Kharagpur - rated as the best technical institute in India. Over the years, the school has moved beyond the sphere of its regular MBA programme.

OBJECTIVES

With the ever increasing pace of knowledge creation and knowledge obsolescence, a professional can no longer presume to be a high achiever over his entire career, banking only upon his initial professional qualification. For working professionals, to achieve the fullest career potential, there is growing need for MBA Programmes that is recognized worldwide. The EMBA programme of VGSOM aims to provide a vehicle for growth to executives by augmenting their skill set and knowledge and reorienting their attitude. The programme ensures a firm foundation for continued learning towards making oneself relevant to the market needs.

The EMBA programme focuses on general management and is therefore suitable for a wide variety of sectors. Students are given the opportunity to choose courses from a wide range of electives in a variety of areas.

ELIGIBILITY

The executives applying for this programme must have at least 3 years of experience (as on 22nd July, 2017) and a 1st class Bachelors degree in Engineering / Technology or a 1st class Masters degree in Science, Economics or Commerce (with Mathematics or Statistics at the Bachelors degree level), with the following criteria:

- For institutes a) awarding degree based on aggregate marks secured in all years of the qualifying degree OR b) awarding degree based on aggregate marks secured in the final two semesters or final year of the qualifying degree:
 - GE/NC-OBC: Minimum of 60% marks (OR CGPA of 6.5 on a 10 point scale)
 - SC/ST/PwD: Minimum of 55% marks (OR CGPA of 6.0 on a 10 point scale)
- For both the above cases, if the CGPA is on a different scale than 10.0 the eligibility of the candidates will be calculated corresponding to the equivalence stated above.
- Admission to reserved category candidates will be as per Government of India rules.



PROGRAMME HIGHLIGHTS

- 3 year programme, divided into 12 terms
- 9 teaching terms and 3 project terms
- Teaching term of 9 weeks each
- Three weekends-on and one weekend-off
- Around 15 hours of classes on a weekend of Saturdays and Sundays
- 95 credits for EMBA balanced across theory and projects
- **Theory papers:** 80 credits
- **Management Project:** 15 credits. Management Project to be conducted at the company where the student is employed or any other location, with mandatory progress presentations every term, spread over Terms X, XI & XII

DETAILED PROGRAMME STRUCTURE

	Credits
Term I [9 credits]	
1. Core: Statistical Methods for Management [L-T-P: 2-0-0]*	2
2. Core: Economics for Management [L-T-P: 4-0-0]	4
3. Core: Marketing I [L-T-P: 2-0-0]	2
4. Core: Business Communication [L-T-P: 0-0-2]	1
Term II [10 credits]	
1. Core: Mathematical Models for Management Decisions [L-T-P: 3-0-0]	3
2. Core: Financial Accounting and Reporting [L-T-P: 2-0-0]	2
4. Core: Human Behaviour and Management [L-T-P: 2-0-0]	2
5. Core: Management Information System [L-T-P: 3-0-0]	3
Term III [10 credits]	
1. Core: Business, Govt. & Intl. Economic Environment [L-T-P: 2-0-0]	2
2. Core: Corporate Finance [L-T-P: 3-0-0]	3
3. Core: Marketing II [L-T-P: 2-0-0]	2
4. Core: Strategic Management [L-T-P: 3-0-0]	3
Term IV [10 credits]	
1. Core: Production & Operations Management [L-T-P: 3-0-0]	3
2. Core: Business Research Methods [L-T-P: 2-0-0]	2
3. Core: Human Resource Management [L-T-P: 3-0-0]	3
4. Core: Business Law for Managers [L-T-P: 2-0-0]	2
Term V [8 credits]	
1. Core: Technology Management [L-T-P: 2-0-0]	2
2. Core: Supply Chain Management [L-T-P: 2-0-0]	2
3. Core: Cost and Management Accounting [L-T-P: 2-0-0]	2
4. Elective 1 [L-T-P: 2-0-0]	2
Term VI [9 credits]	
1. Core: IT & Business Applications Laboratory [L-T-P: 1-0-3]	3
2. Core: Marketing of Industrial and Hi-tech Products [L-T-P: 2-0-0]	2
3. Elective 2 [L-T-P: 2-0-0]	2
4. Elective 3 [L-T-P: 2-0-0]	2
Term VII [8 credits]	
1. Core: Organizational Leadership	2
2. Elective 4 [L-T-P: 2-0-0]	2
3. Elective 5 [L-T-P: 2-0-0]	2
4. Elective 6 [L-T-P: 2-0-0]	2
Term VIII [8 credits]	
1. Core: International Management [L-T-P: 2-0-0]	2
2. Core: Business Ethics [L-T-P: 2-0-0]	2
3. Elective 7 [L-T-P: 2-0-0]	2
4. Elective 8 [L-T-P: 2-0-0]	2
Term IX [8 credits]	
1. Core: Project Management [L-T-P: 3-0-0]	3
2. Elective 9 [L-T-P: 2-0-0]	2
3. Management Games: [L-T-P: 1-1-3]	3
Project	Credits
Term X + Term XI + Term XII: Management Project to be conducted at the students' company or any other location, with mandatory progress presentations every term.	15
Total Credits	95

* Lecture-Tutorial-Practical

LOCATION

EMBA programme is being offered at the IIT Kharagpur Kolkata Campus:
IIT Kharagpur Salt Lake Centre, HC-Block III, Salt Lake, Kolkata - 700 106; Tel: 033-23379793

ACCEPTANCE FEES

Acceptance Fee of ₹10,000 (Non refundable) to be paid by 6th July 2017 (First List) / 14th July, 2017 (Second List). This should be paid using a Demand Draft for ₹10,000 (Rupees ten thousand only) drawn in favour of "CEP-EMBA, IIT Kharagpur", payable at Kharagpur.

SELECTION PROCEDURE

Selection is through a written examination and interview at Kolkata (as mentioned in location). Reservation of seats for SC/ST/OBC/PH candidates will be as per the GOI rules applicable to IIT Kharagpur.

APPLICATION FEES

Application fees of ₹1,000 (Non refundable), to be paid online as a part of the application process.

IMPORTANT DATES

1. Last date of online application - 8th June, 2017
2. Selection test and interview - 18th June, 2017
3. Declaration of results and first list of selected candidates - 28th June, 2017
4. Last date of acceptance for first list of selected candidates - 5th July, 2017
5. Release of list of waitlisted candidates - 6th July, 2017
6. Last date of acceptance for waitlisted candidates - 14th July, 2017
7. Registration with Fees - 22nd July, 2017
8. Commencement of classes - 23rd July, 2017

COURSE FEE & OTHER EXPENSES

- The course fee is ₹600,000 [Rupees Six Lakhs] for the entire course including course material.
- Application fees of ₹1,000 (non-refundable), to be paid online as a part of the application process.
- At Registration: ₹140,000 to be paid on 22th July, 2017
- Before Term III: ₹150,000 to be paid on 23rd December, 2017
- Before Term V: ₹150,000 to be paid on 26th May 2018
- Before Term VII: ₹150,000 to be paid on 6th October 2018



EMBA PROGRAMME CHAIRPERSON

Prof. Prabina Rajib

Vinod Gupta School of Management
IIT Kharagpur, West Bengal 721 302

Tel: 03222 28 2295, 2297, 3886 | executivemba@vgsom.iitkgp.ernet.in

RESOURCE PERSONS

Abhijeet Chandra, Assistant Professor, VGSOM (Ph.D., JMI)

Abhijeet Chandra teaches courses in Finance and Accounting at VGSOM. Previously, he has worked with IIM Bangalore and IIT Madras. His research work focuses on behavioral finance, asset pricing, and financial markets. His papers have appeared in various conferences and journals of national and international repute.

Aradhna Malik, Assistant Professor, VGSOM (Ph.D., University of Denver, USA)

Aradhna Malik has been serving as a faculty in Vinod Gupta School of Management, IIT Kharagpur since July, 2008. She has about 14 years of experience in a diversity of roles and organizations in India and abroad. Her work includes research on developmental communication, management of social welfare organizations, competence in intercultural communication, international human resources management, and the social impact of technology.

Arun Kumar Misra, Associate Professor, VGSOM (Ph.D., IIT Bombay)

Arun Kumar Misra is a faculty in the finance area. After completing his Ph.D from IIT Bombay in the area of Financial Markets Integration, Arun Misra joined a leading Public Sector Bank in 2001. He has worked in various areas of commercial banking including Risk Management, Asset-Liability Management and Basel-II implementation. After seven years of corporate experience, he joined VGSOM, IIT Kharagpur as faculty. His teaching and research experience include Commercial Banking, Risk Management and Financial Markets and Institutions

Barnali Nag, Assistant Professor, VGSOM (Ph.D. IGIDR Mumbai)

Barnali Nag did her post-doctoral research from Wharton Business School, University of Pennsylvania. She has worked as Business Research Fellow at the Indian School of Business, Hyderabad and RIS, New Delhi, Ministry of External Affairs, GoI, an advance Institute for actionable research. Before joining VGSOM, IIT Kharagpur, she was a faculty in Indian Institute of Management Kashipur. Dr. Nag has published in various refereed international journals of repute like Energy Economics (Elsevier), Energy Policy (Elsevier), Transportation Research (Taylor and Francis), Transportation (Kluwer) Applied Economics Letters (Routledge) and Resources, Conservation and Recycling (Elsevier). Her research interests pertain to Public Policy, Competition Policy and Competitiveness, Economics of Climate Change, Policy and planning in the infrastructure sector and Energy security issues of India.

Biplab Datta, Associate Professor, VGSOM (Ph.D., IIT Delhi)

Biplab Datta's research interests include Marketing Management, Service Quality Management and Customer Relationship Management. He was awarded a Silver Medal in Architecture by IIT Kharagpur in 1992 and earned ISO 9000 Lead Auditor Certificate from NBA, U.K. Prior to joining VGSOM, he has been a faculty member with NICMAR (National Institute of Construction Management And Research), Delhi.

Chandra Sekhar Mishra, Associate Professor, VGSOM (Ph.D., Utkal University)

Chandra Sekhar Mishra's teaching and research interests include

Financial Accounting, Financial Statement Analysis, Corporate Finance, Mergers and Acquisitions, and Business Valuation. He was a doctoral fellow at Institute of Public Enterprise (IPE), Hyderabad. He is also the recipient of Young Researcher in Accounting Award from Indian Accounting Association. Previously, he has worked with Institute of Management Technology (IMT), Ghaziabad and ICAI Business School (IBS), Hyderabad.

Damodar Suar, Professor, HSS (Ph.D., IIT Kharagpur)

Damodar Suar has more than 25 years of teaching experience. He is an associate editor of the journal Psychological Studies. His research focuses on contemporary social issues. He has authored three books, over 70 research scientific/professional articles including book chapters. He has handled more than 30 research/consultancy projects.

Gautam Sinha, Professor, VGSOM (Ph.D., IIT Kharagpur)

Gautam Sinha has worked for nearly twenty-five years in the steel and engineering industry. He was trained as TQM Trainer by Institute for Resource Development, Columbia, USA in 1991 and received his ISO Lead Assessor Certificate from BSIQA, UK. He has co-authored one book in Management Research. Currently, Prof. Sinha is on deputation as Director, IIM Kashipur.

Jitendra Mahakud, Associate Professor, HSS (Ph.D., IIT Bombay)

Jitendra Mahakud has more than eight years of teaching and research experience in the area of finance at IIT Kharagpur, IMT Ghaziabad, IBS Hyderabad, Nirma Institute of Management, Ahmedabad and Narsee Monjee Institute of Management Studies, Mumbai. He has co-authored a text book titled 'Financial Institutions and Markets' published by Tata McGraw Hill.

K. B. L. Srivastava, Professor, HSS (Ph.D., IIT Kanpur)

K.B.L. Srivastava has more than 18 years of teaching, research and training experience. He has taught earlier at BITS Pilani, and T.A. Pai Institute, Manipal and also served as visiting faculty at XLRI, Jamshedpur (2002) and Asian Institute of Technology, Bangkok (2005). He has published more than 40 research papers in national and international journals and contributed 20 chapters in edited books. He has conducted management development programmes in the areas of behavioural/soft skills and human resource management and development.

Kunal Kanti Ghosh, Visiting Professor, VGSOM (Ph.D., IIT Kharagpur)

Kunal Kanti Ghosh has more than 30 years of work experience at various levels in the automobile industry. He was the "Corporate Initiatives Head" of Tata Technologies Ltd. He was adjudged the 'Best Young Materials Manager' in 1986, by Indian Institute of Materials Management. He also received the 'Best Young Manager's Award' in 1990 from All India Management Association. He was the prime architect of "Parts Supply Management" System for the Nissan plant, Australia.

Parama Barai, Assistant Professor, VGSOM (Fellow, XLRI Jamshedpur)

Parama Barai is a faculty in finance. Her current research interests include Mergers and Acquisitions, Venture Capital and Game Theory. Before joining VGSOM, she has worked with Tata Steel for six years. She has published papers in journals and conferences, both national and international.

Prabina Rajib, Professor, VGSOM (Ph.D., IIT Kharagpur)

Prabina Rajib has twenty-five research publications in Finance in refereed journals as well as around fifteen conference proceedings. She is the co-author of the book titled "Stock Exchanges, Investments and Derivatives: Straight Answers to 250 Nagging Questions". She is also the author of a book titled, "Commodity Derivatives and Risk Management." She is a Fulbright Fellow.

Rudra Prakash Pradhan, Associate Professor, VGSOM (PhD, IIT Kharagpur)

Rudra Prakash Pradhan, prior to joining VGSOM, has worked with Finance Group at BITS (Pilani). His current research area is forecasting financial markets, particularly on foreign direct investment and infrastructure finance. He has published research papers in many leading national and international journals.

Saini Das, Assistant Professor, VGSOM (FPM, IIM Lucknow)

Prof. Saini Das is a faculty in information systems. She has pursued her doctoral programme from IIM Lucknow in the year 2013. Prior to joining in the FPM programme at IIM Lucknow, she has worked with Infosys for 3 years. Her research areas include information security, risk management, e-commerce, management information systems, data privacy, digital piracy and data analytics. She has published research papers in international journals of repute.

Sangeeta Sahney, Associate Professor, VGSOM (Ph.D., IIT Delhi)

Sangeeta Sahney, a gold medalist in MBA, has served as a faculty member at U.P Technical University and IIT Roorkee, before joining IIT Kharagpur. With a specialization in Marketing, she also teaches Organizational Behavior and HRM. Her research interests include studies in consumer behavior, organizational behavior and quality management in education. She has also taught at AIT, Bangkok as a part of the Indian Secondment. She has published research papers in many leading national and international journals.

Sujoy Bhattacharya, Associate Professor, VGSOM (Ph.D., IIITM-Gwalior)

Sujoy Bhattacharya has ten years of teaching and research experience. Before joining VGSOM, he has taught at Mudra Institute of Communications Ahmedabad, Goa Institute of Management Goa, IMT-Nagpur and S.P. Jain Institute of Management, Singapore Campus. He has been a Visiting Lecturer for the Border Security Force (Takenpur) at the 'Chanakya' tactical training wing at the senior command level.

Susmita Mukhopadhyaya, Associate Professor, VGSOM (Ph.D., Calcutta University, Fellow ISI, Kolkata)

Susmita Mukhopadhyaya's areas of specialization include Human Resource Management and Industrial Psychology, Business Values and Ethics, and Organizational Behaviour. A gold medalist in M.Sc., she is the

recipient of the Young Scientist Award and Search of Excellence Award. She was selected for the Microfinance Researchers Alliance Fellow Program Centre for microfinance, Institute of Financial Management and Research, Chennai, in 2009.

Srabanti Mukherjee, Assistant Professor VGSOM (Ph.D., Indian Institute of Engineering Science and Technology Shibpur)

Srabanti Mukherjee has taught in several premiere institutions of India including IIM Indore, IISWBM Kolkata, IEST Shibpur and Visva Bharti, Shantiniketan. She has taught as a visiting faculty in Royal University Bhutan, XIMB and TAPMI. Her key teaching interests are Consumer Behaviour, Marketing to the Bottom of the Pyramid, and Advanced Marketing Research. She has authored a book titled Consumer Behaviour (Publisher: Cengage Learning India Pvt. Ltd). Apart from publishing quite a few papers in peer-reviewed journals and conferences, she has also registered business cases in Ivey Publishing portal (co-distributed through Harvard Business School Publishing). She has published case analyses in Vikalpa, the Journal of IIMA based on the invitation from the Editorial section. She has also been reviewer of several prestigious journals and conferences. Dr. Mukherjee has also imparted professional training to various organizations like Science museums, BDC of Shantiniketan, ESI Corporation, All India Institute of Hygiene and Public Health, Indiapost and so on.

Tuheena Mukherjee, Assistant Professor, VGSOM (Ph.D., IIT Delhi)

Tuheena Mukherjee, an industrial psychologist by training, is a Chancellor medalist. She is also the recipient of Jung Tae-gon Young Scholar Award 2011, for Best Doctoral Dissertation, by the Asian Association of Social Psychology, at Kunming, China. Presently, she is India Partner to the International HR Climates Project. Her interest areas include emotions in organizations, consumer psychology, and psychological and HR issues at workplace. She has published papers in journals and conferences, both national and international.

Adjunct Faculty Members

Experts from industry share their experiences as adjunct faculty members. Faculty from other departments of IIT Kharagpur, including Department of Humanities and Social Sciences, Department of Industrial and Systems Engineering, Rajiv Gandhi School of Intellectual Property Law, and Rajendra Mishra School of Engineering Entrepreneurship, are also involved in teaching courses under EMBA programme.