



TRANSFORM AND LEAD



THE
GREAT LAKES
EDGE



Globally Benchmarked Curriculum

- » Constantly updated and globally benchmarked curriculum with focus on key emerging areas including Digital Business, Analytics, Artificial Intelligence and Machine Learning



Extensive Industry Engagement

- » Over 150 Leaders, Industry Experts and CXOs globally share their perspectives with students every year



Pioneer in Analytics

- » First B-School in India to offer specialization in Analytics for full time MBA programs
- » Great Lakes Analytics faculty consistently featured among the top analytics academicians in the country



Constant Innovation

- » Pioneer in introducing innovative initiatives such as the one year MBA Program, Karma-Yoga and Analytics specialization
- » Became the first B-School in India, to introduce AI & ML as full-time specialization to ensure that students are future ready



Global Alumni Network

- » 15,000+ Great Lakes Alumni spread over 30+ countries provide a great lifelong network of leaders across industries and geographies

ABOUT GREAT LAKES

Great Lakes Institute of Management is a top ranked business school with a vision to become an Academic Centre of Excellence that helps students and organizations navigate the economic, social and environmental challenges posed by a rapidly changing 21st century world.

Great Lakes Institute of Management is a premier business school dedicated to shaping Business-Ready leaders for the dynamic corporate landscape. Established in 2010, the institute has swiftly risen to prominence as one of the most innovative business schools. In 2019, Great Lakes, Gurgaon received the prestigious AMBA, UK, accreditation and became the youngest Indian Business School to receive it.

Led by exceptional academic faculty, steered by an outstanding advisory council, and buoyed by international collaborations, Great Lakes has embraced innovation as a cornerstone of its identity, consistently staying ahead of the evolving needs of businesses and the community. This commitment is evident in the institute's groundbreaking initiatives, such as being the first in India to introduce full-time specializations in Analytics, AI, and Machine Learning. The globally benchmarked programs with their focus on continuous innovation and applied learning ensure that the students are Business-Ready from Day 1.

The PGPM is an AICTE Approved full-time Post Graduate Certificate in Management (PGCM). Through teaching, research, and executive programs, the institute aims to foster managerial excellence and human capital development to meet the needs of the business world and create a sustainable society.

ACCREDITATIONS



RANKINGS



CONSISTENTLY INNOVATIVE

The School of Firsts

Among the first to introduce 1 year MBA Program in India

Among the few Indian B-Schools with Global Faculty

First B-School to introduce Analytics specialization

First to introduce AI & Machine Learning in MBA Program

First to introduce Karma Yoga Experiential Leadership Program

First Indian B-School with a LEED Platinum Rated Green Campus

“You will learn the art of doing business and its impact on the community. The spirit of ‘Pioneering’ is a part of our DNA.”

Late Dr. Bala V. Balachandran

Founder, Great Lakes Institute of Management
J. L. Kellogg Distinguished Professor of
Accounting and Information Management



HIGHLIGHTS

2

Campuses in
Chennai &
Gurgaon

3

Top International
Accreditations

4

International
Research
Conferences

9

Centers of
Excellence

14

Collaborations
with Leading
Global Institutions

25+

Visiting Faculty
from likes of
Stanford, Kellogg
and Yale

42

Thought Leaders
on Academic
Advisory Council

46

Industry Titans
on Business
Advisory Council

50+

Full Time
Faculty

90+

Prizes Won by
Students at
National Level in
2024-25

100+

Industry Leaders
interacted with
students in
2024-25

15K+

Alumni Network
spread over 30+
Countries

GLOBAL ASSOCIATIONS



HHL

LEIPZIG
GRADUATE SCHOOL
OF MANAGEMENT



RUTGERS-CAMDEN
School of Business

University of
HUDDERSFIELD
Inspiring global professionals

BBS
BOLOGNA BUSINESS SCHOOL



PACE
UNIVERSITY



THE PGPM ADVANTAGE

The Flagship one year full time Post Graduate Program in Management is for Achievers, High Performers and Go Getters who want to change the world for the better.



Accelerated Growth

- » In a fast changing business world, where billion dollar companies are created in a few years, the PGPM allows participants to maximise learning and start creating value by the end of one year
- » Additionally, it helps transform high potential professionals into competent business managers and decision makers ready to deliver from day-1



Unparalleled Peer Learning

- » 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 year at Great Lakes
- » Participants in the one year full time PGPM have a collective experience of over 500+ years across diverse industries



Experiential Learning

- » Guest lectures and insights from eminent thought leaders and industry stalwarts
- » Fully mentored Live Projects supplement the classroom learning experience to provide the participants with a holistic experience



Industry Engagement

- » Unparalleled access to the industry in form of interaction with the finest thought leaders across industries and close industry engagement through live projects
- » Specific focus on emerging areas such as Internet Business and Analytics



Global Perspectives

- » 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



Globally Recognised

- » Accredited by AMBA (Association of MBAs, UK)
- » The PGPM is an AICTE Approved full-time Post Graduate Certificate in Management (PGCM)

PROGRAM DESIGN

TERM 1 - 3

MANDATORY CORE COURSES

TERM 4 - 7

ELECTIVES

CORE COURSES

TERM 1

- » Statistical Methods in Decision Making
- » Communication I
- » Marketing Management I
- » Financial Accounting
- » Organisational Behaviour
- » Micro Economics

TERM 2

- » Business Analytics
- » Written Communication
- » Macro Economics
- » Marketing Management II
- » Managerial Accounting
- » Organizational Behaviour II
- » Operations Management
- » Karma Yoga

TERM 3

- » Business Consulting
- » Business Intelligence
- » Quantitative Methods
- » Marketing Research
- » Financial Management
- » Human Resource Management
- » Live/Empirical Project (starts)

TERM 4

- » Strategic Management

PGPM ELECTIVES*



Analytics, AI & ML

- » Machine Learning I
- » Marketing & Retail Analytics
- » Web & Social Media Analytics
- » Financial Risk Analytics
- » Machine Learning II
- » Deep Learning & AI
- » Big Data & Cloud Analytics
- » Natural Language Processing
- » HR Analytics



Marketing

- » Marketing & Retail Analytics
- » Digital Marketing
- » Consumer Behaviour
- » B2B Technology Sales
- » Product & Brand Management
- » Customer Relationship Management
- » Services Marketing
- » Integrated Marketing Communication
- » Advanced Digital Marketing
- » Financial Management for Developing Marketing Strategy
- » Marketing in Augmented Reality & Metaverse



Operations

- » Enterprise Resources Planning
- » Digital Enterprise & Strategy
- » Project Management
- » Supply Chain Modeling & Analysis
- » Service Operations Management
- » Strategic Sourcing of Services
- » Business Excellence for Competitive Advantage
- » Demand Planning & Forecasting



Digital Strategy

- » Digital Enterprise Strategy
- » Enterprise Resources Planning
- » Digital Marketing
- » FinTech
- » Design Thinking
- » Big Data & Cloud Analytics
- » Technology Product Management
- » Advanced Digital Marketing



Finance

- » Financial Management for Developing Marketing Strategy
- » Security Analysis & Portfolio Management
- » FinTech
- » Mergers & Acquisitions
- » Financial Modelling & Valuation
- » Financial Inclusion & Micro Finance
- » Financial Risk Analytics
- » Personal & Behavioral Finance
- » Alternative Investments



Open Electives*

- » Design Thinking
- » Leadership
- » Technology Product Management
- » Contemporary Pricing Strategies
- » Negotiation & Bargaining
- » Game Theory
- » Business Ethics in Practice

*Cross-listed

*Course design, curriculum and pedagogy are subject to revisions as and whenever deemed appropriate by the institute, and are thus subject to changes.

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 sensitized to the needs of the organization as well as the society.

Live Industry Projects

- » Live Industry Projects provide 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. These live projects are an integral part of the academic curriculum with a grade equivalent of two full classroom courses.

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.



Karma-Yoga

- » Karma-Yoga, Leadership Experiential Action Program, is a real life practical lab to learn and experience the power of transformational leadership with the key focus on empowering orphans and women through education, green environment, cleanliness and tree plantation drives.
- » It creates a mutual win-win situation for both - the villages get budding managers to enable them elevate themselves into their better selves, while the students acquire a first-hand understanding of what it means to transform them.

The Karma-Yoga Impact

27

Village schools assisted

32

Karmabhoomis (Villages)

2500+

School-going children to access tuition classes, science clubs, and educational activities, etc.



LEARNING FROM DISTINGUISHED THOUGHT LEADERS

Academic Elegance blends with Business Relevance

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 into future business leaders.

25+

International
Visiting Faculty

50+

Full Time
Faculty

50+

Globally acclaimed
Thought Leaders
Talks in 2024-25

70+

Academic &
Industry Visiting
Faculty



THE PROMINENT SPEAKERS

Over the years, Great Lakes students have interacted with world-leading business and academic leaders.



SURESH NARAYANAN

Managing Director,
Nestle India



VIJAY GOVINDARAJAN

Coxe Distinguished Professor,
Tuck School of Business at
Dartmouth



PROF. SUNIL CHOPRA

IBM Distinguished Professor of
Operations Management,
Kellogg School of Management



INDRA NOOYI

Former Chairman and CEO,
PepsiCo



KIRAN MAZUMDAR SHAW

Executive Chairperson,
Biocon & Biocon Biologics



LAKSHMI NARAYAN

Co-founder, Emeritus
Vice Chairman, Cognizant



DR. PREETHA REDDY

Vice Chairperson,
Apollo Hospitals Enterprise



NITI KHOSLA

Global Head - People Analytics
& Business Impact,
Novartis International



DR. RAJA DUTTA

Country Head - Devices &
Services Partnership, South East
Asia and India, Google Singapore

GLOBAL LEARNING OPPORTUNITIES

The PGPM program empowers students to fast-track their global learning journey through optional immersion and dual-degree pathways. These experiences enable students to explore international business landscapes, develop global leadership skills, and gain exposure that accelerates future career growth.

PROGRAMS & PARTNERS

International Immersion:

Spend a term at **IÉSEG School of Management, France**, gaining firsthand exposure to international business practices and global faculty.

Dual Degree:

Opt for a four-week post-MBA program at the **University of Bordeaux, France** earning a second MBA through the dual-degree pathway.



ADVANTAGES

- Accelerate professional growth with global learning exposure
- Understand European business practices through real-world engagements
- Graduated with strong global credentials and international networks
- Build leadership confidence and readiness for global roles





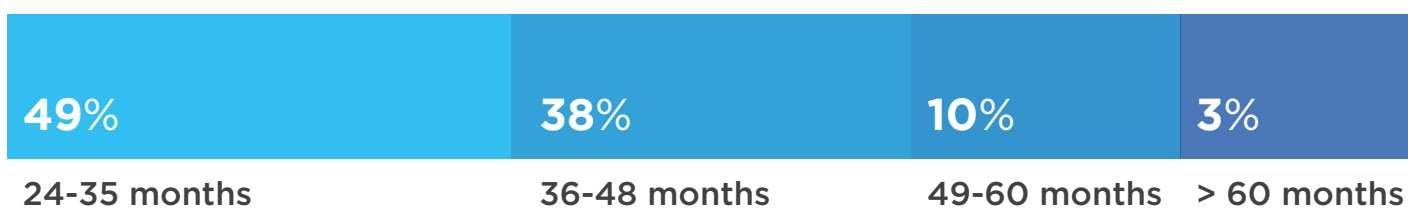
BATCH PROFILE PGPM 2025-26

3.1 Years
Average Experience

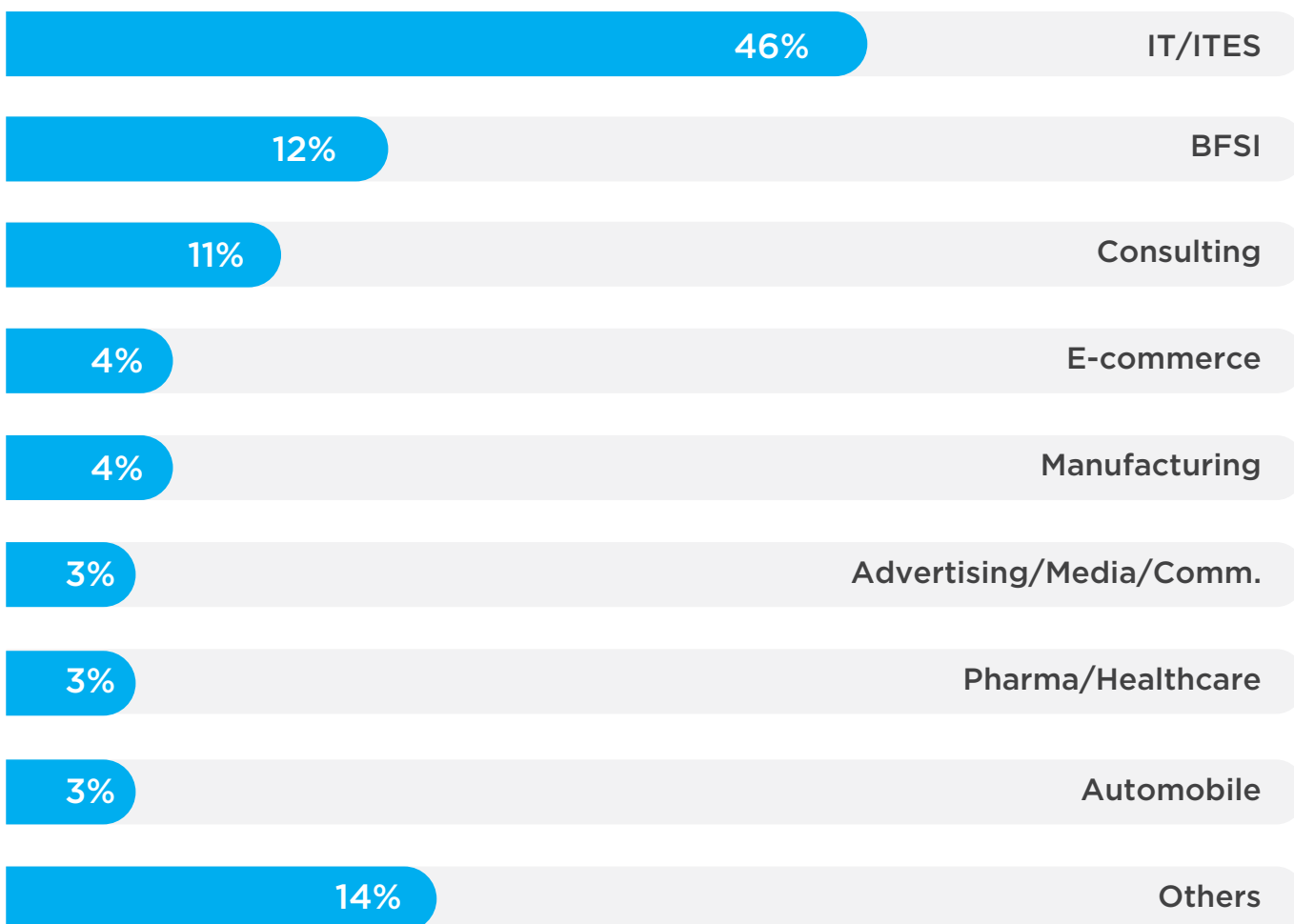
25 Years
Average Age

36%
Female Students

WORK EXPERIENCE (in months)



INDUSTRY DIVERSITY (Pre-MBA)



PLACEMENT REPORT PGPM 2025

21.8 LPA

Highest Domestic CTC

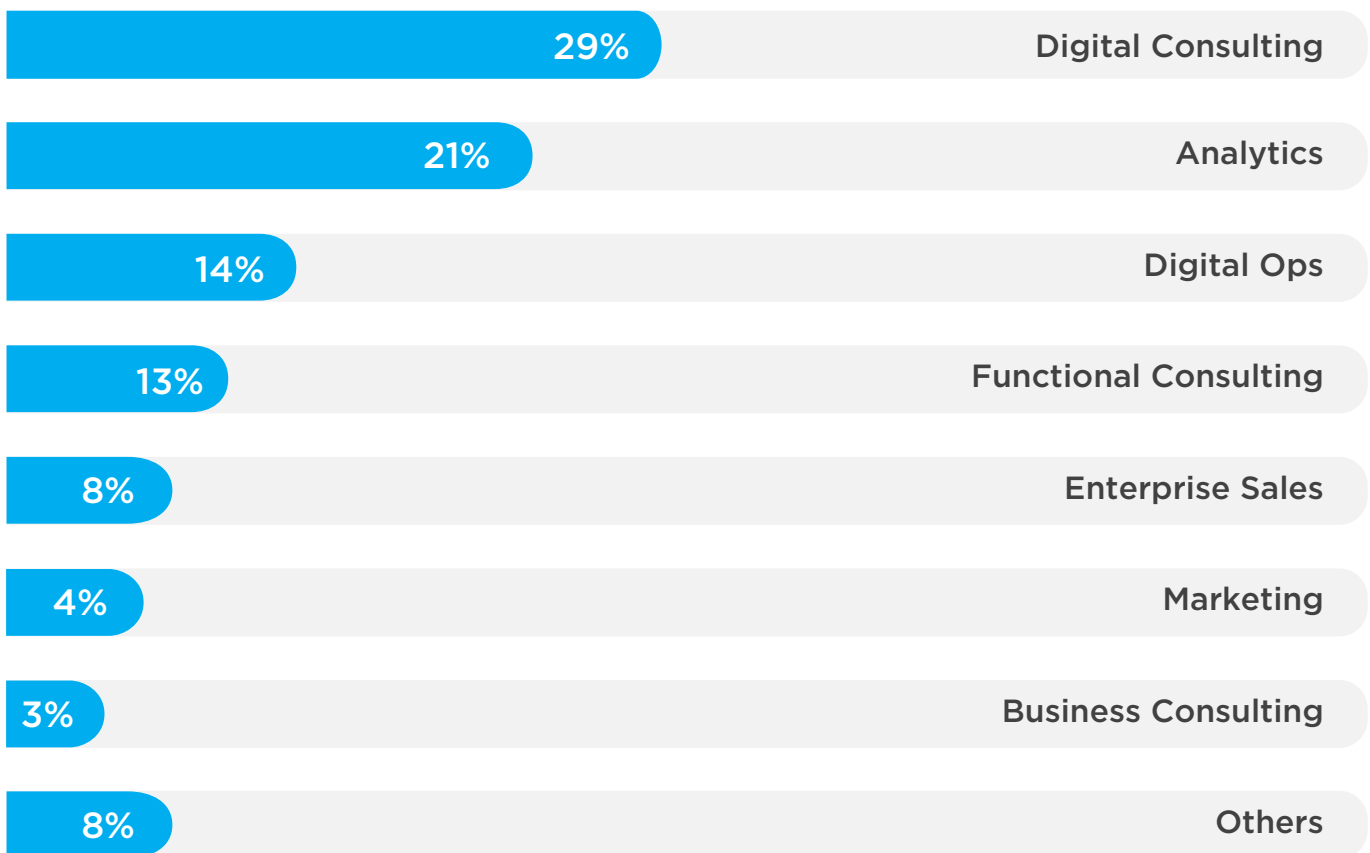
21.7 LPA

Average CTC for Top 10%

15.1 LPA

Average CTC

FUNCTION-WISE ROLES OFFERED



DIVERSE PROFILES OFFERED*

- » Business Analyst
- » Senior Business Consultant
- » Data Consultant
- » Product Manager
- » Product Sales Manager
- » Manager – Financial Planning & Analysis
- » Manager
- » Project Manager

**Partial List*

LIST OF RECRUITERS*

- » Accenture ATCI
- » Accenture OPS
- » Baazi Games
- » Carrier Technology
- » Cognizant
- » CRIF India
- » Deloitte USI
- » Droom
- » DTDC
- » GAVS Technologies
- » Genpact
- » Great Learning
- » Infosys
- » LTIMindtree
- » Quest Global
- » RxLogix
- » Thoughtworks
- » Tiger Analytics
- » Vassar Labs
- » Virtusa
- » WNS Procurement
- » YASH Technologies
- » ZoomRx
- » ZS Associates



ADMISSIONS PROCESS

STEP 01



Online Application available on www.greatlakes.edu.in

STEP 02



Make a payment of INR 2200 at application.greatlakes.edu.in

STEP 03



Fill the online application.

Candidates have the option of either applying to Great Lakes, Chennai or Gurgaon campuses separately or to both the campuses through the common application form by selecting the appropriate option in the registration form.

STEP 04



Initial Screening and AI Invite by e-mail

STEP 05



AI Interview and PI Invite by e-mail

STEP 06



Personal Interview

STEP 07



Final Shortlisting and Offer Letters by e-mail

STEP 08



Offer Acceptance and Initial Fee Payment

STEP 09



Document Verification

STEP 10



Course Registration and Orientation

STEP 11



Course Commencement

PGPM 2026-27 ELIGIBILITY

EDUCATION



A Bachelor's degree in any discipline from a recognized institution and minimum 50% score across 10th / 12th / Undergraduation

WORK EXPERIENCE



2+ Years of work experience by 30th April 2026

SCORES ACCEPTED



GMAT 2023 or later
CAT** 2024/25
XAT** 2025/26
NMAT 2024 onwards

OTHER APPLICATION REQUIREMENTS



One Recommendation (provide email-id of the recommender, he/she would be contacted at a later date).

**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.

FEE STRUCTURE 2026-27*

Program & Academic Fees	Indian Students (INR)	International Students (Dollar)
Tuition & Academic Fee	12,44,000	20,500
Program Fee	6,37,000	11,200
	₹ 18,81,000	\$ 31,700

Other Charges		
Accommodation Charges (Twin Sharing AC)*	3,54,000	7,200
Cautions Deposit (Refundable)	10,000	100
Alumni Subscription	5,000	100
Total Fees	₹ 22,50,000	\$ 39,100

*NOTE:

1. Tuition fee is inclusive of reading material, including case studies, text books and online resources
2. The Program is duly approved by AICTE
3. Students are compulsorily required to have their own laptops as per institute specifications
4. Given that the program is residential in nature, hostel facility is mandatory
5. Students will be provided with Twin sharing Air conditioned accommodation. Based on availability single room accommodation may also be offered on optional basis with additional charges
6. Certain non-academic aspects like housing services, & catering services, etc., may be outsourced at the discretion of the Institution and the related charges are paid to the respective service providers on behalf of students with the institute facilitating and coordinating these services
7. All meals (vegetarian) are included in the above fees; Non-Vegetarian food is optional and will be charged extra
8. Refund Policy: As per AICTE norms.
9. Disputes whatsoever arising, if any, with the Institution/Service provider as the case may be will be subject to jurisdiction of courts in Gurgaon only.

THE ALUMNI NETWORK

Great Lakes, over a period of 20 years, has prepared its students to succeed and inspire while shaping their careers in the long run. Great Lakes alumni now hold several leadership roles in well reputed corporates around the world.

15000+

Alumni

300+

Alumni in CxO and Leadership roles

30+

Countries

NOTABLE ALUMNI



YESHWANTH BABU

Class of 2013

Lead Product Data Scientist, Google



DEEPESH CHATTERJEE

Class of 2013

Vice President - Digital Transformation and Strategic Solution, HSBC



ROBIN RAJAN

Class of 2015

Associate Director - Delivery (International), HelloFresh



PIYUSH KANT

Class of 2012

Manager, Sales and BD - ANZ and Oceania region, Dow Jones



STUTI GANDOTRA

Class of 2013

Senior Manager, Market Development - Middle East, Asia & Australia, Wärtsilä



BHAIRAW KUMAR MANDAL

Class of 2013

Cofounder & CEO, Enerture Technologies Pvt Ltd

PGPM EXPERIENCE

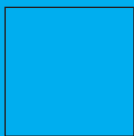


Hear firsthand from PGPM alumni about the program's structure, benefits, and success stories with placements in renowned corporate giants like Microsoft, Accenture, Virtusa, and ZS.



Watch the video
bit.ly/GatewayToCareerTransitions

A few of the PGPM Class of 2022 students spoke about their career transformations and how they got into marquee companies such as KPMG, Deloitte and Accenture as a part of the placements.



Watch the video
bit.ly/TransformingCareers



Great Lakes Alumni from PGPM batches of 2014 and 2016, share their experiences, career transitions and advice on "**How to make the most of your one year at Great Lakes - PGPM**".



Watch the video
bit.ly/MaximizeMBAexperience

Himanshu and Ashutosh, Alumni from PGPM Co2023, talk about the things students should keep in mind when opting for job interviews and how to best present themselves in front of the panel to get into their dream company.



Watch the video
bit.ly/SwitchingCareers





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Gurgaon - 122413, Haryana