

**POST GRADUATE PROGRAMME
IN BUSINESS MANAGEMENT**

PGPBM
FOR WORKING EXECUTIVES



**PROGRAMME BROCHURE
2026-2028 (BATCH 15)**



ABOUT THE PROGRAMME

Dear aspirant,

Thank you for considering the Post Graduate Programme in Business Management (PGPBM) at IIM Tiruchirappalli Chennai Campus.

Pursuing an MBA while working is a career-defining choice. We understand how important this step is for you. This brochure will help you understand how PGPBM can support your growth with the right structure, rigour, and opportunities.

PGPBM was launched in 2012 to support ambitious working professionals. The programme enables participants to make the transition from functional or technical roles into leadership positions within their organizations—or to explore opportunities beyond. Over the last 13 years, PGPBM has grown in strength and evolved in structure, keeping pace with the changing needs of industry and executives alike.

What makes PGPBM distinct is its in-class learning experience, where participants gain insights not just from faculty but also from peers representing diverse industries. Every session is delivered face-to-face, preserving the personal engagement, rigour, and academic depth expected from IIM Trichy. The programme has been thoughtfully designed for weekends—Saturdays and Sundays—so that you can pursue rich learning without interrupting your professional commitments.

This brochure provides all the essential information you need to make the important career choice of advancing your future with an IIM MBA.

Best wishes!

Explore PGPBM first-hand

- ▶ **Open Houses**
 - Join our online or in-person sessions to interact with faculty, students, and alumni. For details and invites:
Email: admissions_pgpbm@iimtrichy.ac.in
WhatsApp: 94447 33823
Call: 044-222 555 65/66 (11.00 AM to 7.00 PM)
- ▶ **Talk to Alumni/Students** – Write to us and we will connect you directly.
- ▶ **Campus Visit**
 - Drop by our Chennai Campus on weekends (Sat–Sun, 9:00 AM – 9:00 PM) to meet our community and experience the learning environment.



THE IIM TIRUCHIRAPPALLI ADVANTAGE



IIM Brand Equity

As part of the prestigious Indian Institute of Management network, IIM Trichy carries a legacy of trust, credibility, and excellence in management education. An IIM credential is a mark of distinction that is widely recognized by employers, peers, and industry leaders across India and the world.



Global & National Recognition

We are accredited by AMBA (Association of MBAs, UK) and are a proud member of the AACSB Business Education Alliance, connecting us to a global network of leading B-schools. Nationally, IIM Trichy is ranked 16th in the NIRF 2025 rankings, reaffirming our standing among India's premier management institutes.



Distinguished Faculty

Our faculty hold PhDs from leading institutions in India and abroad, and are well-published in reputed international journals. With extensive experience in executive education, consulting, and industry engagement, they bring both rigour and relevance into the classroom.



Application-Oriented, Research-Driven

IIM Tiruchirappalli blends practice with perspective. Case studies, projects, and peer learning connect theory to real-world challenges, ensuring every insight is both academically strong and immediately applicable.



Strong Alumni Network

With a growing community of 4,000+ alumni across programmes, IIM Trichy offers lifelong access to a powerful professional network spanning industries, geographies, and leadership levels.

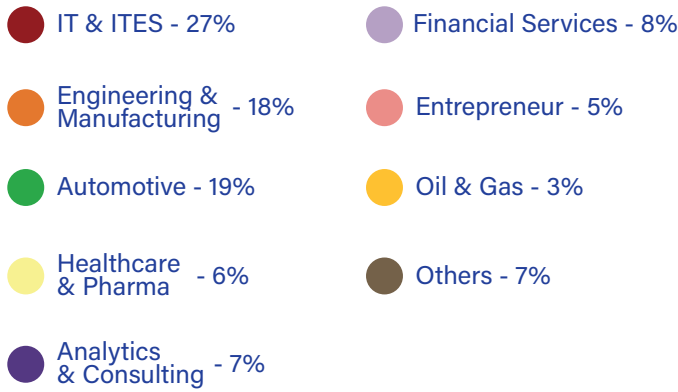
Karthik Nagarajan
Head, (Strategy)
Renault Nissan Tech
PGPBM 2021-23



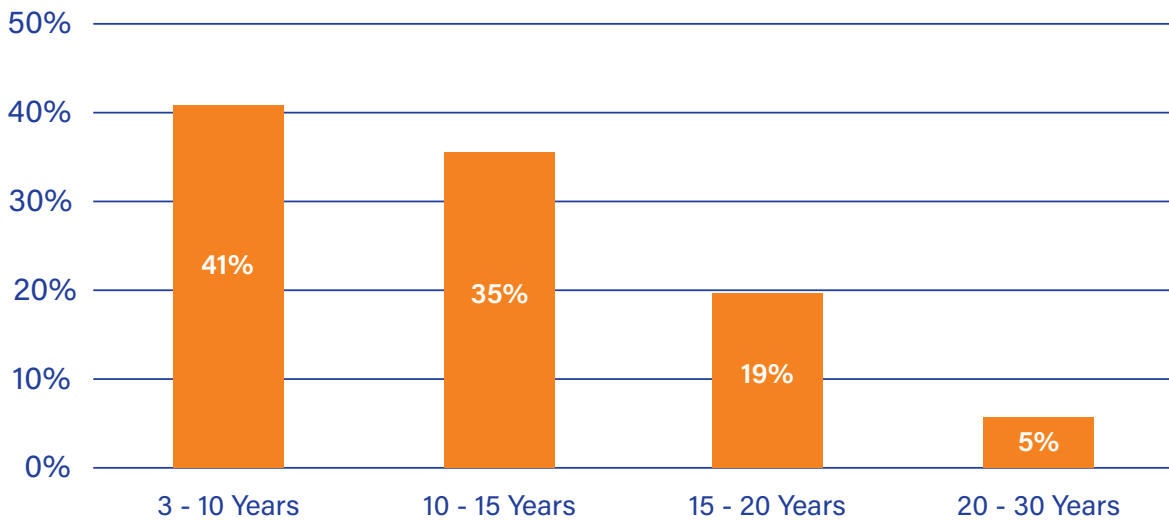
"The PGPBM has transformed the way I approach leadership, decision-making and innovation. It has significantly enhanced my ability to drive change at a senior executive level."

WHO MAKES UP PGPBM

Industry



Work Experience (in years)



Gender



15%



85%

Viswa Mihir Pannala
Product Manager
Trianz
PGPBM 2020-22



"One of the key highlights of the program was the peer learning experience, where I got the opportunity to interact with professionals from diverse industries. This not only broadened my perspective but also helped me develop a strong network."

WHY CHOOSE PGPBM



MBA Degree-Granting Programme

Earn a prestigious IIM MBA while continuing your career, with the credibility and brand equity of the IIM network.

In-Class, Face-to-Face Learning

Every session on campus thrives on direct interaction with faculty and peers, sparking energizing discussions, real-time feedback, and rich collaboration, creating a truly engaging and lasting learning experience.

Personalised Learning Experience

With a small, carefully selected cohort, PGPBM ensures individual attention, closer faculty interaction, and a collaborative peer-learning environment.

Designed for Working Professionals

The programme understands the demands of executive life. Beyond its weekend format, it offers flexibility through academic breaks, re-examination opportunities, and supportive policies, while preserving the discipline and depth of an IIM education.

Guest Speakers from Industry

Learn from leaders and practitioners who share real-world insights, challenges, and strategies.

Industry Project

Apply classroom learning to a faculty-mentored project, solving live business problems with measurable impact.

International Week

Gain global exposure through the IIM Trichy International Week, featuring visiting faculty from renowned international universities.

Trichy Campus Immersion

Experience the academic intensity and culture of IIM Trichy with two immersive visits to the Tiruchirappalli campus.

Location Advantage

IIM Tiruchirappalli Chennai Campus has excellent connectivity through Metro and Suburban Rail.

A Lifelong Alumni Bond

Join a tightly knit PGPBM alumni community, where connections forged in the classroom grow into lasting professional networks and friendships that extend well beyond the programme.

Sharath Sriram
Co-founder
Timbrestock
PGPBM 2021-23



"The significant advantage of doing an MBA without taking a break is opportunity to experiment at your workplace. At IIM Trichy, you are exposed to top-of-the-line curriculum, excellent pedagogy, best-in-class faculty and a diverse peer group. The programme instils immense amount of confidence. End of the day, it's paisa vasool!"



PGPBM ALUMNI BENEFITS



IDENTITY

- IIM Alumni Status – Join the prestigious IIM alumni community with lifelong credibility.
- Alumni Email ID – Retain your IIM Trichy identity through a dedicated alumni email.



LEARNING & DEVELOPMENT

- Continue your MBA – Enroll in new-age elective courses at the Chennai Campus for a nominal fee.
- Professional Development – Eligible for membership in the IIM Trichy Alumni Toastmasters Club to enhance leadership and communication skills.
- Learning Resource Centre – Continued access to IIM Tiruchirappalli Chennai Campus Library.
- Knowledge Webinars – Join exclusive online sessions with faculty, industry leaders, and peers.
- Executive Education Discounts – 10% fee concession on open enrolment programmes at IIM Trichy.



NETWORKING & COMMUNITY

- Alumni Portal Membership – Official access to the IIM Trichy Alumni Portal to connect with peers, faculty, and the wider alumni network.
- City Meets – Stay connected through alumni gatherings across major cities.
- Institute Events – Invitations to seminars, guest lectures, and networking events at IIM Trichy.
- Campus Privileges – Access to both the IIM Tiruchirappalli Chennai Campus and the Main Campus.

M Gowrishankar
Head (Industrial
Business & COE)
Adani Total Gas,
PGPBM 2022-24



"My MBA at IIM Trichy was a life-changing experience that was even better than I imagined. Every class was exciting and engaging with discussions, real-world case studies, and teamwork. The networking opportunities were amazing, connecting me with professionals in various industries. This program made me a more confident and skilled leader, ready for any challenge."

CLASS SCHEDULE

The PGPBM is designed to fit seamlessly into the lives of working professionals.

Weekend Classes – Sessions are held every Saturday and Sunday from 1:30 PM to 9:00 PM.

Electives in Year 2 – Depending on elective choices, some classes may also be scheduled in the mornings. Participants with work commitments on Saturday mornings may opt out of morning electives and choose only afternoon or evening options (1:30 PM – 9:00 PM).

Immersion Weeks – To give participants a flavour of the full MBA experience, two dedicated immersion weeks are integrated into the programme, beyond the weekend format.



Term	Immersion Week	Days	Time	Location
Term 1	Immersion Week 1	Thursday	1:30 PM – 9:00 PM	Chennai Campus
Term 4	Immersion Week 2	Thursday	1:30 PM – 9:00 PM	Tiruchirappalli Campus

*Note: Except for these immersion weeks, all classes will be scheduled only on weekends at the Chennai Campus.

Fee Structure

Course Fee: The non-refundable course fee of **₹14,50,000** covers tuition, library access, case permission royalty, textbooks, academic course packs, examinations, and alumni membership. For ease of payment, the course fee is divided into seven installments. The fee is applicable for the entire programme and is not linked to the number of terms.

- **Installment I:** ₹2,50,000 at admission
- **Installments II – VII:** ₹2,00,000 each, payable every 3 months.

Refundable Caution Deposit : ₹10,000 (one-time, payable with Installment I)

Educational Loans

IIM Tiruchirappalli's PGPBM students have the option to avail educational loans at from any of the nationalized banks.

Keerthi Kumar Chella
Investment Professional
New Development Bank
PGPBM 2014-16



"I joined the PGPBM program with a clear objective: to catapult my career to the next level. I was seeking a course that offered academic rigor and pushed me beyond my comfort zone—and PGPBM exceeded those expectations. The insights from case studies, real-world examples, and the rich anecdotes shared by professors and peers have stayed with me, often resurfacing when facing similar challenges in the real world."

PROGRAMME STRUCTURE

Core Courses (510 hours)

Spanning the first four terms, these courses provide a solid foundation across all major management functions, building the essential breadth every manager needs.

Elective Courses (360 hours)

In the second year, participants customize their learning journey by selecting electives aligned with their career goals. These cutting-edge courses deepen expertise and sharpen skills in emerging areas of management.

Capstone Industry Project (12 weeks)

Undertaken in the second year alongside electives, this project allows participants to address significant business problems within their organizations or across industries. Guided by a faculty mentor, they apply knowledge from multiple management domains to deliver solutions that are both practical and impactful.

CORE COURSES

Term - I

- Business Statistics
- Financial Reporting and Analysis
- Micro Organizational behavior
- Managerial Communication
- Business Ethics

Term - II

- Marketing Management -1
- Managerial Economics
- Operations Research for Managers
- Macro Organizational Behavior
- The Entrepreneurial Manager

Term - III

- Macroeconomics for Managers
- Operations Management
- Corporate Finance
- Marketing Management - 2
- Human Resource Management

Term - IV

- Legal Aspects of Business
- Information Systems for Managers
- Research for Marketing Decisions
- Management Accounting
- Indian Economy and Policy
- Strategy

Charu Tripathi
Marketing Manager
Mahindra & Mahindra
GPPBM 2022-24



"My journey at IIM Trichy is nothing less than the transformation of thinking in the direction of growth. The dedication of professors is truly inspiring with their teaching style focused on the clarity of concepts with a real world relevance. I couldn't stress more on the fact of how they ensured that learning was never compromised while also understanding the commitments of the executives."

ELECTIVE COURSES

The following are list of select elective courses offered in recent years.

Area	Elective Courses
Economics and Public Policy	<ul style="list-style-type: none"> Econometrics with R – Applications in Business and Public Economics Game Theory for Managers
Finance and Accounting	<ul style="list-style-type: none"> Entrepreneurial Finance Financial Derivatives FinTech – Revolution, Ecosystem and Application in Finance International Finance Investment Analysis and Portfolio Management Mergers, Acquisitions and Corporate Restructuring Project Appraisal and Finance Strategic Financial Management Strategic Cost Management and Control Valuation
Information Systems and Analytics	<ul style="list-style-type: none"> Blockchain Technology: A Managerial Perspective Business Analytics for Decision Making E-Business and E-Commerce IT Consulting Managing Digital Transformation
Marketing	<ul style="list-style-type: none"> Business-to-Business Marketing Consumer Behavior Customer Experience Management Digital Marketing Marketing Metrics for Managers Product Policy and Brand Management Pricing Strategies Retail Management Strategy Sales and Distribution Management Sports Marketing and Sponsorship Strategic Marketing in Action
Operations Management and Decision Sciences	<ul style="list-style-type: none"> Behavioral Dynamics in Decision Making Business Decision Modelling Decision Analytics for Managers Lean Six Sigma Operations Strategy Project Management Revenue and Profit Mining Simulation-Based Analytics Sourcing Management Supply Chain Management
Organisational Behaviour and Human Resource Management	<ul style="list-style-type: none"> Leadership Effectiveness and Performance Managing and Leading Organisational Change Managing Difficult People at Work Managing Global Workforce: Opportunities and Challenges Multiple Intelligences in Leadership Negotiation Essentials for Managerial Effectiveness Nudge and Gamification Skills for Managers and Enterprises
Strategy and Entrepreneurship	<ul style="list-style-type: none"> Dynamics of Framing & Executing Strategy Strategies for Growth Strategic ESG Management Strategy Execution for Results Strategic Leadership Strategic Renewal
General Management	<ul style="list-style-type: none"> Business Sustainability: For People, Planet, and Profits Crafting Persuasive Narratives: The Art of Strategic Storytelling Corporate Governance Corporate Law and Management Legal Aspects of Entrepreneurship Legal Aspects of Marketing Strategic Intellectual Property Management

Badhri Narayanan
Chief Manager
(Global Proposals)
Siemens Energy
PGPBM 2021-23



"My time at IIM-T (Chennai Campus) has been a transformative experience. A broad range of electives allowed me to delve into diverse subjects and broaden my horizons. The International Week offered invaluable global exposure. I wholeheartedly recommend it to anyone seeking a comprehensive and enriching education."

FACULTY



At the heart of IIM Tiruchirappalli is its distinguished faculty — accomplished scholars, practitioners, and thought leaders who shape every aspect of the Institute, from academics and research to governance and industry engagement. Our faculty hold PhDs from leading institutions in India and abroad and are well-published in reputed international journals. With extensive experience in executive education, consulting, and industry engagement, they bring both rigour and relevance into the classroom. Beyond delivering world-class teaching, they mentor and inspire students to strive for excellence and apply knowledge with impact. For detailed profiles of our faculty, visit www.iimtrichy.ac.in/faculty-profile.

Facilities at Our Chennai Campus

IIM Tiruchirappalli Chennai Campus is designed with the working professional in mind — combining modern infrastructure with an environment that fosters focus, collaboration, and growth.



Seven Classrooms

Purpose-built to create the best interactive learning experience (four 68-seater, two 48-seater, and one 30-seater).



Collaboration Areas

Meeting rooms and a versatile multi-purpose hall for projects, workshops, and events.



Learning Resource Centre

A dedicated hub stocked with books, magazines, and reference material, supporting research, reading, and continuous learning.



Rest & Recharge Lounges

Comfortable spaces to relax, connect, and reflect between sessions.

Sanjyot Katti
Senior Manager
Microchip Technology Inc.
PGPBM 2022-24



"I found the PGPBM program's in-class learning—anchored in case studies and practical applications and guided by experienced faculty who are subject matter experts—to be incredibly rewarding. The opportunity to engage with classmates from diverse functions and industries added immense value, fostering unique perspectives and enhancing collaborative learning."

INDUSTRY VOICES IN THE CLASSROOM

Our Guest Lecture series brings accomplished practitioners and senior leaders into the classroom, offering participants a first-hand view of how management concepts are applied in practice. From industry insights to leadership lessons, these sessions expose learners to diverse perspectives and real-world challenges, enriching the MBA journey with knowledge that goes beyond textbooks.

Name of the Guest Speaker	Organization and Designation
Shri. Subramanian Krishnan	Brand Communications Consultant, Helping Challengers Grow
Shri. Puneet Avasthi	Senior Executive Director, Kantar
Shri. Muthukumar Thanu	Group CHRO, TAFE
Shri. Sunil Kumar	Head, World Bank
Shri. Jalaluddin Mondal	Chief Channel Officer, Zee Entertainment (East Region)
Shri. Sreenkath Kurella	Director, 10x Digital Growth
Shri. Satheesh kannan	Head of Marketing – Travel & Expense, Zoho
Shri. Gopalakrishnan.K	Vice President, Standard Chartered Bank
Shri. Kiran Steven	Corporate HR, Page Industries
Shri. Gurkirandeep Singh	Head – Talent Management, Learning & OD, Titan Company Limited
Shri. Sastharam Ravendran	Chief Operations Officer, Sarash Group & The Bumblebee Branding Company
Shri. Raghavendran Madhavarao	Global Sector Manager, General Manufacturing & Auto Components Lubricants Marketing
Shri. Soumik Bhusan	Chief Financial Officer, Cocoblu Retail Ltd.
Ms. Rashmi Krishnamurthy	Senior Marketing Manager, FTI Consulting
Ms. Peer Muna	Associate Director, PwC India
Shri. Jagatheesh Jayanand	Head of Learning, Bosch
Shri. Amlan Mathur	Brand Manager, Philip Morris International
Shri. Sujoy Roychowdhury	Principal Data Scientist, Ericsson R&DI
Shri. Pradeep Gairola	Vice President & Business Head, The Hindu
Shri. Chandran krishnan	Managing Director & CEO, Campus Angels Network and SSN Incubation Foundation
Shri. Ashish H.Kyal	Founder, Waves Strategy Advisors (Research Firm)
Shri. Sreekant Lekshmivarahan	Product Head, Service Mandi (Gro Digital Platform)
Ms. Mathangi Sri	Chief Data Officer, Yubi
Ms. Revathy Murali	Partner, Indus Law (Corporate Laws & M&A)
Shri. Sankaran R	Independent Director, HPCL
Shri. Palash Gaunekar	Vice President, J.P. Morgan Chase
Shri. Venkat Anil Kaiaga	Group Head – Learning & Organisation Development, Adani Group
Shri. Prashanth Venkataramana	CEO & Co-Founder, Esssmart Global
Shri. PNSV Narasimham	Senior President & Head – Corporate Functions, Cyient
Shri. Ram Chakravarthy	Category Manager – Foods, Wipro Enterprises Limited
Shri. Alok Ranjan	CEO & Co-Founder, Flipcarbon
Shri. Rajesh Srinivasan	Founder, Mindful Marketing
Shri. Ashish Kyal	Founder, Waves Strategy Advisors

A THIRD PLACE THAT INSPIRES

For many PGPBM participants, the Chennai campus becomes a “third place” beyond home and work — a space where bonds are built, ideas are exchanged, and personal and professional growth unfold side by side.



Connections That Go Beyond Classes

Beyond lectures and case studies, PGPBM is about connections that grow into lasting friendships and a vibrant community



IIM Trichy Alumni Sports Club - Where Weekends Mean Play & Connection

What began with the PGPBM 2022–24 batch has grown into a vibrant community where sports like Cricket and Badminton unite members, foster friendships, and build networks.



IIM Tiruchirappalli Alumni Toastmasters Club
Growing Together, Every Alternate Sunday at Chennai Campus



PGPBM MILESTONES - OUR JOURNEY

Since its launch in 2012, PGPBM at IIM Tiruchirappalli Chennai Campus has continuously evolved to meet the needs of working professionals, balancing academic depth with flexibility.

2012

- Inauguration of IIM Tiruchirappalli Chennai Campus with 4 classrooms, a meeting room and a library
- Launch of PGPBM with 28 students.
- Classes held on weekday evenings (Wednesday to Saturday); Duration - 36 months.

2016

- First major programme redesign. Classes moved to Friday, Saturday, and Sunday format. Programme duration revised to 24 months.

2018

- International Week introduced to the curriculum, bringing global perspectives through visiting international faculty.

2024

- IIM Tiruchirappalli Chennai Campus shifts to a new, larger facility with seven purpose-built classrooms, a multipurpose hall, and meeting spaces.

2025

- Second major programme redesign. Current format launched: Weekend classes on Saturdays and Sundays. Programme duration revised to 21 months.

A Muralidharan
Vice President (IT Delivery)
Standard Chartered Bank
PGPBM 2018-20



"What truly sets the program apart is its emphasis on experiential learning. Guest speakers, interactive sessions with industry leaders, and an international immersion week further enriched my learning, broadening my perspective and enhancing my adaptability to diverse business scenarios."

ADMISSIONS PROCESS

Eligibility

- Bachelor's degree in any discipline or equivalent with minimum 50% marks (45% for NCOBC, EWS, SC, ST and Differently abled categories).
- Minimum 3 years of full-time work experience after the first degree.
- Reservations are provided to deserving candidates as per the Government of India norms.

Stage 1: Application

Interested candidates will have to apply in the prescribed format through the online application form available on our website (www.iimtrichy.ac.in/pgpbm) A non-refundable application fee of ₹ 2,000/- has to be remitted (₹ 1,000/- for SC, ST, and Differently-Abled) while filling out the application. Candidates availing concessional application fee are required to upload a copy of the relevant caste certificate with their application.

The last date for submission of application forms complete in all respects to IIM Tiruchirappalli is **Saturday, January 31, 2026.**

Stage 2: Aptitude Test & Personal Interview

All eligible applicants will be invited for an Aptitude Test and Personal Interview which will be conducted on **Saturday, March 7, 2026 & Sunday, March 8, 2026.**

IIMT Aptitude Test:

IIMT Aptitude Test will be of 120 minutes duration and will assess candidates in Quantitative Ability, Verbal Ability, Data Interpretation, and Logical Reasoning. Candidates are exempted from the IIMT Aptitude Test if they have any of the following valid scores:

- **CAT:** Scores from the current year and the previous two years (CAT 2025, CAT 2024, CAT 2023).
- **GMAT:** A valid GMAT score (valid for five years from the test date).
- **GRE:** A valid GRE score (valid for five years from the test date).

Candidates choosing to use the CAT/GMAT/GRE score also need to complete the application form and pay the application fee. Such candidates may also choose to take the IIMT Aptitude Test instead. In such cases, only the IIMT Aptitude Test score will be considered.

Personal Interview:

The Personal Interview is designed to evaluate each candidate's work experience, professional achievements, and overall suitability for the programme. It provides an opportunity for candidates to demonstrate their motivation, career goals, and alignment with the learning objectives of the PGPBM.

Dr. Prathyusha Pitta
Director
EY Parthenon
PGPBM 2015-2018



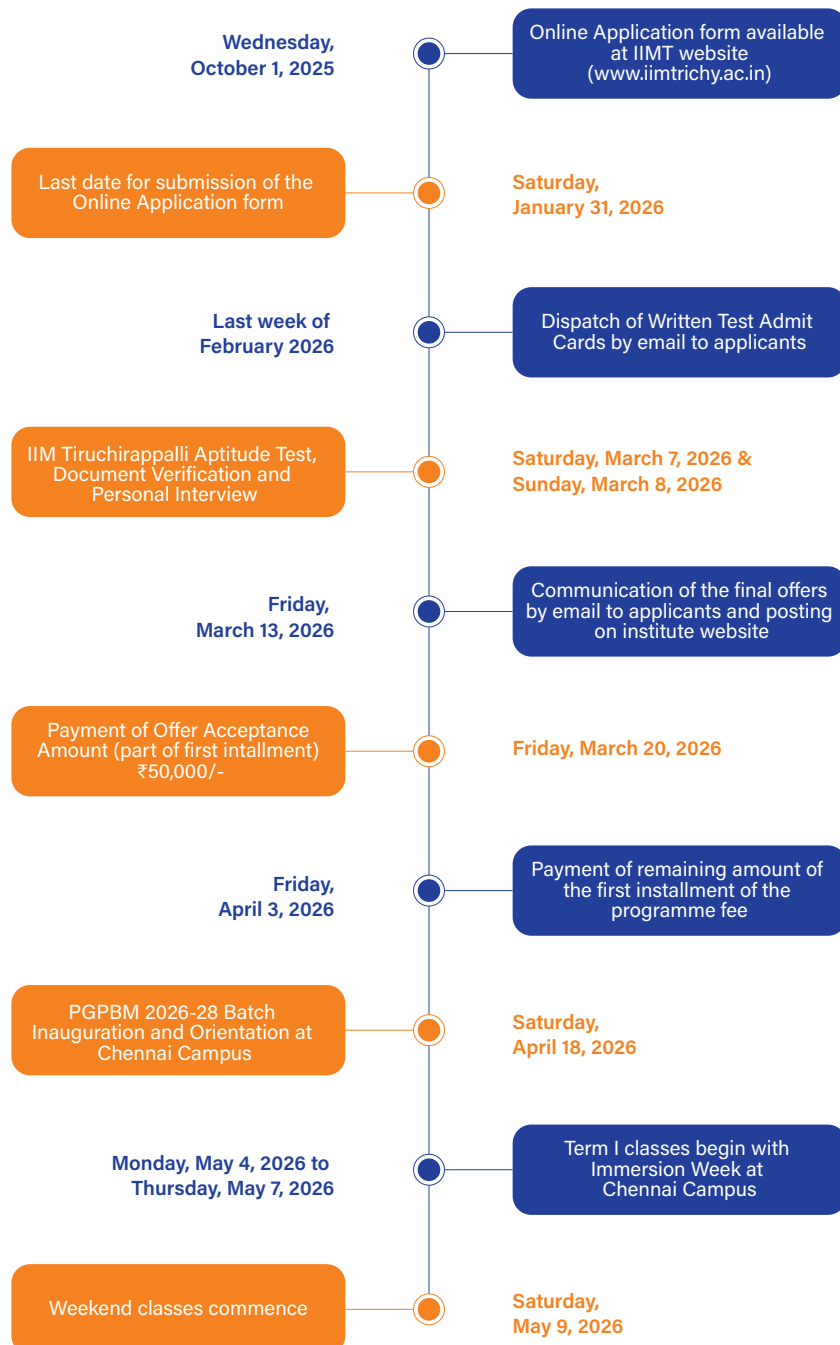
"My journey from a core pharmaceutical industry scientist to a business strategy consultant has been greatly facilitated by the comprehensive curriculum and experiential learning opportunities offered by PGPBM. The program equipped me with the essential skills and knowledge required to make a successful transition into the consulting field. I wholeheartedly endorse IIM Trichy PGPBM to aspiring professionals seeking a transformative learning experience and a pathway to success in the business world."

Stage 3: Selection and Offer of Admission

The final offer of admission will be based on a composite score derived from the following components:

- IIMT Aptitude Test / CAT / GMAT / GRE : 40%
- Personal Interview (PI): 30%
- Work Experience: 15%
- Performance at the Undergraduate Level: 15%

Note: Prospective candidates must maintain a valid and unique email account and a mobile number throughout the selection process.



Srivas Anatharaman,
Founder & CEO,
First Feet Engineering
Services
PGPBM 2017-19



"Being an entrepreneur myself, having done the pgpbm while running my own organisation, the course helped me put structure to my entrepreneurial thinking with respect to every decision being made! IIM Trichy has a great set of faculty who make the learning and pedagogy imbibe in our thoughts so that it can be recalled for applying and executing."



Celebrating
15 YEARS
OF EXCELLENCE

IIM Tiruchirappalli Chennai Campus

BSNL Exchange Building (5th & 6th Floor)

99, Jawaharlal Nehru Road,

K. K. Nagar, Chennai - 78

Landline : 044 - 22255565 / 66

Email : admissions_pgpbm@iimtrichy.ac.in / pgpbmoffice@iimtrichy.ac.in

Website : www.iimtrichy.ac.in/pgpbm

