



# Indian Institute of Management, (IIM-L) Lucknow - Admissions, Eligibility

## IIM-L Introduction

The Indian Institute of Management Lucknow (IIM-L), established in 1984, was the fourth IIM to be established by the Government of India. IIM-L is recognized as an "Institution of Excellence" by the Ministry of Human Resource Development, Government of India. IIM-L is consistently ranked among the top 5 B-schools in India. It has a satellite campus in Noida where the executive programs of IIM-L take place. For 2020, IIM L has scrapped off WAT (Written Ability Test) from its admission process and is conducting online PI rounds for the purpose of shortlisting the candidate. The CAT 2019 weightage has been reduced to 60% and the PI weightage has been increased to 40% for 2020. IIM L will proceed with the admission of only those candidates who secure 12 on 40 in PI. The programs offered by IIM-L are listed below.

### Post Graduate Programmes

- Post Graduate Programme in Management (PGPM)
- Post Graduate Programme in Agribusiness Management (PGP-ABM)
- Postgraduate Programme in Sustainable Management (PGPSM)

### Post Graduate Programmes for Executives

- Working Managers' Programme (WMP)
- International Programme in Management for Executives (IPMX)

### Fellow Programmes

- Fellow Program in Management (FPM)
- Executive fellow programme in Management (EFPM)

## Getting into IIM Lucknow

### IIM-L Results Accepted

- **Post Graduate Programmes**
  - For **PGPM** - CAT
  - For **PGP-ABM** - CAT
  - For **PGP-SM** – CAT
- **Post Graduate Programmes for Executives**

- For **PGP-WE (Earlier WMP)** – Scores of **any one** of the tests: GMAT, CAT, XAT, GATE, PGP-WE (Earlier WMP) Entrance Exam
- For **IPMX** – GMAT
- **Fellow Programmes**
  - For **FPM** – CAT or GATE, GRE, GMAT and JRF (UGC/CSIR/ICAR)
  - For **EFPM** – CAT or GATE (Taken in the last two cycles) / GRE, GMAT/ JRF (Qualified) / PGP-WE conducted at IIM L, Noida Campus only

## IIM-L Eligibility

### Eligibility for PGPM

- The candidate must hold a Bachelor's Degree in Engineering/technology (10+2+4/degree approved by MHRD/UPSC/AICTE (eg. AMIE Section A and B, AMICE by Institute of Civil Engineers-India) or any qualification recognized by Association of Indian Universities, New Delhi which is equal to bachelor's degree granted by UGC approved institution with at least 50% marks or an equivalent CGPA(45% in case of the candidates belonging to SC, ST and PWD/DA category) awarded by any of the Universities incorporated by an act of the central or state legislature in India or other educational institutions established by an act of Parliament or declared to be deemed as a University under Section 3 of the UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.
- Candidates appearing for the final year of the bachelor's degree/equivalent qualification examination and those who have completed the degree requirements and are awaiting results can also apply.
- The information provided by the candidate would be subjected to verification multiple times in the selection process during CAT registration. Candidates need to make a note that IIM L will not shortlist a candidate based on the eligibility criteria alone. The candidate must maintain a reliable email account and phone number throughout the process.

### Eligibility for PGP-ABM

- A Bachelor's degree in Agriculture Science/ Agricultural Engineering or allied subjects OR in any other field with at least 50% marks or an equivalent CGPA (45% in case of the candidates belonging to SC, ST and DA/PWD) category).
- Or
- The student should have completed graduation with a minimum of 50% marks (45% in case of SC/ST/PWD Candidate) or equivalent grade point average awarded by any of the Universities incorporated by an act of the central or state legislature in India or other educational institutions established by an act of Parliament or declared to be deemed as a University under Section 3 of the UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India. The bachelor's degree should be of at least 3-year time duration with a minimum of two years of professional work experience or strong regards in the field of Agriculture or relevant sector
- The candidates with a bachelor's degree in any field other than agriculture will have to submit a Special Form for PGP-ABM at the time of the interview.

### Eligibility for PGP-SM

- Candidates should hold a bachelor's degree in any discipline with at least 50% marks (45% in case of SC/ST/PWD category) or equivalent
- At least two years of professional work experience.
- Shortlisted candidates would have to submit a Statement of Purpose (SOP) along with the application form.

### Eligibility for PGP-WE (Earlier known as WMP Programme)

- Candidates should hold a bachelor's degree in any discipline, or an equivalent academic pursuit (i.e. 10+2+3), with at least 50% marks (45% in case of SC/ST/PWD category) or equivalent.
- A minimum of 3 years of full-time post-qualification (i.e., after graduation) professional work experience as on March 31, 2020 (Work experience certificate or salary slips would be required as a proof)

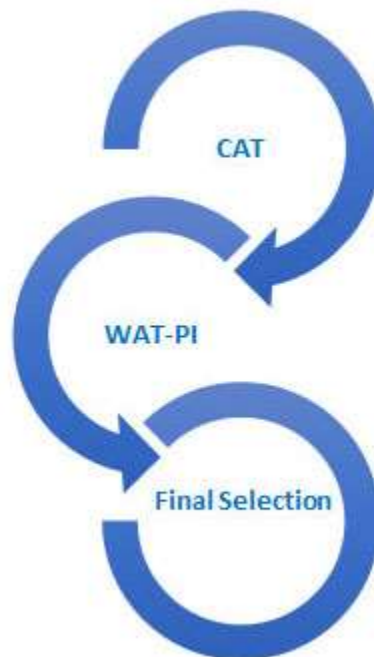
### Eligibility for IPMX

- Candidates should hold a bachelor's degree in any discipline, or an equivalent academic pursuit (i.e. 10+2+3), with a minimum of 50% marks or equivalent CGPA.
- Minimum of 5 years full time post-qualification (after Graduation) professional experience as on March 31, 2020 (Work experience certificate or salary slips would be required as a proof)
- GMAT test score taken during 16-11-2019 to 15-11-2019 for Phase 1 applicants and 26-01-2020 to 25-01-2020 for Phase 2 applicants.

## IIM-L Admission Procedure

### For PGPM / PGP-ABM / PGP-SM Programme

- There are 2 stages that a candidate goes through before getting selected for IIM-Lucknow PGDM Programme.
  - The first stage is appearing for the CAT Exam conducted by the IIMs.
  - Candidates are shortlisted for the interview based on their performance in the CAT, scholastic achievement and relevant work experience. Final selection is based on performance in CAT, scholastic achievement, work experience, and performance in the Written Ability Test (WAT) and Personal Interview (PI).



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### For PGP-EX (Earlier known as WMP) Programme

- The candidate is to fill the Application Form and provide a copy of GMAT/CAT/XAT/GATE score card or can opt to take the PGP-EX (Earlier known as WMP) Entrance Exam.
- The shortlisted candidates will be called for the Personal Interview round.



**For IPMX Programme :** The student selection would be based on:

- Duly filled-in application form along with a Statement of Purpose (SOP)
- Two letters of Recommendation
- GMAT score
- Professional Experience of 5 years
- Personal Interview

## IIM-L Eligibility and Selection Criteria for PGPM

IIM-L calls candidates for GD-PI based on the candidate's Composite Score. The composite score has an element of the **CAT percentile**, previous academic performance (12th and Graduation), work experience and diversity factors (academic and gender).

## Shortlisting of Candidates for GDPI

The minimum CAT percentile required in order to be considered for an IIM-L PGPM call has been tabulated below:

Category	Section 1 (VARC) Percentile	Section 2 (DILR) Percentile	Section 3 (VALR) Percentile	Overall Percentile
<b>General</b>	85	85	85	90
<b>EWS</b>	77	77	77	82
<b>NC-OBC</b>	77	77	77	82
<b>SC</b>	55	55	55	70
<b>ST</b>	50	50	50	65
<b>PWD</b>	50	50	50	65

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

The candidates fulfilling the above given percentile criteria shall be considered for a GDPI call only if they obtain a qualifying shortlist total. The shortlist total comprises various components which have the following weightage:

>Components	>Weights	Method of scoring
<b>CAT Score</b>	60	(A/B) X 60
<b>Class 12th Marks</b>	10	As per table below
<b>Graduation Marks</b>	10	As specified below
<b>Work Experience</b>	10	IF $x > 6$ , $WE = \min\{(x-6) \times 0.50, 10\}$ Where, $x$ = number of months work experience as on March 31, 2020
<b>Diversity: Academics (DFa)</b>	5	If AD listed in 'Academic Discipline' table, DFa=5 Else, DFa=0
<b>Diversity: Gender (DFb)</b>	5	IF gender=female, DFb=5 Else, DFb=0
<b>Composite Score</b>	100	

A= Candidate's Total CAT 2017 score

B = Maximum CAT 2017 Score

### CLASS XII MARKS SCORING TABLE

> Candidate's Class XII Percentile in respective Board and Discipline >12M

Class 12th Percentile	Marks Allotted
$\leq 80$	0 points
80.01-82.00	1 point
82.01-84.00	2 points
84.01-86.00	3 points
And so on till 98.01-100.00	10 points

### GRADUATION MARKS

To be normalised as per Academic Discipline: (i) Engineering; (ii) Science; (iii) Commerce; (iv) Arts; (v) Others

$$GM = \left[ \left\{ \left( \frac{\text{Candidate's Grad.\% Score} - \mu}{\sigma} \right) \times \left( \frac{50}{3} \right) \right\} + 50 \right] \times \frac{10}{100}$$

Marks will be amended to take values between 0-10. ( $\mu$  = mean and  $\sigma$  = standard deviation of the respective Academic Discipline).

### ACADEMIC DISCIPLINE TABLE

For the following Academic Disciplines, candidates are eligible to receive Diversity marks.

<b>Arts/Humanities:</b> Anthropology, Archaeology, Education, Fine Arts (Dance, Music, Painting), Geography, History, Journalism, Languages, Library Science, Literature, Philosophy, Political Science, Psychology, Public Administration, Social Work/Welfare, Sociology.
<b>Commerce/Economics:</b> Accountancy, Auditing, Banking, Business Mathematics, Business Administration, Business Organization, Commerce, Economics, Economic Development and Planning, Public Administration, Public Finance, Secretarial Practices.
<b>Chartered Accountancy, Cost and Works Accountancy, Company Secretary ship</b>
<b>Computer Application</b>
<b>Education (including Physical Education and Sports)</b>
<b>Law</b>
<b>Medicine/Dentistry</b>
<b>Pharmacology/Pharmacy</b>
<b>Sciences:</b> Biology, Chemistry, Maths, Physics, Statistics

## IIM-L Final Selection in PGPM

A candidate's final score for selection in PGP programme for the batch 2018–20 will be calculated based on the assigned weights as given in Table below

Component	Weight
Common Admission Test (CAT)	30
Academic Performance (12M+GM)	5+5
Diversity Factor (DFa+DFb)	5
Work Experience	5
Personal Interview (PI)	40
Final Score	90

Note: The minimum requirement for getting a pass in Personal Interviews is 12 out of 40 marks. Names of candidates who do not pass in PI will not be included in the final merit list

Reservation Policy: IIM Lucknow will apply Government of India reservation policy for admission to Central Educational Institutions (CEIs).

## IIM-L Fees

The most recently revised fees of IIM-L have been tabulated below (As on Sept 2019)

Program	Fees
PGPM / PGP-ABM / PGP-SM	19.25 Lakhs
PGP WE	13.70 Lakhs
IPMX	23.80 lakhs

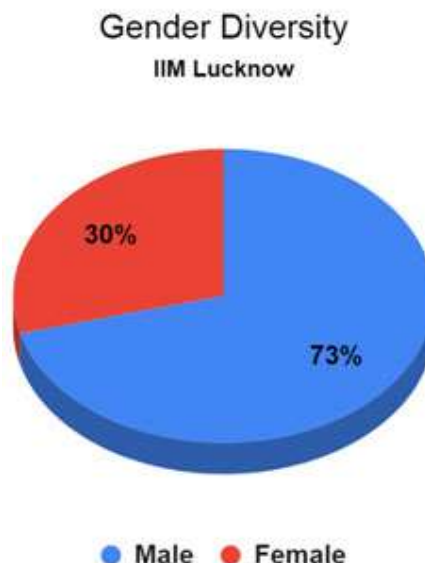
## Inside IIM Lucknow

### IIM-L Diversity

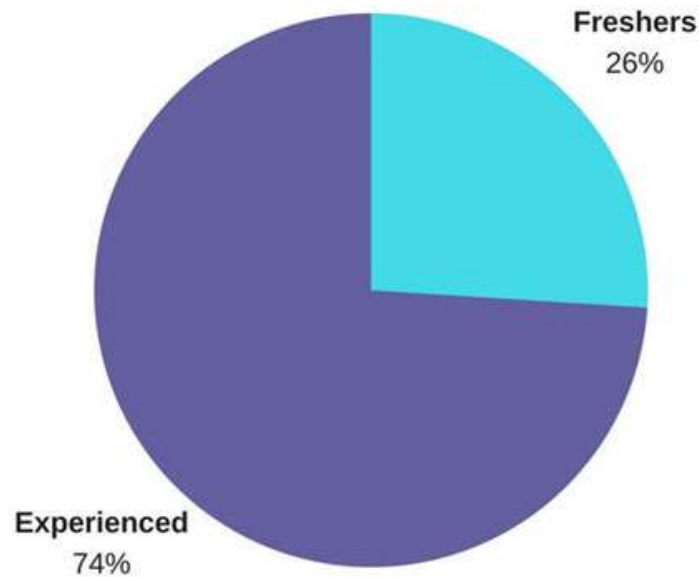
#### Gender Diversity

The gender diversity in the 2018-20 batch has significantly improved in comparison to the previous batches. There has been a gradual increase in the inclusion of the fairer sex from the past few PGP batches. Average work experience of the batch has also increased to 16.6 months from 11.3 months.

#### GENDER DIVERSITY FOR THE PGP BATCH 2018-20:



## WORK EXPERIENCE DIVERSITY FOR THE PGP BATCH 2018-20

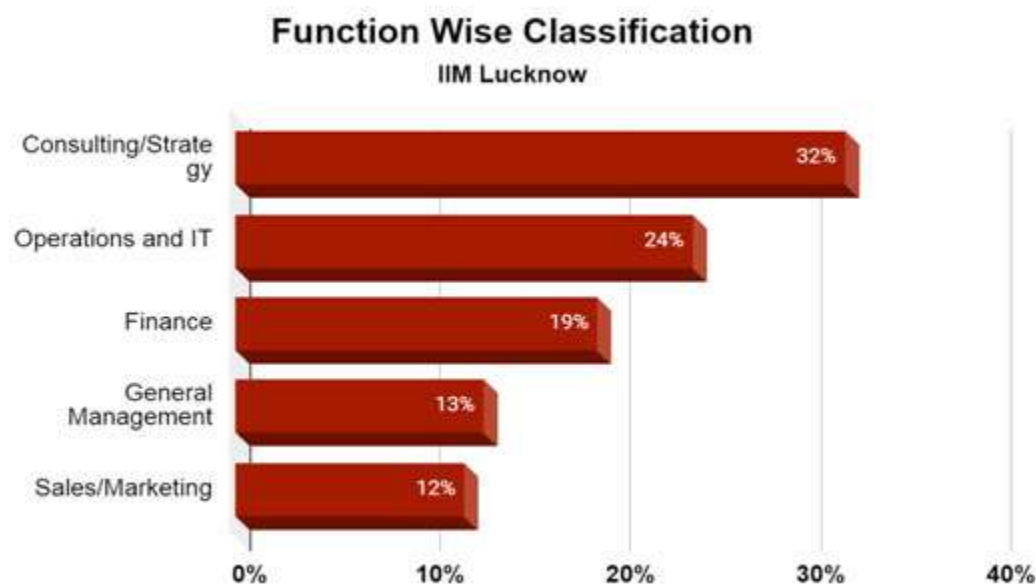


## IIM-L Final Placements

IIM Lucknow maintained its record of 100% placements this year as well. The 2018-20 batch had 443 students. A snapshot of the placements is given below.

Placements at a Glance	Batch 2018 - 2020
Total No. of Students Participating	443
Total No. of Companies	140
Total No. of Offers	447
Highest Domestic Salary	54 Lakhs per Annum
Average Domestic Salary	24.25 Lakhs Per Annum

## Function-wise Classification - Class of 2018-20





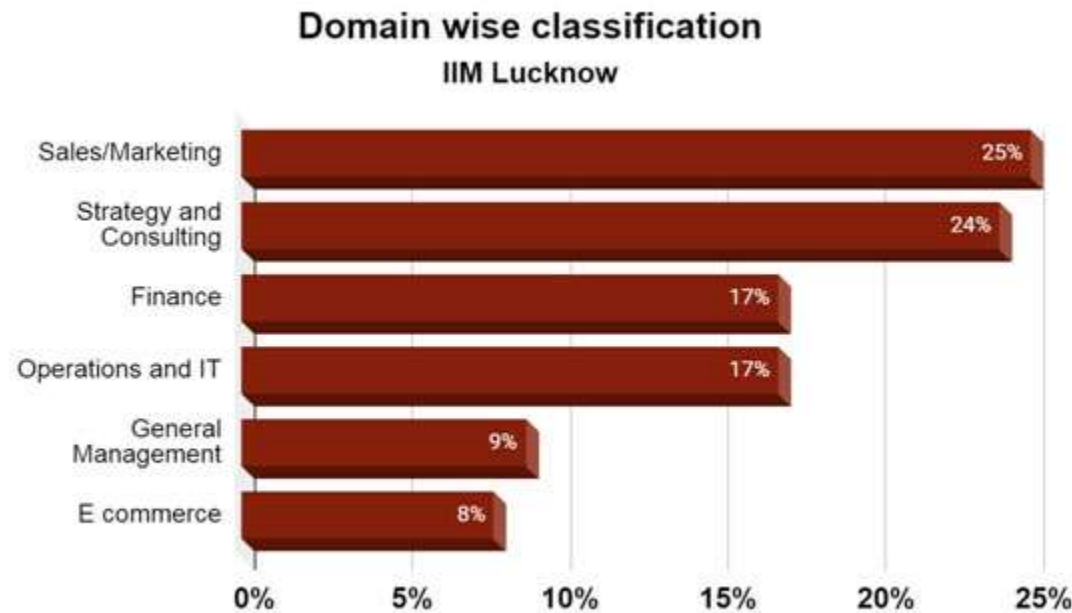
## IIM-L Summer Placements

The summer placement for the batch of 2019-21 was successfully completed with 100% summer placements. IIM Lucknow has taken the charts with a stellar placement report for 35th batch of 481 students. Companies of different sectors hired candidates for a wide range of functions.

About **140 firms** came on-campus to offer summer internships to about **481 participating students**.

The top 4 segments based on roles offered were Sales & Marketing, Consulting, Finance, Operations, IT/Systems, General management and E commerce. The rest of the offers came from domains such as market research, analytics, business development, digital marketing etc.

The distribution according to the functional domains is as follows:



## IIM-L Notable Alumni

ShanmughanManjunath

- Manager at Indian Oil Corporation (murdered for opposing Corruption)  
GayatriIyer

- Playback singer  
GauravAgarwal

- UPSC Civil Services Exam 2013 AIR

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