



भारतीय प्रबंध संस्थान सम्बलपुर
Indian Institute of Management Sambalpur



MASTER OF BUSINESS ADMINISTRATION (MBA)

For Working Professionals at Delhi Campus

BATCH 04



Ranked 34th - NIRF
Management Rankings
2025



EFMD
GLOBAL
MEMBER



AACSB

Business
Education
Alliance
Member

Classroom Learning | Leadership Exposure | IIM Sambalpur Alumni Network



ABOUT IIM SAMBALPUR (DELHI CAMPUS)

IIM Sambalpur has established its Delhi Campus at ISID, Vasant Kunj, New Delhi, providing participants access to one of India's most vibrant business ecosystems.

Located in the heart of the national capital, the campus offers strategic advantages through its proximity to leading organisations, industry leaders, policymakers, researchers and business communities.

The Delhi Campus enables participants to engage with experienced professionals, industry experts and thought leaders through classroom interactions, leadership conclaves and industry engagement activities.

The campus environment provides a platform for professionals to learn, collaborate and build meaningful networks while pursuing their MBA journey.

Why choose IIM Sambalpur ?



**Ranked 34th - NIRF
Management Rankings
2025**



**Prestigious MBA
Certification from an
IIM**

Outlook ICARE
Rankings 2025

**Ranked 15th among Government
B-Schools in India by Outlook-
ICARE Rankings 2025**



**Featured among the Top 40
B-Schools by Business Today**



AACSB



**A proud member of three of the world's most prestigious accreditation
bodies - actively progressing toward Triple-Crown Accreditation**





Director's Message

PROF. MAHADEO JAISWAL
Director, IIM Sambalpur

A Gateway to Global Leadership and Experiential Growth Welcome Learners !

The current economic landscape is undergoing a profound transformation - driven by technological advancements, global integration, and a renewed focus on sustainable and inclusive growth. Opportunities are abundant, not just within established corporates, but also across emerging startups and innovation-led enterprises that are shaping India's future. In such a dynamic environment, it has become imperative for professionals to continuously evolve - to refresh their knowledge, rethink their strategies, and realign their skills with the demands of a fast-changing world.

The MBA for working professionals at IIM Sambalpur is thoughtfully designed to meet this very need. Tailored for working professionals with a minimum of three years of experience - many of whom bring over a decade of industry exposure - the program brings together a rich and diverse cohort. This diversity across sectors, geographies, and roles creates a collaborative learning environment that mirrors the complexity of the real world.

A key differentiator of this program is its flexible blended learning model, offering the best of both online and on-campus learning. This allows participants to balance professional commitments while gaining the benefits of immersive academic engagement.

One of the program's signature features is the CEO Immersion Week, where top leaders from renowned organizations interact closely with our participants. These sessions offer deep insights into real-time business challenges and leadership approaches, preparing our learners to engage with the realities of decision-making at the highest level.

To further broaden perspectives, we have built strong international partnerships with leading French and European universities. Our participants benefit from global immersions and also have the option to pursue a dual degree, earning credentials from both IIM Sambalpur and a partner university abroad.

Through this program, we prepare professionals to thrive in an era where digital transformation, sustainability, and innovation are reshaping the future of business. It is an invitation to lead with purpose, embrace change, and engage with management education that is experiential, global, and future-ready.

We welcome professionals who seek to grow through meaningful learning, global exposure, and values-driven leadership to become part of IIM Sambalpur's transformative journey.



Programme Chairperson

**Dr. Atul Prashar,
Chairperson - MBA for Working Professionals**

This program is meticulously crafted to enhance your strategic acumen, decision-making prowess, and global business insight. Join us to refine your leadership capabilities and accelerate your professional growth in an ever-evolving business landscape.





PROGRAMME OVERVIEW

The MBA for Working Professionals at IIM Sambalpur Delhi Campus is a two-year MBA degree programme designed for working professionals, entrepreneurs and aspiring leaders who seek to strengthen their managerial capabilities and prepare themselves for larger responsibilities.

The programme enables participants to build a strong foundation in management principles during the first year while gaining deeper expertise through specialisation areas and contemporary management domains in the second year.

Through classroom-based learning, case discussions, projects, industry interactions and leadership engagements, participants develop the ability to solve complex business challenges and make strategic decisions.

PROGRAMME HIGHLIGHTS

Earn an MBA Degree from IIM Sambalpur

Gain a comprehensive management education experience with an MBA degree from IIM Sambalpur and become part of the institute's growing alumni network.



Classroom Learning at IIM Sambalpur Delhi Campus

Experience an engaging classroom environment with peer learning, faculty interactions, case discussions, projects and real-world business applications.



Transform Into a Strategic Business Leader

Develop the ability to understand business holistically, solve complex challenges and make impactful strategic decisions.



Learn From Distinguished Faculty & Industry Experts

Gain insights from experienced IIM Sambalpur faculty members and industry leaders through classroom sessions, leadership interactions and executive engagements.



CEO Immersion & Leadership Conclaves

Interact with CEOs, CXOs and senior executives to understand leadership practices, business transformation and strategic decision-making.



Contemporary Specialisation Opportunities

Build expertise in emerging domains such as AI/ML & Data Science, Product Management, Entrepreneurial Innovation, Sustainability and functional management areas.



Build a Powerful Executive Network

Connect with experienced professionals, entrepreneurs and business leaders to expand your professional ecosystem.



Global Perspective Through International Exposure

Gain opportunities to understand global business practices through optional international immersion experiences.



Global Certifications & Industry Learning

Enhance your professional profile through specialised certifications and industry-oriented learning opportunities.



PROGRAMME OBJECTIVES



Develop Strategic Business Thinking

Enable professionals to move beyond functional expertise and develop a broader understanding of business strategy, operations and organisational growth.



Build Future-Ready Leadership Capabilities

Develop the confidence, skills and mindset required to lead teams, drive transformation and take strategic responsibilities.



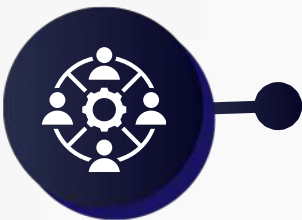
Strengthen Entrepreneurial & Innovation Mindset

Encourage participants to identify opportunities, solve business challenges creatively and create sustainable value.



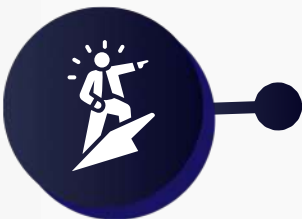
Master Data-Driven Decision Making

Develop the ability to leverage technology, analytics and contemporary management approaches for informed business decisions.



Enhance Cross-Functional Management Skills

Build understanding across finance, marketing, operations, human resources and business strategy to become effective business leaders.



Create Responsible & Impactful Leaders

Develop ethical leadership capabilities required to create meaningful impact for organisations and society.

PROGRAMME PEDAGOGY

The programme follows an experiential learning methodology that combines academic concepts with real-world business applications, enabling participants to develop practical managerial and leadership capabilities.

01

Case Studies

Real-world business problem solving

02

Interactive Classroom Sessions

Learning through discussions & collaboration

03

Business Projects

Applying concepts to practical challenges

04

Simulations

Experiential decision-making practice

05

Industry Engagements

Insights from business leaders

06

Presentations & Group Work

Building communication & leadership skills

07

Faculty Expertise

Learning from IIM Sambalpur faculty

08

Peer Learning

Growing through diverse professional experiences

PROGRAMME CURRICULUM

First Year

Term I

Course	Credit	Sessions
Managing People and Performance	3	20
Financial and Management Accounting	3	20
Essentials of Marketing	3	20
Firms and Market	3	20
Quantitative Techniques	3	20
Total Term I	15	100

Term II

Course	Credit	Sessions
Corporate Finance	3	20
Strategic Marketing	3	20
Macro Economics	3	20
Operation Management	3	20
Managerial Communication	1.5	10
Negotiation	1.5	10
Total Term II	15	100

Term III

Course	Credit	Sessions
Management Information Systems	3	20
Strategic Management	3	20
Strategic Human Resource Management	3	20
Legal Aspect of Business	1.5	10
Design Thinking	1.5	10
Total Term III	12	80

Second Year

In the second year of the programme, students will have the option to choose elective courses as per their interest in the following functional domains spread over Term IV, Term V and Term VI.

Term IV : Core Electives (Unique specializations) + Core Functional Electives

Category

Unique Specializations

Specialization Domain

AI/ ML/ Data Science

Product Management

Entrepreneurial innovation

Sustainability

Category

Specialization Domain

Functional Specializations

General Management, Public Policy, and Economics/ Strategy

Finance & Accounting

Operations Management

Information System Management

Organizational Behavior & Human Resources

Marketing

Term V: CEO Immersion; Risk Management Course; Strategy Elective

Term VI: Mini-dissertation

In order to gauge whether the student is conversant with the domain understanding and method of research, for obtaining the MBA degree, a Mini Dissertation is included in the 2nd year of the programme.

The Mini Dissertation is indicative of a research project reflected through a manuscript or a written report. The prescripts of dissertation include but not limited to objectives, problem statement, research methodology, argumentation and findings with implications.



PROGRAMME FEE

Fee Structure for Batch 2026-28

Payment Deadline	Fees in INR
Application Fee	1000
Offer Acceptance Fee	50000
On or before the start date of Term 1	200000
On or before the start date of Term 2	200000
On or before the start date of Term 3	200000
On or before the start date of Term 4	200000
On or before the start date of Term 5	200000
On or before the start date of Term 6	200000
Security Deposit (Refundable)	10000
Alumni Fee	10000
Total Course Fee	1260000

WITHDRAWAL AND REFUND POLICY

A) Before the Program Registration Date:

A candidate who has paid the offer acceptance fees but wants to withdraw, will be permitted to do so, if his/her request is received by the MBA For Working Professionals Office by the stipulated date mentioned in the Admission Offer letter. The received fee will be refunded to the candidate after deducting Rs. **1,000/-** for processing charges.

B) On or After the Registration Date:

If a candidate wants to withdraw from the program on or after the program registration date, but before the Term-1 classes start date, the amount paid by the student will be refunded after deducting a withdrawal amount of Rs. **50,000/-**.

Refund requests will not be considered under any circumstances on or after the date on which the MBA Term-1 classes start, and for such candidates, only the caution money will be refunded.

C) Refund Timeline:

While IIM Sambalpur will attempt to process the eligible refunds as quickly as possible, IIM Sambalpur will not be responsible for delays in the refund process, for any reason whatsoever.

D) Temporary Withdrawal and Credit Bank:

A Participant can take a break or temporarily withdraw from the Program at any point of time by giving an appropriate request to the Institute (but only after getting a written permission from the Institute); in this case, the fees paid by the Participant till then shall be forfeited. The Participant can re-join the Program within the next three academic years by paying full fees applicable at the time of re-joining.

Credit Bank: The participant can carry forward the credits accumulated to a maximum of 3 academic years.

6.7 Temporary Withdrawal and Credit Bank

Participants who successfully complete the first year (three trimesters) of the two-year MBA programme for working professionals, and have no outstanding dues, will be awarded a PGPEX certificate if they choose to quit from the programme.

Credit Bank: The participant can carry forward the credits accumulated to a maximum of 3 academic years.

The validity of credits earned will be to a maximum period of seven years or as specified by the Academic Bank of Credits. The procedure for depositing credits earned, its shelf life, redemption of credits, would be as per UGC (Establishment and Operationalization of Academic Bank of Credits (ABC) scheme in Higher Education) Regulations, 2021.

CEO IMMERSION & LEADERSHIP CONCLAVE

Duration: 7 days (Term V)

Location - IIM Sambalpur, Main Campus

A unique opportunity to interact directly with CEOs and senior leaders from MNCs, leading Indian corporations, unicorns, startups, and PSUs

Designed to provide exposure to leadership thinking, strategic decision-making, and real-world executive perspectives

Please Note

Travel to and from the campus, accommodation, meals, and any personal expenses during the immersion period are to be borne by the participant. On-campus accommodation may be opted for, subject to availability.



International Immersion - Duration: 7-14 days

Students would receive an opportunity to participate in the Immersion Programme with our international partner institutions to study abroad. Students accompanied by an IIM Sambalpur faculty would attend classroom sessions & at least one industry visit.

Students become culturally sensitive and academically oriented with global business perspectives.

GUESTS OF HONOR | CEO IMMERSION 2025

Shri. Brijendra Pratap Singh
CMO, NALCO

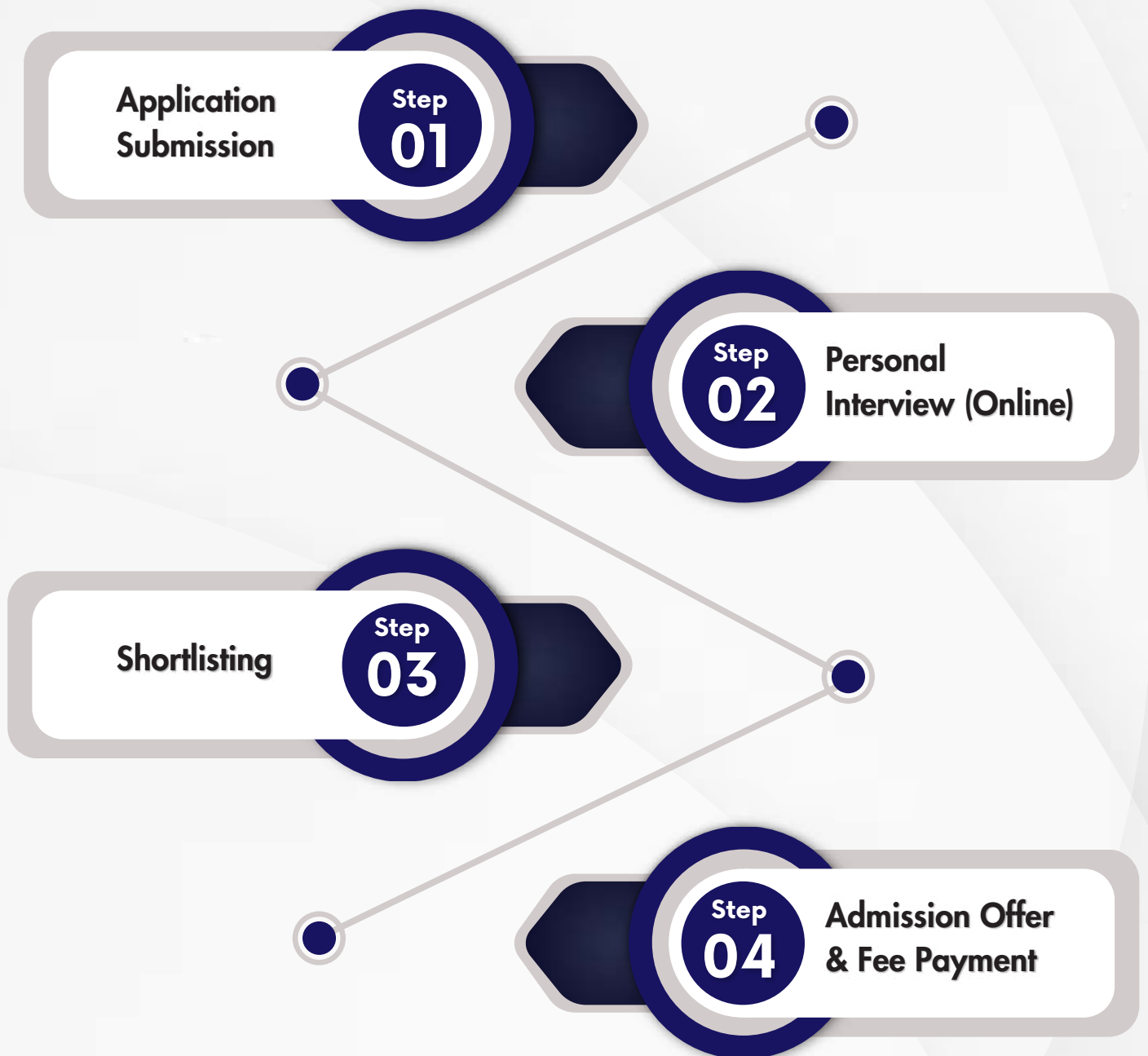
Shri. Biswajit Mahapatra
CIO, Amazon Web Services

Shri. Keshav Rao
Director-HR, Mahanadi Coal Fields

Shri. Narendra Babu
CTO, PayU Payment



ADMISSION PROCESS



Note

Admissions will be offered based on merit, as evaluated through the application and personal interview process.

Admission offers will also be made on a first-come, first-served basis, subject to meeting the eligibility and selection criteria and the availability of seats.

Selection Criteria

Self-financed Candidates

In the case of self-financed candidates fulfilling the minimum eligibility criteria as above shall be called for the PI process. The MBA For Working Professionals Admission Committee in consultation with the Competent Authority will decide the number of candidates to be called for PI.

Candidates shall be required to submit a "No Objection Certificate"/ "Consent letter" at the time of admission for pursuing the MBA For Working Professionals at IIM Sambalpur from his or her employer.

Industry Sponsored Candidates

Industry Sponsored candidates are allowed admission in the MBA For Working Professionals Program of IIM Sambalpur. A Sponsored candidate must have been in service of the sponsoring organization for at least two years at the time of admission.

The selection of candidates under this category will be primarily based on personal interview. The candidates will be required to submit a letter from the sponsoring company. A candidate selected under this category will have to abide by all the Rules and regulations applicable to students taken under normal category.

Statement of Purpose (SOP)

The candidate should submit a SOP not exceeding 2000 words and should include talk about your career path, interests, professional contributions, goals and the driving force behind pursuing ExeMBA.

Preparing the merit List

Merit List will be prepared based on Personal Interview, Academic Qualification, Relevant Work Experience and Statement of Purpose (SOP).

IIM Sambalpur reserves the right to modify any part of this document including the various criteria and cut offs mentioned at any time till the actual admission process for the batch is completed.

Any dispute concerning Admission for the MBA For Working Professionals 2026-28 batch would be subject to jurisdiction of the competent courts within the territorial jurisdiction of city of Sambalpur only.

PROGRAMME CERTIFICATE





भारतीय प्रबंध संस्थान सम्बलपुर
Indian Institute of Management Sambalpur



For More Information

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