



# Goa Institute of Management

The Learning Never Stops



## BROCHURE 2023



PGDM

PGDM-HEALTHCARE  
MANAGEMENT

PGDM-BIG DATA  
ANALYTICS

PGDM-BANKING, INSURANCE AND  
FINANCIAL SERVICES





# Vision

To be a preeminent business school at the forefront of management education and research. We will create transformative leaders focused on responsible, ethical and sustainable business practices.

# Mission

To create knowledge and develop responsible and agile leaders at the forefront of cutting-edge business practices.

# Goa Institute of Management

## ACCREDITATIONS, MEMBERSHIPS AND ACCOLADES

Approved by



All India Council for Technical Education  
(AICTE)

Recognized by



Association of Indian Universities (AIU)

Accredited by



National Board of Accreditation (NBA)



South Asian Quality Assurance System (SAQS)



Association of MBA and Business Graduates  
Association.

Member of



The Association to Advance Collegiate  
Schools of Business (AACSB)



European Foundation for Management  
Development (EFMD)



Principles for Responsible Management  
Education (PRME), a United Nations-  
backed effort.



Global Business School Network



United Nations Sustainable Development  
Solutions Network



UN-Global Compact Network India

Among top 4 B-schools in the world



GIM wins the prestigious 2021  
Flourish Prize for Global Goal #8





# Message from the Director

I am thrilled to share that Goa Institute of Management (GIM) continues to pursue lifelong learning opportunities and all-around accomplishment for our students, faculty members, and community.

I am proud to announce that GIM was recognized for its social impact and sustainability achievements at the United Nations PRME Global Forum held virtually from New York, USA. The Positive Impact Ranking (PIR) Report 2021 saw GIM emerge as a leader and was one of 4 business schools from 21 countries worldwide that took part in the rating this year and achieved Level 5, making it a Pioneering school within PIR. Only four B-schools globally made it to the top-ranked 'Pioneering' list.

All our programmes continue to excel, and graduating students are received well by the industry. Students continue to create outstanding placement records. For instance, the 2021-23 batch has secured 100% placement by mid-December with a significant salary rise for all four PGDM programmes. Our Healthcare Management (HCM) and Big Data Analytics (BDA) programmes are now recognized as among the country's top programs in the academic and corporate world. Our fourth full-time PGDM programme covering the crucial sectors of Banking, Insurance & Financial Services (BIFS) is rapidly gaining industry acceptance, as shown by the 100% placement of the first batch of BIFS graduates.

Our Fellow programme for scholars pursuing research in different management disciplines for a doctoral qualification continues to attract dedicated scholars.

We are progressing well to build a world-class research programme. In academia, the impact of intellectual contributions is manifold.



**Dr. Ajit Parulekar**  
Director-GIM

GIM encourages faculty engagement in building intellectual capital through teaching and research. As demonstrated in the GIM faculty's research output, the intellectual contribution has constantly been improving, both in terms of number and the ranking of journals.

The Atal Incubation Centre at GIM, under the Startup India Seed Fund Scheme, has selected 9 startups from across India and disbursed over 1Cr. AICGIM is dedicated to supporting startup growth through continuous scrutiny and providing valuable resources. Additionally, AIC-GIM has been chosen as the implementation partner for the SAMRIDH scheme by Meity Startup Hub, supporting 8 startups with networking, mentorship, and funding up to Rs 40lac. AICGIM is also committed to supporting women entrepreneurs and promoting diversity in the startup world.

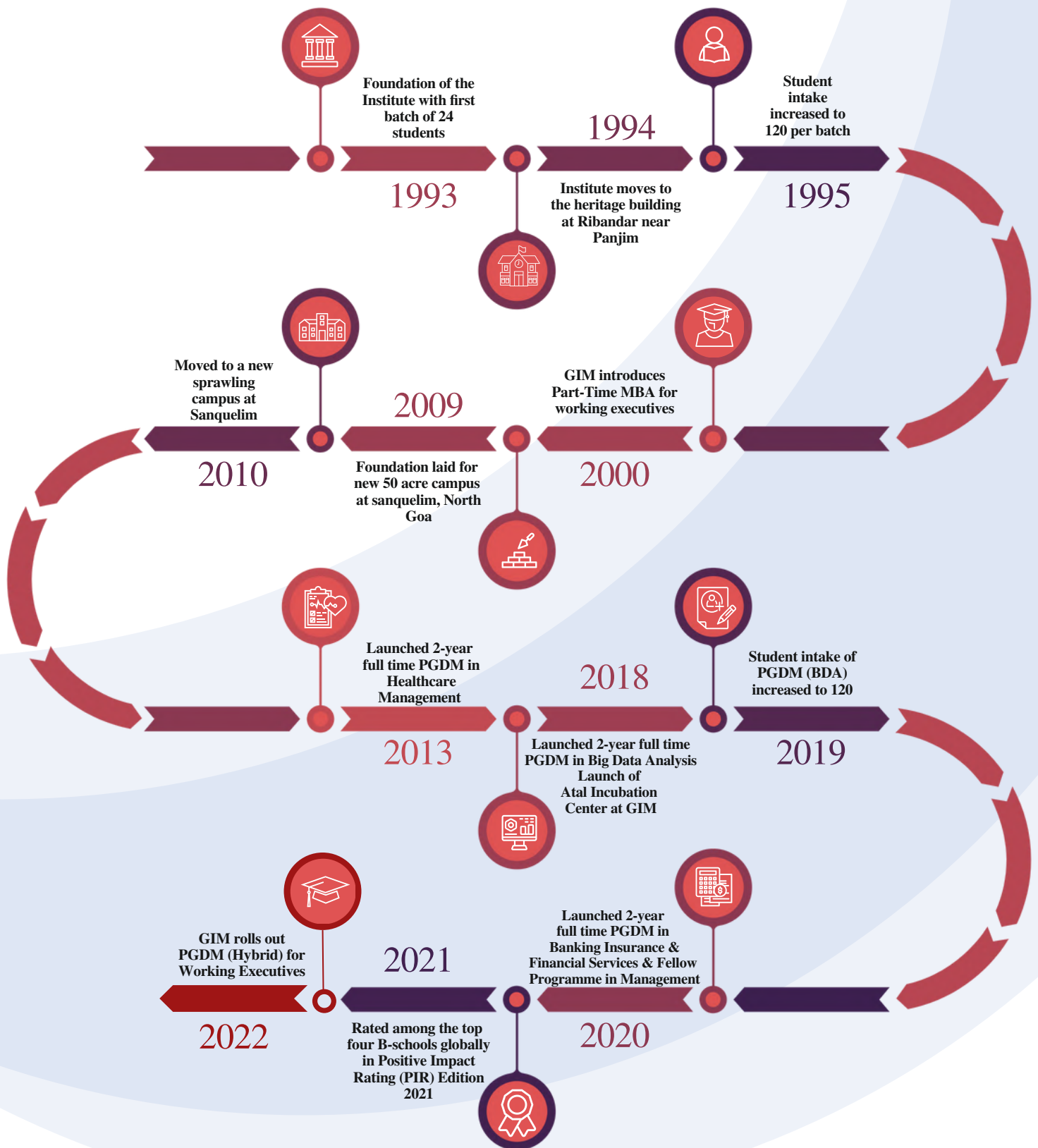


# About GIM

GIM prepares students to be responsive and responsible leaders, making a difference in society. We offer four two-year full-time PGDM programmes, including PGDM, PGDM-Healthcare Management, PGDM-Big Data Analytics, and PGDM-Banking, Insurance, and Financial Services. We also offer the Fellow Program in Management and a hybrid program for working executives. We have a 50 acre scenic campus with opportunities for outdoor learning, creativity through theatre, sports, and simulation games. GIM is approved by AICTE and focuses on diversity, pedagogy, and curriculum. Our students learn from peer interaction and informal communication with faculty, as well as managing activities in the Institute. We have a strong alumni network and consistently maintain 100% placements. Our faculty is highly qualified and experienced, many from the industries. Students get opportunities to enrich their learning through participation in a diverse range of athletic and cultural activities.



# GIM Journey





# Highlights 2023

## 1<sup>st</sup>

Indian Business School  
to be listed on the Haub SDG  
Dashboard

(St. Joseph's University, USA)

2023

**Top Big Data  
Analytics Program**  
in India by AIM  
(Analytics India Magazine)

## 70+

**Ph.D.**

**professors  
on campus**



## 100%

**Placements with  
the highest  
package of  
55 LPA**



## 250+

**Give Goa  
Projects**

in the last four years

## 50+

Acres of Scenic  
Campus

## 29

Years  
of Educational Excellence.

## Top 10

**Healthcare  
Management Institutes  
in India 2021: Higher  
Education Review**

## 2%

Amongst top 2% of globally  
ranked B-Schools by AMBA



Solar Plant  
on Campus  
Generates

## 745kw

of Solar Power

## 27,500+

**Books  
in the Library**

2023 Champion PRME  
(Principles for Responsible  
Management Education)

Students studying  
from across **22  
States** in India

## 5L

**in Merit  
Scholarships  
per student for selected upto 80 students**

## Top 11

**Private Business  
Schools**

by Outlook India ranked  
"Top Private MBA  
Institutions In India" of 2022

**2<sup>nd</sup>** Institute in India to  
be awarded BGA  
Accreditation



**80+** Student events  
across the year

**6000+** Strong  
Alumni Base

**12:1** Student Faculty Ratio

Ranked

**"Best for the World"**

Pioneering B-School in Positive Impact  
Ratings globally.

Partnerships  
with

**SAS**

**5**



Centers  
of Excellence

**26**

Skill  
Enhancing  
Student  
Clubs

**16**

Collaborations and  
Exchanges with  
International  
Universities



**Atal  
Incubation  
Center**



for promoting Entrepreneurship &  
Start-ups

Consistently ranked among the

**Top 15**

**Private Business Schools**

in India by leading ranking surveys

**Bloomberg Finance Lab,  
Behavioral Science Lab &  
Data Analytics Lab**  
offers students the most powerful  
technology platform





# OUR FULL-TIME PROGRAMMES

Goa Institute of Management offers PGDM programmes that are meant to assist students with their intellectual growth, rewarding employment prospects, and a lifetime of professional advancement. As they learn to promote long-term commercial, social and economic growth, and environmental improvement, our students are trained to face challenges that broaden their real world abilities and increase their worth to employers. GIM empowers you to become a long-term sustainable value creator for both businesses and society.

## 01 Post Graduate Diploma in Management

GIM's PGDM blends theory and practice to educate future leaders. The program covers various management domains, with a mix of core and elective courses, a Give Goa project, Summer Internship Project, and opportunities for student exchange and independent study. The program also offers a chance to gain practical experience through global partner institutions.

## 02 Post Graduate Diploma in Management Healthcare Management (HCM)

GIM's PGDM in Healthcare Management trains future leaders for growth in the healthcare industry. The program combines management and healthcare courses and includes initiatives like Give Goa and Know Your Healthcare Provider. With increased demand for healthcare management professionals, the program offers lucrative career opportunities. The six-term curriculum is designed to meet industry needs and includes core and elective courses, with focus on cultural sensitivity in healthcare contexts.

## 03 Post Graduate Diploma in Management Big Data Analytics (BDA)

GIM's Big Data Analytics program prepares future-ready managers with a blend of technical skills and managerial knowledge. The two-year full-time PGDM program balances business knowledge with hands-on experience and a five-month industry internship. The curriculum is validated by a board of studies and features guest lectures and practical projects in a real business environment. It is designed to meet the growing demand for data-driven decision making in management.

## 04 Post Graduate Diploma in Management Banking, Insurance & Financial Services (BIFS)

The PGDM BIFS is a 2-year full-time program with 6 terms, closely tied to organizational collaborations with 20 banks and financial firms. Industry execs lead a portion of the courses. A key aspect of the program is industry partners providing extended internships, guidance, and mentoring to students. This leads to better job readiness and recruitment opportunities for students and stronger career prospects for graduates. The program includes a 4-5-month internship for more corporate exposure.

# PGDM Placements

Highest CTC **55**  
LPA

Average CTC **14.87**  
LPA

Median CTC **14.70**  
LPA

Top 20 Students **24.56**  
LPA

Top 50 Students **20.56**  
LPA

Top 100 Students **18.16**  
LPA

Gartner

Microsoft

Michael  
Page

EY

TresVista  
Catalyzing Your Impact

AXIS BANK

TATA CAPITAL  
Count on us



D E Shaw & Co

GEP

JPMORGAN CHASE & Co.

Tech  
Mahindra

Infosys®

ADITYA BIRLA  
CAPITAL  
PROTECTING INVESTING FINANCING ADVISING

AR  
ASPECT RATIO

Crompton  
Greaves

asianpaints



ITC  
ITC Limited

Johnson & Johnson

accenture

Arcesium

citi

signify

Prodapt

Deloitte.

Capgemini

ICICI Bank

ABInBev

Reliance  
Industries Limited

OPTUM™

CRIF  
together to the next level



# PGDM - HCM Placements

Highest Intl  
Package **60.4**  
LPA

Highest Domestic  
Package **29.13**  
LPA

Average CTC **15**  
LPA

Median CTC **13**  
LPA

Top 20% students **27.84**  
LPA

Top 50% students **19.33**  
LPA



# PGDM - BDA Placements

Highest  
Package

40.2  
LPA

Average CTC

17.2  
LPA

Median CTC

15  
LPA

Average CTC of top 10%

36.2  
LPA

Average CTC of top 25%

27.4  
LPA

PPOs offered

35

 **accenture**



**HSBC**

**TATA CAPITAL**

Count on us

**Optum**





# PGDM - BIFS Placements

Highest CTC **27**  
LPA

Median CTC **15**  
LPA

Average CTC **14.61**  
LPA

Top 10% students **21.18**  
LPA

Top 20% students **18.82**  
LPA

Top 50% students **18.16**  
LPA

**CRISIL**  
An S&P Global Company

**AXIS BANK**

**BANK OF AMERICA**

**WELLS  
FARGO**

**EY**

**ADITYA BIRLA  
CAPITAL**

**B Health**

**CareEdge**  
Ratings • Advisory • Research • Risk Solutions

**CRIF**  
Together to the next level

**TATA CAPITAL**  
Count on us

**JPMORGAN  
CHASE & CO.**



# DISTINGUISHED ALUMNI



## Dr. Srinivas Chunduru

Batch - 1998

Founder - Vans Group  
Investing | Skilling | Advisory  
[www.vansskilling.co.in](http://www.vansskilling.co.in) | [www.vansinvestments.co.in](http://www.vansinvestments.co.in)

Chief Advisor - Crowdera | Member of Board - AF Capital | Ex Senior Advisor - OLA | Chief Advisor- Mindful e-commerce ventures | Advisor - Happy+ | Board Advisor- Snackamor foods | Partner - Success route and Y nos (IIT Chennai incubated)

### Testimonial :

The most important life learning that GIM has instilled into my working career and DNA is the ability to construe a business situation holistically and not just limited to a functional area. This has immensely helped me in my 23-year career to play the role of Intrapreneur and Entrepreneur. In my career, I had an opportunity to work in varied functional areas ranging from sales to finance to HR and this versatility would not have been possible without the strong pedagogy at GIM.

The approach and pedagogy focussed a lot on live projects, collaboration, practical aspects of business management through simulations, case studies and other creative methods. In addition to this, an emphasis on overall professional and personal development through various clubs, associations, sociocultural events, competitions and sports helped me a lot in balancing various aspects of life. GIM has always been an innovator and focuses on sustainability, inclusiveness, deep industry connections and focuses on research has always distinguished GIM. The state of the art infrastructure (Digital as well as physical), the intellectual assets (case studies, research, faculty, projects, research labs, sustainability centres, startup incubators etc) and unique value-driven pedagogy will surely help the current and forthcoming batches in crafting a bright careers.



## Mr. Rakesh Palakurthi

Batch - 2001

Executive Director - Debt Capital Markets Yes Bank Limited

### Testimonial :

GIM has been a catalyst that changed my perspective of life in more than one way. Two decades back GIM did not have the swankiest of campuses, top-of-the-deck infrastructure & technology but it had core ingredients to mould the youngsters into a responsible and successful business leader. Apart from a strong pedagogy, GIM always had integrity, humility and social responsibility as main core elements of its ethos. I am proud to see the institute not let down their focus on these core ingredients even after 2 decades and is reflected in GIM being recognised by UN amongst the four business schools globally as "pioneering" B- school in the Positive Impact Rating (PIR) 2021 under United Nations Principles for Responsible Management Education (UN-PRME) report.

Life @ GIM helped me imbibe Grit & Determination, Integrity & Indomitable Spirit and being Morally responsible. It provided an environment to build excellent camaraderie which stood its test very recently when our class came together at one shout to support one of our buddies. This incident gave confidence to our families that there are 100 families standing behind them. This is testimony to the culture and environment GIM fostered on campus in those 2 years. I feel proud and privileged to be part of GIM family. In these two decades GIM has come a long way in building top of the deck campus infrastructure, technology and research capabilities without losing sight of the core ethos of integrity, humility and social responsibility. I am very confident that this whole ecosystem at GIM makes it one of the preferred business school for aspiring leaders.





## Ms. Radhika Ramani

Batch – 1999

Managing Partner  
GroupM

### Testimonial :

My first introduction to GIM was its faculty at the time of the interview. The lasting impression this left me had me selecting this relatively new and unknown institute in the 1990's to its more popular counterparts - easily one of the best decisions I made.

GIM was unconventional. The faculty, the students and the magic of Goa was unique in a way that taught us to look and live life beyond textbooks. The faculty was not only some of the best in their subject matter, they were passionate and transferred this passion to each one of us. The ensemble of students who came from very different backgrounds was unique. Brilliant, fun with a never-say-die attitude, most have gone on to become successful entrepreneurs and leaders in their fields. Finally, the magic of Goa brought a camaraderie and an appreciation to enjoy life to its fullest. This is the same culture that has continued over the years in my interactions with the school and the batches that have followed.



## Mr. Sreekumar Bahuleyan

Batch – 1997

Associate Vice President, HR  
Victoria's Secret

### Testimonial :

Having realized early in my student life that I wanted a career in Human Resource Management, I set out to identify institutions that could offer quality education and the right environment to help prepare me for the corporate world. GIM was one among the few institutions I seriously considered and I eventually accepted their offer of admission. Father Romuald D'Souza's reputation as a visionary educationist, the caliber of the professors who helped him set up GIM, and my own experience during the selection process helped me make up my mind. The two years at GIM didn't disappoint me. In fact, it exceeded my expectations and I believe I wouldn't have been able to achieve what I have in my 24+ year corporate career had it not been for the strong foundation it laid for me. Father Romuald's conviction that "to be a good manager it is important to be a good human being" continues to guide all my actions even today. GIM instilled many things in me but above all, it taught me humility, tenacity and a strong belief in my own self.





## Ms. Nandini Prasanna

Batch – 2000

VP, HR Control Leader  
Wells Fargo

### Testimonial :

I am thankful to GIM for the quality education that I received during my two years of MBA course. The favourable learning atmosphere in the old Ribandar campus and the wonderful friends that I made gave me happy student years and also allowed me to gain knowledge and experience from some of the best professors in the field.

The learnings imbibed have helped me in my successful personal career growth. The opportunities provided in all the extracurricular activities help in the all-around development of the students. GIM has grown over the years not just in the infrastructure but also in the value creation towards developing our future professionals.



## Mr. Samarth Kholkar

Batch - 2006

CEO & Co-Founder B:Live,  
India's First EV Experience Platform

### Testimonial :

I joined the PGDM program at GIM after my Engineering. The program has been phenomenal in leadership training, personal growth and my professional development. The entire program was very well-designed and added tremendous value to my long-term career aspirations and continues to do so even today. The program challenged our thinking and helped evaluate every business problem in a very comprehensive manner. I was placed in IBM India from campus, and I worked there for over a decade before turning entrepreneur at BLive. The core learning imbibed during GIM has enabled me to be a well-rounded professional and ensured the creative and collaborative approach is adopted in every situation, throughout my corporate and entrepreneurial journey.

### A. John Mathew

Director and CEO, Sycamore Foods and Technologies Pvt Ltd.

### Abhimanyu Kalra

Executive Director, India Equity Sales, Nomura

### Adit Pankaj Parekh

Senior Manager, Corporate Development - Freshworks

### Alok Saigal

Head Strategy - Edelweiss Global Wealth Management

### Amitabh Jha

Head HR/IR - Tata Steel

### Arul Vaz

Management Consultant - VISION

### Brian Caetano Freitas

Independent Insight Provider -Smartkarma

### Denny George

Founder - Project Annadanam

### Dwijendra Srivastava

CIO Debt and Executive VP - Sundaram Asset Management Co. Ltd.

### Eugene Savio Valles

Head Human Resources - GTL Ltd.

### Gagan Banga

Vice-Chairman, Managing Director and CEO - Indiabulls Housing Finance Ltd.

### Genevieve D'Cunha

DOCRM - Indian Hotels Co. Ltd.

### Jackbastian K. Nazareth

CEO - Adani Realty

### Juvenal Dias

EMEA Portfolio Manager - Johnson & Johnson



**Mrunmay Das**  
Director  
Das Capital Management and Advisors Pvt. Ltd.

**Murali Sathyanarayana**  
VP and Global Head of Channel Sales  
Datamatics Global Services Ltd.

**Muralidhar Salvateeswaran**  
Regional Operations Director, South Asia -  
Kantar

**Nandini Prasanna**  
VP-Risk Management and Compliance - Wells Fargo

**Neel Adhikari**  
Global Security Program Management - Solvay

**Noel Noronha**  
Senior HR Specialist, Transformation and  
People - Telstra

**Perry Goes**  
Chief Strategy Officer - United Breweries Ltd.

**Prasad Shejale**  
Co-founder and CEO - Logicserve Digital

**Puneet Mahajan**  
Executive VP and CFO - Suffolk

**Rajesh Gupta**  
CEO - Mahindra South Africa

**Rituparna Chakraborty**  
Co-founder and Executive VP - Teamlease  
Services Ltd.

**Sagnik Ghosh**  
Executive VP and Business Head  
Star Jalsha and Jalsha Movies- Star TV Network

**Sajjan Raut Desai**  
Director Investments - India Avenu

**Samarjeet Singh** Co-founder  
and CEO Iksula

**Sameer Batra**  
Director Mobile Business Development -  
Amazon

**Sameer Mehra**  
Founder, Advisory Board (GHIG) - Esoda Guru LLC

**Sandip Mishra**  
Chief Human Resource Officer - Prodapt

**Saurav G Mukherjee**  
Managing Director - ORCA Media Pte Ltd.

**Shifali Jain**  
Sr VP and Group Head- Axis Bank

**Shilpa Gulati**  
VP - Peoples Operations - KEA

**Sreekumar Bahuleyan**  
Associate Vice President - L Brands

**Srinivas Chunduru**  
Founder and Member of Board - Vans Group

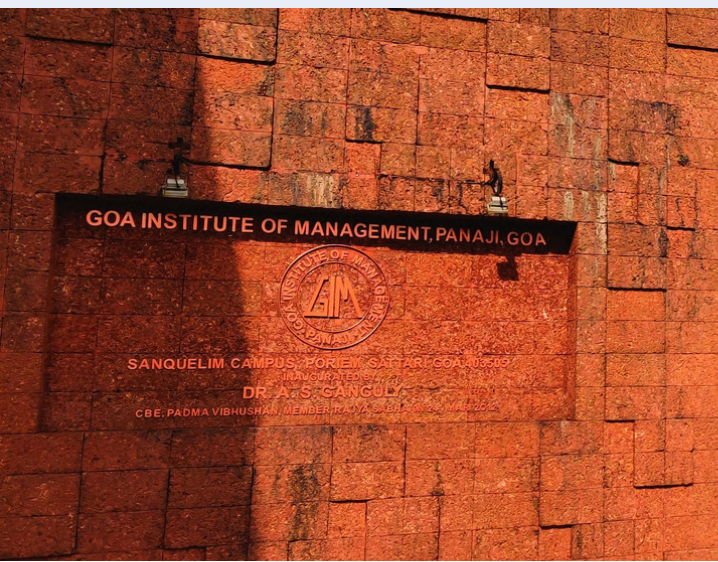
**Sunando Das**  
CMI Director, Predictive Marketing and Retail  
Analytics - Unilever

**Supria Dhanda**  
VP and Country Manager - Western Digital

**Vipul Mathur**  
CEO - Mufti

**Virendra Acharya**  
Head Treasury - VIMSON

**Vishal Jain**  
Head – ETF's - Reliance Mutual Fund





# Students Speak



## **DR. RUBANTI SENGUPTA**

PGDM - HCM, 2021-23

"I am a Dentist, and I made my way to GIM through the CAT exam. GIM has given me immense exposure and many opportunities to participate in multiple competitions, live projects, and symposiums, both at national and international levels. The mentorship and encouragement of our professors have been of immense help. I've made some excellent friends here, not just from HCM but also from other streams. Learning never stops at GIM, and the peer-to-peer learning at GIM helps one to learn teamwork, cooperation, and collaboration."



## **DIBYADEEP CHOWDHURY**

PGDM - BIFS, 2021-23

"PGDM (BIFS) at GIM has been a launchpad for my professional and academic journey. The blend of data analytical topics and Financial Subjects makes the students gain an edge over others before entering the industry. As a candidate with work experience, the classroom learning helps me relate to the experience I have had in the corporate world, thereby making my learning holistic."



## **CHIRAG NIHALANI**

PGDM, 2021-2023

"Viewing the red brick wall, I was sure that the color represents energy, rigor, and passion for achieving goals. From the picturesque view in the morning to studying, playing sports, and enjoying the scenic sunset in the evening, my life at GIM never stops. Also, be it a festival or a platform to showcase my skills, students' clubs have handled it all."



## **HAZIA FERNANDES**

PGDM - BDA, 2021-23

"I graduated with a Bachelor in Computer Engineering with a keen interest in Data Science. While I worked for four years as a software engineer, I gained knowledge in the vast field of data science."

I finally decided to join the Big Data Analytics program to become industry-ready and gain exposure to real-world Data analytics problems. GIM provides me with this knowledge along with relevant internship opportunities to achieve these goals."



# Admission Procedure

Applications for Admission to full time PGDM programmes are invited from graduates. Shortlisted candidates are invited for a further evaluation.

1

2

Minimum 50% aggregate in Bachelor's Degree

Candidates in the last year of degree should have obtained a minimum 50% aggregate (45% for SC/ST category) in the latest examination.

3

4

Must have taken/ appeared for any one of the following:  
XAT 2023, CAT 2022, GMAT taken between 1st Jan 2021 to 31st Jan 2023, CMAT 2023

## Students Intake

PGDM Batch of 2023-25

Programme	Intake Capacity
PGDM	300
PGDM (HCM)	60
PGDM (BDA)	120
PGDM (BIFS)	60

[Know more about Admission](#)

# Scholarships & Loans

GIM maintains diversity, access and quality by providing scholarships for meritorious students. Following scholarships are given to deserving candidates who fulfill all the terms and conditions :

## **PGDM (Full Time)**

- Academic Competence and Excellence Scholarship Scheme (ACCESS)
- Scholarships for 45 students, each worth ₹5,00,000

## **PGDM HCM**

- GIM - MBBS Scholarship (GMS)
- 07 scholarships each worth ₹5,00,000






## **PGDM BDA (Full Time)**

- Academic Competence and Excellence Scholarship Scheme (ACCESS)
- Scholarships for 21 students, each worth ₹5,00,000

## **PGDM BIFS**

- Academic Competence and Excellence Scholarship Scheme (ACCESS)
- Scholarships for 07 students, each worth ₹5,00,000

Studying at GIM involves a minimal amount of cash out flows for most students. Various banks provide pocket friendly loans to GIM students.

	<b>Bank of India</b> Loan of upto ₹25,00,000
	<b>State Bank of India</b> Loan of upto ₹20,00,000
	<b>HDFC Credila</b> Loan of upto ₹21,00,000
	<b>Bank of Baroda</b> Loan upto Rs. 30,00,000
	<b>IDFC First Bank</b> Loan upto Rs. 30,00,000

Government educational loan facility for Goan domicile students

The Government of Goa offers educational loans up to Rs. 8 Lakhs for eligible Goan domicile candidates.

For availing this facility and more information, please visit [www.dhe.goa.gov.in](http://www.dhe.goa.gov.in)

## Full Tuition Fee Waivers

### Eligibility

- Students whose family income is less than Rs. 8 lakhs/annum are eligible.

### Terms and conditions

- The Tuition Fee Waivers may be awarded to deserving students subject to a maximum of 5% of the students admitted.
- The award shall be based on assessment of the financial need, considering total family income and economic condition of the family.
- The awardees would get a full waiver of the Tuition fees.
- For batch 2023-25, the Tuition fee component is Rs. 11,78,000.



# Program Academic Fee

Once you receive the acceptance letter for admissions, the process for fees submission starts from March 2023. You can pay your fees by debit card, credit card or demand draft.

## Academic Fee Installment Schedule for Batch 2023-25

**1 Inst 1a ( Mar-Jun 23) ₹ 50,000**

**2 Inst 1b ( Mar-Jun 23) ₹ 4,10,000**

**3 Inst 2 ( Oct 23) ₹ 4,60,000**

**4 Inst 3 ( Jun 24) ₹ 9,11,200**

**Total Academic Fee - ₹ 18,31,200**



# International Admissions



GIM welcomes students from anywhere in the world who aspire for cutting-edge business education while located within the natural surroundings of picturesque Goa. With campus placements and summer internships, all the programmes are suitable and contemporary for students of any nationality. In addition, Goa is a very diverse and inclusive society with a rich history that has shaped a very accommodating culture of the present. It is one of India's most popular tourist destinations and boasts of scenic beauty and exotic cuisine. It is also home to numerous industries and India's best healthcare services.

## Eligibility

- The student must be a foreign national or NRI. A foreign national is defined as someone who has a passport issued by a country other than India.
- NRI means Non-resident Indian as defined in Income Tax Act, 1961.
- All applicants must have scored at least 50% aggregate in their Bachelor's degree, awarded by a recognized university.

## Fee Structure 2022-24

Programme Fees: PGDM, PGDM-HCM, PGDM-BDA, PGDM-BIFS: US \$13,500 per year

## International Exchange Partners

1. International Exchange Partners:
2. CLSBE (Catolica Lisboa School of Business and Economics), Lisbon
3. ISCTE, Lisbon, Portugal
4. Lappeenranta University of Technology, Lappeenranta, Finland
5. Universiteit Antwerpen, Antwerp, Belgium
6. Kansas University School of Business, Kansas, USA
7. Warsaw University Technology Business School (WUTBS), Warsaw, Poland
8. The Institute of Higher Education in Management (HEM), Morocco
9. Sapir College, Israel CUNEF, Madrid, Spain
10. North-South University, Dhaka, Bangladesh
11. JIMMA University, Ethiopia
12. Kathmandu University School of Management, Nepal
13. American International University, Bangladesh
14. Fundação Gelutio Vargas, Sao Paulo, Brazil
15. Alba Graduate Business School, Greece
16. Mondragon University, Spain

## GIM & WUTBS Study Tour

- GIM sends 20-25 students annually to WUTBS in Poland for 8-10 days
- Tour focuses on Polish culture and emerging business sectors, with discussions, lectures, and field visits

## GIM & Alba Graduate Business School, Greece Study Tour

- GIM sends 20-25 students annually to Alba Graduate Business School in Greece for 8-10 days
- The students work on live projects with companies in Greece

## GIM & University of Antwerp Tie-up

- International Consulting Bootcamp held annually in September between GIM & UoA
- Students from both institutes work on live projects in Goa, India
- Boot camp provides cross-cultural experience and learning opportunity

## Country Immersion Program

- Allows students to understand host country's business dynamics through trade, politics, and society
- Includes industrial visits and interaction with business leaders, and cultural visits
- Partner institutions: Kansas University (USA), WUTBS (Poland).



# Infrastructure & Facilities



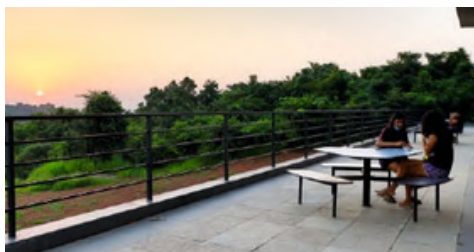
## 50 Acres of Eco-Friendly Campus

GIM's picturesque campus is a slice of paradise, nestled in the beautiful Sahyadri's foothills. A 745kW solar energy plant powers this eco-friendly campus. Various other green initiatives such as Rain Water Harvesting, Sewage Treatment Plant are undertaken by the Institute for its commitment to sustainability and environmental friendliness.



## Atal Incubation Centre

The Atal Incubation Centre at GIM (AIC-GIM) helps turn ideas into successful startups. The center provides seed funding, co-working spaces, workshops, and networking events to help students develop their skills and connect with industry leaders. AIC-GIM is a sector-agnostic incubator supported by the Indian government and has helped incubate 32 startups from 2018 to 2020. It provides entrepreneurs access to finance, market, & talent through physical, virtual, and on-demand incubation services.



## Hostel Facilities

Our separate on-campus hostels for Boys and Girls offer conveniently shared living spaces and clean and secure facilities. HDFC Bank Limited has installed an ATM inside the campus, which provides round-the-clock 24x7 banking services.



## Sports Facilities & Fitness Centre

Our on-campus suite of athletic and fitness facilities will help you stay healthy, fit, and mentally grounded. It includes Swimming Pool, Badminton court, Basketball court, Football Field, Tables tennis and Volleyball court. The indoor fitness center inside the Multipurpose Hall features cardio and weight. It has treadmill, kickboxing, and the latest fitness equipment.



## Medical Facilities

The campus has an on-campus health center with a paramedical care team. It has also tied up for services of a leading doctor visiting the students regularly on campus. In emergencies, patients are taken to the well-equipped district hospital, which is just 2 km away from the campus. Institute has an MoU with HealthWay Hospitals for priority admission facilities.



## Food Court

A vast food court with a comfortable seating capacity is located in the heart of the campus. It offers a variety of cuisines depending on the taste of the students. From thalis to burgers and from sandwiches to fries, it is the perfect place to grab a bite on your way to classes.



## Hangout Zone

Recently opened and often crowded, the hangout area of the new canteen offers an array of seating where students can catch up between lectures amidst the blue Goan skyline. It is a perfect place to chill together with friends.

# Student Clubs

## Aarohan

The Leadership Interaction Club of GIM aims to incorporate leadership qualities through various talks, workshops and events. We host Samriddhi: The Annual Business Flagship Symposium of GIM, Wine Tasting Etiquette and Ribandar Talk Series.

## AgoraLokniti

Agora x LokNiti is the premier club for public speaking and public policy where we teach students how to improve their public speaking abilities and increase their understanding of what's going on at the federal level and how it affects our daily lives.

## The Health Club

A campus sustaining club, liaisoning between different vendors on campus, students and the management; assuring students' well-being on campus by looking after food, gym and swimming pool.

## Industry Institute Interaction Club

i3 club acts as bridge to provide corporate projects to each student of GIM, make available opportunities for students to put their classroom learning to practice and cover application of all management disciplines.

## Inception

Inception, the Performing Arts Society of Goa Institute of Management, organizes events promoting creativity and art forms for students throughout the year.

## Razzmatazz

Creating a vibrant campus experience by organizing different cultural events and parties, adding a zing of rejuvenation in the hectic curricular life.

## Cognition

The vision of the society is to create evangelists who would propagate knowledge and insights of data science among the student community as well as outside of it. The society envisions positioning GIM as the vanguard institute for data science in the country and possibly beyond it. It conducts events across the year involving students and industry leaders to bridge the knowledge gap and empower the realm of Data Science & Analytics.

## TEDxGIM

The Goa Institute of Management, a prestigious business school in India, hosts the TEDxGIM event. The goal of TEDxGIM is to use TED's approach and not just provide attendees with a day fluffed with mind-boggling knowledge but also a thought-provoking spark for the GIM, Goa, community.

## SOFIA

SOFIA- The Finance Club of GIM organizes events and activities to help students develop finance acumen and impart knowledge on the latest happenings in the finance world. Provide finance enthusiasts with the scope and opportunities available in the field of finance and guide them in crafting their way to making a successful career in the finance domain.

## Brainvista

We are a group of individuals who are passionate about trivia and love to challenge ourselves and others with interesting and thought-provoking questions. Our goal is to provide a platform for like-minded individuals to come together and test their knowledge in a fun and engaging way.

## Curio

Curio, the ultimate creative club of GIM gives students a platform to enhance the students' creativity with innovative, creative and fun events.





### **PR Cell**

The Student Public Relations Cell at GIM is a student-run initiative that serves as the main point of contact for prospective students seeking information about the quality of education at the institution while accurately representing the brand. The cell manages external interactions and publicises events and convocations.

### **MECCA**

The marketing club of Goa Institute of Management is the core club responsible for handling and providing a platform for students to apply their marketing acumen. Around the year, the club hosts various fun, creative and skill testing events such as Bootcamp, Sale Away, GIM Wizbiz, Chrysalis.

### **INVICTA**

The Operations and Consulting Club of GIM, aims at inculcating the students with the knowledge of Operations & Consulting by bringing the domain to real-life situations, to our daily lives by exploring new challenges each time in order to make learning more interesting. Our endeavour is to equip students with the right tools to build key competencies and skills that can be leveraged to build their prospective careers.

### **HRdiay**

HRiday, the HR Club of Goa Institute of Management, focuses on the holistic development of students. It emphasizes the importance of teamwork and cooperation. People, Passion, and Performance-our motto, drives the student club to organize a series of events in the field of HR domain, like national-level HR case study competitions, talks with industry leaders, and simulations throughout a calendar year.

### **Samarthan**

Samarthan is a student-driven CSR club of GIM that promotes the culture of being socially responsible among budding managers and stresses the importance of giving back to society. It provides a platform for students to strive and bridge the gap between ideas and actions, thus contributing to societal betterment.

### **Prayas**

"Sports gives your life structure, discipline, and a genuine, sincere, pure fulfillment that few other areas of endeavor provide." Advocating on the same principle, Team Prayas organizes more than 20 events a year, from sporting to cultural events. The team also looks after the sporting equipment and infrastructure in GIM, fuelling the spirit of sports on campus throughout the year.

### **Vinidhan**

Vinidhan was conceptualized in 2013 as an equity fund with the objective of providing a platform for students to learn through the experience of managing a real investment fund. While 'Learning' is the primary objective of Vinidhan, the goal is to be recognized as a professionally managed fund in the financial world.

### **S.A.R.C.**

The Student Alumni Relations Cell works towards promoting, nurturing and building strong bonds between the Institute and its decorated Alumni network. We strive to provide an opportunity for connecting students and faculty to interact with the Alumni.

### **E-Cell**

The Entrepreneurship Cell at GIM is a prominent student body that promotes and celebrates the entrepreneurial spirit amongst the students and encourages them to be budding entrepreneurs. We provide a platform for student startups on campus to connect to incubators, seed funds, and angel investors.

### **OxyGim**

Music is the language of the spirit. OxyGIM gives every GIM student, the opportunity to display their musical talent in OxyGIM, an open music ensemble. Students can play at a variety of college events, such as open mic nights, Oxygim Night, Inception Due to its inherent universality, music unites people from all corners of the globe. OxyGim connects the students of GIM through the language of music.



# Centres of Excellence

## **Centre for Excellence in Research**

The Centre for Excellence in Research (CER) aims to promote and foster research culture with objectives such as building a culture of research, fostering an environment that encourages research, promoting high-quality research among faculty members, imbuing research-driven pedagogy among students, and positioning GIM as a thought leader in the management community. The center shapes research policy, evaluates research infrastructure and assesses research quality, ensures ethical standards and arbitrates on research-related disputes.

## **Centre for Excellence in Sustainable Development (CESD)**

The Centre for Environmental Sustainability and Development (CESD) was formed in 2018 to contribute to GIM's quest for environmental sustainability through knowledge creation, action research, and dissemination, development of a resource center, participation in policy making, contribution to sustainability start-ups, Sustainability activities, stakeholder communication, student engagement, international activities and focusing on priority SDGs 6, 7, 11, 12, 13.

## **Centre for Creativity, Innovation & Design Thinking**

Design Thinking is a critical tool used in problem-solving in the workplace, it uses a human-centered approach to find sustainable solutions to existing problems. The Centre for Creative and Innovative Design Thinking (CCIDT) develops multiple skills of students by providing rich opportunities to find a voice for their creative expression through theatre, dance, short-film making, photography, art, and music.

## **Centre for Public Policy and Governance**

The Centre for Public Policy and Governance (CPPG) at GIM aims to explore the links between management and public policy, generate and lead intellectual capital and experience to inform public policy formulation and governance in India and emerging economies, create awareness among the student community by discussing and analyzing public policies and serve as a platform for academics, policymakers, and others interested in public policy and governance to interact and dialogue.

## **Centre for Social Sensitivity and Action**

The Centre for Social Sensitivity and Action (CSSA) at Goa Institute of Management (GIM) contributes to the society and the institute through research, training, workshops, academic and community-based activities. It promotes responsible management education, prepares leaders for complex sustainability challenges faced by business and aligns its activities with the UN Sustainable Development Goals (SDGs) and the PRME initiative. Priority SDGs of CSSA are SDG3, SDG4, SDG5, SDG8, SDG10, SDG12 and SDG17.

[Know more about the centres](#)



## POST GRADUATE DIPLOMA IN MANAGEMENT HYBRID

AICTE approved 2-year Post Graduate Diploma in Management program that offers the best of both worlds – online and in-person learning. Designed for professionals and entrepreneurs who face challenges in pursuing traditional full-time education, this program enables participants to receive top-tier management education while balancing work and personal life. With the added convenience of online components, the program offers an accessible solution to those seeking to advance their management skills and knowledge.

- **Accredited Management Degree:** Obtain a postgraduate management degree from a top B-school with AICTE accreditation, while balancing work or job.
- **Trusted Institute:** Join GIM, an institute with a legacy of providing world-class management education for almost three decades and ranked 36th in India.
- **Designed for Working Professionals:** PGDM (Hybrid) is tailored for experienced executives, entrepreneurs, and professionals seeking advanced management education.
- **Learn and Apply:** Balance learning and application by studying on weekends and applying skills during the week, with flexible semester-based program and multiple exit points.
- **Reasonable Fees and Flexible Fee Payment Mechanism** – to support you in investing in your own future, and get the best value on your investment.

## MANAGEMENT DEVELOPMENT PROGRAMMES (MDP)

GIM's MDPs are designed to meet the needs of executives at all levels: senior and mid-level executives, professionals from start-ups, and new hires. The programmes equip students with a wide range of vital skills required to thrive in today's fast-paced global business world. GIM provides a range of standardized and tailored programmes for working professionals, both long and short in duration. We also provide a number of in-house programmes tailored to the client's individual requirements. The availability of teachers from numerous fields such as finance, human resources, data science, healthcare, operations, and marketing gives us the capacity to respond to and adapt to the unique needs of various firms who wish to conduct trainings at our institute. To make it a beneficial experience for the learners, the experienced faculty employ a number of pedagogical approaches such as caselets, discussions, interactive and educational movies, outdoor activities, and so on.

We have held MDPs for a variety of customers from industries such as pharmaceuticals, manufacturing, energy, real estate, information technology, educational institutes, public service, and administration over the years. Among the firms for whom we have provided training are Johnson & Johnson, MetLife, HPCL, ONGC, and Adani Group, to mention a few.

As we move ahead, we will continue to provide intense and transformative learning experiences for executive learners. We cordially invite you to join us on this remarkable adventure.

## FELLOW PROGRAMME IN MANAGEMENT

The FPM is a doctoral program aimed at training research scholars for careers in academia and industry. The program is divided into three phases: Course Work, Comprehensive Exam, and Thesis Work and typically runs for four years. Participants receive scholarships and work as teaching and research assistants, and attend conferences and workshops to develop their knowledge, research skills, and teaching abilities. The program aims to equip scholars with advanced analytical and practical skills necessary for success in academia and industry.



# Eminent Speakers at GIM



Mr. Satish Pradhan

Ex Executive Vice President, TATA Sons

Mr. Birender Ahluwalia

CEO, The Positivity Co.

Mr. R Srinivasan

PGP Chair, IIM – Bangalore

Mr. Sharad Vivek Sagar

Founder & CEO, Dexterity Global Group

Mr. Dan LeClair

CEO, Global Business School Network

Mr. Rajesh Srivastava

Corporate Trainer

Mr. Siddhant Shah

Founder, Access for all

Mr. Satish C Mehta

Former Indian Foreign Service Officer

Ms. Sophia David

Learning Consultant, Deloitte

Mr. Anand Bhatnagar

Assistant Vice President, Reliance

Mr. Ashutosh Chadha

Director & Country Head, Microsoft

Dr. Nisha Khanna

Mental Health Practitioner, Bye Tense Mental Health

Ms. Ruchika Mehta

Director- Communications & PR, The Park Hotels

Ms. Shalini Goyal Bhalla

Managing Director, ICCE

Ms. Madhumitha Venkataraman

Founder, Diveristy Dialogues

Mr. Prakash Gurmoorthy

Partner & MD – Asia Pacific, Born Group

Mr. Rajan Sethuraman

CEO, Latent View Analytics

Mr. Ashwin Bajaj

CEO, Leveraged Growth



# Goa Institute of Management

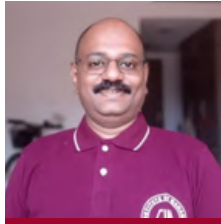
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Finance & Accounting



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Professor, Healthcare Management



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Assistant Professor, General  
Management & Economics



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Associate Professor,  
Healthcare Management



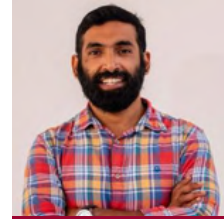
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Sr Professor,  
Organisational Behaviour & Human Resource  
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Associate Professor,  
Finance & Accounting



**Anamika Sinha**  
Professor,  
Organisational Behaviour & Human  
Resource Management



**Andy Stephen Silveira**  
Adjunct Faculty,  
General Management &  
Economics



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Associate Professor,  
Marketing



**Anup Kumar Maurya**  
Assistant Professor,  
Big Data Analytics



**Anurag Dugar**  
Associate Professor,  
Marketing



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Associate Professor,  
Healthcare Management



**Arpita Amarnani**  
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Finance & Accounting



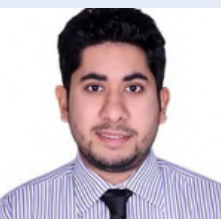
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Professor,  
Finance & Accounting



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General Management & Economics



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Finance & Accounting



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Finance & Accounting



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Assistant Professor,  
General Management &  
Economics



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Senior Lecturer,  
Finance & Accounting



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Professor,  
Organisational Behaviour &  
Human Resource Management



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Assistant Professor,  
Healthcare Management



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Assistant Professor,  
Information Technology &  
Operations Management



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Professor,  
General Management &  
Economics



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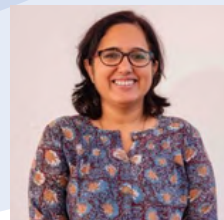
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Associate Professor,  
Finance & Accounting



**Israel Fortin**  
Assistant Professor,  
Organisational Behaviour &  
Human Resource Management



**Joy Chowdhury**  
Assistant Professor,  
General Management &  
Economics



**Kanupriya Katyal**  
Associate Professor,  
Marketing



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Visiting Associate Professor,  
General Management & Economics



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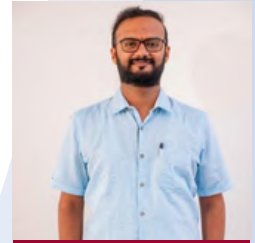
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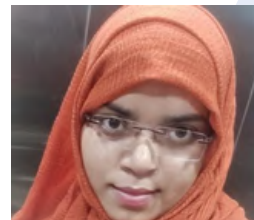
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Finance & Accounting



**Mantasha Firoz**  
Senior Lecturer,  
Organisational Behaviour &  
Human Resource Management



**Muneeb Ul Lateef Bandy**  
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Organisational Behaviour &  
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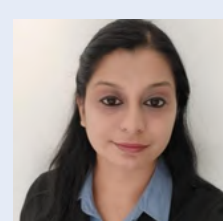
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Big Data Analytics



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Information Technology &  
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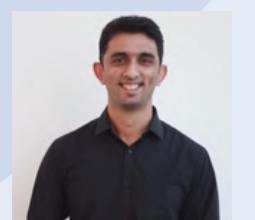
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Operations Management



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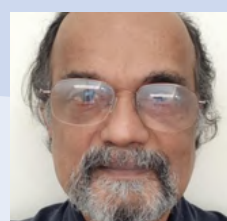
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Associate Professor,  
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Operations Management



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General Management &  
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Operations Management



**Neetant D Sinai Shirodkar**  
Adjunct Faculty,  
Finance & Accounting



# DISTINGUISHED FACULTY

## Shubha Mudgal

Ms. Shubha Mudgal has vast experience in Hindustani Classical music has done a lot of experimentation in Indi-pop and has been trained by the finest musicians and musicologists in India. In addition to being a performer, she has also won recognition as a composer. She is the recipient of numerous times awards, including the Padma Shri from the Government of India in the year 2000, and the Gold Plaque Award for Special Achievement in Music at the 34th Chicago International Film Festival, 1998, and the Yash Bharati Samman from the Government of Uttar Pradesh in 2015. She has also been closely involved with several projects related to music education in India. She was a member of the Central Advisory Board of Education constituted by the Government of India and was also Nana Shirgaokar Visiting Research Professor for traditional music at Goa University.

## Aneesh Pradhan

Dr. Aneesh Pradhan is India's leading Tabla Player and the recipient of several awards such as the Aditya Birla Kala Kiran Award (2000), the Natyadarpan Award for 'Best Background Score' (1998) for music direction to the Marathi play 'Tumbara', the Vasantotsav Award (2012), and the Saath Sangat Kalakar Award (2013). His teaching assignments in the past include stints as artist-in-residence at the University of New England, Australia, and as a guest lecturer at the Music Department, University of Mumbai. He was a Senior Research Fellow at the Department of Music, Media and Cultural Studies, Macquarie University, Australia, and was Adjunct Research Fellow at the India Research Centre, Macquarie University, Australia.

## Naresh Malhotra

Naresh Malhotra is the President of Global Evangelistic Ministries and a Regents' Professor Emeritus at Georgia Tech. He has been serving as President at Global Evangelistic Ministries since 2009. He also holds a Doctor of Philosophy in Marketing from the University at Buffalo School of Management, The State University of New York, and Indian Institute of Management Ahmedabad. He is a well-educated and experienced leader in the field of religious ministry and marketing.

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OF MANAGEMENT  
DISTINGUISHED  
VISITING SCHOLARS  
Mudgal & Aneesh





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Professor  
IIM – Bangalore

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#### **Prof. Abhishek Ranga**

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# Goa Institute of Management

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**Mr. Ketan Hajarnavis**  
GIM Alumnus & Founder & Managing  
Director, ScaleFactor Consulting Labs  
Pvt. Ltd.,

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Professor of Management-CMS, Jamia  
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Menezes

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Dean Academics, Goa Institute of  
Management

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Managing Director/ CEO/ Co-founder  
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**Dr. Allan Bird**  
Faculty, Goa Institute of  
Management

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Co-founder & EVP - Teamlease

The administration of Goa institute of Management reserves the right to make changes in the requirements for admissions, for continuing in the programs, and for completion of the programs, in the content of courses, the fees charged, the regulations affecting students, or to make any other suitable modifications, without prior notice, should these be deemed necessary in the interest of the students, the institute or the profession. Any dispute will be subject to jurisdiction of the competent courts within the jurisdiction of Panaji only.



# The Learning Never Stops



## Goa Institute of Management



### Address

Sanquelim, Poriem, Sattari Goa-403505



### Telephone

0832 2366700 | Fax No. 0832 2366710



### Website

[www.gim.ac.in](http://www.gim.ac.in)



### Email

[admissions@gim.ac.in](mailto:admissions@gim.ac.in)