



7.2 Acre fully Residential Campus in Gurgaon



EMERGING LEADERS FOR EMERGING ECONOMIES

Gurgaon Campus : Near Bilaspur Chowk, NH-8, Gurgaon-122413, Haryana | Tel.: +91-124-2865800

Gurgaon City Office: 14th Floor, Block B, Vatika Towers, Sector 54, Golf Course Road, Gurgaon - 122 002, Haryana | Tel.: +91-124-493 4000

admissions.gurgaon@greatlakes.edu.in | www.greatlakes.edu.in/gurgaon

PGDM 2019-21
ADMISSIONS BROCHURE

THE GREAT LAKES EDGE



World Class Faculty

- Unique perspectives from leading international (e.g. Kellogg, Stanford, Yale) and renowned full time faculty
- Ranked 2nd among Indian B-Schools for research productivity in a joint study by IIM-B and XIMB. Three full time faculty Dr. Bala, Dr. Bharadwaj and Dr. Samu cited among the most prolific researchers in the country

Cutting-Edge Curriculum

- Globally benchmarked and industry relevant curriculum
- Pioneer in introducing Business Analytics as a specialization and ranked as the best in Business Analytics by Analytics India Magazine

Access to Corporates

- The strategic location in the corporate hub of Delhi-NCR offers unparalleled access to the industry in form of interaction with the finest thought leaders including CXOs, Policymakers and Entrepreneurs

Alumni Network

- 7800+ Great Lakes Alumni spread over 30 countries across 5 continents
- Participants get access to a great life-time network of Entrepreneurs, CXOs and high caliber professionals across industries

Rankings & Accreditation*

- Ranked in top 10 One year programs by Outlook & Business World (2017)
- Ranked 10th among all B-Schools in India by Business India (2016) Magazine

*Chennai Campus



ABOUT GREAT LAKES

Great Lakes Institute of Management is a top ranked business school with a vision to provide the corporate world with Business-Ready leaders.

Great Lakes Gurgaon campus offers cutting edge programs designed with industry relevance and adhering to global academic standards. The strategic location in Delhi-NCR offers unparalleled access to the industry in form of interaction with the finest thought leaders including CXOs, Policymakers and Entrepreneurs.

The Gurgaon campus currently offers the PGPM, PGDM, and the executive PGP-Business Analytics programs. These Post Graduate Programs seek to develop motivated management professionals equipped with comprehensive domain knowledge and capable of creating a significant impact on their organizations.

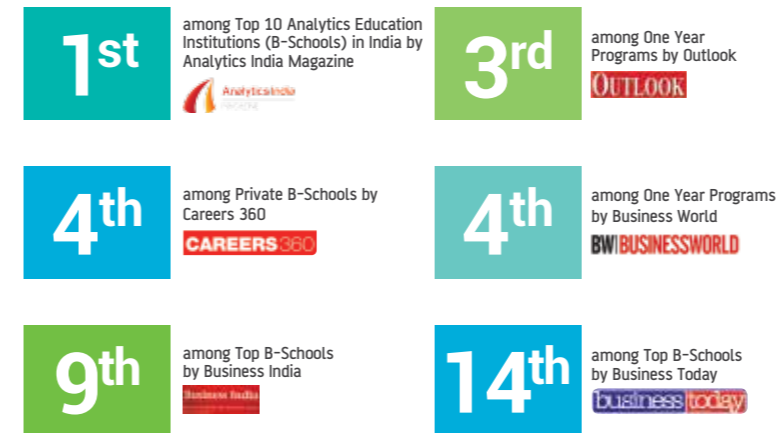
The Institute's activity now includes the full-time Post Graduate Management programs, corporate training programs, consulting services and independent research to enhance the intellectual capital and knowledge base.

Program Offerings

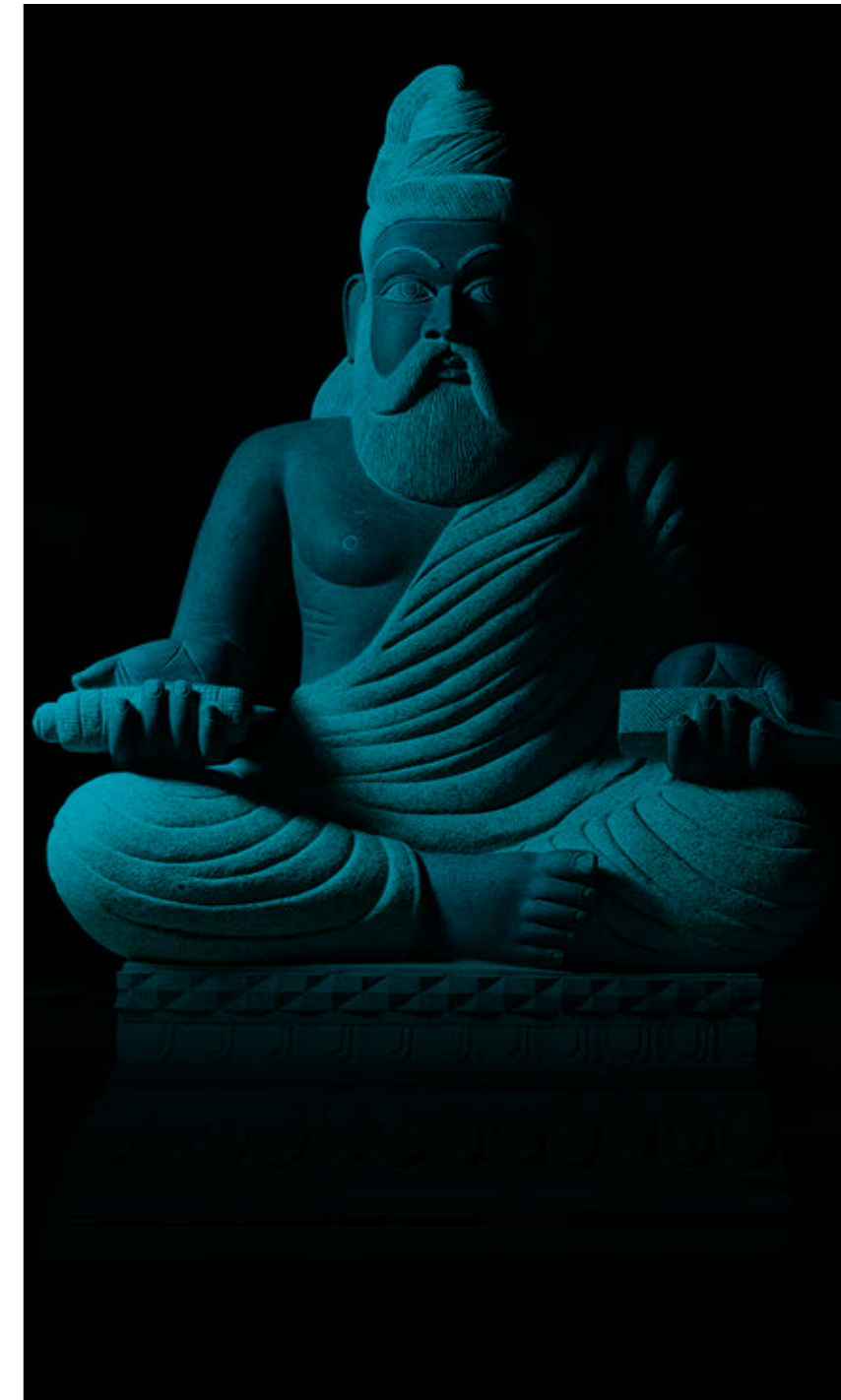
- Post Graduate Program in Management – PGPM
- Post Graduate Diploma in Management – PGDM
- Post Graduate Program in Business Analytics – PGPBA
- Specialized and Custom Programs for Corporates



2017 RANKINGS*



*Chennai Campus



DEAN'S MESSAGE



“Affordable Excellence, Adorable Relevance.”

Dear aspirant,

“In any moment of decision, the best thing you can do is the right thing; the next best thing is the wrong thing and the worst thing you can do is nothing” - Theodore Roosevelt

I suppose that in this day and age, it is not inappropriate to add another line to his wise counsel – “Are we doing the RIGHT THINGS or Are we doing THINGS RIGHT?”

This is the essence of many issues that we are dealing with today - turbulent times of change due to disruptive technologies and business models, Robotics and AI, unmanned vehicles and what not! What seemed like a thoroughly sound business plan yesterday seems to have gone bust today. Country and Industry risk (like the Oil and Gas industry), Design Thinking, Block Chain, BREXIT and the like. Companies that are at the top of their game end up at the rock bottom rather quickly. We live in a new world governed by VUCA (Volatile, Uncertain, Complex and Ambiguous) variables and vastly different and unconnected events like the subprime crisis in 2008 (economic), the Arab spring (political) or the commercial viability of Shale Gas Liquefaction (technological) are able to generate far-reaching consequences all over the world. Companies like Uber, Facebook, Google, Amazon, Apple etc. have changed the rules of the game in such a revolutionary manner that it is all that one can do even to keep up.

The ramifications of these slow but steady developments are far and wide-reaching. The consequent impact on spending and investments, economic aspects and political situations will pave the way for the creation of a new economic world order. We are well on our way to experiencing a totally different manifestation of capitalism. The ability to mutate well enough and well-ahead of the emerging scenario will define your survival, success and progress.

You would do very well to ask me right now, ‘How does all of this affect me?’ It is now that your choice of higher education becomes an extremely critical variable. Education today is not only meant to merely teach you principles and their applications, but also to develop and enhance skillsets, groom and hone interpersonal capabilities, inculcate values and attitudes and create an overarching sense of responsible citizenship. Skillset redundancy is occurring at faster intervals and returning to the classroom to retool and scale-up at any point of time in your career will become mandatory. Therefore, having decided to pursue the MBA program, it is of paramount importance that you choose a ‘great’ school for two reasons – firstly, the quality of your education and second, the potential of the school to provide a continuing, world-class platform for you to stay up to speed no matter what.

Great Lakes has been a pioneer in Management education and here's why : A rigorous selection process that brings to the class a heterogeneous peer group from across the country and all walks of life; superb mentors who are not only great teachers but also eminent gurus in their chosen fields of interest; a robust program across a choice of two locations – Chennai or Gurgaon, that uses a blend of different pedagogies like classroom instruction, experiential learning interludes, industry interface and interaction opportunities, seminars, conferences and research forums, live projects, care-share / Karma Yoga activities, contests, etc.; A wide variety of co-curricular activities also ensures that the students have a perfect balance between academic and co-curricular activities thereby providing them multiple opportunities to grow and develop their personalities as a whole. In order to provide the best ambience for maximizing the value of the time that you spend with us, the Great Lakes campus has been conceived as a state-of-the-art, green and eco-friendly ‘Gurukulam’ creating the perfect setting in which to learn and transform. In fact, in the recent Outlook survey of the best b-schools in the country, we have been ranked #6 (and the five above us are some of the oldest schools in the country)!

So, where does that leave you? The need to adapt, be flexible, to respond, react and mutate to changes in surroundings is the very basic principle of evolution. The only way to do that is to keep the learning constant. Your experiences (both personal and professional), your education, the skillsets that you have acquired are all part and parcel of your learning and Great Lakes is the avenue for keeping yourself up to speed. Thus, if you want to make a difference to your life, choose Great Lakes. Experience the difference and be the change that you want to see in this world!

Dr Bala V Balachandran

J L Kellogg Distinguished Professor of Accounting & Information Management (Emeritus), Northwestern University, USA
Founder, Dean & Chairman, Great Lakes Institute of Management, India
Founder & Chancellor, Great Lakes International University, Sri City, India



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THE PGDM ADVANTAGE

The two year Full
Time PGDM helps the
participants transform into

BUSINESS-READY MANAGERS

capable of responding
to complex business
requirements that arise
in a changing global
business environment



UNPARALLELED LEARNING EXPERIENCE

- Peers with rich industry experience in the class means as much learning beyond the class as inside. One of the top reasons why Alumni strongly value their time at Great Lakes
- Guest lectures and insights from eminent thought leaders and industry stalwarts



GLOBAL PERSPECTIVES

- 25+ International faculty from the likes of Kellogg, Stanford & Yale along with renowned full time faculty give you global perspectives and unparalleled learning
- Globally benchmarked curriculum which is updated yearly with cutting edge courses to make participants Business Ready
- Chinese (Mandarin) Language offered as an elective



BUSINESS READY MANAGERS

- In a fast changing business world where billion-dollar companies are created in a few years, the PGDM allows participants to maximize their learning and create value for their future organization
- Helps transform high potential professionals into competent business managers and decision makers ready to deliver from Day 1



EXPERIENTIAL LEARNING

- Karma Yoga - a unique transformational program to help participants develop leadership skills while having a lasting impact in 27+ villages and improving the lives of thousands of people
- Fully mentored Empirical Study

LEARNING FROM DISTINGUISHED THOUGHT LEADERS

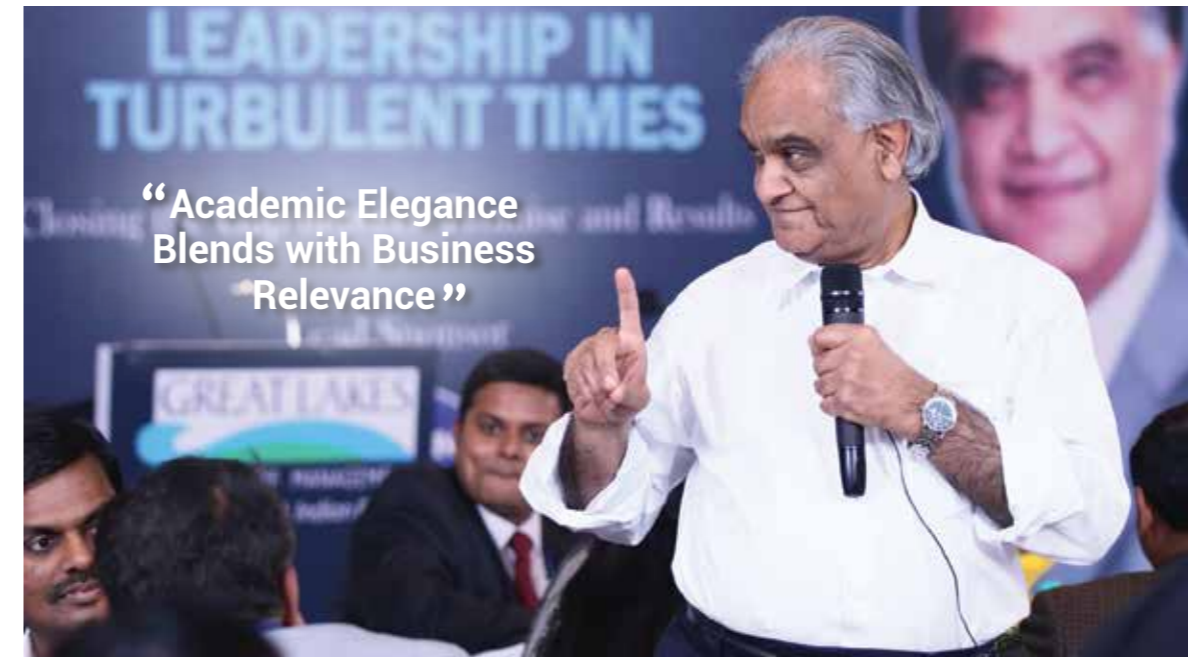
Great Lakes provides an opportunity for students to be groomed by transformational leaders spanning private organizations and public administration. These distinguished thought leaders give unparalleled perspectives and insights and help nurture students into future business leaders.

Some past Industry Speakers

Speaker	Association
Dr. Ram Charan	World Renowned Business Guru
Dr. Montek Singh Ahluwalia	Former Dy. Chairman, Planning Commission, GOI
Mr. Kamesh Krishnamoorthy	Senior Director - Consulting, Cognizant Technology Solutions
Mr. Pankaj Priyadarshi	Chief Commercial Officer, Sterlite Technologies
Ms. Barkat-Ul-Nisa	Manager- Development Programs, Grid India
Mr. Sanjiv Kumar	HR Head, Tractebel Engineering
Mr. P. S. Bhargava	Former Executive Director, Bombay Refinery
Mr. Alok. C. Sapre	Founder & Managing Advisor - CIA, GLOCAL
Mr. Varun Verma	AVP - Marketing, Genpact
Major Ashish Sonal	CEO, Orkash Services Pvt. Ltd.
Dr. Deepak Malhotra	Vice President - HR, IL&FS
Mr. Ajay Relan	Founder & Managing Partner, CX Partners
Mr. Himanshu Chawla	Director - Business Development, Microsoft
Mr. Maroof Raza	Consultant & Strategic Affairs Expert, Times Now
Mr. Amit Gupta	VP & Business Leader, MasterCard Advisor

Some past Industry Speakers

Speaker	Association
Mr. Mansingh Jaswal	Director & CEO, Genex Logistics
Mr. Arvind Purushothaman	Vice President & Head of Data Management and Analytics, Virtusa Polaris
Mr. Jairam Satu Shetgaonkar	Vice President-International Business Development, Godfrey Phillips
Mr. Himanshu Ratnoo	Chief Logistics Office, Foodpanda India
Mr. Gunish Jain	Director, Royal Datamatics
Ms. Anjali Amar	Director - Telecom and Media, Microsoft
Mr. Priyankur Malik	Associate Director - Technology Advisory and Risk Consulting, KPMG, India
Mr. S K Bose	General Manager, Indian Oil Corporation Ltd (IndianOil)
Mr. Siddharth Balakrishna	Strategy, Chairman's Office, Whole-time Board Director, Siti Networks & Voice Snap, Essel (Zee) Group
Mr. Himanshu Manglik	Former Head of Corporate Communications, Nestle
Mr. Saurabh Nigam	Senior VP & Head HR, Snapdeal
Mr. Ankur Dhawan	Chief Business Officer, PropTiger
Mr. Ankur Warikoo	Founder and CEO, Nearbuy
Mr. Harmeet Singh	Assistant Vice President, Evalueserve
Mr. Ketan Diwan	Co-founder & CEO, Talocity
Mr. Manoj Gupta	Co-founder & CEO, Vuliv



Annual Management Conclave: Sapience

Sapience is Great Lakes Gurgaon's Annual Management Conclave which focuses and addresses a chosen theme every year. The event was conducted as a series of 4 conclaves this year, involving 30 panelists and 5 keynote speakers.

Each of the four conclaves - Marketing, Financial Services, HR & SMAC - had a keynote session followed by panel discussions. The keynote session addressed the conclave's theme at a macro level and set the tone for the panel discussions to follow.

This year's conclave was graced by the presence of industry stalwarts like Mr Amarjit Singh Batra – Ex-CEO, OLX India, Mr. Pramod Sadarjoshi – Senior Director, HCM Strategy & Transformation, Asia- Pacific, ORACLE, Dr. CS Mohapatra – Advisor, Ministry of Finance – Government of India, Mr Anirban Chaudhuri – Senior Vice President and Executive Planning Director, J.W. THOMPSON as the Keynote Speakers.

Sapience 2017 became a huge success with panelists ranging from policy-makers to CEOs to startup founders who shared their perspectives with the Great Lakes community including students, faculty and industry guests.

Sapience 2017 Panelists

Marketing Conclave

Keynote Speaker
Anirban Chaudhuri
Mausumi Kar
Vivek Nanda
Rafi Q Khan

SVP and EPD, J.W. Thompson
Managing Partner, Group M
Business Head, Sharp Business Machines
EVP, Weber Shandwick

HR Conclave

Keynote Speaker
Pramod Sadarjoshi
Mayank Arora
Subhankar Ghose
Vivek Gera
Kunal Krishna
Srinivas S
Murali Padmanabhan
Puneet Kalra
Amit Kumar
Alvin David

Sr. Director-HCM & Transformation, Pramod APAC, Oracle
VP Sales HR, Mrs. Bector's Cremica
CPO, Zoom Insurance Brokers
GM HR, Videocon India
VP & Head HR, Lava International
Partner and Leader, Mercer
Sr. VP & Head Talent Management, Virtusa Polaris
MD, Russel Reynolds Associates
General Manager HR, Times Internet
General Manager HR, Newgen Software

Financial Services Conclave

Chief Guest
Dr. C S Mohapatra
Keynote Speaker
SSK Pradhan
Abhijit Roy
Naveen Uppal
Mukesh Garg
N Chakravarthy
Subhas Kwatra
Dr. Sanjay Bahl
Rahul Sinha
Nalin Bansal
Biswanath Sengupta

Advisor Ministry of Finance Government of India
Gagan Sardana , SVP, HDFC
General Manager, RBI
Former DGM, SBI
Head Risk, India Bulls
CFO, India Bulls
General Manager, Axis Bank
General Manager, Punjab & Sind Bank
Director General, CERT in Government of India
DGM, RBI
VP & Head, Rupay EMV/Contactless, NPCI
Consultant Former SVP & Programme Director, UIDAI- MSP

SMAC Conclave

Keynote Speaker
Amarjit Singh Batra
Bharanidharan Viswanathan
Ramakrishnan M
Kashyap Deorah
Chandrasekhar Venugopal
Amit Singh
Apurva Chamaria
Anupam Misra
Titir Pal

Ex-CEO, OLX – India
Founder & CEO, 91Mobiles
Co-Founder, IntelloLabs
Founder & CEO, HyperTrack
VP Restaurant Operations, Foodpanda
Co-Founder, Shuttll
VP & Head, Corporate Marketing, HCL Technologies
Sales Director- Cloud Platform, Oracle
VP and Head of Products & Solutions, Absolutdata Analytics

EXPERIENTIAL LEARNING

Great Lakes emphasizes on experiential learning whether it involves developing leadership and managerial skills, honing strong analytical skills, understanding and analyzing business cases or undertaking live projects. The end result is a business ready manager who is ready to deliver results from day 1.

Live Industry Projects

To provide the students with a holistic learning experience, the learning experience in the classroom is supplemented with mentored live industry projects. These live projects are a compulsory and integral part of the academic curriculum with a grade equivalent of two full classroom courses.

These live projects are worked on by students in small groups of three over a six month period from August/September to January/February. The students are mentored by the project owner from the company and a faculty member from Great Lakes.

The live projects create a win-win situation for the students as well as the companies they work with. The students of course have an excellent learning experience from a project of importance to the company and closely mentored by the company project owner. The company benefits significantly because they get high quality resources to work on a project of importance to them.

Student Committees

Being a student centric institute, all key functions of the institute are ably supported by committed student bodies – be it admissions, placements, web management or branding.



Current Committees and Clubs

- | | |
|---------------------------------------------|------------------------------------|
| Admissions Committee (Adcom) | Finance Club |
| Alumni Committee (Alcom) | Entrepreneurship Club |
| Branding & Public Relations Committee (BPR) | Operations & Decision Science Club |
| Placement Committee (Placecom) | Online Trading Club |
| Events Committee (Evecom) | Movie Making Club |
| Student Council | Sports Club |
| Marketing Club | |



Community Development Projects

Apart from the classroom learning, the students also learn leadership by undertaking community development projects and initiatives.

The projects create a mutual win-win situation for both the students and the community. With initiatives like helping orphans with education, empowering women, green environment and cleanliness drives, the community gets support from budding managers while the students get to hone their knowledge, skills, understanding the needs of the community, which helps them become better leaders.



“Passion With Compassion”

“Art of Leadership Blends with Science of Management”



We believe that knowledge, skills and resourcefulness of people are critical to sustain development, economic and social activity. Our two year Post Graduate Diploma in Management is designed to prepare students for careers in industry, across all economic activity.

PROGRAM DIRECTOR'S MESSAGE

Dear Aspirants,

We welcome you to our Post Graduate Diploma in Management Program.

We believe that knowledge, skills and resourcefulness of people are critical to sustain development, economic and social activity. Our two year Post Graduate Diploma in Management is designed to prepare students for careers in industry, across all economic activity. Our program equips students with strong conceptual skills to manage business in an integrated manner. One of the most important things we do for students is not just teach them specific knowledge and functional skills, but help them match their interests to their career path. The emphasis is on developing managerial competence and enhancing personal effectiveness, with a vision to take on the challenges of the future.

Our methodology of teaching as well as specialization has given us distinct identity in the space of management education in the country. Specializations we offer are marketing, finance, operations and analytics. Students can opt for specialization of a major or have the opportunity of dual specialization with major and minor combination.

Our renowned faculty members have worked in India and abroad, in academia and industry. All the members of the faculty are institution by themselves, hold PhD degree, have published research papers extensively and have exposure of teaching and research globally. Our state-of-the art class rooms, a resource center with latest books and national and international journal and Wi-Fi enabled campus provides the best ambiance for learning. We are strongly networked with industry. Our visiting faculty are the experts of the trade and industry and bring with them a mix of experience.

We follow the trimester system with the academic calendar beginning in July and each term being 11-12 weeks duration. At the end of the first three terms of the program, all students are required to undergo compulsory summer internship for 8-10 weeks in the industry.

We assure a bright and prosperous career ahead.

Dr. Ahindra Chakrabarti
Program Director - Post Graduate Diploma in Management
Great Lakes Institute of Management, Gurgaon

PGDM COURSE LISTING

CORE COURSES

TERM 1

- Financial Accounting for Decision Making
- Micro Economics
- Marketing Management - I
- Individuals in Organizations (OB - I)
- Quantitative Methods for Decision Making - I
- Business Communication
- Management Information Systems

TERM 4

- Business Analytics
- Strategic Management
- Business Consulting
- Corporate Governance & Business Ethics
- Elective - 1
- Elective - 2
- Elective - 3

TERM 2

- Cost and Managerial Accounting
- Macro Economics
- Marketing Management - II
- Production & Operations Management
- Quantitative Methods for Decision Making - II
- Financial Management - I
- Critical Analytical Thinking

TERM 5

- Research Project
- Business, Government and Society
- Leadership
- Elective - 4
- Elective - 5
- Elective - 6

TERM 3

- Financial Management - II
- Groups in Organizations (OB - II)
- Human Resource Management
- Optimization Models for Business Decision Making
- Business Research Methods
- Personal Effectiveness
- Financial Modeling

TERM 6

- Research Project cont.
- Business Negotiation
- Elective - 7
- Elective - 8
- Elective - 9

LIST OF ELECTIVES

Marketing

- Digital Marketing
- Consumer Behaviour
- Sales & Distribution Management
- Product & Brand Management
- CRM
- Services Marketing

Operations & IT

- Internet Business
- Project Management
- Supply Chain Modeling & Analysis
- Service Operations Management
- Demand Planning & Forecasting
- Enterprise Resources Planning

Finance

- Security Analysis & Portfolio Management
- Financial Statement Analysis & Valuation
- Banking Management
- Financial Modeling
- Derivatives & Risk Management
- Mergers & Acquisitions

Analytics

- Web & Social Media Analytics
- Marketing & Retail Analytics
- Business Intelligence

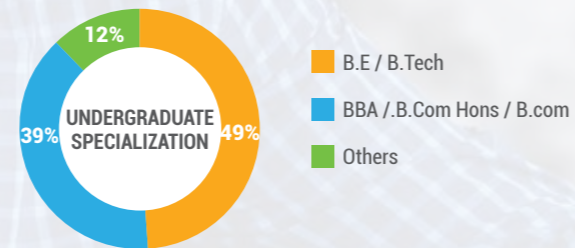
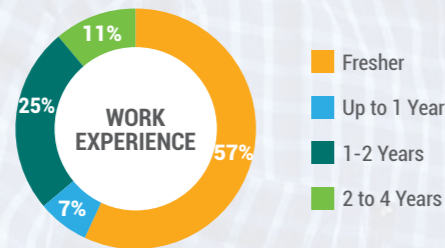
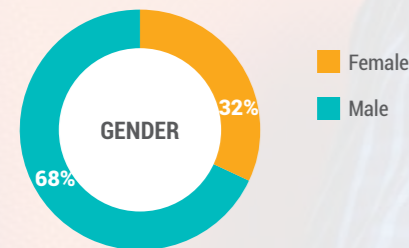
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At Great Lakes, we are in the business of not only imparting world-class education but also nurturing students to become compassionate leaders and drivers of change. With a vibrant industry-academia collaboration, superb mentoring by industry leaders, our top-notch research-driven faculty and an amazing focus on experiential learning, our students become Business Ready, empathetic leaders from day one upon graduation.

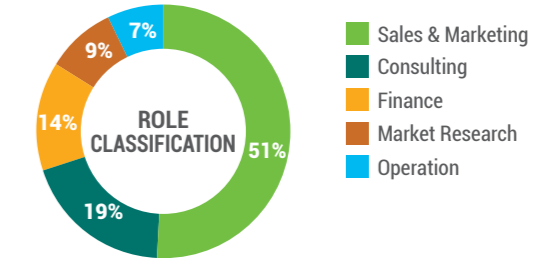
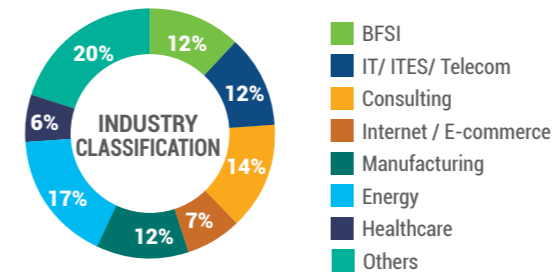


Prof. Vaidy Jayaraman
Associate Dean - Faculty & Academic Affairs

PGDM CLASS PROFILE 2017-19



SUMMER INTERNSHIPS CLASS OF 2016-18

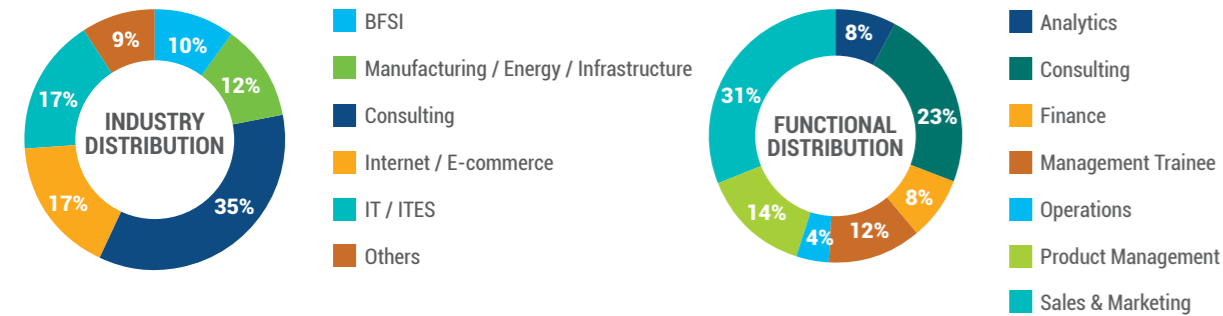


*Others Include: Aviation, Facility Management, Life style, Education etc.

LIST OF RECRUITERS*

- Air India
- Airtel
- Aditya Birla
- Bata
- Cholamandalam
- EY
- Foodpanda
- HDFC
- Happay
- Hindustan Petroleum Corporation Limited
- Idea
- JW Marriot
- IOCL
- Mahindra
- Mercados EMI
- Mobikwik
- Panasonic
- KPMG
- Punjab National Bank
- PTC Finance
- Radisson
- Sail
- Tata Motors
- Tata Tele Services
- TVS

PGDM PLACEMENT SNAPSHOT 2017



*Others: Automotive, Consulting, E-Commerce, FMCG, Pharma and Telecom

9.10 Lacs
AVERAGE CTC (Figures in ₹)

LIST OF RECRUITERS*

- Aditya Birla Financial Services
- Deloitte
- Droom
- FeedbackInfra
- Foodpanda
- Great Learning
- Happay
- HCL Technologies
- Idam Infra
- KPMG
- MapMyIndia
- Securenow
- Shell Business Operations
- Sterlite
- Talocity

*Partial List

RECRUITERS SPEAK

“RECRUITING FROM GREAT LAKES WAS A VERY PLEASANT EXPERIENCE. THE CANDIDATES WERE KNOWLEDGEABLE AND SPIRITED.

THE PROBLEM SOLVING TECHNIQUES

ESPECIALLY THE ‘FLOWERING OF IDEAS’ AS IMPLEMENTED BY THEM WAS OUTSTANDING. I AM SURE THESE GUYS WOULD DO VERY WELL IN THE INDUSTRY.”

- HR MANAGER, DELOITTE

“WE FOUND THE CANDIDATES FROM GREAT LAKES TO BE

VERY BRIGHT WITH ALL THE QUALITIES

OF A GOOD RECRUIT. THE WORK DONE BY THEM WAS VERY DETAILED AND VERY WELL PRESENTED.”

- HR MANAGER, EMERSON

“I WOULD LIKE TO EXTEND MY HEARTY CONGRATULATIONS & APPRECIATION ON

THE EXCELLENT WORK DONE BY THE STUDENTS

OF GREAT LAKES, GURGAON. THE DETAILED PROJECT DONE BY THEM WOULD NOW BE IMPLEMENTED IN 75 NODAL CENTRES ON ALL INDIA BASIS. THE CANDIDATES EXHIBITED INITIATIVE, GOOD CO-ORDINATION SKILLS, DISCIPLINE TO COMPLETE THIS PROJECT WITHIN STIPULATED TIME FRAME.”

- CHIEF T&D MANAGER, IOCL

“THE INTELLIGENCE, DILIGENCE, AND HONESTY EXHIBITED BY THE CANDIDATE WAS FOR EVERYONE TO SEE IN MY ORGANIZATION. IN ADDITION, HIS CONFIDENCE IN VARIETIES OF CHALLENGES HAD BROUGHT HIM PRAISES NOT JUST FROM ME, BUT ALSO FROM OTHER MEMBERS IN THE TEAM. HE HAS ALWAYS COMPLETED WHAT IS EXPECTED OUT OF HIM WITH EFFICIENCY AND EFFECTIVENESS. THE STUDENT EXHIBITS

GOOD CHARACTERISTICS

SUCH AS INDEPENDENCE, EXCELLENT PARTICIPATION, AND CONFIDENCE, WHICH ARE ESSENTIAL TO SUCCEED IN ANY ORGANIZATION.”

- DIRECTOR, CLIMATE CONNECT

“THE GREAT LAKES, GURGAON CANDIDATE WAS VERY SINCERE AND HARD WORKING AND ACHIEVED HER DELIVERABLES WELL WITHIN TIME. HER ANALYTICAL AND TECHNICAL SKILLS COUPLES WITH GOOD PRESENTATION AND SOFT SKILLS MAKE HER A

GREAT ASSET FOR ANY ORGANIZATION.”

- MANAGER, RENEWABLE ENERGY, MERCADOS EMI

“GLOBAL COMPANIES NEED TO BE MADE AWARE

OF THE GOOD QUALITY STUDENTS AVAILABLE IN GREAT LAKES.”

- SALES LEADER, GE OIL AND GAS

ADMISSION PROCESS PGDM 2019-21

Eligibility Criteria

- All applicants are required to appear for GMAT/ CAT* / XAT* / CMAT before applying to Great Lakes Institute of Management.
- For PGDM 2019, Great Lakes Institute of Management will accept CAT scores of years 2017 and 2018 or XAT scores of year 2018 and 2019 or GMAT scores taken after Jan 1, 2017 or CMAT scores of the year 2018 and 2019.
- All applicants should possess a Bachelor's degree in any discipline from a recognized institution.
- Freshers and candidates with less than 24 months of work experience as on 30th June 2019 are ONLY eligible to apply. (Candidates with greater than 24 months of work - experience are requested to apply for the Great lakes PGPM program).
- There will be a special preference for College / University rank holders in terms of an extra weightage gained as part of the selection process. The onus of proof of rank is vested in the applicant.

* Great Lakes uses CAT scores only for screening applications for admissions and IIMs have no role in the conduct of Great Lakes academic programs

* Great Lakes is not an associate institute of XLRI but uses XAT scores only for screening applicants for admission & XLRI has no role to play in the conduct of any of Great Lakes Management programs

Application Process

- Candidates meeting the eligibility criteria can apply to Great Lakes Institute of Management by completing an online form.
- Candidates can choose to apply by any of the following methods:
 - Visit the website www.greatlakes.edu.in and fill in the online application form after making a payment of ₹ 2000/-.
 - Make a payment of ₹ 2000/- at select vendor outlet centers (the list of vendors as well as centers is given in our website) and procure a coded number key for applying online.
 - Purchase the application form from the Great Lakes Offices in Chennai.
- The eventual application process is online for all candidates.
- Candidates have to provide the official email-id of the recommender. The recommendation letter will be collected from the final selected student's recommenders and it must be submitted online

All your queries regarding admission process can be sent to us at pgdm.gurgaon@greatlakes.edu.in

FEE STRUCTURE 2019-21

PGDM 2018-20 FEES

	Cost in INR (Twin Sharing Accommodation)*
Tuition & Academic Fees	700,000
Program Fees	412,000
Accommodation*	248,000
Food	113,000
TOTAL	1,473,000
PLUS	
Alumni Subscription	5,000
Student Welfare Fund	8,000
Caution Deposit	10,000

Fee Structure - International Students

	Cost in USD
Tuition & Academic Fees	25000
Accommodation	5500
Food	3000
TOTAL	33500
PLUS	
Alumni Subscription	200
Caution Deposit	300
TOTAL	500

NOTE:

1. The course is approved by AICTE.
2. It is mandatory for all students to possess a laptop as per Institute Specifications
3. Accommodation will be provided on twin sharing basis
4. Certain non-academic aspects like catering, skill development, admission processing are outsourced at the discretion of the Institution and the related charges are paid to the respective service providers on behalf of students with the institute facilitating and coordinating these services.
5. Refund Policy: As per AICTE norms, all refund requests will be processed only after commencement of the program
6. Disputes whatsoever arising, if any, with the Institution / Service provider as the case may be will be subject to jurisdiction of courts in Gurgaon only
7. Tentative program dates - Registration and commencement of program: First week of July 2018

ALUMNI SPEAK



“ PGPM ENERGY FROM GREAT LAKES, GURGAON WAS A HOLISTIC EXPERIENCE BASED ON DEEPER PARADIGMS OF LEARNING THAT DEVELOPED MY ENERGY SECTOR ACUMEN AND

TRANSFORMED MY PASSIONS

AND ASPIRATIONS INTO REALITY. ”

- JACOB ALEXANDER

Strategy Deployment Professional for Service APAC, Vestas India
PGPME Class of 2012

“ MY INCREDIBLE ROLLER COASTER RIDE, OR TO BE PRECISE, ENERGY COASTER RIDE AS AN ASPIRING ENERGY MBA GRADUATE AT GREAT LAKES PROVIDED ME THE

HOLISTIC OUTLOOK

OF ENERGY SECTOR AND EQUIPPED ME WITH VITAL SKILLS SUCH AS SOUND BUSINESS KNOWLEDGE, CONTEMPORARY BUSINESS TOOLS AND TECHNIQUES THROUGH ITS WELL-STRUCTURED ENERGY CURRICULUM WITH A GREAT FLAVOUR OF CORPORATE INTERACTIONS. ”

- VISHAL GAJJAR

Business Development Manager, Africa Region,
Infoztech Software Private Limited
PGPME Class of 2014

“ GREAT LAKES PROVIDED BEST IN CLASS LEARNING FROM FACULTIES AND INDUSTRY SPEAKERS. IN ADDITION TO IMPROVING OUR MANAGERIAL SKILLS, THE

INSTITUTE ALSO HELPED US

MAKE THE RIGHT CHOICES. ”

- KAILAS KALE

Manager, Procurement at
L&T Construction Mumbai Trans Harbour
PGPME Class of 2012

“ I AM CURRENTLY WORKING WITH A SOLAR COMPANY AND REALLY FEEL THAT THE KNOWLEDGE GAINED DURING THE TWO YEARS OF MY COURSE

DISTINGUISHES ME AND HELPS ME

STAND OUT AMONGST OTHER MBA GRADUATES WITH NO DOMAIN EXPERTISE. ”

- SAACHI SINGLA

Assistant Manager, PWC India
PGPME Class of 2013



KEY DATES

ADMISSION CYCLE - PGDM

Great Lakes will have interviews in March 2019. The city-wise dates are given in the below table.

ELIGIBILITY CRITERIA

1. All GMAT Takers [GMAT 2017, GMAT 2018, GMAT 2019] (exams to be taken on or before 25th February 2019)
2. All CAT 2017/ 2018 scores
3. All XAT 2018/ 2019 scores
4. All CMAT 2018/ 2019 scores

City	Delhi	Bangalore	Hyderabad	Mumbai	Chennai	Kolkata
Date for PI	9 th , 10 th & 11 th Mar '18	10 th & 11 th Mar '18	10 th & 11 th Mar '18	16 th , 17 th & 18 th Mar '18	17 th & 18 th Mar '18	17 th & 18 th Mar '18
Day	Fri, Sat, Sun	Sat and Sun	Sat and Sun	Fri, Sat, Sun	Sat and Sun	Sat and Sun
No. of days	03	02	02	03	02	02

Application Deadline: 25th February 2019

CONTACT US

For all admission related queries, please write to admissions.gurgaon@greatlakes.edu.in

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ADMISSIONS SUPPORT


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