

# **Indian Institute of Management Mumbai**

## **Admission Policy for the MBA Programme (Batch 2025-2027)**

### **MBA Programme**

The MBA Programme is a two-year full-time post-graduate degree course.

### **MBA:**

MBA is a full-time residential programme for graduates from all disciplines willing to choose a career in management.

### **Eligibility**

The candidate must hold a bachelor's degree, with at least 50% marks or equivalent CGPA (in case of the candidate belonging to Scheduled Caste (SC)/Scheduled Tribe (ST)/Persons with Disabilities (PwD) category, this is relaxed to 45%), of any of the universities 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 UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India. The bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The percentage obtained by the candidate in the bachelor's degree would be based on the practice followed by the institution/university from where the candidate has obtained the degree. In case of the candidate being awarded grades/CGPA instead of marks, the equivalence would be based on the equivalence certified by the institution/university from where they have obtained the bachelor's degree. In case the institution/university does not have any scheme for converting the CGPA into equivalent marks, the equivalence would be established by IIM Mumbai by dividing the obtained CGPA by the maximum possible CGPA and multiplying the resultant by 100.

A candidate appearing for the final year bachelor's degree/equivalent qualification examination and those who have completed the degree requirements and are awaiting results can also apply. Such a candidate must produce a certificate from the Principal/Head of the department/Registrar/Director of the institution/Vice Chancellor of the university certifying that the candidate is currently in the final year/is awaiting final results and has obtained at least 50% marks or equivalent (45% in case of the candidate belonging to SC/ST/PwD category) based on latest available grades/marks. Such a candidate, if selected, will be allowed to join the

programme provisionally only if they submit a certificate latest by June 30, 2025 from the Principal/Head of the department/Registrar/Director of the institution/Vice Chancellor of the university (issued on or before June 30, 2025) stating that they have completed all the requirements (the result may, however, be awaited) for obtaining the bachelor's degree/equivalent qualification on the date of issue of the certificate. Their admission will be confirmed only when the candidate submits the mark-sheet and a certificate of having passed the bachelor's degree/equivalent qualification referred to in the certificate issued by the principal/head of the department/registrar/director of the institution/university with at least 50% marks (45% in case of the candidate belonging to SC/ST/PwD category). It is mandatory for a final year student, who is provisionally admitted, to submit the mark-sheet and degree certificate of the final year bachelor's degree examination held on or before June 30, 2025 (including supplementary exams, if any), to be eligible for admission to the MBA Programme batch 2025-27. *The deadline for submission of the mark-sheet and the certificate is December 31, 2025. Non-fulfillment of this condition will automatically result in the cancellation of the provisional admission. IIM Mumbai would not allow any candidate to join its MBA in case the candidate is unable to complete all the requirements for a bachelor's degree on or before June 30, 2025.* IIM Mumbai reserves its right to verify eligibility at various stages of the selection process. Applicants should note that mere fulfilment of minimum eligibility criteria will not ensure shortlisting by IIM Mumbai at the various stages of the admissions process.

### **Criteria for short listing and final selection for the MBA Programme**

Candidates will be shortlisted based on CAT 2024 score and other parameters like reservation category, gender diversity, etc.

### **Stage I: Minimum CAT percentile cut-offs along with sectional cut-offs to be considered for PI**

In Stage I, candidates meeting the minimum requirements on both section-wise and overall percentiles in CAT 2024 as given in Table 1 will be shortlisted for consideration in Stage II:

**Table 1:** Minimum requirements of CAT percentiles for Stage I

<b>Category</b>	<b>Section – I Verbal Ability &amp; Reading Comprehension (VARC)</b>	<b>Section – II Data Interpretation &amp; Logical Reasoning (DILR)</b>	<b>Section – III Quantitative Ability (QA)</b>	<b>Overall Percentile</b>
OPEN	≥80	≥80	≥75	≥85
NC-OBC	≥70	≥65	≥65	≥75
EWS	≥70	≥65	≥65	≥75
SC	≥65	≥60	≥60	≥70

Category	Section – I Verbal Ability & Reading Comprehension (VARC)	Section – II Data Interpretation & Logical Reasoning (DILR)	Section – III Quantitative Ability (QA)	Overall Percentile
ST	≥55	≥55	≥55	≥65
PwD	≥45	≥45	≥45	≥55

Appropriate weightage in overall CAT score and sectional cut-offs may be considered for gender diversity.

Please note that the actual section-wise and overall percentile cut-offs may be much higher than the above-mentioned minimum percentiles as it will depend upon the number of candidates to be called for personal interview (PI) in each category.

### Stage II: Shortlisting for Personal Interview (PI)

From the candidates satisfying the criteria of Stage-I, shortlisted candidates will be called for Personal Interview (PI) based on their CAT-2024 score along with sectional cut offs considering their reservation category and gender diversity.

### Stage III: Criteria for Final Selection for the MBA Programme

For the candidates who have appeared for the PI, a composite score for final selection will be derived using the parameters and the corresponding weights listed in Table 2, 3, 4, 5, 6, and 7. This composite score will be used for preparation of category-wise merit list.

For final selection process 'Academic Performance & Work Experience Score (APWE Score)' of an applicant will be used. An applicant's APWE score will be based on their percentage of marks obtained in the 10<sup>th</sup> standard, the 12<sup>th</sup> standard (depending upon the stream, viz., 'Science', 'Commerce' and 'Arts & Humanities'), the bachelor's degree programme (depending upon the discipline) and work experience (as on December 31, 2024) respectively. For details of academic disciplines, please refer to Table 6.

**Table 2:** Rating Scores for the 10<sup>th</sup> Std. Examination (Rating Score A)

Percent score in 10th Std. Exam	Rating Score
	A
≤ 55	1
> 55 and ≤ 60	2
> 60 and ≤ 70	3
> 70 and ≤ 80	5
> 80 and ≤ 90	8
> 90	10

10<sup>th</sup> Std Multiplication Factor=0.7

**Table 3:** Rating Scores for the 12th Std. Examination (Rating Score B)

Science Stream		Commerce Stream		Arts/Humanities Stream	
Percent score in 12th Std. Exam	Rating Score	Percent score in 12th Std. Exam	Rating Score	Percent score in 12th Std. Exam	Rating Score
	<i>B</i>		<i>B</i>		<i>B</i>
<= 55	1	<= 50	1	<= 45	1
> 55 and <= 60	2	> 50 and <= 55	2	> 45 and <= 50	2
> 60 and <= 70	3	> 55 and <= 65	3	> 50 and <= 60	3
> 70 and <= 80	5	> 65 and <= 75	5	> 60 and <= 70	5
> 80 and <= 90	8	> 75 and <= 90	8	> 70 and <= 85	8
> 90	10	> 90	10	> 85	10

**12<sup>th</sup> Std Multiplication Factor = 0.7**

**Table 4:** Rating Scores for the Bachelor's Degree Examination (Rating Score C)

AC-1		AC-2		AC-3	
Percent score in Bachelor's Degree	Rating Score	Percent score in Professional courses	Rating Score	Percent score in Bachelor's Degree	Rating Score
	<i>C</i>		<i>C</i>		<i>C</i>
<= 55	1	<= 50	1	<= 55	1
> 55 and <= 60	2	> 50 and <= 53	2	> 55 and <= 60	2
> 60 and <= 62	3	> 53 and <= 55	3	> 60 and <= 65	3
> 62 and <= 65	5	> 55 and <= 57	5	> 65 and <= 70	5
> 65 and <= 70	8	> 57 and <= 63	8	> 70 and <= 80	8
> 70	10	> 63	10	> 80	10

AC-4 & AC-6			AC-5	
Percent score in Bachelor's Degree	Rating Score		Percent score in Bachelor's Degree	Rating Score
	<i>C</i>			<i>C</i>
<= 60	1		<= 50	1
> 60 and <= 65	2		> 50 and <= 55	2
> 65 and <= 70	3		> 55 and <= 60	3
> 70 and <= 75	5		> 60 and <= 65	5
> 75 and <= 85	8		> 65 and <= 75	8
> 85	10		> 75	10

**Bachelor's Degree Multiplication Factor = 0.7**

**Table 5:** Rating Scores for Work Experience (Rating Score D)

Work Experience in Month (as filled in the IIM Mumbai Application Form)	Rating Score D
< 12 months	0

$\geq 12$ and $\leq 36$ months	MF * (number of months of work experience – 11)
$> 36$ months	5

**Work-experience Multiplication Factor (MF) = 0.20**

Academic Performance & Work Experience Score: AR=  $[0.70*(A+B+C)+ 0.20*D]$

**Notes about the marks obtained:**

1. Percentages of marks of an applicant who is yet to complete the bachelor's degree will be computed based on their available marks.
2. For a candidate having cleared CA/ICWA/CS or Fellow of the Institute of Actuaries of India (FIAI) of without having a bachelor's degree, the aggregate final percentage of marks of all the levels examinations obtained and as entered in the IIM Mumbai application form would be treated as their available marks.
3. For computing the APWE score of an applicant, scores in all subjects that appear in their marks-sheet of 10<sup>th</sup> and 12<sup>th</sup> Std. examinations will be considered irrespective of whether the board considers them for calculating the percentage.
4. For the bachelor's degree, the percentage of marks awarded by the candidate's institution/university will be treated as final. 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.
5. For the bachelor's degree, if the percentage of marks awarded by the candidate'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 candidates must produce a certificate from the principal/head of the department/registrar/director of the institution/university certifying details of the practice at the institution/university at the time of the interview, if shortlisted for the same.
6. If any board/institution/university awards only letter grades without providing an equivalent percentage of marks on the grade-sheet, the candidate should obtain a certificate from the board/institution/university specifying the equivalent marks which should be used for filling the online IIM Mumbai application form. The original equivalence certificate needs to be submitted at the time of interview, if shortlisted for the same.
7. For candidates having undergone/completed an integrated master's degree or dual degree directly after their 12<sup>th</sup>/HSC, the percentage of marks obtained as per their institute/university norms which is considered as equivalent to bachelor's degree will be considered. For those undergoing (yet to complete) an integrated master's degree or a dual degree directly after their 12<sup>th</sup>/HSC, the percentage of marks, similarly obtained, for the years/semesters completed till the date of application for CAT will be considered.
8. In the event of specific guidelines being issued by the Government of India, IIM Mumbai reserves the right to, depending on the nature of the guidelines, continue with its *PI* as stated above OR use an alternative selection procedure which may include calling for additional information from the shortlisted candidates, a supplementary test or any other suitable process/mechanism. Care will be taken to ensure that candidates are not put to undue inconvenience.

**Table 6. Categories for bachelor's degree/integrated master's degree (as per CAT Application)**

<b>AC-1</b> (Medicine and Surgery based subjects): Part I: MBBS, MD (USA) Part II: BAMS, BDS, BHMS
<b>AC-2</b> (Selected Professional Degrees): Chartered Accountancy (CA), Cost and Works Accountancy (ICWA), Company Secretaryship (CS), Fellow of the Institute of Actuaries of India (FIAI)
<b>AC-3</b> (All Commerce, Economics, Finance and Management Related Degrees): <u>Including</u> BAF, BBA, BBE, BBI, BBM, BBS, BCAAF, BCCA, BCOM, BFIA, BFM, BHM, BHMCT, BIBF, BMS (Bachelor of Management studies) and BSBA degrees.

In particular, including

1. Economics/ Economic Development and Planning
2. Any degree in Hospitality/Hospitality Studies, Catering/Catering Technology, Hotel, Travel and Tourism Management, Tourism Studies and any other related discipline.
3. Commerce (*Accountancy, Auditing, Banking, Business Mathematics, Business Organisation, Finance, Insurance, Investment Analysis, Public Finance, Secretarial Practices etc.*)
4. Management (*Advertising, Agriculture and Food Business, Agribusiness Management, Agriculture Marketing and Cooperation, Agriculture and Rural and Tribal Development, Business Administration, Business Management, Business Studies, Commercial Agriculture and Business Management, Entrepreneurship, Management Studies, Sports Management, Real Estate and Urban Infrastructure, Renewable Energy Management, Oil and Gas Management, Production and Industrial Management*)
5. Any other vocational degree in commerce and management.

#### **AC-4**

**I** (All Engineering, Technology and Architecture related Areas): Including BARCH, BE, BIT, BINFTECH, BS(ENG)/BSC (ENG), BTECH and integrated MTECH degrees (Excluding all degrees in Accessories Design/Apparel Production/Design/Fashion Communication/Fashion Design/Fashion Technology/Interior Design/Knit Wear Design/Leather Design/Jewelry Design/Footwear Design, and BS/BSC degrees in Information Technology).

In particular, including

1. Agricultural Engineering/ Dairy Technology/ Food Technology
2. Architecture
3. BE/BS (ENG)/BSC (ENG)/BTECH/integrated MTECH degrees in Biosciences, Geological Sciences, Information Technology, Mathematical Sciences and Natural Sciences
4. BE/BS (ENG)/BSC (ENG)/BTECH/integrated MTECH in all Engineering/Technology and related areas, including subjects like *Chemical Technology, Electronics, Engineering Physics* etc.

5. Textile Engineering/Technology
6. Others: All other fields where BE/BS (ENG)/BSC (ENG)/BTECH/integrated MTECH degrees are awarded, not explicitly included or excluded elsewhere in the list.

**II** (Science and Agriculture related Areas, other than Medicine and Surgery): Including all BS/BSC and integrated MS/MS (excluding degrees in Apparel Design, Economics, Fashion Design, Journalism, and Leather Design). Also including degrees in paramedical, veterinary degrees.

In particular, including

1. Actuarial Science
2. Agriculture (*Agronomy, Soil Science, Agricultural Biochemistry, Plant Breeding and Genetics, Plant Pathology, Soil Science etc.*)
3. Biosciences (*Biology, Biochemistry, Biotechnology, Botany, Life Science, Zoology etc.*)
4. Computer Applications (BCA, MCA)
5. Fisheries
6. Forestry
7. Geological Sciences (*Geography, Geology and Geophysics.*)
8. Horticulture
9. Information Technology
10. All bachelor's/integrated master's degrees in Mathematical Sciences (*Computer Science, Mathematics, Statistics etc.*)
11. Natural Sciences (*Chemistry, Physics etc.*)
12. Paramedical/Physiotherapy
13. Pharmacology/Pharmacy
14. Planning
15. Veterinary Science/ Animal Husbandry
16. Media Science, Media Science and Technology
17. Physiology
18. Any vocational degree in science (BS/BSC)
19. Science (Others): *Forensic, Home Science, Nursing* and all other branches of Science not explicitly included or excluded elsewhere in this list

**AC-5** (All Arts/Humanities Related Degrees, Design, Education, Fashion Design/Technology, Law and Rural Studies): Including any BA (excluding Economics, Geography and Geological Sciences, Mathematics and Statistics), BAA, BAJM, BCJ, BDES, BED, BFTECH, BJ, BJMC, BL, BM (Bachelor of Music), BMC, BMM, BMus, BSW and LLB.

In particular, including

1. Accessories      Design/Apparel      Design      &      Production/Design/Fashion  
Communication/Fashion Design/Fashion Technology/Fashion Merchandising and

Retail Management, Interior Design/Knit Wear Design/Leather Design/Footwear Design/Jewelry Design (all degrees)

2. Arts/Humanities (*Archaeology, Education, Fine Arts (Dance, Drama, Film, Music, Painting etc.), History, Languages, Library Science, Literature, Mass Communication, Media Studies, Philosophy, Political Science, Public Administration, Social Work/Welfare, Sociology, etc.*)
3. Education (*including Physical Education and Sports*)
4. Journalism/Mass Communication/Media Studies (all degrees)
5. Law (BL LLB/B.Com. LLB/BBA LLB)
6. Psychology (all degrees)
7. Rural Studies/Rural Sociology/Rural Cooperatives/Rural Banking
8. Any vocational degree in arts/education/humanities (BA)

**AC-6:** Any other discipline not mentioned in AC-1 to AC-5.

**Note:**

1. Dual bachelor's degree holders will be classified in one of the categories AC-1 to AC-6 based on their field(s) and subjects. **Applicants are requested to mention both the degrees of specialization separately in Bachelor Degree 1 and Bachelor Degree 2.**
2. Final discretion on the academic category that an academic programme will be classified into rests with the Admissions Committee of IIM Mumbai.
3. For candidates having undergone/completed an integrated master's degree directly after their HSC, their classification into an academic category will be based on their academic discipline in the integrated master's degree programme.
4. For a candidate who has obtained further higher degrees after their bachelor's degree or their integrated Master's degree, other than those degrees listed in Table 6, the discipline(s) of the subsequent degrees will not be taken into consideration in deciding their classification in an academic category.

The composite score for preparation of category-wise merit list will be calculated as follows in Table 7:

**Table 7:** Parameters and weights for calculation of Composite Score for final selection of the MBA (General Management) Programme

Parameters	Weights
CAT 2024 Score	60
Personal Interview (PI)	20
Academic Performance & Work Experience Score	20



Parameters	Weights
Total	100

Above mentioned weightages for calculation of Composite Score are tentative and may vary depending on the applicants data status. Appropriate weightage in Composite Score may be given for gender diversity depending on the applicants data status.

### *Reservation*

As per Government of India requirement, 27% of the seats are reserved for NC-OBC, 15% for SC, 7.5% for ST candidates, 5% for Persons with Benchmark Disabilities (PwD), and up to 10% for Economically Weaker Sections (EWS). Candidates also need to mark carefully the category to which they belong in the IIM Mumbai application form.

As defined in The Rights of Persons with Disabilities Act, 2016 (RPwD Act 2016), “person with benchmark disability” means a person with not less than forty percent (40%) of a specified disability where specified disability has not been defined in measurable terms and includes a person with disability where specified disability has been defined in measurable terms, as certified by the certifying authority.

“specified disability” means the disabilities as specified in the Schedule of the RPwD Act 2016.

The categories of disability are:

- a) blindness and low vision,
- b) deaf and hard of hearing,
- c) locomotor disability including cerebral palsy, leprosy cured, dwarfism, acid attack victims and muscular dystrophy,
- d) autism, intellectual disability, specific learning disability and mental illness,
- e) multiple disabilities from amongst persons under clauses (a) to (d), and
- f) other ‘specified disabilities’ mentioned in 'The Schedule' of the RPwD Act 2016.

For the purpose of being considered for reservations, the applicable Central Government list as on the last date of CAT registration shall be binding. **No subsequent changes will be effective for CAT-2024 and any subsequent selection process of IIM Mumbai.**

The candidates belonging to categories for which seats are reserved need to note and read carefully the eligibility requirements before applying. It should be noted that while it is the endeavour of IIM Mumbai that the candidates belonging to NC-OBC/SC/ST/PwD/EWS categories join the programme in proportions mandated by the law, they have to meet the eligibility criteria and a certain minimum level of performance in CAT & PI.