LEADERSHIP
for a Brighter Tomorrow

PGPME 2016-18
Admissions Brochure
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 started operation with its Two Year Post Graduate Program in Management (Energy) in 2010 and started offering Great Lakes’ flagship PGPM course in 2012. The 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 Program in Management (Energy) – PGPME
- Post Graduate Program in Business Analytics – PGPBA
- Specialized and Custom Programs for Corporates

Great Lakes in Rankings (2014)

- 7th in One Year Programs by Outlook Magazine
- 7th among Executive Programs by Business Today
- 7th among Top Private B-Schools by Careers 360
- 10th among Top B-Schools by Business India
- 17th among top B-Schools by Business World
MESSAGE FROM THE DEAN

Dear Aspirants,

Greetings!

Energy is the one word that drives life and business on this planet; many wars have been fought in the quest for control over this one single most powerful yet scarce resource. Simply put, Energy has the power to alter the economic and political framework of the world. It is imperative that all countries look within themselves to ensure energy independence, energy security and economic security as well. This involves a thorough understanding of the dynamics of the global energy ecosystem – usage, demand and supply balance, geo-politics, economic ramifications, government and related policy issues, international options, management and efficient utilization among other things.

This is where the high-level niche two year management course offered by Great Lakes in Energy makes the difference. Considered to be the best Energy Management Program in the country, the Great Lakes PGPME provides its participants with an option of exploring careers in the Energy sector. The program has a mix of General management and energy domain courses so as to sensitize the future energy industry professionals to all the issues in play and to equip them with the skills necessary to make ground-breaking decisions with the ultimate motive of securing energy independence and energy security for India in the long run.

Great Lakes has already found its pride of place among the best 10 B-schools in the country and provides a perfect blend of Academic elegance and Adorable Relevance. In our quest to equip the future managers with the adequate skills essential to deliver, we are aided by the best minds in academia and industry the world over. Management gurus and corporate icons regularly share their experiences and offer deep insights in various ‘horizontals’ (Management areas), and ‘verticals’ (Energy Industry concentrations). The individual courses are also carefully designed in order to impart skills mandatory for professional success in a highly competitive situation while offering the participant a realistic and practical understanding of the intricacies of the corporate web. Our approach enables participants to make informed, responsible and successful decisions; allows them to explore, innovate and nurture a positive atmosphere; creates leaders who foster healthy teams and lead by example.

If this is the kind of experience that you are looking for, then think no more. India is at the brink of an economic peak and Great Lakes is stepping into another decade of excellence and opportunity. It is for you to grab it and make a difference.

Best wishes.

Bala V Balachandran
J L Kellogg Distinguished Professor of Accounting and Information Management (Emeritus in Service), Northwestern University, USA
Founder, Dean and Chairman, Great Lakes Institute of Management, India

“Affordable Excellence, Adorable Relevance.”

“Great Lakes has already found its pride of place among the best 10 B-Schools in the country and provides a perfect blend of Academic elegance and Adorable Relevance. In our quest to equip the future managers with the adequate skills essential to deliver, we are aided by the best minds in academia and industry the world over.”
ENERGY INDUSTRY ADVISORY BOARD

Mr. R.V. Shahi  
Former Power Secretary, GoI  
Chairman, Energy Infratech  
Director, jindal Power  
Chairman Advisory Board, Adani Power

Mr. P. Abraham  
Former Power Secretary, GoI  
Ex-Chairman, Mahagenco  
Director, JSW Energy & GVK Power

Mr. Banmali Agarwala  
Executive Director,  
Tata Power

Mr. M. Anand  
Managing Director,  
Andritz India

Mr. J.P. Chalasan  
CEO,  
Reliance Power

Mr. S.K. Chaturvedi  
Ex-Chairman and Managing Director,  
Power Grid Corporation of India

Mr. Krishna V. Tatineni  
Managing Director, East Coast  
Energy, Ex-Director, GVK Power & Lanco Power

Dr. David J. Jhirad  
Director, EREC, Johns Hopkins University, Special Advisor on Energy and Climate, Change, Rockefeller Foundation, USA

Prof. J.K. Mitra  
Professor-in-charge of SPJCAMR, FMS Delhi, Former Director and Dean, FMS Delhi

Prof. P.B. Sharma  
Hon’ble Vice Chancellor, Delhi Technological University

Mr. Vimal Mahendru  
Ex-President, Indian Electrical and Electronics Manufacturers Association (IEEMA)

Mr. Vedamoorthy Namasivayam  
Senior Director, Deloitte Touche Tohmatsu India

Mr. M.K. Deb  
Managing Director, M.P. Wind Farms Ltd.

Lt. Gen. Hari Prasad (Retd.)  
PVSM, UYSM, AVSM, VSM, Former GOC-in-Chief, Northern Command Indian Army

Dr. C.R. Prasad  
Chairman, Everest Power  
Ex-CMD, GAIL  
Ex-Chairman, British Gas India, Ex-Director, ONGC

Mr. S. Padmanaban  
Director, SARI  
Senior Energy Advisor, USAID India

Mr. Rakesh Sarin  
Managing Director, Wartsila India
THE GREAT LAKES PGPME IS DEDICATED TO DEVELOPING THE NEXT GENERATION OF BUSINESS LEADERS WITH A HOLISTIC PERSPECTIVE. IT OFFERS DUAL SPECIALIZATION WITH FUNCTIONAL SPECIALIZATION IN FINANCE, OPERATIONS & MARKETING AND DOMAIN SPECIALIZATIONS IN ENERGY.
The two-year Post Graduate Program in Management (Energy) is dedicated to developing the next generation of leadership in the energy sector. The PGPM Energy seeks to develop motivated management professionals equipped with comprehensive domain knowledge and capable of being productive from their first day of engagement with the corporate world. With a state-of-the-art curriculum developed by experienced academicians and leading practitioners from the industry, the program combines:

- Core business education and managerial skill development
- Practice in the application of skills in practical problem solving
- Extensive interaction with industry
- Comprehensive knowledge in select domains in the Energy sector

The program offers dual specialization with domain specialization in Power, Oil & Gas & Renewable Energy in addition to functional specializations in Finance, Operations & Marketing.

“The Great Lakes curriculum is a perfect blend of theoretical knowledge on management and practical exposure through industry interaction with distinguished names which enables our holistic development in this niche field of energy management.”

- Paresh Nadig
PGPME Class of 2014
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

<table>
<thead>
<tr>
<th>Speaker</th>
<th>Association</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Ram Charan</td>
<td>World Renowned Business Guru</td>
</tr>
<tr>
<td>Dr. Montek Singh Ahluwalia</td>
<td>Former Dy. Chairman, Planning Commission, GOI</td>
</tr>
<tr>
<td>Mr. Kamesh Krishnamoorthy</td>
<td>Senior Director – Consulting, Cognizant Technology Solutions</td>
</tr>
<tr>
<td>Mr. Mukesh Lohar</td>
<td>Head Sales &amp; Strategy, Knowlarity Communications</td>
</tr>
<tr>
<td>Mr. Pankaj Priyadarshi</td>
<td>Chief Commercial Officer, Sterlite Technologies</td>
</tr>
<tr>
<td>Mr. Satbir S Malik</td>
<td>GM – Marketing and Sales, Siemens Ltd.</td>
</tr>
<tr>
<td>Mr. Sanjiv Kumar</td>
<td>HR Head, Tractebel Engineering</td>
</tr>
<tr>
<td>Mr. Rajendra Srivastava</td>
<td>MD, Nuclear and Renewable Energy, ALSTOM India</td>
</tr>
<tr>
<td>Mr. P.S. Bhargava</td>
<td>Former Executive Director, Bombay Refinery</td>
</tr>
<tr>
<td>Mr. Varun Verma</td>
<td>AVP – Marketing, Genpact</td>
</tr>
<tr>
<td>Mr. Rej Kumar Pillai</td>
<td>President, Indian Smart Grid Forum (ISGF)</td>
</tr>
<tr>
<td>Mr. Anurag Agrawal</td>
<td>Vice President – Bennett Coleman &amp; Co. Ltd.</td>
</tr>
<tr>
<td>Mr. Ganesh Kashyap</td>
<td>Director (Smart Grid Solutions), Landis and Gyr Global Development Center</td>
</tr>
<tr>
<td>Mr. Alok. C. Sapre</td>
<td>Founder &amp; Managing Advisor – CIA, GLOCAL</td>
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<tr>
<td>Major Ashish Sonal</td>
<td>CEO, Orkash Services Pvt. Ltd.</td>
</tr>
<tr>
<td>Mr. Ashish Dimri</td>
<td>Head (LNG Distribution), Inox India Ltd.</td>
</tr>
<tr>
<td>Dr. Deepak Malhotra</td>
<td>Vice President – HR, IL &amp; FS</td>
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“Academic Elegance Blends with Business Relevance”
Annual Management Conclave: Sapience

Sapience is Great Lakes Gurgaon’s Annual Management Conclave which focuses and addresses a chosen theme every year. This year’s theme was Driving Growth Through Innovation.

The conclave had a keynote session followed by four panel discussions. The keynote session addressed the conclave’s theme at a macro level and set the tone for the panel discussions to follow. Each panel has around 4-5 members. The panels discussed a specific topic pertaining to the chosen theme.

Each panel discussion was preceded by a 10 minute presentation by a Great Lakes student introducing the topic and summarizing the context for the panel discussion to follow. This year’s conclave was graced by Mr. Vineet Nayar, Former CEO, HCL Technologies and Founder, Sampark Foundation, as the keynote speaker and 21 eminent industry leaders who participated in panel discussions on key areas that could drive growth through innovations viz. Internet Business, Digital Marketing, Analytics and Renewable Energy.

List of Sapience 2015 Panelists

- Umang Kumar: Co-Founder & CEO, Gaadi.com and President, Cardekho.com (Panel Moderator)
- Varun Khanna: Chief Technology Officer, Grofers
- Praneet Gupta: Vice President – Global Growth, Zomato
- Ankit Khanna: Senior Vice President, Snapdeal
- Gaurav Agarwal: Co-Founder, 1 MG
- Apurva Chamaria: Head – Global Brand & Digital Marketing, HCL Technologies (Panel Moderator)
- Samrat Kakkar: Head – Digital Strategy and Planning, Group M – Team
- Nitin Agarwal: Director – Marketing & Merchandising, Shopclues.com
- Nitin Pandey: Founder & CEO, Parentune.com
- Dr. Laveesh Bhandari: Director, Indicus Analytics (Panel Moderator)
- Dr. Sachin Gulati: Director – Network Policy and Process, Global Network Business, Amex
- Anit Gupta: Lead Procurement Analytics, Accenture
- Nitish Pandey: Chief Technical Officer, Power2SME
- Dr. Manish Gupta: Senior Vice President – Analytics, Infoedge
- Anurag Verma: CEO and Co-Founder, Fn Math Logic
- Rajendra Shrivastava: Managing Director (Nuclear Business), Alstom Power (Panel Moderator)
- Dr. Jami Hossain: President – Northern Regional Council, IPWA
- Ashhootosh Sharma: Advisor, Equis Funds Group
- Anish Garg: Director, joint Electricity Regulatory Commission
- Namrata Mukherjee: Head of Group – Policy & Regulatory, IL&FS Energy Development Co. Ltd.
- Prabhat Kumar Mishra: Head – Offtake & Regulatory Affairs, ReNew Power
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.

“Passion With Compassion”
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.

Current Committees and Clubs

Admissions Committee (Adcom)
Alumni Committee (Alcom)
Branding & Public Relations Committee (BPR)
Placement Committee (Placecom)
Events Committee (Evecom)
Student Council

Marketing Club
Finance Club
Entrepreneurship Club
Operations & Decision Science Club
Online Trading Club
Movie Making Club
Sports Club

“Art of Leadership Blends with Science of Management”
MESSAGE FROM THE DIRECTOR

"Our two year PGPME is a unique program that offers a dual specialization unlike other programs available in the country. One specialization is in a traditional functional area of management such as marketing, finance, and operations. The other specialization is in one of the major energy domains, which are renewable energy, oil & gas, and power."

Dear Prospective Students,

We are delighted that you are considering the Great Lakes Gurgaon PGPME as a potential option for pursuing a high quality Business School education. Which Business School to attend and what sort of program will add the most value are extremely difficult questions to answer. With so many good Business Schools to choose from with very little to differentiate between them, this becomes a particularly complex decision making process. Given this crowded marketplace with very few differentiators, we have made a conscious effort to differentiate our Great Lakes Gurgaon PGPME to make it stand out head and shoulders above the rest.

Our two year PGPME is a unique program that offers a dual specialization unlike other programs available in the country. One specialization is in a traditional functional area of management such as marketing, finance, and operations. The other specialization is in one of the major energy domains, which are renewable energy, oil & gas, and power. The overall curriculum over two years has about 75% general management content and 25% energy domain content. This ensures that when you graduate from this program you are equally suitable to pursue a career in general management as well as energy management. Given the importance of data in all businesses today, every student in this program has to compulsorily take three courses in the area of business analytics. This will help you develop very valuable competencies of being able to draw actionable business insights for any business that makes you an extremely sought after professional.

To make you industry relevant we have implemented a variety of strong industry engagement activities. This includes guest lectures by senior industry executives, co-creation and co-delivery of curriculum by industry practitioners, live projects with industry, panel discussions and round tables with senior industry professionals, and other industry facing activities.

We have a vibrant Industry Thought Leader Lecture Series where senior industry professionals speak to our students about challenges and opportunities in their space, and how students prepare to be best equipped to be valuable contributors. This is an excellent opportunity for students to broaden their horizons from a senior manager perspective in areas that are otherwise outside the formal curriculum.

In addition to a full-time summer internship between your first and second year, industry live projects are an integral part of the academic curriculum. This is graded equivalent to two full compulsory courses. In these projects students act as consultants to the companies they do projects for. They not only derive significant industry relevant learning but also add value to the companies they do the projects for.

We have an annual management conclave called Sapience where we have some very high powered panel discussions in growth sectors of the economy. In addition we also organize other panel discussions and round tables from time to time to further engage with industry.

The multiple touch points for industry engagement not only ensure highly relevant learning for our students but also expose our industry partners to the high quality talent available in our student body. Final placements then become a natural course of action for these companies to take with us, resulting in excellent outcomes for our students from the time they spend with us.

I welcome you on behalf of the entire Great Lakes Gurgaon faculty and staff to seriously consider pursuing your Business School education with us. I am confident you will find the experience extremely rewarding in all respects.

Dr. Himadri Das
Director, Great Lakes Institute of Management, Gurgaon
MESSAGE FROM THE PROGRAM DIRECTOR

Dear Aspirants,

Welcome to Great Lakes PGPME which has established itself as India’s leading full time management program offering dual specialization. The program is designed to develop the leadership talent for various sectors like IT, Consulting, Ecommerce, Analytics, Energy etc. This unique program with 75% General Management and 25% Energy Domain content. The program offers dual specialization with functional specialization in Marketing, Finance and Operations in addition to Domain specialization is Power, Oil & Gas and Renewable Energy.

I invite you to take this opportunity of redefining and re-organizing the landscape of the country. The program provides quality support in form of - highly relevant and up-to-date curriculum; highly acclaimed faculty; generous dose of industry interaction; well-placed alumni; comprehensive peer learning; modern infrastructure; excellent platforms to rub shoulders with other renowned B-Schools; and above all an environment full of freedom and equity to exchange ideas.

A large number of our students, armed with suitable tools, have made commendable contributions to the industry and continue to be the key change agents in the current transformation going on. They represent the best consulting companies; they prepare financial models and bidding strategies for leading players of the energy sector; and they manage operations to ensure setting up of new capacities in renewable energy. The sector has embraced this techno-commercial talent with fresh thought process. The future augurs well for those who are ready to invest their time and energy in mastering the management of energy sector.

I encourage you to be a part of this dynamic and exciting program at Great Lakes. I am sure that you will find the program and the whole experience extremely rewarding in all your future endeavours.

Regards,

Dr. V P Singh
Program Director PGPME and Professor
Great Lakes Institute of Management, Gurgaon

“...Our students represent the best consulting companies; they prepare financial models and bidding strategies for leading players and manage operations to ensure setting up of new capacities. The industry has embraced this techno-commercial talent with fresh thought process. The future augurs well for those who are ready to invest their time and energy in mastering the management of energy sector...”
COURSE ARCHITECTURE

FUNCTIONAL ELECTIVES

DOMAIN ELECTIVES

TERM-WISE COURSE LISTING
The list of courses is indicative only. The curriculum is reviewed and revised every year by the academic committee.
PGPM Energy students have rich diversity of experience, qualification and cultural backgrounds but united in their passion to pursue a career in the energy sector and making an impact.


Below is the batch profile for photons (PGPME Class of 2015-17)

**WORK EXPERIENCE**

- 0-1 Year: 23%
- 1-3 Year: 53%
- 3-5 Year: 24%

**WORK SECTOR**

- Manufacturing: 7%
- Infrastructure/Real Estate: 15%
- Energy: 25%
- Others: 14%
- Consulting/IT: 39%

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**Some Previous Employers**

- Cognizant Technology Solutions
- American Express
- Accenture
- Ernst & Young
- Tech Mahindra Ltd.
- HCL & Group Cos.
- Oracle
- Headstrong Services India Pvt. Ltd.
- MRN Constructions
- ICICI Group Cos.
- India Bulls
- Infosys Technologies
- Mphasis – HP Company
- Nimbuzz Internet India Pvt. Ltd.
- Ericsson India Ltd.
- Verizon
- Wipro Group
- Tata Consultancy Services
SUMMER INTERNSHIPS
CLASS OF 2014-16

CORPORATE PARTICIPATION

30 Companies/organizations offered Internships to 51 Students of PGPM Energy Class of 2016

PROFILE WISE DISTRIBUTION

Consulting 19%
Market/Policy Research 10%
Operations 18%
Sales & Marketing 37%
Finance 12%
Others 4%

INDUSTRY CLASSIFICATION

Consulting 19%
Financial Services 10%
Internet Business 8%
IT/ITES 6%
Manufacturing 6%
Oil & Gas 12%
Power 10%
Renewable Energy 21%
Others 8%

List of Companies

- Aspiration Energy
- Bharat Petroleum (BPCL)
- Bureau of Energy Efficiency (BEE)
- Ecolibrium
- Emerson Network Power
- Ernst & Young
- General Carbon
- Genpact
- Gensol Consultants Pvt. Ltd
- ICF
- Infrastructure Leasing & Financial Services (IL&FS)
- Indian Oil (IOCL)
- Indian Smart Grid Forum (ISGF)
- Infozech
- ITC
- Jaypee Cement
- KPMG
- Mahindra & Mahindra
- Meghraj Capital Advisors Pvt. Ltd
- NVVN (NTPC Subsidiary)
- Reliance Industries
- Rolls Royce
- Sterlite Grid
- Sterlite Technologies
- Sundaram Finance
- Tata Communications Limited

*List is partial
PLACEMENT SNAPSHOT 2015

AVERAGE CTC (Figures in ₹) 8.74 Lacs/ annum

Highest CTC (Figures in ₹) 13 Lacs/ annum

List of Recruiters 2015*:

- ABPS
- Aon Hewitt
- Atlanta Energy
- Bharat Light and Power
- BioEq
- BlacknGreen
- Bridge2i
- Centrum Ckinetics
- Cognizant
- Deloitte US
- Droom
- Evalueserve
- Genpact
- Gensol
- Gram Power
- Gulf oil
- HCL
- HT Media
- Indiamart
- KPMG
- Mahanagar Gas Ltd.
- Maveric
- NIIT Technologies
- RTI International
- Shopclues
- Sterlite Grid
- Sun Edison
- Vikram Solar
- Wind Force Management

*List is partial
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

“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

“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

“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

“GLOBAL COMPANIES NEED TO BE MADE AWARE OF THE GOOD QUALITY STUDENTS AVAILABLE IN GREAT LAKES.”
- SALES LEADER, GE OIL AND GAS

“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
Eligibility Criteria

- All applicants are required to appear for GMAT/ CAT+/XAT+/CMAT/MAT for applying to PGPM Energy 2016-18.
- For PGPM Energy 2016-18, Great Lakes Institute of Management will accept CAT scores of the year 2014 and 2015 or XAT scores of the year 2015 and 2016 or CMAT scores of the year 2015 and 2016, MAT scores of the year 2015 or 2016 or GMAT scores taken after Jan 1, 2013.
- All applicants should have a Bachelor’s degree in any discipline from a recognized institution with minimum 50% marks.

  * 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.

Applications

- Candidates meeting the eligibility criteria can apply to Great Lakes Institute of Management by completing an online form.
- Candidates can then visit the website www.greatlakes.edu.in/gurgaon and fill in the online applications form after making a payment of INR 1,000.
- Candidates have to provide the official email ID of the recommender. The recommendation letter will be collected online from the recommenders subsequently at a later date.
- Candidates will be assessed based on the information provided in the application form and shortlisted for the Interview process.
- Candidates invited for the Personality Assessment Test (PAT) / Interview will be intimated about the venue and time slot through E-mail.
- All students have to take a 30 minutes Analytical Writing Test (essay format).
- All your queries regarding admission process can be sent to us at pgpme.gurgaon@greatlakes.in

Offer of Admission

The final selection will be based on a weighted score of the candidate’s test scores, educational background, professional experience and personality assessment. Successful candidates will have to convey their acceptance of the offer and need to deposit the admission fees of INR 80,000 within the date mentioned in the offer letter, failing which the offer will be cancelled. The Admission Fee will be adjusted against the First Trimester Tuition Fees.

The above conditions / clauses / terms can be reviewed by the Institute from time to time. Hence, the prospective candidate is encouraged to visit the Great Lakes website at www.greatlakes.edu.in/gurgaon for regular updates.
## Fee Structure 2016-18

### Fee Structure - Indian Applicants

<table>
<thead>
<tr>
<th>Fees</th>
<th>2016-17</th>
<th>2017-18</th>
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<tbody>
<tr>
<td>All figures in INR</td>
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<tr>
<td>Tuition &amp; Academic Fee</td>
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<td>Program Fee</td>
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<td><strong>Total Fees</strong></td>
<td>510000</td>
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<td>Student welfare fund</td>
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<tr>
<td>Caution Deposit (Refundable)</td>
<td>10000</td>
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* Hostel facility is mandatory for both the academic years

* Food charges would be based on actuals
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
Asst. Manager – Strategy, Hindustan Power Projects
PGPM Energy 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
Business Development - Rural, SunEdison
PGPM Energy Class of 2013

"OVERALL THE TWO YEARS’ EXPERIENCE OF LEARNING, UN-LEARNING AND RE-LEARNING HAS BEEN AN ENRICHING ONE AND HAS HELPED UNLEASH THE HIDDEN ENERGY & SUSTAINABILITY ENTHUSIAST IN ME. THE MENTORSHIP PROVIDED BY THE DISTINGUISHED FACULTIES AT GREAT LAKES HAS PREPARED ME WELL TO FACE THE REAL WORLD CHALLENGES WITH GREAT ZEAL AND VIGOR."

- SARITA NISHA
Sr. Business Analyst, Evalueserve
PGPM Energy Class of 2014

"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 Analyst, Infozech
PGPM Energy Class of 2014

"BEING ENERGY STUDENTS IS NOT JUST LEARNING CONCEPTS AND APPLYING THEM BUT SIMULTANEOUSLY BEING IN TUNE WITH THE FLUCTUATIONS IN THE INDUSTRY AND CHANGES IN PUBLIC POLICY. AND THIS IS WHERE WE HAVE AN EXTRA EDGE OVER OTHERS. GUEST LECTURES AND EXPERIENCED FACULTY FROM THE INDUSTRY GIVES US A CLEAR PICTURE ABOUT THE BUSINESS TO ALIGN OUR THOUGHT PROCESS IN THE RIGHT WAY."

- REKHA JOY
Consultant, KPMG India
PGPM Energy Class of 2015

"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
Managing Partner, eClaritas Learning LLP
PGPM Energy 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
Business Development - Rural, SunEdison
PGPM Energy Class of 2013

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