IIM BANGALORE FPM 2018 – AREAWISE ADMISSION PROCESS

All applicants to the FPM 2018, must meet the eligibility and test scores criterion as mentioned in the Admission Procedure for 2018 batch document for further consideration.

Decision Sciences

1. For all the applicants meeting the eligibility criterion, the criteria used for shortlisting for interviews are as follows:
   a. Academic performance: 10th standard, 12th standard, Bachelor's and Master's (If applicable) degrees
   b. Research Publications in relevant journals/conferences
   c. Statement of Purpose (SoP) and Recommendation letters
   d. Overall research potential: such as Honors degree, gold medals, doing well in relevant courses in 10th, 12th, Bachelor's and Master's (if applicable)
   e. Performance on tests: GMAT / GRE / CAT (2017) / GATE / JRF(NET) / IIMB Test
2. Criteria used during Interviews
   a. Conceptual clarity
   b. Motivation for Research
   c. Communication Skills.
3. Final ranking of applicants for offers will be based on the composite score (Pre-PI & PI Scores)

Economics & Social Sciences

1. The applicants will be shortlisted for interview based on the following criteria:
   a. Prior academic performance based on marks in 10th standard, 12th standard, Bachelor's and Master's (if applicable) degrees
   b. Research Publications in relevant journals and other outlets
   c. Work Experience: Ideally 2 to 5 years
   d. Statement of Purpose (SoP) and Recommendation letters ,
   e. Overall research potential (honors candidates, gold medals, doing well in relevant courses in 10th, 12th, Bachelor's and Master's; nature / quality of experience)
   f. Performance on tests: GMAT / GRE / CAT (2017) / GATE / IIMB Test
2. Shortlisted applicants will be called for Interview (and an area test). Criteria used during interview:
   a. Communication Skills
   b. Motivation for Research
   c. Conceptual Skills (performance in the area test will count towards this)
3. The final ranking of applicants will be based on criteria used above for shortlisting as well as performance in interview (including area test)

Entrepreneurship

1. The FPM Admissions Committee will draw up the initial shortlist based on the following criteria:
   a. Academic performance based on marks obtained from 10th through to the highest prior qualifications obtained
   b. Performance on tests: GMAT / GRE / CAT (2017) / GATE / JRF(NET) / IIMB Test
   c. Quality of work experience, if any.
   d. Overall research potential based on recommendations, any prior research work and research statements.
2. Shortlisted candidates will be interviewed in a two stage process as specified below:

    a. First stage
        i. Participants will read a recent research paper and write a one-page summary of the research question, contribution, theoretical background, evidence, critique, and future research (one or two hour exercise).
        ii. The participants will then attend a half hour seminar with a faculty discussing the research paper (this discussion will follow the typical format of an FPM seminar, with the instructor acting as a facilitator, and participants discussing key points of the paper).
        iii. The first stage may be a whole day exercise to provide ample time to get the best out of this stage of the process, in which case the second stage could be carried out the next day.
    b. Second and final stage
        i. Participants shortlisted from the previous round will have one-on-one interviews.
        ii. The criteria used for assessing performance in interview will be:
            1. Communication skills
            2. Motivation for research
            3. Understanding of the research process and an academic career
            4. Understanding of the broad area of interest
3. The final ranking of applicants will be based on performance in interview triangulated with the criteria used for shortlisting for the interview committee

Finance & Accounting

The Finance and Accounting (F&A) Area seeks to admit students to the FPM program who have demonstrated academic excellence and are motivated to develop into researchers. We encourage candidates with strong quantitative and analytical skills to apply for the program.

1. The applicants will be shortlisted for interview and an area test, based on the following criteria:
    a. Prior academic performance in 10th standard, 12th standard, Bachelor's and Master's (if applicable) degrees
    b. Professional qualifications (if any)
    c. Overall research potential based on recommendations, any prior research work, and research statement
    d. Performance on tests: GMAT / GRE / CAT (2017) / JRF-NET
2. Shortlisted applicants will be called for an Area Test and Personal Interview:
    a. There will be an area test administered on the interview date. This will test the applicant's ability to use economic reasoning to answer questions.
    b. The applicants will be assessed on the following during the interview: communication skills, motivation for research, conceptual clarity
3. The final selection will be based on the combination of Pre-PI (shortlisting score), Area Test and Interview score.

Marketing

The Marketing Area seeks to admit students to the FPM program who have demonstrated academic excellence and are motivated to develop a career in academics/research. We encourage candidates with a strong background in disciplines such as engineering, economics, psychology, statistics, and social sciences to apply for the program. The FPM program in marketing prepares students for an academic/research career in one of the following disciplines: Analytical/Quantitative marketing, Consumer Behaviour, Marketing Strategy.

1. The applicants will be shortlisted for interview, based on the following criteria:
   a. Prior academic performance in 10th standard, 12th standard, Bachelor's and Master's (if applicable) degrees
   b. Professional qualifications (if any)
   c. Overall research potential based on recommendations, any prior research work, and research statement
   d. Performance on tests: GMAT / GRE / CAT (2017) / IIMB Test
2. Shortlisted applicants will be called for a Personal Interview:
   a. The applicants will be assessed on the following during the interview: communication skills, motivation for research, conceptual clarity
3. The final ranking of applicants will be based on criteria used above for shortlisting as well as performance in interview

Organizational Behavior & Human Resource Management

1. The applicants will be shortlisted for interview based on the following criteria:
   a. Academic performance
   b. Work experience and quality
   c. Performance based on tests: GMAT/ GRE/ CAT (2017) / GATE/ JRF(NET)
   d. Overall research potential based on any prior research work, research statements or publications (please attach a copy if any) or other available information
   For shortlisting, we also screen applications to see if the candidate has a Master's level degree from institutions such as the IIMs, MDI, TISS, XLRI and other reputed institutions. We do welcome applications from diversity of schools and from abroad.
2. The criteria used for assessing performance in interview are as follows:
   a. Motivation for Research and Academic Work: For example, can the candidate conceptualize a research problem, outline ways to operationalize (or measure) conceptual ideas.
   b. Ability to communicate: For example, can the candidate outline coherently how they may want to teach, carry out research projects, their motivations to join IIMB.
   c. Conceptual skills: For example, formulating ideas, understanding relationships between ideas, ability to analyze.
   d. Area specified test
3. The final ranking of applicants will only be on the basis of interview process.

Production & Operations Management

1. The applicants will be shortlisted for interview based on the following criteria:
   a. 10th marks, 12th marks, Max(Bachelor's, Master's)
   b. Research Publications in relevant journals
   c. Work Experience: Ideally 2 to 5 years.
   d. Statement of Purpose (SoP) and Recommendation letters:
   e. Overall research potential (honors candidates, gold medals, doing well in relevant courses in class 10, 12, bachelor' and Master'; *nature / quality of experience*)
   f. Test scores in GMAT / GRE / CAT (2017) / GATE / JRF(NET) / IIMB Test
2. The criteria used for assessing performance in interview are as follows:
   a. Communication Skills
   b. Motivation for Research
   c. Conceptual skills
3. The final ranking of applicants will be based on criteria used above for shortlisting as well as performance in interview.

Public Policy

1. The applicants will be shortlisted for Public Policy area examination* based on the following criteria:
   a. Prior academic performance: 12th marks, Bachelor's and Master's (if applicable) degrees
   b. Quality of Work Experience
   c. Overall research potential based on Statement of Purpose (SoP) and Recommendation letters
   d. Test scores in GMAT / GRE / CAT (2017) / GATE / JRF(NET) / IIMB Test
   e. Broad fit with interests of current public policy faculty's research interests and/or expertise

   * The Public Policy Area exam tests writing, numeracy and logical reasoning abilities.

2. Candidates will then be shortlisted for the interview based on criteria 'a to e' (as mentioned above) and their performance in the Public Policy area exam.
3. The criteria used for assessing performance in interview are as follows:
   a. Communication Skills
   b. Motivation for Research
   c. Conceptual clarity
4. The final ranking of applicants will be based on performance in interview triangulated with the criteria used for shortlisting for the exam

Strategy

1. The FPM Admissions Committee (CS&P) will shortlist candidates for interviews by assessing their potential to become academic scholars. The criteria used for making this assessment are as follows:
   a. Academic performance based on marks/rank in 10th standard, 12th standard, Bachelors and Masters (if applicable)
   b. Quality of work experience
   c. Performance on tests: GMAT / GRE / CAT (2017) / IIMB Test
   d. Overall research potential based on recommendations, any prior research work, and research statements
2. The criteria used for assessing performance in interview are as follows:
   a. Communication skills
   b. Motivation for research
   c. Conceptual skills
3. The final ranking of applicants will be based on criteria used above for shortlisting as well as performance in interview.