



LEED Platinum Rated Green Campus

ASSOCIATIONS



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



**EMERGING LEADERS
 FOR EMERGING ECONOMIES**



THE GREAT LAKES EDGE



WORLD CLASS FACULTY

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



CUTTING-EDGE CURRICULLUM

- Globally benchmarked and industry relevant curriculum
- Pioneer in introducing Business Analytics as a specialization and is ranked among the top 3 Institutes for Business Analytics by Analytics India Magazine



INTERNATIONAL EXPOSURE

- Collaboration with leading B-Schools of the world allows sharing of best global practices and exchange of faculty and students
- Participants have an opportunity to get a second international degree from University of Missouri, Kansas City, USA and Bordeaux University



ALUMNI NETWORK

- 5000+ Great Lakes Alumni spread over 28 countries across 5 continents
- Participants get access to a great life-time network of Entrepreneurs, CXOs and high caliber professionals across industries



RANKINGS & ACCREDITATION

- Ranked in top 10 one year programs by Business Today, Outlook & Business World (2015)
- Ranked 10th among all B-Schools in India by Business India (2015)
- Internationally accredited by AMBA, UK and SAQS

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 Institute of Management, founded in 2004 by Dr. Bala V. Balachandran, Professor Emeritus at Kellogg School of Management, is among India's leading business school with campuses in Chennai and Delhi-NCR. Led by exceptional faculty, steered by an outstanding advisory council and buoyed by the International collaborations, Great Lakes has within a short span of 11 years, emerged as a topranked Business school.

In 2014, Great Lakes was accredited by Association of MBAs (AMBA, UK) for its PGPM and PGXPM programs and became the youngest B-School in India to receive this prestigious international accreditation. Great Lakes also received the international SAQS (South Asian Quality Assurance System) accreditation from AMDISA within a year of being accredited by AMBA.

Great lakes offers an one year full time MBA for experienced professionals, a two year MBA, a Part Time Executive MBA program, a weekend Executive MBA program and specialized sectoral management programs in Analytics and Energy.

2015 RANKINGS

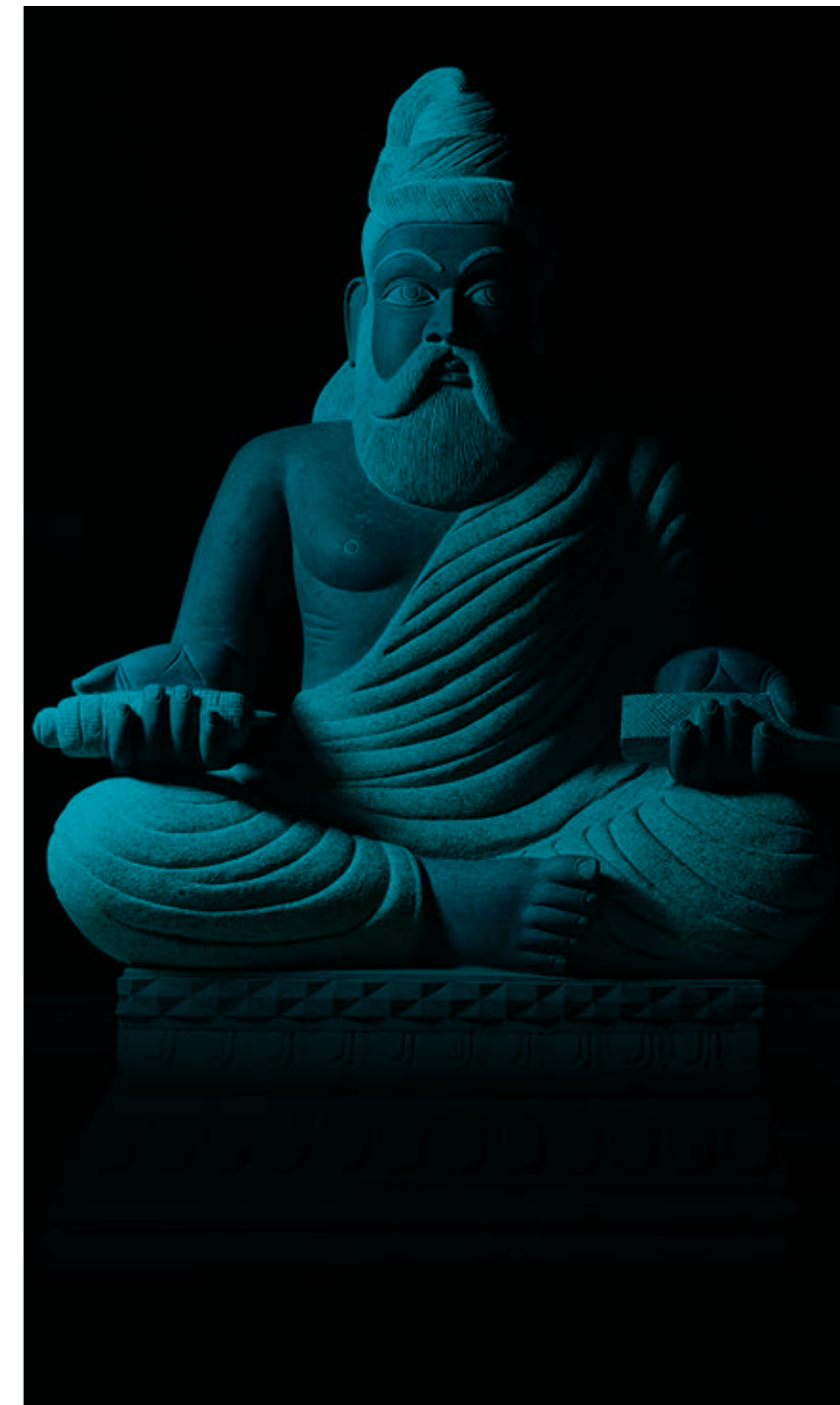
1st among Top 10 Analytics Education Institutions (B-Schools) in India by Analytics India Magazine 	5th among Private B-Schools by Careers 360 
7th among Executive Programs by Business Today 	9th among One Year Programs by Business World 
9th among One Year Programs by Outlook 	10th among Top B-Schools by Business India 

2 Campuses (Chennai, Delhi-NCR)	10 Centers of Excellence	25+ Global Visiting Faculty from the likes of Stanford, Kellogg and Yale	90+ Prizes won by Students at National & International Level in 2015
150+ Industry Leaders on Campus in 2015	46 Industry Titans on Business Advisory Council	1100+ Students across campuses	9 Collaborations with Leading Global Institutions
4 Intl. Research Conferences	5000+ Alumni Network spread over 28 countries	50+ Permanent Faculty	42 Global Thought Leaders on Academic Advisory Council
30000+ Books		900+ Online Journals	

ACCREDITATIONS



GLOBAL ASSOCIATIONS



MESSAGE FROM THE DEAN



“Affordable Excellence, Adorable Relevance.”

Dear friends,

‘We are distinct and thus we make the difference’. This mantra lies at the very core of Great Lakes. This is what has helped us grow exponentially and establish a formidable reputation for ourselves amongst both academia and industry. I will explain to you why – read on.

Education essentially brings about a change in a person based on what has been learned. What needs to be learned is different for different people. Some want to hone existing skillsets, others learn completely new ones, yet another wants an overall grooming or a leadership mentoring exercise or a personality development course etc. This said, understanding the need of prospective students and offering courses that will not only enhance their education but also transform them into hire-worthy professionals is an Art; and Great Lakes is the Artist. Over the last decade, we have perfected this art and offer a range of courses that are tailored to suit the needs of the upwardly mobile and ambitious professional. In fact, we make sure that at the end of their stint with us, they are business-ready managers working for some of the best companies in the world.

The two-year PGDM program was born as a response to such a student-need. The freshers who are just out of under-grad colleges, those who have under 2 years of prior work experience require a different type of offering. The two years that they spend at b-school are necessary to help them understand the nuances of the corporate world, the economics of trade and commerce, the magic of interpersonal relationships, the ruthlessness of competition, the fantastic impact of technologies and practices to come etc. In essence, we need to prepare them for the onslaught of the real world – and this, we do, very well.

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

The point that I am trying to make therefore is simply this. We strongly believe in making a difference not only to the students who study at Great Lakes, but also to the community at large. The reason for this is that life today is nowhere similar to what we knew it to be even a few years back. Compare it with your life as a child – with your earliest memories; the gadgets and appliances that you had at home; the way you spent your free time; the way you met and socialized with your friends and relatives; the way you played games; the way you took photos or listened to music or even read a book. I don’t need to point out the obvious – the way we live has changed in so many ways. What is more important is that while these changes have been happening at the micro level, these are but consequences of a macro-level change – of a change that has taken place due to the advances in science, technology, change in geo-political equations, trade cycles and economic upheavals.

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

Bala V Balachanran

J L Kellogg Distinguished Professor of Accounting & Information Management, Northwestern University, USA
Founder, Dean & Chairman, Great Lakes Institute of Management, India.

“
We strongly believe in making a difference not only to the students who study at Great Lakes, but also to the community at large. The reason for this is that life today is nowhere similar to what we knew it to be even a few years back. Compare it with your life as a child – with your earliest memories.

THE PGDM ADVANTAGE

The great lakes two year Full Time Post Graduate Diploma in Management (PGDM) helps the participants transform into **BUSINESS-READY MANAGERS** capable of responding to complex business requirements that arise in a changing global business environment



DUAL DEGREE OPPORTUNITY

- Opportunity to pursue a dual degree through an intensive full time 11-month MBA program from an AACSB accredited school of Management in the US - Bloch School of Management UMKC in the second year of study
- Unique opportunity to pursue an additional six week term at IAE Bordeaux University School of Management. On successful completion, participants are awarded an IAE University of Bordeaux MBA degree in addition to the PGDM



GLOBAL PERSPECTIVES

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



UNPARALLELED LEARNING EXPERIENCE

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



BUSINESS READY MANAGERS

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



EXPERIENTIAL LEARNING

- Live participation in the Capital and Commodity markets through Bloomberg trading terminals
- Karma Yoga - a unique transformational program to help participants develop leadership skills while having a lasting impact in 20+ villages and improving the lives of thousands of people
- Fully mentored Empirical Study

LEARNING FROM DISTINGUISHED THOUGHT LEADERS

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

Dr. C. Rangarajan



Mr. C Rangarajan is an Indian Economist, a distinguished former MP, former Governor of Andhra Pradesh and Ex- Governor of the Reserve Bank of India.

Mr. A. Mahendran



Mr. A. Mahendran is the CMD of Global Consumer Products Pvt. Ltd. and former MD of Godrej Consumer Products Ltd.

Mr. R. Gopalakrishnan



Mr. R. Gopalakrishnan is the non-executive director of Tata Sons and independent director of many listed companies.

Mr. Narayana Murthy



Mr. N.R. Narayana Murthy is an Indian IT Industrialist and the Co-founder of Infosys.

Mr. D. Shivakumar



Mr. D. Shivakumar is the Chairman & CEO of PepsiCo India Holdings Private Limited, a subsidiary of PepsiCo, Inc.

Dr. Rama Bijapurkar



Dr. Rama Bijapurkar is a leading marketing strategy & consumer behavior consultant in India.

Dr. V. Sumantran



Dr. V. Sumantran is the ex-Vice Chairman, Ashok Leyland Ltd. and Executive Vice Chairman, Hinduja Automobiles Ltd., UK.

Mr. N. Vittal



Mr. N. Vittal is the ex-Chief Vigilance Commissioner, Govt. of India and a Padma Bhushan awardee.

Mr. Ashok Vasudevan



Mr. Ashok Vasudevan is Co-founder & CEO of Preferred Brands International and Chairman of Tasty Bite Eatables Ltd. the Indian public company subsidiary of PBI.

Dr. V.S. Arunachalam



Dr. V.S. Arunachalam is Padma Vibhushan & Distinguished Service Professor, Carnegie Mellon University, Pittsburgh.

Mr. B.S. Raghavan



Mr. B.S. Raghavan is the ex-Chancellor of ICAI. Mr. Raghavan is a former IAS officer and UN Civil Servant, Author and Social Activist.

Mr. B. Muthuraman



Mr. B. Muthuraman is the former MD of TATA Steel Ltd. and a Padma Bhushan Awardee.

“Academic Elegance Blends with Business Relevance”

70+

Academic & Industry Visiting Faculty

50+

Full Time Faculty

25+

International Visiting Faculty

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 dealing with capital markets. The end result is a business ready manager who is ready to deliver results from day 1.



Leadership Experiential Project: Karma Yoga

KARMA-YOGA, a Leadership Experiential Program (LEP) is a unique medium for students to connect with ground realities and experientially learn transformational leadership.

21 villages surrounding the institute's campus have been adopted by Great Lakes for the LEP. The project creates a mutual win-win situation for both the students and the villages - while the villages get budding managers to enable the villagers to lift themselves into their better selves, the students acquire a first-hand understanding of what it means to create followers and transform them. LEP is a real life practical lab to learn and experience the power of transformational leadership with the key focus on education, health, agriculture, and small business.

“Passion With Compassion”

Karma Yoga : The Impact

400+

school-going children attend tuition classes, science clubs and other educational activities due to Karma-Yoga each year

21

villages under the project

30+

village-level events conducted annually

1100+

people given individual medical attention so far



Live Trading

Great Lakes enables students to apply their knowledge through case analysis, participating in simulations and recently, through 'live' participation in capital and commodity markets.

Small groups of students create a corpus and invest nominal sums of money on portfolio of stocks / commodities in the domestic / international markets and track its performance through the duration of the course guided by an erudite researcher, thought leader, avid blogger and a certified trader, Dr. Bobby Srinivasan. Trading concepts assimilated in the class are applied and monitored real time to maximize the returns.

Business is for Real—the Empirical Study

Empirical study provides a platform for students to become business-ready managers by enabling them to do a real life study under the guidance of the best people from the industry and academia. The most practical benefit of empirical study is that one learns how to actually persuade and convince others - by culling out relevant information, gathering and analyzing data, and presenting the output to support one's stand.

In the past, some of the empirical studies have been presented in national and international conferences.

“Art of Leadership Blends with Science of Management”

ADDITIONAL MBA OPPORTUNITY AT UMKC

Great Lakes Institute of Management offers an

ADDITIONAL MBA OPPORTUNITY

in collaboration with UMKC (Bloch School of Management) for its post graduate degree in management students



“Global Mindset, Indian Roots”

Additional MBA Advantages

- 1 Intensive Full-Time 11 month MBA program from an AACSB accredited School of Management in the US
- 2 All selected Great Lakes PGDM students will receive full tuition scholarship-valued at \$60,000 which includes tuition, required university fees and travel expenses for the global immersion capstone course
- 3 All students are also offered a stipend of \$8,000 from UMKC in addition to a scholarship from Great Lakes Institute of Management to cover their boarding, lodging, text books and Health Insurance expenses
- 4 Students also obtain a 8 week full time internship working with a multinational corporation during the course of their study
- 5 Exposure to an international cohort, culture and business environment
- 6 All students upon completion of their 11 month MBA degree will return to Great Lakes to pursue their second year of study and graduate on time without spending an incremental day, time or money



“ We have created an environment which will allow each student to achieve his or her potential. Nothing in life is more exciting for an individual than to be challenged to bring out the best in themselves. It is our intention to make sure that every student graduating from Great Lakes is suitably challenged.

MESSAGE FROM THE PROGRAM DIRECTOR

Dear Applicant,

Are you ready for the challenge of joining Great Lakes? Applicants need to have intense passion and commitment in the pursuit of excellence, have belief in themselves and the determination to learn. Applicants need to be ready to question and challenge faculty members, both inside and outside the classroom. Applicants need to understand that the work environment is changing and that graduates need new types of skills to deal with it. Applicants need to be creative in their approach to business problems. Are you ready to face and overcome these challenges?

Why should you consider Great Lakes?

First, the global economic environment continues to evolve with rapid changes happening on a daily basis. At Great Lakes we are fully aware of this challenge and no effort will be spared in making you a highly resourceful person. The knowledge and skills that you acquire at Great Lakes will surely prepare you to handle global challenges.

Second, learning is given the utmost importance. Our curriculum meets the highest global standards. This will ensure that courses are contemporary and relevant to current market needs. To highlight, some courses are intentionally designed to be hands on, and this will help you to acquire the necessary skills to handle real life problems head on.

Third, we have created an environment which will allow each student to achieve his or her potential. Nothing in life is more exciting for an individual than to be challenged to bring out the best in themselves. It is our intention to make sure that every student graduating from Great Lakes is suitably challenged.

Fourth, the environment at the work place is continuously changing. To meet this challenge one has to develop the habit of dynamic and creative learning. While the traditional text books teach you theories based upon experiences of the past, the new type of learning will involve asking endless stream of questions which needs to be answered. At Great Lakes we are fully aware of that and will put in every possible effort to make all courses as practical as can be.

And finally, our two-year Post Graduate Diploma in Management (PGDM) program is approved by the All India Council of Technical Education (AICTE). When you decided to consider our program, I am confident that you would have evaluated all the options available to you. In doing so, you may have had questions with respect to how we at Great Lakes can prepare you to meet the challenges of the globalized world. I hope that I have managed to address these with clear emphasis on what we can do for you.

Ultimately we are all stakeholders of India. This country needs you more than ever to make a significant contribution to its growth. Accept the challenge and stand tall and we at Great Lakes will keep our promise.

Cheers!

Sridhar Samu
Director – PGDM

PGDM COURSE LISTING

LIST OF ELECTIVES**

MARKETING

- Consumer Behavior
- Sales and Distribution Management
- Brand Management
- Business Analytics
- Marketing Research
- Neuro Marketing
- Business to Business Marketing
- Customer Relationship Management
- Marketing Strategy and Market Entry Options
- Strategic Marketing Planning
- Consumer Focused Product Marketing
- Services Marketing
- Global Marketing
- Marketing Strategies for Emerging Markets
- Entrepreneurial Marketing
- Marketing and International Trade
- Rural Marketing
- Product Management

FINANCE

- Corporate Financial Strategy
- Financial Engineering
- International Finance
- Options, Futures and Swaps
- Fixed Income Security Management
- Financial Institutions and Markets
- Corporate Valuation
- Project Appraisal
- Security Analysis and Portfolio Management
- Investment Banking
- Retail Banking
- Developmental Banking in Emerging Economies
- Financial Statement Analysis and valuation
- Understanding Capital Markets in Emerging Economies
- Creating Value through Corporate restructuring
- Investment and Finance in Emerging Markets- China
- Investment Strategy
- Venture Capital and Private Equity

OB & HRM*

- Transformational Leadership & Human Values
- Human Resource Information System
- Industrial Disputes and Grievance Management
- Strategic HRM
- Labour Laws
- Training and Development
- Performance Management
- Human Resource Planning
- Executive Reward and Compensation management
- Leadership Influence and Power
- International Business Strategy
- Strategy Execution

IT & SYSTEMS AND OPERATIONS MANAGEMENT

- Database Management Systems
- Structured Programming and Algorithms
- Object Oriented Software Development
- Software Project Management
- Enterprise Resource Planning
- Artificial and Neural Networks
- Decision Support Systems
- IT and e-Business
- Business Intelligence
- Enterprise Business Applications and Emerging Issues
- Project Management
- Logistics and Supply Chain Management
- Total Quality Management
- Lean Manufacturing Systems
- Business Process Re-engineering
- Supply Chain Innovation
- Managing Service Operations
- Supply Chain Modeling and Analysis
- Strategic Operations Planning

STRATEGY & ENTREPRENEURSHIP*

- Creating and Sustaining Competitive Advantage
- Global Strategic Management
- Strategy and Technology
- Launching technology ventures
- Building and Sustaining a Successful Enterprise
- Creating High Impact Ventures
- Entrepreneurial Marketing
- Entrepreneurial Finance
- Entrepreneurship and Global Capitalism
- Entrepreneurship and Venture Capital
- Entrepreneurship in the Private and Social Sector
- Entrepreneurship in health care
- Management of Family Owned Business
- Globalization and Emerging Markets

*OB & HRM and Strategy & Entrepreneurship streams are offered as minor specializations.
** The list of courses is indicative and is subject to change as per Great Lakes' discretion.

CORE COURSES

TERM 1	TERM 2	TERM 3	TERM 4	TERM 5	TERM 6
<ul style="list-style-type: none"> • Macro Economics • Financial Accounting for Decision Making • Marketing Management-I • Individuals in Organizations (OB-I) • Qualitative Methods for Decision Making-I • Management Information System • Verbal Communication • Time and Stress Management • Karma Yoga 	<ul style="list-style-type: none"> • Micro Economics • Financial Management-I • Marketing Management-II • Groups in Organizations • Qualitative Methods for Decision Making-II • Production and Operations Management • Written Communication • Empirical Study 	<ul style="list-style-type: none"> • Cost and Management Accounting • Financial Management-II • Market Research • Human Resource Management • Optimization Models • Strategic Management • Business Analytics 	<ul style="list-style-type: none"> • Business Law • Emerging Markets Strategies 	<ul style="list-style-type: none"> • Business, Government and Society • Board Room Simulation 	<ul style="list-style-type: none"> • Mandarin • Applied Trading or Contemporary Issues in Management*

*Students have to choose either of the two Courses

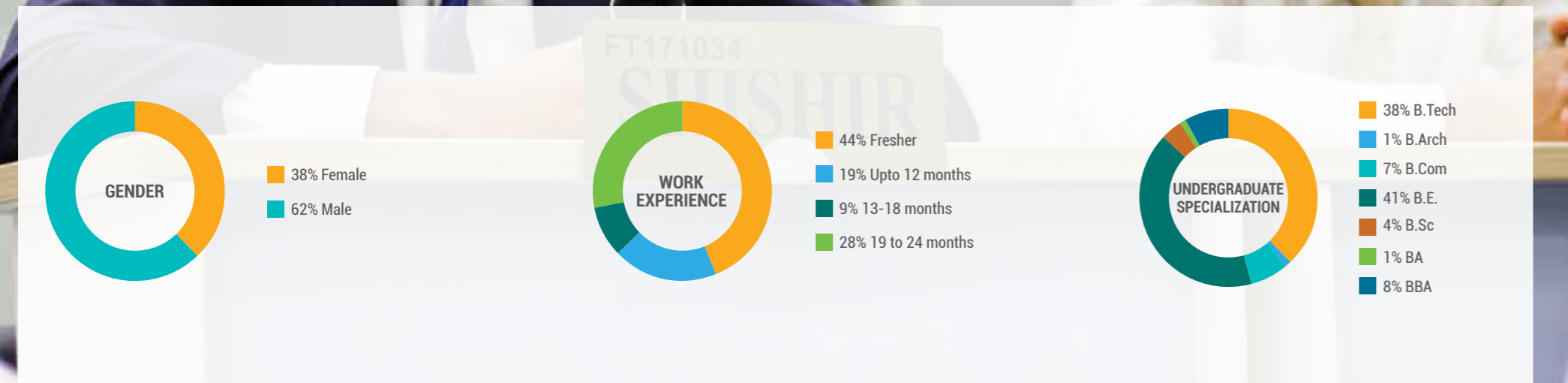


At Great Lakes, we are in the business of not only imparting world-class education but also nurturing students to become passionate leaders and drivers of change. With a vibrant industry-academia collaboration, superb mentoring by industry leaders and our top-notch research-driven faculty, and an amazing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



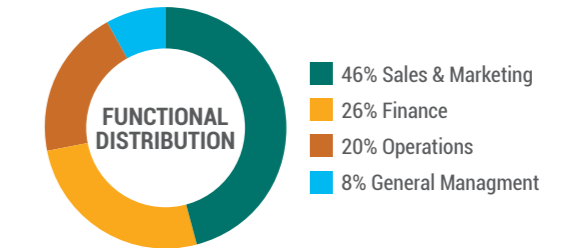
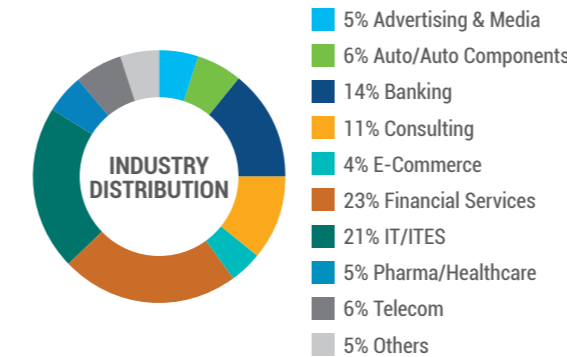
Prof. Vaidy Jayaraman
Associate Dean - Faculty & Academic Affairs

PGDM CLASS PROFILE 2016-18



PGDM PLACEMENT SNAPSHOT 2016

9.02 Lacs
AVERAGE CTC (FIGURES IN ₹)



LIST OF RECRUITERS*

- ACT
- Arcesium (Deshaw)
- Astra Zeneca
- Axis
- Bajaj Finserv
- Capital First
- Cognizant
- Crayon data
- DCB Bank
- Dell
- Deloitte
- Emerio Corp
- Ford
- HCL Technologies
- HDFC Bank
- HDFC Standard Life
- HSBC Technologies
- ICRA
- IDBI
- Infosys
- Infosys BPO
- Janalakshmi Financial Services
- JP Morgan
- Lava International
- Matrimony.com
- Michelin
- Mindtree
- Nesh Technologies
- NIIT Technologies
- Olam
- Photon Infotech
- Scope International
- TVS Credit Services
- TVS Logistics
- TVS Motors
- Xanadu Reality
- Zee Entertainment Enterprises Ltd.
- ZS Associates

MESSAGE FROM THE ADMISSIONS DIRECTOR



Great Lakes is not in the space of churning out mere Business Administrators. We create Business Ready Leaders who will build tomorrow's India.

Every year, at about this time, I get the joyous opportunity of interacting and engaging with the youngest and sharpest minds that grace Great Lakes Institute of Management – my incoming PGDM cohort. As your first point of contact to this great school of experiential learning, I assure you that, as a school, we understand the compelling realities of the new kid-just-off-the-block. We see in you a cool, smart, tech savvy, device-centric, socially involved, selective and impatient individual. We recognize that team-playing skills and peer recognition are two key positives that you bring to campus. As an instant gratification millennial, you carry the duality of 'want it all' and 'want it now'. Cooperation, coordination, trust, conflict resolution, acceptance of pluralism and adaptability are some of the glorious positive attributes that you – the Gen Y Millennial – bring to any table. We are a young school (remember that we are just 12 years old) and are flexible and agile enough to understand and internalize the new you.

As a post-modern B-School, we are well aware that the first 25% of learning is imparted in the classrooms. Some of the best management brains in the country – full time as well as visiting – grace your classrooms. The next 25% of learning happens by additional readings, case study preparations and project work. The course curriculum enables this blended learning approach right from your first term. The third 25% is driven by peer-learning from the rich and diverse peer groups that schools strive to bring in. In Great Lakes, the word Diversity has implications that go far beyond the platitudinous approach with which it is normally dealt with in many a B-School. We truly believe in diversity and ensure that it is brought to the classroom along multiple dimensions. Regional, sectorial, gender and language diversities are rigorously ensured within each class to ensure great peer interaction and thereby learning. The last 25% of learning gets cemented when real life implementation of theories happens. The 8-12 weeks of hands on summer internship that every PGDM student goes through aligns him /her with the ethos of the corporate world much before they seek their final placements.

So what are you waiting for? Great Lakes is not in the space of churning out mere Business Administrators. We create Business Ready Leaders who will build tomorrow's India. If you feel that you deserve to be in the rarified space, go ahead and apply. Welcome to Great Lakes Institute of Management.

Prof. Easwar Krishna Iyer
Admissions Director

ADMISSIONS
CALENDAR

Issue of application starts from:
24th September 2016

Last date for submission of Application:
15th February 2017

ADMISSION PROCESS PGDM 2017-19

Eligibility Criteria

- All applicants are required to appear for GMAT/ CAT*/XAT +/CMAT before applying to Great Lakes Institute of Management.
- For PGDM 2017, Great Lakes Institute of Management will accept CAT scores of years 2015 and 2016 or XAT scores of year 2016 and 2017 or GMAT scores taken after Jan 1, 2015 or CMAT scores of the year 2016 and 2017.
- All applicants should possess a Bachelor's degree in any discipline from a recognized institution.
- Freshers and candidates with less than 24 months of work experience as on 30th June 2017 are ONLY eligible to apply. (Candidates with greater than 24 months of work - experience are requested to apply for the Great lakes PGPM program).
- **There will be a special preference for College / University rank holders in terms of an extra weightage gained as part of the selection process. The onus of proof of rank is vested in the applicant.**

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

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

Application Process

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

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

FEE STRUCTURE 2017-19

PGDM 2017-19 FEES

	Cost in INR (Twin Sharing Accommodation)*
Tuition & Academic Fees	680,000
Admission & Program Fees	366,000
Accommodation	330,000
Food*	154,000
TOTAL	1,530,000
PLUS	
Alumni Subscription	5,000
Attire	5,000
Caution Deposit	10,000

* Non vegetarian food is optional and will be charged extra

Fee Structure - International Students

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

NOTE:

- The course is approved by AICTE.
- It is mandatory for all students to possess a laptop as per Institute Specifications
- Accommodation will be provided on twin sharing basis
- The above amount includes fees for certain non-academic aspects like catering, skill development, admission processing etc which are outsourced at the discretion of the Institution. The related amounts are paid to the respective service providers directly on behalf of students with the Institute facilitating and coordinating these services
- Refund Policy: As per AICTE norms, all refund requests will be processed only after commencement of the program
- Disputes whatsoever arising, if any, with the Institution / Service provider as the case may be will be subject to jurisdiction of courts in Chennai only
- Tentative program dates - Registration and commencement of program: First week of July 2017



KEY DATES

ADMISSION CYCLE - PGDM

Great Lakes will have interviews in March 2017. The city-wise dates are given in the below table.

ELIGIBILITY CRITERIA

- All GMAT Takers [GMAT 2015, GMAT 2016 and GMAT 2017] (exams to be taken on or before 15th February 2017)
- All CAT 2016/ 2015 scores
- All XAT 2017/ 2016 scores
- All CMAT 2017/ 2016 scores

City	Delhi	Bangalore	Kolkata	Mumbai	Chennai	Hyderabad
Date for PI	4 th & 5 th Mar '17	11 th & 12 th Mar '17	4 th & 5 th Mar '17	4 th & 5 th Mar '17	11 th & 12 th Mar '17	11 th & 12 th Mar '17
Day	Sat and Sun	Sat and Sun	Sat and Sun	Sat and Sun	Sat and Sun	Sat and Sun
No. of days	02	02	02	02	02	02

Application Deadline: 15th February 2017

RECRUITERS SPEAK



“ Well Attended,

Students were paying attention. Good questions & Write ups. Looking forward for more collaboration with Great Lakes. ”

Thangarathnam Manikandan
Director – Engineering, Amazon

“ In a short span, Great Lakes has touched heights and has become visible in the eye of recruiters across industries. Students from Great Lakes are

“Business Ready”

managers and they symbolize excellence, creativity and growth – values which are in line with ZEEL’s strengths. The quality of marketing and research students who have joined us from the institute is excellent and matches our expectations in every way. ”

Nirmal Nair
Vice President Talent Acquisition,
Zee Network

“ I am happy to say that the student, whom we hired from your campus this year is performing well so far. I am sure that he will go a long way in building his career in SynCore with his

valuable contributions

to the consulting assignments. ”

Javin Bhide
Director & Co-founder,
Syncore Consulting Group

“ We have been hiring students from Great Lakes for many years now. The consistency of

academic and professional excellence

which the students maintain is commendable. The institute does a good job in providing industry exposure through unique initiatives. ”

Ashish Tanwar
University Relations Country Manager, Dell

“ The students come in with the right

mix of quality and years of experience.

Also the placement process is handled seamlessly. Overall a very engaging experience. ”

Sivani Nanda
HR Business Partner, Tiger Analytics

“ We have had very good experience in recruiting the graduates of GLIM for a few years now. The institute does a great

job of imparting

not only quality management education to its students, but more importantly, the skills that are essential for a successful career. We have found GLIM students to have very good attitude, networking skills and team work. We are very happy with the GLIM graduates working in our organization as they bring a positive environment and contribute well to the teams and client organizations they work with. ”

Madhavan Seshadri
Senior Vice President, Virtusa

ALUMNI SPEAK

"Great Lakes provides you with a **world class faculty** base which guides you on a well-structured curriculum in a breath-taking campus and help you transform into business-ready managers. What else can one ask for?"

Vidhi Gupta
Associate Consultant
Digital Services, L&T Infotech
PGDM Class of 2014

"Besides learning from the best of the professors and an excellent industry interface, what I like most about Great Lakes is its emphasis on **international research conferences** where we get to meet our student counterparts from various countries. It is a wonderful platform for networking and learning."

Saloni Lakhotia
Associate Analyst - E&Y
PGDM Class of 2015

"The institute brings you out of your comfort zone right from day one. I can say for a fact that it is this rigorous curriculum and a healthy competitive culture amongst the student community at Great Lakes, which brought out the best in me and realize my true potential."

Priscilla Soundararaj
Operations Analyst, JP Morgan
PGDM 2016

"Great Lakes curriculum has rigor and relevance. And to be taught by some of the best academicians in the country as well as outside is an unparalleled life time experience. I must say Great Lakes helped me prepare for a seamless transition to the industry."

Aditya Rajagopalan
Associate Solution Advisor
(Offices of the US) at Deloitte India
PGDM 2016

CONTACT US

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