

## ABOUT VGSOM

Founded in 1993, Vinod Gupta School of Management (VGSOM) is the first and the largest business school to be set-up within the IIT system. With a generous contribution from one of its illustrious alumni Mr. Vinod Gupta, founder Infocom, USA. VGSOM envisions producing management leaders by offering unique programmes blending both management and technology. VGSOM has already become one of the respected management institutes of the country. VGSOM has a unique advantage of being a part of IIT Kharagpur – rated as the best technical institute in India.

Over the years the school has moved beyond the sphere of regular MBA programme. The school is launching an MBA programme for working executives – EMBA at the Kolkata Bhubaneswar campuses. *The EMBA programme would enable working executives to upgrade their managerial knowledge and skill while continuing to be employed.*

Keeping the continued employment and quality of life of the student, the classes would be held during weekends.

The programme has been conceived benchmarking similar offerings by leading B-schools in India and the world, for content, mode of delivery, curricula design and course structure.



## Executive MBA [EMBA]

Venue: IIT Kharagpur Extension Center  
Mouza Samantapuri, Behind Swosti Premium  
Bhubaneswar – 751 013



**Vinod Gupta School of Management  
Indian Institute of Technology Kharagpur**

## OBJECTIVES

With the ever increasing pace of knowledge creation and knowledge obsolescence, a professional can no longer presume to be a high achiever over his entire career banking upon his initial professional qualification. There is growing need for part-time and executive MBA Programs that is recognized worldwide. The EMBA programme aims to augment the knowledge, sharpen the skills and reorient attitude of an executive and provide the vehicle for growth. The programme will also ensure a firm foundation for continued learning.

## ELIGIBILITY

The executives joining this program must have 3 or more years of experience. *Candidates with 1<sup>st</sup> class Bachelors degree in Engineering/Technology or 1<sup>st</sup> class Masters degree in Science, Economics or Commerce [with Mathematics or Statistics at bachelor's level] are eligible.*

EMBA would have a general management focus suitable for a wide variety of sectors and students may choose courses from a wide range of electives.

## MODE OF DELIVERY

Programme design outlines

- 3 year program, divided in to 12 terms
- 9 teaching terms and 3 project terms
- Teaching term of 9 weeks each
- Two weekends-on and one weekend-off
- Around 15 hours of classes on a weekend of Saturdays and Sundays
- 99 credits for EMBA balanced across theory, international immersion and projects
  - Theory papers - 80 credits,
  - International immersion - 4 credits
  - Projects constitute- 15 credits
- International immersion would comprise of seminars and company visits in a foreign country over a maximum of 10 working days
- Management Project to be conducted at the company where the student is employed or any other location, with mandatory progress presentations every term, spread over Terms X, XI & XII

<b>Term I [9 credits]</b>	<b>September 11 – November 14, 2010</b>
1. Core: Statistical Methods for Management [L-T-P: 2-0-0] 2. Core: Economics for Management [L-T-P: 4-0-0] 3. Core: Marketing I [L-T-P: 2-0-0] 4. Core: Business Communication [L-T-P: 0-0-2]	
<b>Term II [10 credits]</b>	<b>November 20, 2010- January 16, 2011</b>
1. Core: Mathematical Models for Management Decisions [L-T-P: 3-0-0] 2. Core: Financial Accounting and Reporting [L-T-P: 2-0-0] 3. Core: IT & Business Applications Laboratory [L-T-P: 1-0-3] 4. Core: Human Behaviour and Management [L-T-P: 2-0-0]	
<b>Term III [10 credits]</b>	<b>January 22- March 20, 2011</b>
1. Core: Business, Govt. & Intl. Economic Environment [L-T-P: 2-0-0] 2. Core: Corporate Finance [L-T-P: 3-0-0] 3. Core: Marketing II [L-T-P: 2-0-0] 4. Core: Strategic Management [L-T-P: 3-0-0]	
<b>Term IV [10 credits]</b>	<b>April 9- June 5, 2011</b>
1. Core: Production & Operations Management [L-T-P: 3-0-0] 2. Core: Business Research Methods [L-T-P: 2-0-0] 3. Core: Human Resource Management [L-T-P: 3-0-0] 4. Core: Business Law for Managers [L-T-P: 2-0-0]	
<b>Term V [8 credits]</b>	<b>June 11- August 7, 2011</b>
1. Core: Technology Management [L-T-P: 2-0-0] 2. Core: Supply Chain Management [L-T-P: 2-0-0] 3. Core: Cost and Management Accounting [L-T-P: 2-0-0] 4. Elective 1 [L-T-P: 2-0-0]	
<b>Term VI [8 credits]</b>	<b>August 13- October 9, 2011</b>
1. Core: International Management [L-T-P: 2-0-0] 2. Core: Marketing of Industrial and Hi-tech Products [L-T-P: 2-0-0] 3. Elective 2 [L-T-P: 2-0-0] 4. Elective 3 [L-T-P: 2-0-0]	
<b>Term VII [8 credits]</b>	<b>October 22 – December 18, 2011</b>
1. Core: Organizational Leadership 2. Elective 4 [L-T-P: 2-0-0] 3. Elective 5 [L-T-P: 2-0-0] 4. Elective 6 [L-T-P: 2-0-0]	
<b>International Immersion/ Project: 2 weeks; January 2-14, 2012</b>	
<b>Term VIII [9 credits]</b>	<b>January 21 – March 18, 2012</b>
1. Core: Management Information System [L-T-P: 3-0-0] 2. Core: Business Ethics [L-T-P: 2-0-0] 3. Elective 7 [L-T-P: 2-0-0] 4. Elective 8 [L-T-P: 2-0-0]	
<b>Term IX [10 credits]</b>	<b>April 17 – 03 June, 2012</b>

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| 1. Core: Project Management [L-T-P: 3-0-0]      |
| 2. Elective 9 [L-T-P: 2-0-0]                    |
| 3. Capstone Business Simulation: [L-T-P: 1-1-3] |

**Term X + Term XI + Term XII 16: 23 June 2012 – 01 June 2013**

Management Project to be conducted at the students' company or any other location, with mandatory progress presentations every term.

## LOCATION

IIT Kharagpur Extension Center, Mouza Samantapuri, Near Swosti Plaza  
Bhubaneswar- 751 013. Tel: 0674 – 230 1704

## APPLICATION FEES

Demand draft of Rupees One Thousand [Rs 1,000 only] favouring 'Executive MBA, IIT Kharagpur', payable at Kharagpur may be sent to:

Programme Officer, Executive MBA, VGSOM, IIT Kharagpur-721302.

Email: [ExecutiveMBA@vgsom.iitkgp.ernet.in](mailto:ExecutiveMBA@vgsom.iitkgp.ernet.in)

Last date for receiving filled application with bank draft is August 7, 2010.

Application form may be downloaded from

<http://www.som.iitkgp.ernet.in/images/stories/admissions/EMBA-BBSR-admissionform.pdf>

## SELECTION PROCEDURE & DATES

- Date for selection examination/ interview: August 21, 2010 at IIT Kharagpur Extension Center, Mouza Samantapuri, Near Swosti Plaz, Bhubaneswar- 751 013

### Important dates:

- 1<sup>st</sup> List of selected candidates: August 26, 2010
- Acceptance of offer by candidates accompanied by Acceptance Fees [Demand draft of Rs 25,000- non-refundable favouring 'Executive MBA, IIT Kharagpur']: August 31, 2010
- 2<sup>nd</sup> List of selected candidates: September 02, 2010
- Acceptance of offer by candidates accompanied by Acceptance Fees [Demand draft of Rs 25,000- non-refundable favouring 'Executive MBA, IIT Kharagpur']: September 07, 2010
- Registration with fees Rs 175,000 [Rupees One lakh seventy five thousand]: September 11, 2010

## EMBA COORDINATOR (Bhubaneswar)

### Prof. Chandra Sekhar Mishra

Vinod Gupta School of Management

Indian Institute of Technology Kharagpur

West Bengal 721 302

Tel: 03222-282318

E-mail: [csmishra@vgsom.iitkgp.ernet.in](mailto:csmishra@vgsom.iitkgp.ernet.in)

Fax: 03222-283874/255303/282700

## COURSE FEE & OTHER EXPENSES

The course fee, same as that for our flagship MBA, is Rs 500,000 [Rupees Five Lakhs] for the entire course, including course material and books.

- Acceptance Fees Rs 25,000: September 03 2010
- At Registration Rs 175,000: September 11, 2010
- Before Term IV Rs 200,000: April 09, 2011
- Before Term VII Rs 100,000: October 22, 2011

The participants would also have to pay for International Immersion on actuals, approximately Rs 100,000 [Rupees One lakh]. The course coordinator would try to arrange for accommodation on payment, against prior booking and availability.

EMBA student may avail educational loan from Punjab National Bank at preferential rates as given to full-time IIT students.

## RESOURCE PERSONS

### Tapan P. Bagchi, Professor, VGSOM

B.Tech. (IIT Kanpur), MS, PhD (Toronto)

He has been the Director at NDS InfoServ, National Institute of Industrial Engineering (NITIE), Mumbai, Dean of S.P. Jain Centre of Management, Dubai, Head of Operations Management & Chair at S.P Jain Institute of Management & Research, Mumbai, Professor Chair of Industrial & Management Engineering at IIT Kanpur. He served Exxon Mobil Corporation for 16 years and was recipient of Exxon's Extraordinary Contributions Award. He has authored 6 textbooks and over 75 technical papers.

**Sujoy Bhattacharya, Assistant Professor, VGSOM**

M.B.A. , PhD (IITM-Gwalior)

Sujoy Bhattacharya has nine years of Teaching and Research experience. He has taught at Mudra Institute of Communications, Ahmedabad, Goa Institute of Management, Goa, IMT-Nagpur and S P Jain Institute of Management, Singapore Campus. He has been a Visiting Lecturer for the Border Security Force (Takenpur) at the 'Chanakya' tactical training wing at the senior command level. He has conducted doctoral workshops at DOMS, IIT Madras and DOMS, IIT Roorkee.

**Purnendu Sekhar Das, Ex- Professor, VGSOM**

M. A. (Economics), Ph. D. (Economics) (Calcutta Univ.)

Prof. Das has more than 40 years of teaching experience in universities in Calcutta, other states and at the Indian Institute of Technology. He has been invited to lecture in various conferences, seminars, symposia as the keynote speaker. He is acting as member as well as chairman on different academic committees and boards of a number of universities and commissions in India. He has had published papers in more than thirty Journals of international repute.

**Biplab Datta, Assistant Professor VGSOM**

B.Arch. (Hons.) (IIT Kharagpur), M.B.E.M . (SPA Delhi), Ph.D. (IIT Delhi).

Prof. Datta's research interests include Marketing Management, Service Quality Management and Customer Relationship management. He was awarded a Silver Medal in Architecture by IIT Kharagpur in 1992 and earned ISO 9000 Lead Auditor Certificate from DNV, U.K. He has been a faculty member with NICMAR (National Institute of Construction Management And Research), Delhi.

**Sadhan K. De, Associate Professor, VGSOM**

M. Tech (Cal. Univ.), M Sc (Tech) (Univ of Tech, UK), Ph D (Manchester)

Prof De had been with the Industry for about 27 years in senior executive positions, in Tata Steel and Nagarjuna Fertilizers in India and ES & Sons in UK. He has teaching and research interests in Enterprise Systems (ERP), Management of Technology and E-Business and E-Commerce. He has taught ERP and

Enterprise systems in well known B-schools of the country like XLRI, Jamshedpur and IIM-L

**Ranjan Ghosh, Ex- Professor, VGSOM**

B.Tech. (IIT KGP), MS (Stanford), MS & DSc (Columbia)

Ranjan Ghosh has served at the IIM Bangalore for few years and IIM Calcutta for 29 years. Dr. Ghosh has been including Member of the Board of Governors for two terms and Director-In-Charge for a short stint. He was also Director, Goa Institute of Management He worked for three years with IBM and Communication Satellite Corporation. He has been on research and teaching assignments to Columbia University, Cornell University and the University of Iowa in U.S.A, and Asian Institute of Technology in Thailand. He has published extensively, and has presented papers in many national and international conferences. He has conducted almost two hundred training programmes.

**Kalyan Kumar Guin, Professor & Associate Dean, VGSOM**

B. Tech. (Banaras Hindu University), Fellow (IIM Bangalore)

Prof. Guin has several years of experience with the ONGC. He actively participates in real life problem solving in business through routine consulting experience with reputable public and private sector industries in India and abroad. Prof. Guin has a special interest in Qualitative Modelling of Strategic Issues in Management. Prof. Guin has also organized and coordinated a number of Management Development Programs at national and international levels.

**Aradhna Malik, Assistant Professor VGSOM**

PhD (Human Communication Studies) Univ of Denver

Aradhna Malik was trained and certified as a grant-writer by the Grants Institute, U.S.A. in 2004. Her background reflects a wide variety of interests and experiences in India and abroad. Aradhna's current research and teaching interests include, Intercultural Communication Competence, International Human Resources Management, Management of Quality in Social Welfare Organizations, the Role of Technology in Social Change, and Social Entrepreneurship.

**Chandra Sekhar Mishra, Assistant Professor VGSOM**

M.Com. and Ph D, Utkal University

Dr. Mishra's teaching and research interests include Financial Accounting, Financial Statement Analysis, Corporate Finance, Mergers & Acquisitions and Business Valuation. Dr. Mishra earned his He was a doctoral fellow at Institute of Public Enterprise (IPE), Hyderabad. He has published several research papers in refereed journals and edited nine books in the broad area of finance. He is the recipient of Young Researcher in Accounting Award from Indian Accounting Association. Previously Dr. Mishra worked with Institute of Management Technology (IMT), Ghaziabad and ICFAI Business School (IBS), Hyderabad. Dr. Mishra is also faculty in-charge, Training and Placements, VGSOM

**Arun K. Misra, Assistant Professor VGSOM**

M.A. (Sambalpur University), M.Phil. , Ph.D. (IIT Bombay)

After completing his Ph.D from IIT Mumbai in the area of Financial Markets Integration, Dr. Misra joined a leading Public Sector Bank in 2001. He worked in various areas of commercial banking including Risk Management, Asset-Liability Management and Basel-II implementation. After 7 years of corporate experience he joined the VGSOM, IIT Kharagpur as faculty. His teaching and research experience includes International Finance, Commercial Banking, Risk Management, Financial Markets and Institutions, Corporate Finance and Financial Econometrics and also has contributed significant research articles in reputable national and international journals.

**Prithwis Mukerjee, Professor, VGSOM**

B. Tech. (IIT Kharagpur), MS, PhD (Texas)

Prithwis Mukerjee has 18 years of experience in software and consultancy services senior positions with Tata Steel, Tata IBM (TISL), PricewaterhouseCoopers and IBM India. He has also published two books titled, System' 'The Road to Singularity' and a text book for MBA students 'Business Information. He has been a pioneer in India's' IT and has been blogging at his personal portal, <http://www.yantrajaal.com> for over a decade.

**Susmita Mukhopadhaya, Assistant Professor, VGSOM**

M.Sc. (App. Psychology) (Calcutta University), PGDHRM (IISWBM, Kolkata), Ph.D. (ISI , Calcutta University) .

Her areas of specialization include Human Resource Management & Industrial Management, Business Values and Ethics, and Organizational Behaviour. Prof. Mukhopadhaya, recipient of the Young Scientist Award and Search of Excellence Award, has several papers in national and international journals to her credit. She was selected for the Microfinance Researchers Alliance Fellow Program Centre for microfinance, Institute of Financial Management & Research, Chennai, in 2009.

**R. P. Pradhan , Assistant Professor, VGSOM**

PhD, IIT Kharagpur

Rudra P. Pradhan has worked with Finance Group at BITS(Pilani), prior to joining VGSOM. His current research area is forecasting financial markets, particularly on foreign direct investment and infrastructure finance. He has published research papers in many leading national and international journals including South Asian Journal of Management, Finance India, Decision, Journal of Social and Management Sciences, Journal of Financial Management, Management Review, Journal of Infrastructure, etc.

**Prabina Rajib, Associate Professor, VGSOM**

Prof Rajib has 25 research publications in Finance in refereed journals as well as around 15 conference proceedings. She is the co-author of the book titled "Stock Exchanges, Investments and Derivatives: Straight Answers to 250 Nagging Questions". She is a Fulbright Fellow and her teaching and research interest are in the area of Corporate Finance, Capital Market related issues, Financial and Commodity Derivatives.

**Sangeeta Sahney, Assistant Professor, VGSOM**

MBA (Bundelkhand University), PhD (IIT Delhi)

A Gold Medalist in MBA, Prof Sahney served as a faculty member at U.P Technical University and IIT Roorkee, before joining IIT Kharagpur. With a specialization in Marketing, she also teaches Organizational Behavior and HRM. Her research interests include studies in consumer behavior, organizational

behavior and quality management in education. She has several publications to her credit in both national and international journals, and has also awards in a few of them. She has also taught at AIT, Bankok.

**Ashutosh Sarkar, Assistant Professor VGSOM**

B.E. (Gauhati), M.Tech., PhD (IIT Kharagpur)

Ashutosh Sarkar has taught courses on Operations Management, Supply Chain Management, Operations Research and Industrial Management. Dr. Sarkar was also selected for the prestigious BOYSCAST Fellowship (2008-2009) by Department of Science & Technology, Government of India.

**A N Sadhu, Ex-Professor, VGSOM**

M.A.(London), FCA (UK and India), FIMC (London).

His areas of specialization are Accounting and Finance.

Prof Sadhu was Senior Partner at Pricewaterhouse Coopers

**Gautam Sinha, Professor, VGSOM**

B.Tech. (BIT Sindri), M. Tech. (ISM), PhD (IIT Kharagpur)

Prof. Sinha has worked for nearly 25 years in the steel and engineering industry. He was trained as TQM Trainer by Institute for Resource Development, Columbia, USA in 1991 and received his ISO Lead Assessor Certificate from BSIQA, UK. He has co-authored one book in Management Research. Prof Sinha teaches Operations Management, SCM and Manufacturing Strategy.

**S. Srinivasan, Professor, VGSOM**

B.E. M.Tech, Ph.D. (IIT Kharagpur).

His areas of specialization include Strategic Management and Finance. Prof. Srinivasan received Fulbright research grants during 1984-85 and 1997-98, and has conducted research at Wharton School and Creighton School in U.S.A. Prof Srinivasan has been Chairman of VGSOM in the past.

**Arabinda Tripathy, Professor & Dean, VGSOM**

B.Tech. (IIT KGP), PGDM (XLRI), M.Sc., PhD (LSE, London)

Prof. Tripathy has earlier served as Professor at IIM Ahmedabad for more than 25 years and in the industry in different capacities. He has taught at University of Cape Town, South Africa and was founder Director of Institute of Petroleum Management, Gandhinagar and L&T Institute of Project Management. He has published several research papers in different national, international referred journals and has conducted management development programmes in various countries in South Africa, Far East, Middle East, C.I.S. Countries and Africa. He is on the boards of different public and private sector companies.