



# Indian Institute of Management, (IIM-C) Calcutta - Admissions, Eligibility

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## IIM-C Introduction

The Indian Institute of Management Calcutta (IIM-C) was established in November 1961, as the first national institute for Post-Graduate studies and Research in Management, by the Government of India. Over the years, IIM-C has grown into an institution with a global reputation, imparting high quality management education. IIM-C has been playing a pioneering role in professionalizing Indian management through its Post Graduate & Doctoral level programs and Executive Training Programs. The programs offered at IIM-C are:

- **Post Graduate Diploma in Management (PGDM)**  
PGDM, IIM Calcutta's flagship program, is a two-year residential program for graduates.
- **Post Graduate Programme for Executives (PGPEX)**  
One Year Residential Program for executives & mid-career professionals
- **Post Graduate Programme for Executives for Visionary Leadership in Manufacturing (PGPEX-VLM)**  
One year full time residential program with focus on techno-management, jointly conducted by three premier institutes-IIM-C, IIT Kanpur & IIT Madras
- **Fellow Programme in Management (FPM)**  
Full time doctoral programme.
- **Post Graduate Diploma in Business Analytics (PGDBA)**  
The program is a two-yearfull-time diploma program aimed at creating business analytics professionals who are inclined towards mathematics, have an analytical mindset and can apply analytical concepts for solving business problems. The program is jointly hosted by the Indian Institute of Management - Calcutta, Indian Institute of Technology - Kharagpur and the Indian Statistical Institute - Kolkata.  
  
IIM-C, being a member of the Global Alliance in Management Education (CEMS), also offers:
  - **CEMS Masters in International Management degree**  
IIMC has joined CEMS, an elite club of 30 premier business schools from across the world, as an Academic partner. The CEMS MIM program is a one-year program which can be taken up simultaneously with the 2-year flagship PGP program of IIMC. The key distinguishing feature of CEMS MIM is that it brings forth all the stakeholders (schools, companies, students and alumni) together in a collaborative course which is the MIM. Qualifying students have to spend one term (Term V of IIMC 2nd year PGP / Term 1 of CEMS MIM) in any of the CEMS member schools abroad before returning to IIMC for the final term.

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## Getting into IIM Calcutta

### IIM-C Results Accepted

- For PGDM
  - Domestic Candidates (in India) - CAT
  - International Candidate (outside India) - GMAT
- For PGDBA – Separate Written Test
- For PGPEX - GMAT
- For PGPEX - VLM - Separate Aptitude Test
- For FPM -An applicant can apply to at most two areas of specialisation. (S)he needs to have taken the Common Admission Test (CAT) for that year OR, depending on the chosen specialisation(s), alternative test(s), in lieu of the CAT as specified in the following table:

Area of specialisation	Tests in lieu of CAT
<b>Economics</b>	GMAT/GRE/UGC-NET in Business Economics/ Development Economics/ Economics
<b>Finance and Control</b>	GMAT/ GRE/ UGC-JRF in Commerce/ Economics/ Management
<b>Human Resource Management</b>	GMAT/ GRE/ GATE/ UGC-JRF in any discipline
<b>Management Information Systems</b>	GMAT/ GRE/ GATE/ UGC-JRF in any discipline
<b>Marketing</b>	GMAT/ GRE/ GATE/ UGC-JRF in any discipline
<b>Operations Management</b>	GMAT/ GRE/ GATE/ UGC-JRF in Mathematical Sciences
<b>Organizational Behaviour</b>	GMAT/ GRE/ GATE/ UGC-JRF in any discipline
<b>Public Policy and Management</b>	GRE/ UGC-JRF in Anthropology/ Economics/ Environmental Science/ Geography/ History/ International and Area Studies/ Law/ Management/ Political Science/ Psychology/ Public Administration/ Social Work/ Sociology
<b>Regional Development</b>	GRE/ UGC-JRF in Anthropology/ Economics/ Geography/ Population Studies/ Public Administration/ Sociology
<b>Sociology</b>	UGC-JRF in Anthropology/ Economics/ Political Science/ Sociology
<b>Strategic Management</b>	GMAT/ GRE/ GATE/ UGC-JRF in Anthropology/ Commerce/ Defence and Strategic Studies/ Economics/ Environmental Science/ Geography/ History/ Law/ Management/ Political Science/ Psychology/ Public Administration/ Sociology

#### Eligibility for PGDM

- The candidate must hold a bachelor's degree, with at least 50% marks or an equivalent CGPA[45% in case of the candidates belonging to Scheduled Caste (SC), Scheduled Tribe (ST) and Persons with Disability (PWD) categories]
- The candidate may possess an equivalent qualification recognized by the Ministry of HRD, Government of India.
- Candidates appearing for the final year bachelor's degree / equivalent qualification examination and those who have completed the degree requirement and are awaiting results can also apply. The candidate is required to produce certificates and mark sheets in original together with the photocopies NO LATER THAN DECEMBER 31, 2018

#### Eligibility for PGDBA

A candidate must hold a graduate/post graduate degree with any of the following:

- 10+2+4: Minimum of 60% marks, and/or CGPA 6.5 on a 10-point scale, and/or equivalent, in the BS/B Tech/BE or equivalent Level.
- 10+2+5: Minimum of 60% marks, and/or CGPA 6.5 on a 10-point scale, and/or equivalent, in the Integrated Masters or equivalent Level.
- 10+2+3+2: Minimum of 60% marks, and/or CGPA 6.5 on a 10-point scale, and/or equivalent, in the Masters Level.

For SC/ ST and Differently Abled (DA) category candidates, the qualifying marks for eligibility shall be 55%, and/or CGPA 6.0 on a 10-point scale, and/or equivalent.

Candidates, who are in the final year, are also eligible to apply provided they appear in the final examination and complete other academic requirements as specified above by May 31, 2017.

#### Eligibility for PGPEX

- Executives with a bachelor's degree (minimum 10+2+3 years of formal education) or equivalent in any discipline and more than 5 years of post-qualification managerial/professional work experience may apply.
- A valid GMAT score (taken within last 36 months of application date) is also required.

## Eligibility for PGPEX-VLM

- A First-Class Graduate Engineers with First Division/ First Class Marks from SLC/ Madhyamik
- Self-sponsored candidates- Minimum 4.5 (four and a half) to maximum 10 years of work experience in manufacturing, engineering and related sector; holding responsibilities in production planning and control, research, design and development, quality control, plant engineering, maintenance, supply chain, construction etc.
- Sponsored candidates need to have minimum 4.5 (four and a half) years of work experience. There is no upper limit of experience.

## Eligibility for FPM

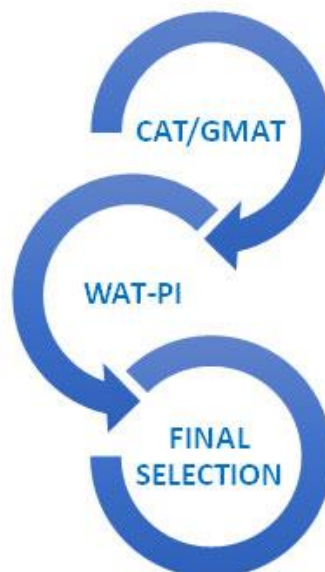
- First Division in Master's degree in any discipline or CA/CS/CMA with minimum 55% marks and a three-year Bachelor's degree with at least 50% aggregate marks.  
or,  
First Division in Bachelor's degree in Engineering.
- Applicant must have obtained a minimum of 50% aggregate marks in the Higher Secondary Examination of any Board (or equivalent).
- A final-year student appearing for the Bachelor's degree examination in Engineering or Master's degree examination in any discipline can also apply.

## IIM-C Admission Procedure

### • PGDM

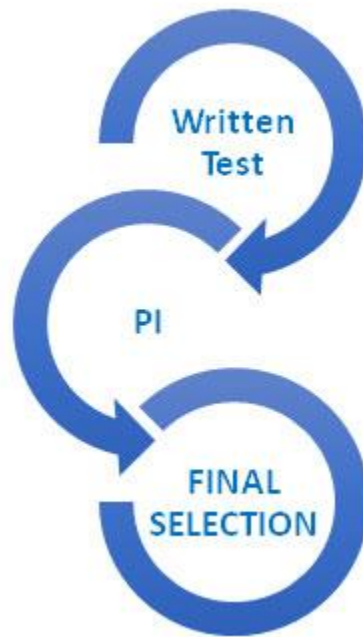
**For PGDM** There are 2 stages that a candidate goes through before getting selected for IIM-Calcutta PGDM Programme.

- The first stage is appearing for the CAT (Common Admission Test) conducted by the IIMs (GMAT for the international candidates). For international candidates, percentile scored in GMAT will be equated to the CAT score for the same percentile.
- On clearing the required cut-offs and the composite score, a candidate is called for the Written Ability Test (WAT) and Personal Interview (PI).



### For PGDBA

- The candidate will be shortlisted based on the written test score.
- In the PI the candidate may be tested on his/her analytical ability through mathematical problem solving. Shortlisted candidates will be called for a personal interview. The final offer would be made on the basis of performance in the written test, personal interview, work experience and academic standing.



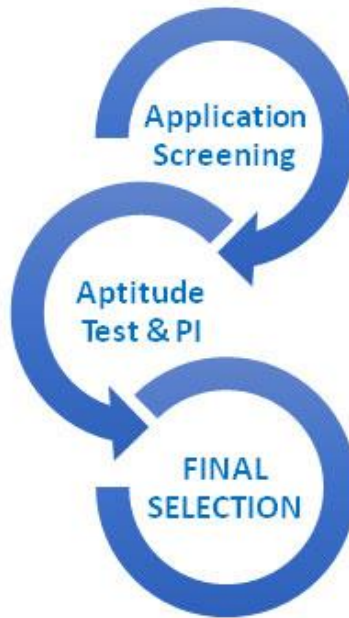
### For PGPEX Programme

- The candidates have to apply online with a valid GMAT score. The shortlisted candidates will go through a round of personal interview. Final selection of a candidate is based on his professional experience, academic record, GMAT score and the personal interview.
- The candidates are also required to submit a statement of purpose (SOP) and two recommendation letters from people holding senior managerial positions.



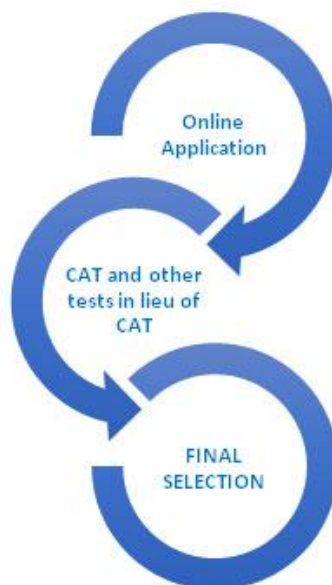
### For PGPEX-VLM Programme

- Candidates will be shortlisted based on their application form and the GMAT/GRE score will be an add-on and is not mandatory.
- Shortlisted candidates are required to appear for an Aptitude test and the candidates shortlisted further based on the test, have to appear for a round of Personal Interview.



### DOCTORAL (FPM)

- Candidates will be shortlisted based on their application and any competitive exam score which is a part of the application. The shortlisted candidates are called for the personal interview.
- Shortlisted candidates will be interviewed by the faculty members of the area(s) of specialization



## Eligibility and Selection Criteria for IIM C

### SHORTLISTING STAGE

IIM-C shortlists candidates on the basis of the CAT score, past academic performance, and other criteria mentioned below.

The minimum CAT percentiles required in order to be considered for an IIM-C call are as follows, but the actual section-wise and overall percentile of a short-listed candidate may be much higher than those mentioned below.

Category	Section - I Quantitative Ability (QA)	Section - II Data Interpretation & Logical Reasoning (DILR)	Section - III Verbal Ability (VA)	Overall
Open	≥ 80	≥ 80	≥ 80	≥ 90
NC-OBC	≥ 75	≥ 75	≥ 75	≥ 85
SC	≥ 65	≥ 65	≥ 65	≥ 70
ST	≥ 60	≥ 60	≥ 60	≥ 70
PWD	≥ 60	≥ 60	≥ 60	≥ 70

Note: Scheduled Castes (SC), Scheduled Tribes (ST), Non-creamy Other Backward Castes (NC-OBC), Person with Disability (PWD)

The interview calls made to the candidates are based on the composite score. The Composite Score reflects the components of the CAT score, Class X and Class XII aggregate percentages, and gender diversity factor.

Marks are allotted for the 10th and 12th percentages on the basis of the following Table:

Class X %age	Marks	Class XII %age	Marks
≥ 80	10	≥ 80	10
≥ 75 and < 80	8	≥ 75 and < 80	8
≥ 70 and < 75	6	≥ 70 and < 75	6
≥ 65 and < 70	4	≥ 65 and < 70	4
≥ 60 and < 65	2	≥ 60 and < 65	2
< 60	0	< 60	0

(For computing the percentage of marks obtained in Class X and Class XII, the aggregate marks of all subjects that appear in the mark sheet/grade sheet would be considered irrespective of whether the Board considers them for calculation of percentage).

The composite score of a candidate is calculated on the basis of the table below. All the components have a particular weightage:

Components	Weights	Calculation Formula
CAT 2017 Overall Score	28	(A/B) X 28
Class X Marks	10	As per table above
Class XII Marks	10	As per table above
Gender Diversity Factor	2	2 marks will be awarded to promote gender diversity
Total	50	

A = Candidate's Total CAT 2017 score

B = Maximum CAT 2017 Score

The composite cut-off score is used for short-listing the candidates for the PI stage in each category. The number of candidates short-listed for the PI stage would be the discretion of the institute and would depend on the batch size of 2018-20.

**Remark:** The most interesting thing about the IIM-C shortlisting process is that it doesn't consider the graduation percentage at all. A student with a decent (81% +) score in class 10th and 12th gets full marks for academics.

## FINAL SELECTION

The candidate's final selection for a seat at IIM-C is based on the final score, which includes components such as PI, WAT, CAT score, Diversity (Gender + Academic) and work experience. The following table describes the weights attached to each of these components

Criterion	Weights
<b>CAT 2017 Score</b>	15
<b>Personal Interview (PI)</b>	24
<b>Writing Ability Test (WAT)</b>	5
<b>Points awarded for Academic Diversity at Bachelor's degree level (Academic Diversity Factor for Bachelor's degree (ADFB)):</b> <b>Candidates with any of the following bachelor's degree in the list X below are eligible for ADFB:</b> List X: BA, BA(H), B.Sc., B.Sc.(H), BS, B. Com, B. Com(H), BCA, BBA, B.Pharma, LL.B, MBBS, BDS or any other non-engineering subject areas at the Bachelor's level not mentioned above.	If Bachelor's degree is from list X <b>ADFB = 2</b> Else, <b>ADFB = 0</b>
<b>Work Experience*</b>	4
<b>Total</b>	50

### \*Work Experience

For work experience, a maximum of four points will be awarded based on the length of service as on January 31, 2018. (Please refer Table below). However, only managerial work experience after graduation will be considered. Training/Project work/work done as an integral part of curricular requirement will not be considered.

Months	Points
0 to 6	0
6 to 12	2
13 to 24	3
25 to 36	4
37 to 48	3
>48	2

The final selection list will be based on merit in each category; minimum qualification on the above-mentioned criteria would not automatically qualify the candidate for admission into IIM Calcutta.

## Fees

The most recently revised fees of IIM-C has been tabulated below (as on Sep 2017)

Program	Fees
<b>PGDM</b>	Rs.19,00,000
<b>PGDBA</b>	Rs. 17,00,000
<b>PGPEX</b>	Rs.22,00,000
<b>PGPEX-VLM</b>	Rs. 11,25,000



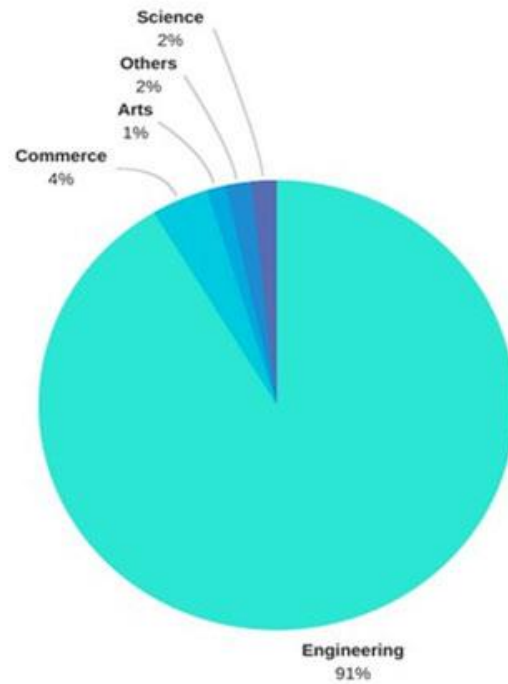
## Reservation Policy:

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### Inside IIM Calcutta

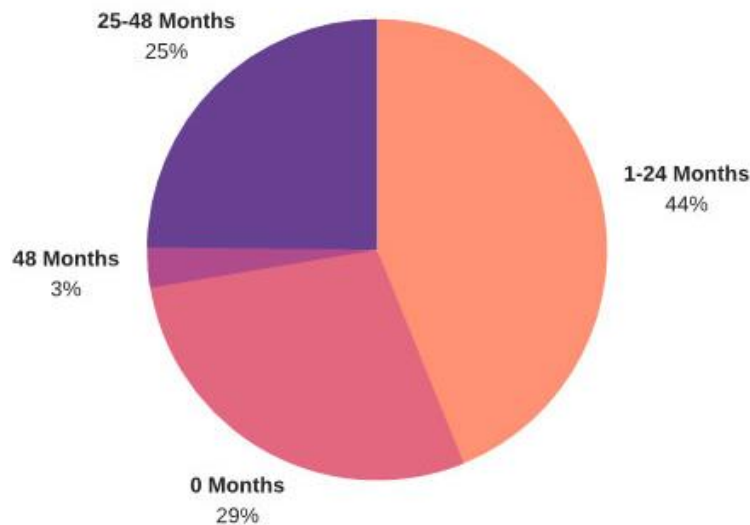
The following data of the 2016-18 PGDM batch portrays the diversity of the batch, based on three parameters.

#### Graduation Background Diversity



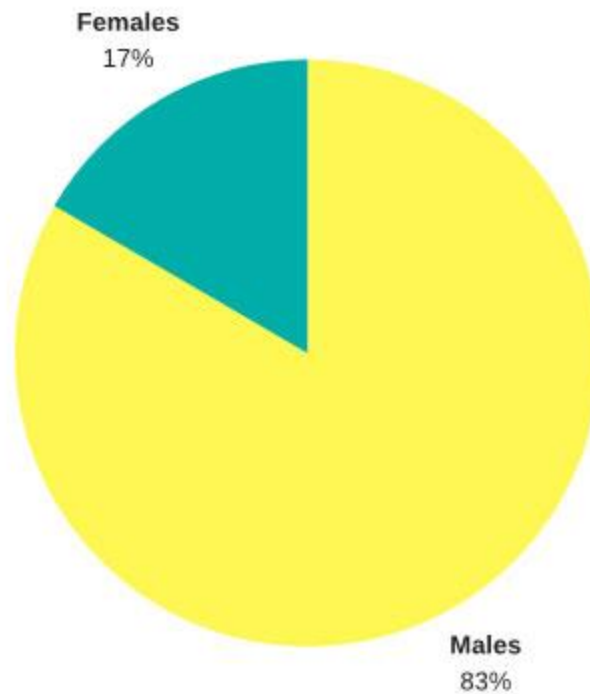
The trend has been prevalent that there have been around 90-95% engineers in each batch of PGDM.

#### Work Experience Based Diversity





## Gender Diversity



## IIM-C Final Placements

The placement process is conducted in two stages. The first is the laterals process where the firms interview the students with work experience and offer them mid-level managerial positions. The second stage is the final placement process where the firms are grouped into cohorts based on the profile offered.

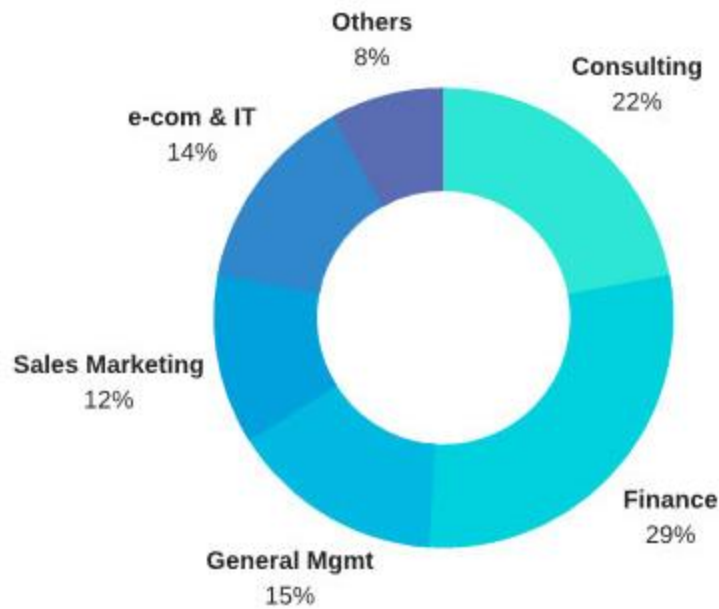
Almost 50% of the 2012-2014 batch had either a Pre-Placement Offer (PPO) or a lateral placement offer before the placement season began. The table compares the last two batches.

### Last 3 years at a glance

	2013 - 2015	2014 - 2016	2015 - 2017
<b>Total No. of Students Participating</b>	<b>429</b>	<b>439</b>	<b>449</b>
<b>Total No. of Companies</b>	<b>148</b>	<b>200+</b>	<b>162</b>
<b>Total No. of Offers</b>	<b>501</b>	<b>499</b>	<b>474</b>
<b>PPOs Offered</b>	<b>134</b>	<b>91</b>	<b>NA</b>
<b>Lateral Placements Offered</b>	<b>143</b>	<b>143</b>	<b>NA</b>

(As a policy, IIM Calcutta doesn't disclose the salary / average package statistics)

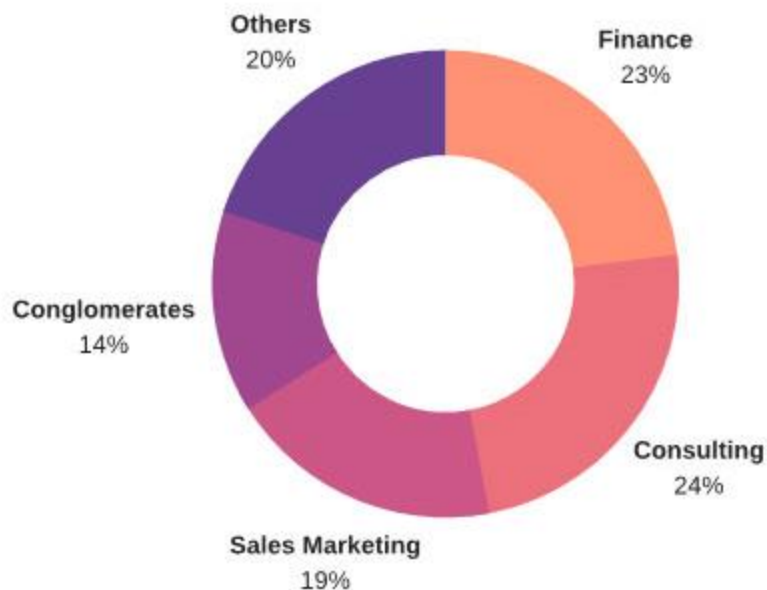
## FUNCTION WISE CLASSIFICATION-BATCH 2015-2017



## IIM-C Summer Placements

The summer placement for the batch of 2016-18 was successfully completed with 460+ summer internship offers made on campus.

### FUNCTION-WISE CLASSIFICATION - SUMMER PLACEMENTS - BATCH 2016 -2018



## Notable IIM-C Alumni

### Academics

- **Gita Johar**  
Senior Vice Dean and Professor  
Columbia Business School, Columbia University
- **Paul Shrivastava**  
David O'Brien Distinguished Professor of Sustainable Enterprise  
Concordia University
- **Krishna Palepu**  
Professor at Harvard Business School  
Senior Adviser to the President for Global Strategy  
Harvard University
- **Dan Gode**  
Professor at New York University

### Business

- **IndraNooyi**  
Chairman and Chief Executive Officer, PepsiCo
- **Gopal Vittal**  
**CEO of BhartiAirtel (India)**
- **AjitBalakrishnan**  
Founder and Chief Executive Officer (CEO) of Rediff.com
- **AshishChauhan**  
Managing Director (MD) and CEO  
Bombay Stock Exchange
- **Nishi Vasudeva**  
Chairperson & Managing Director (CMD)  
Hindustan Petroleum
- **Sunil Alagh**  
Former MD and CEO  
Britannia Industries
- **Shantanu Khosla**  
MD of Procter & Gamble India

### Public Sector/Service Sector

- **Amolak Rathan Kohli**  
Former Governor of Mizoram

### Literature

- **Amish Tripathi**  
Novelist, author of the Shiva Trilogy

For more info , please visit [www.iimcal.ac.in](http://www.iimcal.ac.in)