

# **ADMISSIONS PROSPECTUS 2025-27**

## **POST-GRADUATE DIPLOMA IN MANAGEMENT (Innovation, Entrepreneurship and Venture Development)**



**Visit our website :<https://xlridelhi.ac.in/post-graduate-diploma-in-management-innovation-entrepreneurship-venture-development/>**

## FROM THE DIRECTOR'S DESK

Greetings!

It brings me immense pleasure to extend a warm welcome to the prospective participants of the fourth batch of the Post Graduate Diploma in Management-Innovation, Entrepreneurship, and Venture Development (PGDMIEV) at XLRI, Delhi-NCR.

In a world that continually evolves, cultivating an entrepreneurial mindset is paramount. The PGDMIEV program at XLRI, Delhi-NCR is not just an academic pursuit; it is a transformative journey designed for individuals with a passion for entrepreneurship. Whether you already have a venture, aspire to start one, or seek to redefine your family business, this program is tailored to meet your unique needs.



**Fr. K S. Casimir, S.J.**  
**Director**  
**XLRI Delhi-NCR**

XLRI, with its illustrious history, is committed to fostering leadership that goes beyond the ordinary. Under the mentorship of experienced faculty, industry experts, and Entrepreneurs, the PGDMIEV program aims to equip students with the skills, knowledge, and network needed to navigate the complexities of the business world.

As you embark on this journey, envision the possibilities, challenge the status quo, and embrace the spirit of innovation. The fourth batch awaits a diverse group of individuals driven by the dream of creating, leading, and transforming. Join us at XLRI, Delhi-NCR, and be part of a community that values entrepreneurial spirit, creativity, and a relentless pursuit of excellence.

I look forward to witnessing your growth, success, and the impact you will undoubtedly make.

Best wishes for an exciting and fulfilling entrepreneurial journey!

## ABOUT XAVIER SCHOOL OF MANAGEMENT (XLRI)

XLRI was founded in 1949 by Fr. Quinn Enright, S.J. in the Steel City of Jamshedpur. Fr. Enright visualized XLRI to be a partner in the liberation and development journey of the independent India with a vision of "renewing the face of the earth". Fr. Bill Tome joined hands with him to bring that vision to fruition. Both, together with the other Jesuit companions, worked tirelessly towards translating the Vision "Renewing the face of the earth" into action.



### ► Heritage

Over the years, XLRI has developed its own distinct identity. Established in 1949, XLRI is the oldest management school in India. The hallmark of this identity is not to walk on the beaten path but to strike new routes; not to benchmark, but to be benchmarked; to be second to none but to be the first to respond to the needs of the people and the nation; taking up tasks that are bold, but necessary, that which nobody has hitherto taken up. This enterprising and pioneering spirit can be witnessed throughout the history of XLRI. XLRI has always had and maintains a global outlook. We were the first among management schools in India to internationalise our academic programs.

Renowned personalities, distinguished industrialists, academicians, and stewards of Jamshedpur Jesuit Society have been part of the institute as Board of Governors, leaders and administrators, teachers and guides. True to its vision, XLRI strives to offer an education that does not culminate in a mere degree but one that inspires future business leaders to respond to the unmet needs of society.

A key characteristic that sets XLRI students apart from other management schools is MAGIS—a quest for the best, never to settle down for mediocrity, and always aspire to excel.



They relentlessly strive for more, for something better than the best. Instead of wishing circumstances to change and become different, MAGIS-driven persons either make them happen or make the most of them; instead of waiting for golden opportunities, they turn all they touch into gold. XLRI, one of the best management schools in India, started several management-centric courses for trade unions at its inception. In 1953, a two-year, day program in Industrial Relations and Welfare was started, which was later re-christened as Human Resource Management. Since then, XLRI has added many management-centered academic programs to its portfolio, expanded its infrastructure to meet the growing demand of students, and established itself as a premier management school in India. A three-year evening program in Business Management was started in 1965, and in 1968, a two-year full-time program in Business Management was launched.

Over the years, XLRI has launched quite a few short- and long-term programs for working executives to help them upgrade their management-centric knowledge base and become more competent business leaders.

**XLRI launched a new program named PGDMIEV at its Delhi-NCR Campus with the goal of empowering and encouraging students to pursue entrepreneurship and help the country by creating jobs rather than being job seekers.** The inauguration ceremony took place on July 14, 2022, ushering in a new chapter in the history of XLRI. This year, we are welcoming the 4th Batch of PGDMIEV. We have successfully launched three batches of future leaders.

## ► XL Journey Over 75 Years

The XL journey that began with the vision of a few Jesuit fathers has nurtured many business leaders, industrialists, and changemakers as they translate dreams into reality. XLRI celebrated its Platinum Jubilee year from 11 October 2023 to 10 October 2024 at its Jamshedpur and Delhi-NCR Campuses. After all these years, when we look back, we are reminded of the undeterred pursuit of the founding fathers to bring change to society and the nation at large.

## ► Academic Programs

The curriculum at XLRI has constantly evolved in line with industry needs and the economy at large whilst striving to shape management education by giving due importance in curricula to ethical and socially responsible aspects of management. XLRI also offers programs for varied segments of students by way of part time and virtual interactive learning. Students are encouraged to apply theoretical learning viz, case studies, research methodologies etc, to solve real-life management challenges facing private, public, and non-profit sectors of the economy.





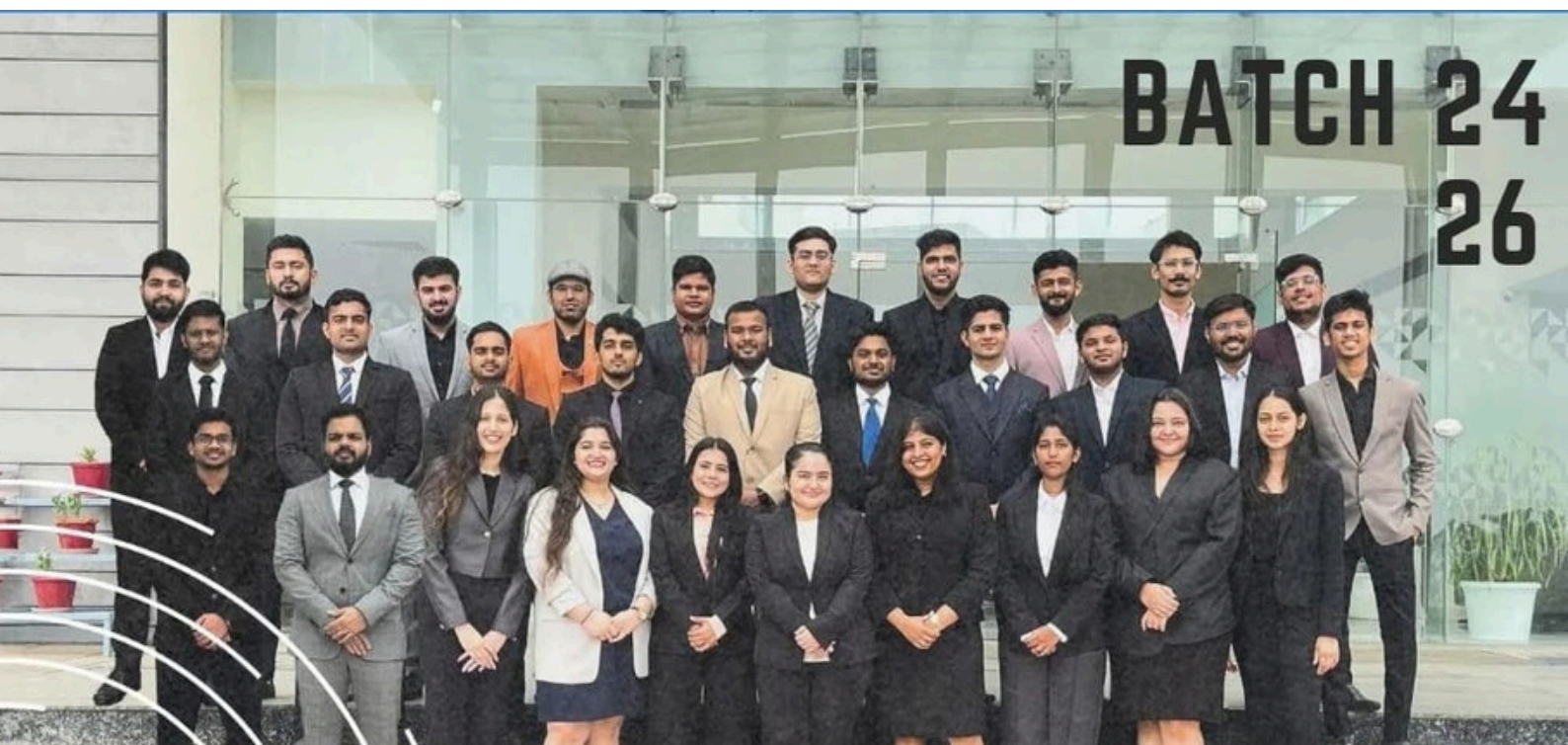
## POST GRADUATE DIPLOMA IN MANAGEMENT (INNOVATION, ENTREPRENEURSHIP AND VENTURE DEVELOPMENT)

The program at **XLRI, Delhi-NCR**, provides students with skills, analytical tools, perspectives, and experiences that prepare them for careers as autonomous entrepreneurs, family-business entrepreneurs, or entrepreneurs in corporate settings. Whether a student wants to start a business while in school, join an emerging business, give impetus to a family business, or set the groundwork to launch a new firm later in their career, the program aims to provide preparation for all of these exciting options. The unique strength of this program is that it combines theory with practice, providing students the opportunity to test the theories, models, and strategies learned in the classroom by creating accurate business plans, working on other field projects, and gaining access and insight from leaders in the entrepreneurial business community.

It is a full-time AICTE-approved course in entrepreneurship by XLRI, Delhi-NCR, which offers structured long-term support for aspiring entrepreneurs by combining management education with incubation/acceleration. It approaches management education from the viewpoint of startups and is designed to deliver learning that is relevant and helpful to entrepreneurs. As a result of this progressing and integrative approach, an aspiring entrepreneur/student doesn't have to choose between an MBA and starting their venture.

**POST COMPLETION OF THE PROGRAM, THE PGDM DEGREE WILL BE ISSUED BY THE XLRI, DELHI-NCR CAMPUS.**

At XLRI, Delhi-NCR, you'll step into a world of entrepreneurship, from cutting-edge concepts and curriculum to all the resources of XCEED, the incubator at XLRI, Delhi-NCR. You'll have direct access to active entrepreneurs, investors, accelerators, and countless networking opportunities. The XLRI, Delhi-NCR entrepreneurship ecosystem has every resource you need to hone your competencies and ideas and turn them into reality.



## XLRI IN ENTREPRENEURSHIP

In addition to being an invaluable part of the corporate leadership in India and abroad, XLRI alums have also played a stellar role in the entrepreneurial ecosystem. Several XLRI alums have set up their own ventures and many have enjoyed tremendous growth and success. Some of the well-known startups set up by XLRI alums include unicorns like Pharmeasy, Groww, Darwinbox and Mamaearth, XLRI alums have been part of several angel funds, Venture Capital Funds, Private Equity funds and Investment banks which have been active stakeholders in early-stage enterprises. They have also been contributors as mentors, coaches, consultants, and subject matter experts to early-stage ventures.

XLRI regularly organizes conferences and events on entrepreneurship. XLRI is part of the prestigious University Network for Social Entrepreneurship. The Annual Conclave on Social Entrepreneurship is hosted every year on campus. XLRI Entrepreneur Summit (XES), E-Café, Disrupt B-Plan Competition are other annual events organized at XLRI. The student-run e-cell is the student body promoting entrepreneurship on campus. It is an active community that has a number of student members, and it regularly organizes events and other initiatives.

About 500 entrepreneurs have been trained by XLRI in its Entrepreneurship Development Program (EDP). It is widely regarded as one of the longest-running and most successful EDPs in the country.

XCEED was started by XLRI in 2019 as a sec 8 company with the purpose of developing an entrepreneurial ecosystem in XLRI and for entrepreneurship development activities in the ecosystem. XCEED operates out of both the clauses of XLRI, Jamshedpur, and Delhi-NCR. It provides flexible working space, meeting rooms and office infrastructure to incubatees. It helps students and incubatees connect with business service providers, tech services and financing institutions. Workshops and seminars are organized regularly to provide inputs to incubatees.

The PGDMIEV program would serve as a catalyst in our mission to create a thriving startup ecosystem at XLRI & help the economy by generating employment.

PGDMIEV program is a blend of Courses, Industry Visits ( Visited- Soothe Healthcare, Orangewood, Indi Tress Pvt. Ltd., Enord, & Tirupati Technopacks Pvt. Ltd.), Live projects, In-house events (Venturesparx-The entrepreneurship Odydhey, Innovate X, Launch Event, ElevateX), Ecosystem events ( TiE-Delhi-NCR event, IID, 4th Hub Expo, and more), Workshops ( Ankit Prasad, Ajay Jain, Abhishek Sinha, Lumina Learning, and more), Partner Sessions ( Zoho, Microsoft, and more) , internships & Towards the end- Demo Days where you get to present your Idea to a set of Investors.





# PROGRAM ADVANTAGES



## Program Curriculum

Contemporary curriculum that contextualizes business education for startups. Sector and function focussed electives. The program envisages students starting their own ventures during the program and incubating them at XCEED, the campus incubator.



## Faculties from XLRI & Industry Experts

Program anchored by full-time faculty of XLRI. Guest faculty are drawn from entrepreneurs, subject matter experts, investors, and other essential stakeholders from the entrepreneurial ecosystem.



## Strong Industry Exposure

Internships, Live Projects, and unit visits to get a hands-on understanding of real-world applications, foster practical skills, and build invaluable professional networks.



## XLRI Network

Students will get mentored by XLRI Faculty, alums, and other entrepreneurs from the industry. Upon completion of the program, graduating students of the program will be part of the XLRI Alumni community.



## Learning Materials

Access to online resources, including databases, e-journals, pitch deck bank, and software tools.



## Tech Credits

Privileged access or discounts from 25+ business service providers, ecosystem partners, and technology partners. Presentation of the venture to angels and other financiers for feedback and possible investment.



Unit Visit to Enord- Drone Manufacturing Startup



Indi Tress- Wig Manufacturing



Soothe Healthcare



Orangewood- Robotics

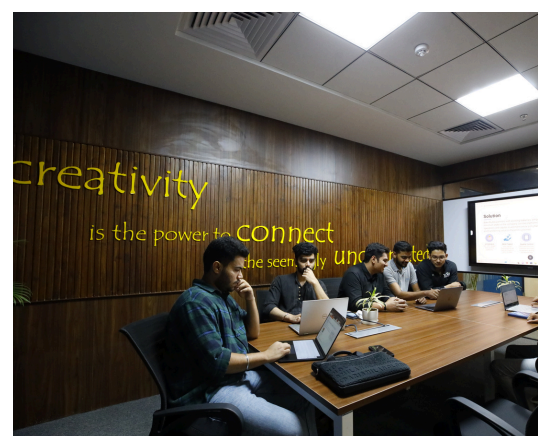


## PROGRAM STRUCTURE

Through lectures by senior XLRI faculty and entrepreneurs, visits to startup companies, and live case studies with successful entrepreneurs, participants will be exposed to the content, context, and contacts that enable entrepreneurs to design and launch successful new ventures. Specially designed projects give participants hands-on training and practical experience in developing a business plan, while networking events bring participants together with members of XLRI's entrepreneurial community. The program is built around a precision-designed curriculum to develop your knowledge, insights, and skills to exploit opportunities. It has been created to prepare you to launch a startup or to drive innovation within an existing company.

You'll master the core essentials of entrepreneurial management and explore areas such as opportunity appraisal and the design of conceptual business models. As you learn, you will build an innovation skillset as well as a "can do" approach to problem-solving and idea development.

You will emerge prepared to lead innovation, from managing innovation in existing businesses to creating new business opportunities and models (startups). The entire program is divided into 6 terms, with 3 terms in each year. In between the two years, there will be a 2-month period of industry immersion/internship.



► Courses in 1st Year

Term I (Core)	Term II (Core)	Term III (Core)
<b>Courses-</b> 1) Accounting in Business 2) MS Excel Training 3) Entrepreneurial Marketing 4) Entrepreneurship 5) Design Thinking	<b>Courses-</b> 1) Business Law 2) Digital Marketing 3) Product Management 4) Communication 5) Managing Talent	<b>Courses-</b> 1) Data Analytics 2) Financial Modeling 3) Sales For Entrepreneurs 4) Product Market Fit 5) Entrepreneurial Finance
Partner, Guest, Entrepreneur Sessions	Partner, Guest, Entrepreneur Sessions	Partner, Guest, Entrepreneur Sessions
Workshops	Workshops	Workshops
Eco- System Events	Eco-System Events & In-house Event	Eco-System Events
Industry Visits	Industry Visits	Live Projects & Industry Visits



## ► 2nd Year : “Venture Mode”



**Work on your Own Venture**



**Elective course during Term 4 & 5**



**Demo Day-** Present your Idea to Investors to get funding (depends upon the stage of your start-up )



**Launch Event :** Present your startup in front of the XL community.



**Workshops**



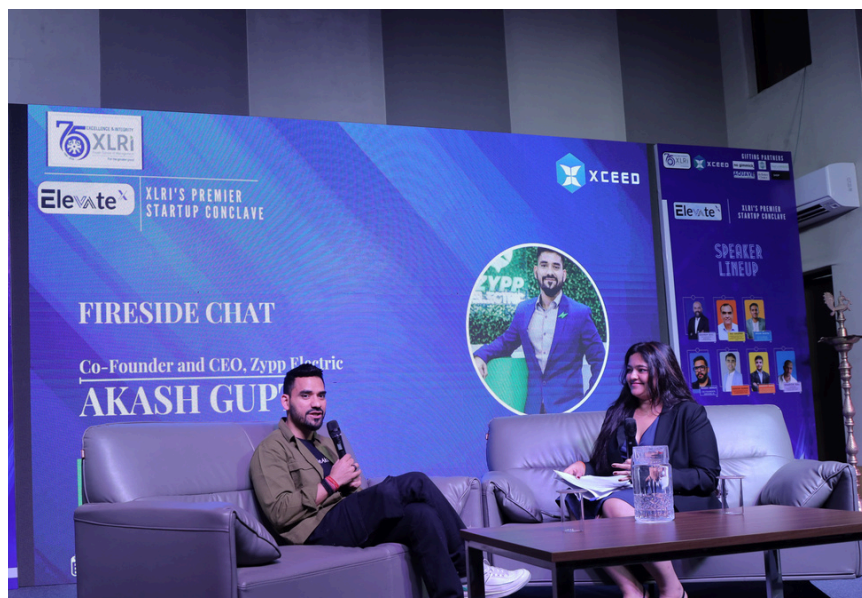
**Industry Visits**



**Partner Sessions**



**Eco-System Events & In-house Event**







## 2nd Year Program

As one enrolls, they will be a part of an accelerator cohort at XCEED and will get assistance in getting traction and then achieving scale in their venture. XCEED would provide infrastructure, support, and training that would otherwise be a time-consuming process for startups. XCEED would give access to an entire ecosystem that supports a startup that may otherwise feel isolated. XCEED also provides future support for 1 year post-completion of the course by offering its space and tech credits.



## Learning Outcomes

- Key concepts of entrepreneurship, innovation, and new venture development: A go-to-market mindset to take an idea, build a prototype and launch to early customers
- Acquiring key skills for building ventures
- Building a network to help in Funding, Hiring, and Talent Management
- Communication skills to navigate the entrepreneurial ecosystem
- Building a vocabulary of business and an appreciation of its application



## Mentoring

The students will get mentored by Entrepreneurs & industry experts who will mentor the startups to scale up. Mentoring opportunities will be offered to the revenue-positive startups of the IEV Program in the 5/6th term towards the end of the second year.



## Course credits

The distribution of credits across the courses will be about the following:

Classroom credits - **62 credits**

Outside classroom credits - **14 credits**

Capstone project (Venture) credits - **12 credits**

Action learning segments - **34 credits**



## Workshops

There will be several workshops on specialized topics that startup founders can attend and make use of. The speakers will be chosen for their in-depth knowledge of the topics. Some Indicative topics include:

1. Maximizing Customer Lifetime Value (CLTV)
2. Pirate Metrics
3. UI/UX
4. Managing the cap table
5. Employee Stock Options (ESOPs)
6. Founders Agreement
7. Overseas company registration
8. Crypto-currency



## Space

The startups will have access to XCEED's incubation spaces at Jamshedpur and Delhi-NCR and other associate facilities like **Meeting Rooms, Library, Digital databases, Hi-speed internet & IT support, and Office equipment such as Printers, Xerox machines, Projector, etc.**



# XCEED

# IMPORTANT INFORMATION TO STUDENTS



## Suitable For

All aspiring entrepreneurs desirous of starting a venture soon are encouraged to apply. This program will be beneficial for

1. Those who have just finished graduation and wish to acquire a knowledge of business before starting their own enterprise.
2. Students who wish to pursue a business education at a high-quality institute realize that a typical MBA/PGDM is designed more for those who wish to take up a job than for those who aspire to start their own business.
3. The younger generation of family businesses who wish to strengthen and carry forward the business and, at the same time, wish to take it in a direction that capitalizes on current trends and technological advances.
4. Working professionals at the early stage of their career who wish to start their own venture but realize that there needs to be sufficient groundwork to enhance their chances of success at their proposed venture.



## Eligibility

The applicant must have a bachelor's degree from any University/Institution recognized by the Ministry of Education, Government of India.

Those in their final year of graduation and obtaining their certificates of completion by October 31st, 2025, may also apply. Candidates with experience in startups, businesses, or other relevant work experience will be given preference.



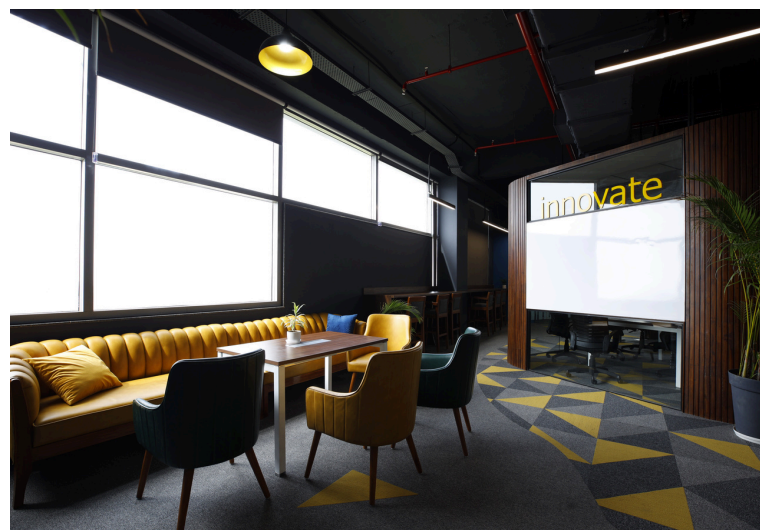
## Application & Selection process

Candidates can apply online by visiting - <https://xlridelhi.ac.in/post-graduate-diploma-in-management-innovation-entrepreneurship-venture-development/> Shortlisting will be based on the candidate's academic record, work experience, and Statement of Purpose outlining their interest in the program. Shortlisted candidates will be asked to appear for an interview. Selected candidates will be intimated by email and postal mail. Shortlisting and admissions will happen on a rolling basis fortnightly. Since selection is made on a rolling basis, candidates are encouraged to apply early as there are limited seats.



## Important Dates

- Interview Schedule: On Rolling basis. ( Dates will be announced soon )
- Academic Session Begins: 1st week of July, 2025 (Tentatively)



## ► Course fees

Tuition fees payable for the two-year PGDM Entrepreneurship, Innovation and Venture Creation will be approximately Rs 16.5 Lakh (Fee and other charges are subject to revision and will be communicated before admission) for two years and it will be paid in two installments each year. Additional charges include charges for hostel, mess and other incidental charges.

## XCEED PARTNERSHIPS

XCEED has several partnerships with business service providers, technology services, funding entities, and other ecosystem partners, providing various benefits to startups, like providing tech credits to help build your product or giving free or discounted services. It also includes sharing preferential business services, knowledge, and access to build business relationships.

## ► Corporate Visits

Cohort visits will be organized to several startup meets and events in India and abroad. The idea would be to be exposed to other entrepreneurial ecosystems, network, explore partnerships with other startups and corporate entities, explore markets, pitch to potential investors, get feedback, etc.

### ► XCEED PARTNERS:



DECENTRO



IvyCamp



Indian Academy of Venture Capital





## STUDENT LIFE

XLRI is a bustling hub of academic excellence and vibrant extracurriculars. The blend of lectures, fests, sports, and a close-knit community defines its unique culture. Newcomers swiftly integrate into this close community, experiencing a mix of intense academics and enriching camaraderie.

The residential aspect fosters robust bonds between seniors and juniors, contributing to XLRI's extensive alum network among all Indian B-schools. Collaborative teamwork thrives here, evident in group projects, committees, and competitions, molding students into adept leaders and team players. Ethics and social responsibility are woven into XLRI's fabric, earning it esteem in the corporate world. The institute nurtures aspiring social entrepreneurs and champions ethical leadership. Industry visits and celebrations like Ganesh Chaturthi, Diwali, and Christmas enrich students' cultural experiences.

PGDMIEV students are represented on all committees except those dealing with placements.

Our In-house event Venture Sparx witnessed luminaries like Mr. Amit Jain, Shark and Founder- CarDekho, Mr. Ankur Warikoo, Mr. Mahavir from TIE Delhi, Mr. Abhinav Chandan from Big Basket, Mr. Shantanu from Bombay Shaving Company, Ankit Prasad of Bobble AI, Aakash Anand of Bella Vita, Nitin Jain from OfBusiness, Ms. Shanti Mohan from LetsVenture, Mr. Abhishek Sinha from Eko India, and many more industry stalwarts. Their insights infused entrepreneurial vigor, inspiring students to pursue their visions. The institute also guides students who want to become social entrepreneurs. Life at XL is brimming with multiple experiences, from conferences, guest lectures, seminars, and workshops where a student is exposed to diverse views and opinions of the greatest minds in business to committee activities where a student learns management lessons beyond academics.

The formal and informal committees at XLRI take full advantage of this freedom and involve them in numerous activities that allow them to experiment and explore new management avenues. Single occupancy rooms will be provided to all participants for the course.



## PROGRAM TEAM



**Dr. Munish Thakur**

Dr. Munish Thakur is the Dean and a Professor at the XLRI Delhi-NCR campus. With over two decades of experience, he specializes in teaching strategy, entrepreneurship, and research methods. He is keenly interested in understanding how new forms of organizing are shaping economies and societies. He is especially interested in understanding the interplay between visible and the hidden forces shape new forms of organizing and their impact on the existence and sustainability of organizations. He thinks that organizations can be better understood as habitats and hype objects.



**Ms. Rachna Tiwari**

Ms. Rachna Tiwari has been an entrepreneurship development professional donning many hats. Earlier, she had been an entrepreneur, and has also been on the founding team of ABVIL, the state incubator (Jharkhand state & IIM Ahmedabad). KVIC online founding team. She was felicitated by Govt. of Jharkhand for her contribution in developing startup ecosystem and advisory during “DIPP’s Startup Framework, 2018 (by Govt. of India). She has been invited as mentor, advisor or member of the board, of several incubators and institutions. She has mentored and handheld startups across diverse sectors.





**XLRI**  
Xavier School of Management  
For the greater good



**XCEED**

## ADMISSION OFFICE DETAILS

**Mr. Abhijeet Singh**  
**+91 9212880004**

**Mr. Rahul Sarkar**  
**+91 9931687849**

## Entrepreneurship Department



[ievadmis@xlri.ac.in](mailto:ievadmis@xlri.ac.in)

<https://xlridelhi.ac.in/post-graduate-diploma-in-management-innovation-entrepreneurship-venture-development/>