POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

SPJIMR's Post Graduate Diploma in Management (PGDM) is a two-year, full-time residential programme deemed to be equivalent to an MBA. We are an innovative and socially responsive school of management, ranked among India's top 10 management programmes.

ADMISSION PROCESS

While applying, the applicant is required to select from one of four specializations offered: Finance, Information Management & Analytics, Marketing and Operations & Supply Chain. The applicant will need to state two preferences.

A choice at this stage helps:

- Applicants develop a clear and sharp focus early on in the programme
- Achieve segmentation at the time of admission based on differentiated need of the recruiting organizations
- Broaden the spectrum of recruiters as participant's graduate
- Foster better bonding with peers resulting in productive collaborations especially with participants opting for different areas of specialization

Academic Background

Applicants must possess a strong and consistent academic background. Performance in 10th grade, 12th grade and every year of graduation are considered in the selection process.

<u>10th Grade and 12th Grade</u>

1. An aggregate of all subjects scores (marks) mentioned on the mark sheet will be considered for arriving at the final percentage. This is irrespective of whether the university/board takes it into consideration or not while calculating the final percentage.
2. If a board/university awards grades/grade points, then the same has to be converted into percentage by using the applicable conversion factor. The conversion certificate needs to be furnished during the verification process, if shortlisted.

Graduation

1. Applicants must hold a Bachelor's Degree with at least 50% marks or equivalent CGPA awarded by any university incorporated by an Act of the central or state legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a university under Section 3 of the UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.

2. The bachelor's degree or equivalent qualification obtained by the applicant must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The degree awarded by an institute/university should be recognized by the Association of Indian Universities (AIU).

3. The percentage obtained by the applicant in the bachelor's degree would be based on the practice followed by the institution/university from where the applicant has obtained the degree. If the institution/university does not award the percentage of marks, it will be calculated on the basis of the marks obtained in all the subjects listed in the marks-sheet(s) for all years. For the bachelor's degree, if the percentage of marks awarded by the applicant's institution/university does not take into account marks obtained in all the subjects as mentioned in the marks-sheet(s) for all the years, the applicants must produce a certificate from the institution/university certifying details of the practice at the institution/university at the time of verification, if shortlisted.

4. If the institute provides grades/CGPA instead of marks, a conversion of the same to equivalent percentage is mandatory. If no conversion factor is available / provided, then obtained CGPA needs to be multiplied by conversion factor of 10 (provided the CGPA is on a 10-point scale) to obtain the percentage. The conversion certificate needs to be furnished during the verification process if shortlisted. If no conversion factor exists, then a certificate from the institution/university certifying the practice needs to be provided during the verification process if shortlisted.

5. If the applicant has undergone/completed an integrated master's degree or dual degree directly after their 12th, the percentage of marks obtained as per their institute/university norms, which is considered as equivalent to bachelor's degree will be considered.

6. Applicants in the last year of degree and those who have completed the degree but are awaiting results can also apply. In such a case, applicants must provide a provisional certificate from the Principal/Registrar of his/her institute/university stating that he/she has appeared for all the exams and has completed all the obligations required to obtain the degree. For the applicants who are awaiting their final results of the bachelor's degree, available marks of the previous semesters/years would be considered for calculating graduation

percentage. The applicant should have obtained 50% marks or equivalent in the exams that have been completed.

7. Applicants mentioned in points 6, if selected, have to provide the degree awarded by the university latest by December 31, 2027 until which the registration will be considered as provisional. The registration to the programme will stand cancelled if the applicant fails to submit the degree by December 31, 2027.

8. For Indian applicants who have obtained or are pursuing a Bachelor's degree overseas, the degree must be recognized by the Association of Indian Universities (AIU). In addition, an Equivalency Certificate issued by the University Grants Commission (UGC) will be required.

Work Experience

1. Work experience is not mandatory for this programme, graduates with no work experience and those with less than five years of work experience can apply.

2. Relevant work experience after graduation will be considered. Internship/training/ project work which were a part of the curriculum or any periods of apprenticeship such as articleship required as part of certain professional courses (that are considered as equivalent to graduation) will not be considered as work experience. Any unpaid work undertaken in any organization or institution will also not be considered as work-experience.

3. Proof of work experience such as offer letter, salary slips and the experience letter will have to be provided for work experience to be considered as valid.

4. Applicants claiming work experience as entrepreneurs or as sole proprietors must submit sufficient documentary evidence to substantiate the work experience, such as incorporation certificates, registration certificates, business registration documents, and any other applicable documents. Additionally, applicants must provide valid proof of income generated from the venture/business.

Entrance score - Qualifying Score (Cut-offs)

Entrance Test	Sectional			Overall
CAT 2026	Verbal Ability and Reading Comprehension	Data Interpretation and Logical Reasoning	Quantitative Ability	
CAT Percentile	**75**	**75**	**75**	**85**
GMAT ***(Jan 01, 2024 to Dec 10, 2026)***	Verbal	Quantitative	Data Insights	
GMAT Percentile	**75**	**75**	**75**	**85**

Note **Only scores for tests taken in-person (test centers) will be accepted for GMAT. It is also mandatory to submit your official GMAT scores through GMAC, if shortlisted.

APPLICATION PROCESS

To apply for the PGDM programme, applicants must fill the form on the online admissions portal by **November 27, 2026**.

As per AICTE circular, Kashmiri Migrants or Kashmiri Pandits/Kashmiri Hindu Families (Non-Migrants) living in the Kashmir Valley can apply to the programme and send the relevant documents (like domicile certificate and/or other appropriate documents) directly to the admissions email id.

Application fees payment if applied to each programme separately:
PGDM application fee is INR 2500/-
PGDM (BM) application fee is INR 2500/-

Application fees payment if applied to both programmes together:
The application fees for PGDM & PGDM (BM) when applied together is INR 4000/-

Fee payment can be paid through the wire transfer details net banking or Debit / Credit Card.

The applicants are shortlisted on the basis of their profiles. They are also expected to meet the qualifying scores in at least one of the entrance exams. The profiles are scored and the applicants are sorted into two groups: Profile-based (Phase 1) and Profile-cum-score based (Phase 2).

Shortlists – Interviews

The shortlist is based on an applicant's profile considering the following factors:

- Consistency of academic record
- Relevance of work experience (if any) for the specialization chosen
- Versatility and achievements

Meeting the minimum eligibility cutoff in the entrance exam is mandatory in case of a profile-based shortlist to appear for the interview.

Second Phase Shortlists

This phase is held after the availability of entrance test scores. Applicants in this phase are called for interviews on the basis of their profile as given above, along with their performance in the entrance tests.

Detailed information related to the interview process/requirements will be shared with the shortlisted applicants after the shortlists are declared.

Selection List

The selection list is based on a composite score, which takes into account the applicant's profile, academic record, entrance test scores (CAT/GMAT), relevance of work experience (if any) and performance in the two rounds of group interviews.

SPJIMR does not allow deferment of an admission offer to subsequent years.

Participants/Applicants cannot be enrolled in any other full-time programme while pursuing the PGDM at SPJIMR. Candidates selecting the SPJIMR PGDM programme over another full-time offering that they may be currently pursuing must formally notify the institute in writing of their decision to continue with SPJIMR's PGDM programme.

Any misrepresentation or suppression of information by an applicant at any stage during the admissions process or at a later date, will lead to immediate disqualification of the applicant from SPJIMR.

TOTAL INTAKE

The current intake of the PGDM programme is 240. An additional 36 seats have been sanctioned for OCI/PIO, children of Indian workers in the Gulf countries and Foreign Nationals. The maximum total intake of the programme is up to 276 seats. NRI applications will be considered at par with the Indian applications.

For any further queries, kindly contact:

Bhavan's S. P. Jain Institute of Management & Research | Bhavan's Campus | Munshi Nagar | Dadabhai Road | Andheri West | Mumbai - 400 058 | India

Tel: 022 61454200 | 022 61460200 | 022 62134420

Email: admissions.pgdm@spjimr.org

You may also check the FAQ section for further information related to the programme and application on our website www.spjimr.org