



Ranked **90**
India Rankings 2022: Management

Admissions Open - 2022

MBA Pharmaceutical Management



*Scholarships
and
Freeships are
available*



CHAIRPERSON'S MESSAGE

IIHMR University, Jaipur has a unique organizational culture that enshrines core values and ethos of autonomy, accountability, openness, and transparency. The multidisciplinary faculty team constitute an enabling environment for learning. The faculty comes with the background of public health, hospital management, health economics, biostatistics, demography, social sciences, behavioural sciences, pharmaceutical management and development management.

We are moving ahead with our vision 'Go-Global' in expanding the education. We dream to become a world class institution of education focusing on relevant, dynamic, and flexible learning system for development of critical resources for industry.

Academic programmes at IIHMR University aims at instilling management skills and abilities in students aspiring to manage and lead organizations.

I wish the prospective students a bright and successful learning experience with IIHMR University.

Shri. Sudarshan Jain

Chairperson



PRESIDENT'S MESSAGE

It is a matter of great delight for me to welcome the prospective management education aspirants to IIHMR University, Jaipur.

Our academic programmes aims at preparing future professionals with the necessary skills and competencies by bringing together management concepts & perspectives with sectoral requirements.

We are confident that these programmes will help students to excel as change-makers in this rapidly evolving world and equipped our students to create a meaningful impact in managing organizations using *mantras* of leadership and management relevant to the Industry.

Dr. P.R. Sodani

President



ABOUT THE IIHMR UNIVERSITY, JAIPUR

The genesis of IIHMR University dates to October 5, 1984, when the Indian Institute of Health Management Research (IIHMR) was established. IIHMR University has been established and incorporated as a postgraduate research university by the Government of Rajasthan vide the IIHMR University, Jaipur Act, 2014 (Act No. 3, of 2014). IIHMR University is UGC recognized, NAAC accredited, and ranked 90th NIRF 2022 (Management). IIHMR University is dedicated to the improvement in standards of health through better management of health care and related programmes. It seeks to accomplish this through management research, education, training, consultation and networking in a national and global perspective. IIHMR University offers MBA (Hospital and Health Management), MBA (Pharmaceutical Management), MBA (Development Management), Master of Public Health (in collaboration with Johns Hopkins University, USA), Master of Public Health (Implementation Science), Executive Education, and PhD programmes. We have collaborations with international and prestigious universities including Johns Hopkins University, USA, Manchester University, UK, Curtin University, Australia for student exchange, faculty exchange, joint research and capacity building programmes.

VISION

To become a world class higher education institution by promoting education and research for the betterment of the society.

MISSION

IIHMR University is dedicated to the improvement in standards of health through better management of health care and related programmes. It seeks to accomplish this through management education, research, training, consultation and institutional networking in a national and global perspective.



ABOUT THE PROGRAMME

MBA (Pharmaceutical Management) programme is a two-year. This programme aims at developing trained professionals with requisite skills in planning and management techniques; diagnosing and solving management problems; and acquiring consultancy skills, with a view to preparing them to manage pharmaceutical industrial units. The programme with its relevance and importance in the pharmaceutical and healthcare industry has been successful in providing placements. The programmes structure is designed to keep the syllabus industry-centric. The programmes structure is designed to keep the syllabus industry-centric.

PROGRAMME STRUCTURE

BASIC COURSES

FIRST YEAR - CORE COURSES

TERM 1

- Principles of Management
- Pharma Business Environment
- Statistics for Managers
- Essentials of Pharmaco-epidemiology
- Pharmacology and Therapeutic Management
- Intellectual Property Rights

TERM 2

- Organization Behaviour
- Human Resource Management
- Pharmaceutical Marketing Management
- Managerial Economics
- Digital and Social Media Marketing

TERM 3

- Financial Management
- Research Methods
- Regulatory Environment for Pharma Business
- Marketing Analytics
- Business Development for Pharmaceutical Industry

SUMMER TRAINING

SECOND YEAR - CORE COURSES

TERM 4

- Pharma Sales and Distribution Management
- Product and Brand Management
- Management Information System
- Supply Chain Management in Pharma
- Clinical Research

TERM 5

- Entrepreneurship
- Pharmaceutical International Business Management
- Cost and Managerial Accounting in Pharma
- Promotion of Medical Devices in Hospitals
- Strategic Management
- Project Management

TERM 6

- Business Communication
- Market Access of Pharmaceutical Product
- Business Data Analytics
- Quality Management
- Consumer Behaviour in Pharma
- Sustainability and Circular Economy

ELECTIVE COURSES

DISSERTATION AND INTERNSHIP

ELIGIBILITY

- Recognized Bachelor's degree in any discipline with at least 50% marks in aggregate.
- Candidates appearing in the final year examination of Bachelor's degree or awaiting result of the final year examination may also apply.
- If selected, these candidates will be given provisional admission. They will be required to produce evidence of their Bachelor's degree within two months of the commencement of the session.

ADMISSION PROCESS

- Candidates should have valid score in National Level Entrance Tests for MBA programmes (CAT/ XAT/ NMAT/ MAT/ CMAT/ ATMA/ GMAT/ GPAT).
- Candidates not having valid score in any of the National Level Entrance Tests are required to appear and qualify in IIHMR-U MAT conducted by IIHMR University, Jaipur.
- Candidates with valid score (in National Level Entrance Tests, as mentioned above, or qualified in IIHMR-U MAT will be invited for Group Discussion (GD) and Personal Interview (PI).

IMPORTANT DATES

IIHMR-U MAT	Group Discussion (GD)	Personal Interview (PI)
1-Mar-22	3-Mar-22	4-Mar-22
5-Apr-22	7-Apr-22	8-Apr-22
17-May-22	19-May-22	20-May-22
5-Jun-22	7-Jun-22	8-Jun-22
21-Jun-22	23-Jun-22	24-Jun-22
2-Jul-22	4-Jul-22	5-Jul-22
16-Jul-22	18-Jul-22	19-Jul-22
30-Jul-22	1-Aug-22	2-Aug-22
13-Aug-22	16-Aug-22	17-Aug-22
20-Aug-22	22-Aug-22	23-Aug-22
17-Sep-22	19-Sep-22	19-Sep-22

PROGRAMME FEE

The programme fee for MBA (Pharmaceutical Management) is Rs. 9.00 Lakhs.

Fee Installment Plan

S. No.	Particulars	Amount (Rs.)	Due Date for Payment
1.	First Installment	1,80,000	Within 10 days of admission
2.	Second Installment	1,80,000	Within 45 days of admission
3.	Third Installment	1,80,000	On or Before December 05, 2022
4.	Fourth Installment	1,80,000	On or Before April 05, 2023
5.	Fifth Installment	1,80,000	On or Before August 05, 2023

SCHOLARSHIPS AND FREESHIPS*

Scholarships:

The merit scholarships will be awarded to students applying for MBA PM as per the following details on meeting any one of the given eligibility criteria and score obtained in the admission process:

S. No.	Scholarship	Aggregate % in UG Degree	CAT/ XAT (Percentile)	MAT/CMAT/ NMAT/ATMA (Percentile)	No. of Scholarships
1	50% of tuition fee	95% & above	80 & above	90 & above	02
2	20% of tuition fee	85 - 94.99%	60-79.99	70-89.99	08
3	10% of tuition fee	80 - 84.99%	50-59.99	60-69.99	20

Freeships:

- Under freeships, full tuition fee reimbursement will be offered to students belonging to SC/ST/OBC/ EWS (Economically Weaker section) on need cum merit basis.
- Total Number of Freeship available: 1 seat for SC/ST/OBC and 1 seat for EWS
- Freeships will be awarded to eligible students based on combined merit (Including all rounds of GD & PI).

*Terms and Conditions apply.

PLACEMENT AT A GLANCE

17.22 LPA

HIGHEST PACKAGE

7.0 LPA

AVERAGE SALARY

144

ORGANIZATIONS
APPROACHED

**AFRICA
UAE**

INTERNATIONAL
PLACEMENTS

IIHMR University provides placement assistance to the students where the leading institutions from Hospital, Healthcare, Pharmaceutical and Development sector are invited to campus for placements. University provides a platform to the students where they can interact with the faculty, alumni and industry experts through various initiatives like Know Your Alumni Series, MasterClasses and Alumni Mentoring Programme. IIHMR University have strong industry connect which provides huge opportunities to students for placements.

TOP RECRUITERS



OUR ESTEEMED ALUMNI



Mr. Ankit Shrimali
Senior Manager CSR
Narayana Health



Dr. Manoj Sojitra
Director of
Commercial Services
Marie Stopes
International
Ethiopia (NGO)



Mr. Rohit Kherra
Consultant Marketing
Sciences
ZS Associates
Gurugram



Ms. Vrinda Mathur
Senior Analyst
Ernst & Young Global
Delivery Services



Kriti Pachauri
Senior Manager
Walking Tree
Technologies
Hyderabad



Mr. Nimesh Nayak
AGM- Marketing
Kusum Group of
Companies



Contact us

Admission Office



IIHMR University
I, Prabhu Dayal Marg
Sanganer Airport, Jaipur – 302029
Rajasthan



+91 93588 93199 | +91 141 3924700



www.iihmr.edu.in



admissions@iihmr.edu.in

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