

Agile, Digital, Experiential: The New Customer Journey!

Making you ready for tomorrow's retail



PGDM Retail Management 2027-2029

2 year full-time AICTE approved Program (60 seats)

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About S. P. Mandali

Founded in 1888, Shikshana Prasarak Mandali is one of the pioneers of educational societies in the state of Maharashtra. The institution since its inception has been determined to building an environment that encourages the spirit of free thinking, thus imparting quality education to more than 45,000 students.

All the institutions of S. P. Mandali are known for their academic excellence and attract students from all parts of India. S. P. Mandali owns 43 educational institutions in the states of Maharashtra and Karnataka including pre-primary, primary, secondary and higher secondary schools, colleges for Arts, Science and Commerce, a school for hearing-impaired children, a therapeutic drug monitoring laboratory, an institute carrying out research in Ayurvedic and Herbal Medicine and Management Institutes.



Shri. Sudhir Shankar Kalkar
Chairman



Shri. Radhesham Bajranglal Agrawal
Vice Chairman

About WeSchool

WeSchool is one of India's leading management education institutes with fervor to contribute socially responsible business leaders through management education. National Institutional Ranking Framework (NIRF) list of 2024 ranks WeSchool, Mumbai in Top 84 B Schools.

The institute's vision to nurture thought leaders and practitioners through inventive education is aligned to the thought leadership from Shikshana Prasarak Mandali Pune, an educational trust legacy that manages 43 eminent educational institutes in Maharashtra.

The institute's thought process stems from design-thinking approach, bridging academia with industry for relevant management education.



Mumbai Campus



Bengaluru Campus



From the Group Director's Desk

India has been a major seat of learning for thousands of years. The country was home to both Takshashila, the first university in the world, and Aryabhata, the inventor of the digit 0.

Lately, India has undergone a paradigm shift owing to its competitive position in the world economy. The Indian economy is on a robust growth trajectory and boasts of a stable growth rate, rising foreign exchange reserves and booming capital markets among others.

Higher education in India has been a continuous facilitator of innovation, creativity and leadership to the global industry. Some of the world's leading companies are being headed by graduates of the Indian education system such as Satya Nadella, CEO, Microsoft, Sundar Pichai, CEO, Google Inc., Ajaypal Singh Banga, President World Bank Group, Rajeev Suri, Ex-CEO of Nokia, Indira Nooyi, Ex-CEO of Pepsi Co. to name a few.

We are fortunate to have key stakeholders, such as policymakers, diplomats, experts, industry professionals, members of the academia and our esteemed alumni in the industry, among others, championing the cause of education.

There has never been a better time for management students to start their careers in India. With the right skills and knowledge, you can take advantage of the many opportunities available and help drive the country's continued economic growth.

The vision of the NEP aims at building a global, high quality education system rooted in Indian ethos, thereby transforming India into a global knowledge superpower.

The Indian economy is growing at a robust pace and is poised to become one of the largest economies in the world. This growth has created a huge demand for skilled and knowledgeable management professionals who can help drive the country's continued economic development.

As a leading B-school, we have a crucial role to play in shaping the future of education and in preparing our students to become corporate leaders. We are committed to stay ahead of these changes and to providing our students with the skills and knowledge they need to succeed in a rapidly changing world.

Over the course of the program, your fellow students become trusted colleagues and, very often, lifelong friends. I invite you to embark on your path to academic and professional excellence at our sprawling campuses in Mumbai and Bengaluru which will truly enhance your intellectual and personal growth. Keeping design and innovation its core, WeSchool endeavors to provide newer avenues to students for achieving excellence in all spheres of life and nurture them to become Global Citizen Leaders.

Prof. Dr. Uday Salunkhe
Group Director, WeSchool



Vision

To nurture thought leaders and practitioners through inventive education.



Mission

- Focus on inventive education by offering practical, innovative and technology driven programs.
- Provide managerial talent with risk managing ability, passion for learning and creative thinking and values in rapidly evolving economic and social environment.
- Contribute significantly to Indian corporate world by preparing Management graduates with global mindset.
- Build intellectual capital through faculty development, research, consultancy and publication.
- Develop alumni network of mutual benefit and keep alumni update through continuous learning and meeting.



Core Values

- Passion
- Breakthrough thinking and breakthrough execution
- Result oriented process driven work ethics
- We link and care

ACCOLADES



WeSchool is ranked 75th nationally among the top B-Schools as per the National Institutional Ranking Framework (NIRF) 2025 conducted by the Ministry of Human Resource Development, Government of India.



All PGDM programs at Mumbai and Bengaluru campuses are NBA accredited and have been granted MBA equivalence from AIU



All PGDM programs at WeSchool Mumbai and Bengaluru are accredited by SAQS (South Asian Quality Assurance System)



All of WeSchool's full-time and distance learning programs have been accredited for 10 years by the Accreditation Council for Business Schools and Programs (ACBSP), USA



Why Retail Management?

- India is one of the world's largest and fastest-growing retail markets.
- The retail sector contributes over 10% to India's GDP and around 8% to employment.
- India's retail market is expected to grow significantly and reach around US\$ 2.4 trillion by 2035.
- India, currently the world's second-largest e-retail market, had over 290 million online shoppers in 2025.
- Increasing digital adoption and omnichannel retailing are creating exciting career opportunities in the retail sector.
- The rise of technology-driven retail is generating strong demand for skilled retail management professionals.

Source: India Brand Equity Foundation (IBEF), Retail Industry Report (May 2026).

Program Overview

The PGDM Retail Management program at WeSchool has been designed to cater to the glocal (global + local) retail environment. The program's transformational cross-disciplinary learning aims to nurture students into a global competent professional with leadership abilities and an innovative mindset.

The program equips the student to understand the contemporary retail environment and examine core retail aspects - Buying & Merchandising, Supply Chain Management, Category Management, Franchising, Digital Marketing, Omni-channel Strategy, Visual Merchandising and Store Operations & Profitability to name a few.

Program Vision And Mission

Vision

To create professionals who can empathize, contribute, adapt & excel in the fast changing world of retail.

Mission

- **Glocal Business Knowledge:** To equip students with business knowledge through theory and application, encompassing global and local environment.
- **Competencies:** To develop communication and leadership skills to enable students to analyze and empathize with the needs of retail and allied sectors.
- **Practical Knowledge:** To impart innovative and the best industry practices through association with thought leaders, practitioners and alumni.

Program Educational Objectives

- To equip students with functional knowledge across retail and allied sectors.
- To develop students to identify and analyze business challenges.
- To inculcate teamwork in students thereby enhancing managerial effectiveness.
- To develop an agile mindset which will enable adapting to a changing business environment.



Program Outcomes

- PO1: Apply knowledge of management theories and practices to solve business problems.
- PO2: Foster analytical and critical thinking abilities for data-based decision making.
- PO3: Ability to develop Value Based leadership ability.
- PO4: Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business environment.
- PO5: Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
- PO6: Ability to effectively communicate, both written and spoken, thereby making a personal impression.

Program Specific Outcomes (PSO)

- Retail Business Knowledge: Develop retail expertise by integrating core principles and functional knowledge required for retail and allied roles.

Program Pedagogy

The PGDM Retail management program pedagogy is a unique blend of classroom learning and industry interface. The learning process involves advanced training in theory and applications, field visits, live industry projects, workshops, participation in industry events and competitions, interactive guest sessions from key industry professionals and more. There are regular engagements with companies such as Aditya Birla Fashion and Retail Limited, Ikea India Private Limited, Lifestyle, Phoenix Market City and Palladium, Shoppers Stop, Reliance Retail Limited, Trent Hypermarket Private Limited and many more.

To enable the student to excel in work life, the Assessment Centre and Development Centre (AC And DC) exercise is conducted. The assessment centre focuses on a set of varied exercises, which are designed to simulate different aspects of the work environment. The AC exercises assess closely demonstrated behaviours in students which are considered desirable for various organisational roles. This exercise helps the students identify their key strengths & key areas of development, which are then taken forward by Faculty mentors in the Development Centre.

Indicative list of Guest Sessions held from 2022 to 2025

Name	Designation	Company	Topic
Mr. B. S. Nagesh	Former Chairman	Shoppers Stop Ltd.	Visionary Leadership in Retail: Driving Transformation and Growth
Mr. Sadashiv Nayak	Former CEO	Future Retail Ltd.	Changing Landscape of the Retail Sector
Mr. Uday Varma	Director, Product	Trent Hypermarket Pvt Ltd	Overview of Retail Store Operations
Mr. Anant Patil	Centre Director	Phoenix Mills Limited	Mall Management
Mr. Ankur Rastogi	Head-Supply Chain	Jio Digital, Reliance Retail	Omni channel Strategy in Retail
Ms. Nitanshi Saxena	Strategy Program Manager	Deloitte	From Campus To Corporate



Program USP

- The key distinguishing feature of this 2 years program is the unique blend of general management and retail management subjects and the flexibility to choose a specialization in Marketing, Operations, Finance and Human Resources.
- Students get a chance to learn about the elements of retail pertinent to their chosen field of specialization and are sensitized to aspects of both the domestic and international markets.
- Weyapaar - the Retail Club at WeSchool serves as a dynamic platform for knowledge sharing and idea creation amongst students. They gain valuable insights into contemporary retail topics and emerging trends which enhances their learning experience.
- Simulation and Gamification pedagogies transform passive learning into active immersive experiences.
- Industry guest sessions, live projects, and roundtables add to the learning experience.
- Retail Immersion is an avenue for students to gain an experiential learning. It provides a hands-on experience in relevant retail areas as visual merchandising, supply chain, retail selling etc.

Program Structure

The key distinguishing feature of this 2 years program is the unique blend of general management and retail management subjects and the flexibility to choose a specialization in Marketing, Operations, Finance and HR.

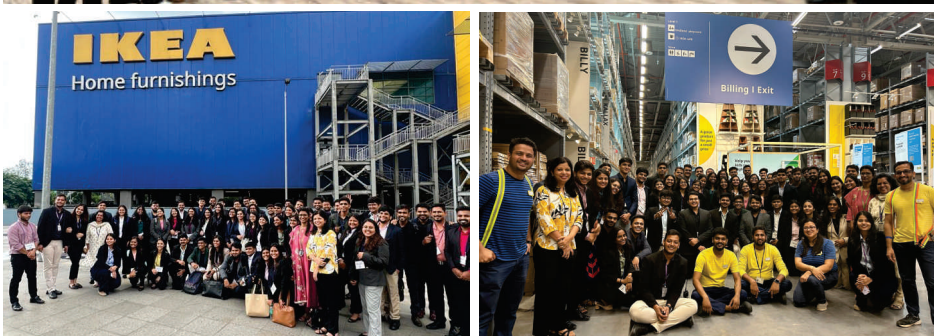
The key retail subjects include Strategic Merchandise Management, Digital Marketing, Retail Analytics, Retail Operations and Aspects of Mall Management, Omni-Channel Strategy in Retail, Visual Merchandising, Retail Business Environment and Supply Chain Management.

In addition to the classroom learning, students gain experiential learning through various industry interface and other engagements such as:

Retail Immersions - Aimed at enabling a hands-on practical exposure to various dimensions and functional areas of retail. Some of the companies where the students spent a day learning the various functions of retail were Trent Hypermarket Private Limited, Reliance Retail Limited, Ikea India Private Limited, Shoppers Stop Limited, Lifestyle and Phoenix Malls. Over the academic year multiple such Immersions are a part of the student's learning experience. This includes Store & Mall Visits, Warehouse Visit, Visual Merchandising Activity, etc.



Retail Immersion of
Mall Walk-through at Phoenix
Marketcity (March 2025)



Retail Immersion at Ikea store
and warehouse, Navi Mumbai
(August 2023)



Retail Immersion of Visual Merchandising at Shoppers Stop stores (January 2024) and Store Walk Through at Lifestyle stores (September 2024)

Retail Round Table and Retail Conferences - The aim of the Roundtable conference is to showcase the talent of the students to the industry and at the same time provide the students with an enhanced learning from the industry perspective. In October 2024, the theme of the Retail Round Table Conference was 'Retail Imagined: The Metaverse'. Through the year students have an opportunity to attend various conferences and seminars hosted by Retailers Association of India - like Retail Leadership Summit, Retail Technology Conclave, Manning Modern Retail and other such conferences to learn from Industry experts.



Retail Round Table Conference conducted on 4th October 2024 on the theme 'Retail Reimagined: The Metaverse'



Students of PGDM RM with WeSchool team at Manning Modern Retail conference by Retailers Association of India – September 2025



Students of PGDM RM with WeSchool team at ReTechCon event by Retailers Association of India – September 2025

Retail Workshops - The objective of workshops is to provide enhanced knowledge through interactive sessions with industry experts. This is often added with a hands-on working with various tools on the discussion topic which further gives an edge to students. Workshops have been conducted across various areas such as Consumer Insights, Marketing Communications and Sustainability.



Workshop on Consumer Insights with Mr. Sandeep Ranade, Executive Vice President, Hansa Research Group (March 2026)



Workshop on Sustainability with Mr. Jagadish Gurushankar, Analyst, KPMG (July 2024)



Retail Mockshop - This is an experiential project and it enable the students to understand the key functions of retail in a practical way. Students set up a mockshop whereby all key learnings in retail such as merchandise planning, pricing, marketing, logistics, visual merchandising, sales & operations are put into practice.



Gamification - This is a pedagogy where the student teams brainstorm, pitch and compete against each other on a relevant topic. It encourages students to participate, learn and engage in a competitive and healthy team spirit.



Retail Gamification on Sustainable Visual Merchandising Strategies by PGDM RM students
(January 2025)

Weyapaar: The Retail Club - The Retail Club was initiated and is organized by the PGDM-RM students. It is a platform that enables knowledge sharing and idea creation. It gives the students an exposure to the industry through interactive sessions with senior experts from the industry. It helps the students gain an understanding of contemporary retail topics.



The Retail Times - The Retail Times is a fortnightly e-Newsletter, led by the students, which aims to share leading news about retail across the globe with the students.



Program Curriculum

TRIMESTER I

- Perspective Management
- Business Communication – Foundations & Core Skills
- Business Statistics
- Marketing Management I
- Financial Reporting and Analysis
- Essentials of World Class Operations
- Managerial Economics for the Retail Business
- Retail Management and the Business Environment

TRIMESTER II

- Global Citizen Leader - I
- Business Communication – Advanced Leadership Communication
- Business Research Methods and Marketing Research
- Business Innovation and Application
- Marketing Management II
- Cost and Management Accounting
- Basics of Banking, Financial Services and Insurance
- Organizational Behaviour
- Essentials of Supply Chain Management
- Legal Aspects of Retail
- Integrated Retail Location, Design and Visual Merchandising

TRIMESTER III

- Global Citizen Leader - II
- Basics of Retail Analytics
- Digital Marketing Basics
- Fundamentals of Financial Management
- Business Taxation
- Human Resource Management
- Project Management
- Retail Selling and Negotiation Skills
- Understanding the Retail Consumers
- Retail Operations and Aspects of Mall Management

TRIMESTER IV

- Integrative Manager - I
- Summer Internship Project and Summer Internship Research Project
- Digital Marketing
- Advanced Retail Analytics
- Artificial Intelligence in Retail
- Strategic Merchandise Management

Elective Courses for Marketing Specialization

- Product and Brand Management
- Integrated Marketing Communications
- Brand Management-I
- Consumer Behaviour in Hospitality & Tourism Management
- Experiential Marketing in Hospitality & Tourism Management
- Services Operations in Hospitality & Tourism Management
- Martech & AI in Marketing
- Social Media & Performance Marketing
- Sales Management
- Advanced Business Analytics-I
- Fundamentals of Banking
- Customer Experience and Relationship Management.
- Retail Marketing Strategy

Elective Courses for Finance Specialization

- Advanced Financial Management
- Financial Risk Management
- Wealth Management
- Capital Markets Fundamentals
- Analysis of Financial Statements
- Technology for Finance, Banking and Financial Services
- Fundamentals of Banking
- Sales Management
- Advanced Business Analytics-I
- Consumer Behaviour in Hospitality & Tourism Management
- Experiential Marketing in Hospitality & Tourism Management
- Services Operations in Hospitality & Tourism Management
- Retail Marketing Strategy

Elective Courses for HR Specialization

- HR lab
- Talent Management
- Learning, Training and Development
- HR Analytics
- Performance Management Systems and Competency Assessment, Management
- Sales Management
- Consumer Behaviour in Hospitality & Tourism Management



- Experiential Marketing in Hospitality & Tourism Management
- Services Operations in Hospitality & Tourism Management
- Retail Marketing Strategy

Elective Courses for Operations Specialization

- Productivity Techniques
- Business Process Re-engineering and improvements
- Operations in services
- Quantitative Techniques in Operations
- Holistic Approach to Business Operations
- Business Consulting
- Logistics and SCM: Value Creation, Adaptability and Sustainability
- ERP Business Applications
- Sales Management
- Consumer Behaviour in Hospitality & Tourism Management
- Experiential Marketing in Hospitality & Tourism Management
- Services Operations in Hospitality & Tourism Management
- Retail Marketing Strategy

TRIMESTER V

- Integrative Manager -II
- Omni-Channel Strategy in Retail
- Digital Transformation in Retail
- Strategic Retail Management

Marketing Specialization

- International Marketing
- Marketing Finance
- Brand Management – II
- Advanced Business Analytics – II
- Marketing Decision Models
- Marketing Analytics
- Strategic Marketing - Hospitality and Tourism Management
- Revenue Management - Hospitality & Tourism Management
- Technology in Marketing - Hospitality & Tourism Management
- Managerial Skills for Interpersonal Dynamics

Finance Specialization

- Corporate Laws
- Strategic Cost Management

- Security Analysis and Portfolio Management
- Capital Markets - II
- Financial Modelling and Econometrics for Finance
- Advanced Banking
- Advance Business Analytics-II
- Strategic Marketing - Hospitality and Tourism Management
- Revenue Management - Hospitality & Tourism Management
- Technology in Marketing - Hospitality & Tourism Management
- Managerial Skills for Interpersonal Dynamics

HR Specialization

- Organizational Development and Change Management
- Global and Strategic HRM
- Employer Branding
- HR Issues in Merger and Acquisitions
- Global and National Workforce Planning and HR Audit
- Diversity, Equity and Inclusion
- Strategic Marketing - Hospitality and Tourism Management
- Revenue Management - Hospitality & Tourism Management
- Technology in Marketing - Hospitality & Tourism Management
- Managerial Skills for Interpersonal Dynamics

Operation Specialization

- Excellence in Manufacturing and Sustainability
- Supply Chain Risk and Performance Management
- Design and New Product Development
- Complex Problem Solving and Six Sigma
- Quality and Reliability Management
- Operation Analytics and Internet of Things(IOT)
- Strategic Marketing - Hospitality and Tourism Management
- Revenue Management - Hospitality & Tourism Management
- Technology in Marketing - Hospitality & Tourism Management
- Managerial Skills for Interpersonal Dynamics

TRIMESTER VI

- Sustainability in Business
- Ethics & Corporate Governance
- International Retail & Strategy
- Retail Specialization project
- Entrepreneurship and Retail Franchise Management



Program Summary

The key distinguishing feature of this 2 years program is the unique blend of general management and retail management subjects. In addition, students have the flexibility to choose a specialization in Marketing, Operations, Finance and HR in their second year. The program's transformational cross-disciplinary learning aims to nurture students into a global competent professional with leadership abilities and an innovative mindset. The program pedagogy is a unique blend of classroom and industry interface.

Program Faculty



Prof. Dr. Swapna Pradhan
Professor



Dr. Mahima Mathur
Associate Professor



Dr. Shazia Waseem Khan
Associate Professor



Ms. Ann Mathew
Assistant Professor



Dr. Payal Sanan
Assistant Professor



Dr. Rahul Tamhane
Assistant Professor



Dr. Swapnil Desai
Assistant Professor



Advisory Board Members

Name	Designation	Organisation
Dr. Jagdish Sheth Padma Bhushan	Professor of Marketing	Emory University, USA
Mr. Kishore Biyani	Founder & Group CEO	Future Group
Mr Bijou Kurien	Independent Director	Mindtree Limited
	Chairman (since 30.9.2020)	Retailers Association of India
Mr Krish Iyer	Chairman & Partner	Rational Equity Partners LLP
	Non-Executive Director	Procter & Gamble Health and Hygiene and Healthcare Ltd.
	Former - CEO & President	Walmart India
Mr Amit Jatia	Chairperson	Westlife Foodworld Limited
Kumar Rajagopalan	CEO	Retailers Association of India
Mr Abheek Singhi	Managing Director and Senior Partner	The Boston Consulting Group, Mumbai.
	Asia Pacific Leader, Consumer & Retail Practice	
Mr. Hari Menon	Co-Founder & CEO	BigBasket.com
Mr. Ganesh Subramanian	Founder & CEO	Stylumia
Mr. G.R. Venkatesh	Chief Human Resource Officer	Reliance Retail Limited
Prof. Dr. Ashok Som	Founding Director	ESSEC-Parsons Executive Masters in Luxury
		Management & Design Innovation

Academic Board Members

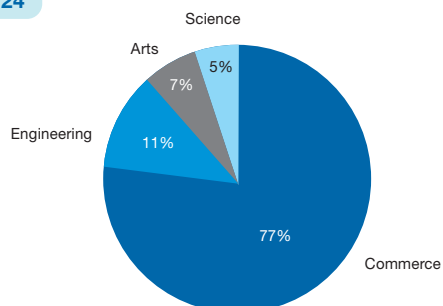
Name	Designation	Organisation
Mr. Varkey Joseph	Head Customer Experience	Raymond Limited
Mr. Altaf Jiwani	Director & Head – Group Executive Office of Welspun Group	Welspun India Ltd.
Ms. Deepshikha Surendran	Chief Marketing Officer Head of Corporate Communication	Lodha Foundation Lodha Group
Mr. Uday Varma	Director - Product	Trent Hypermarkets Ltd.
Mr. Sandeep Ranade	Executive Vice President and Head of Quantitative Research Division	Hansa Research Group
Mr. Sanjay Nadkarni	Chief Business Officer	Medisync Health Management Services
Mr. Madhusudan Desai	Chief Executive Officer	All India Gem & Jewellery Domestic Council
Prof. Dr. Piyush Kumar Sinha	Director	CRI Advisory
Ms. Apeksha Gupta	Head-Corporate Marketing & Strategy	Aditya Birla Fashion & Retail
Mr. Ankur Rastogi	VP, Head-Supply Chain and Digital Transformation	Jio Mart Digital
Mr. Vijay Gogate	Chief Executive Officer	Pizza Hut India Ltd



Batch Profile

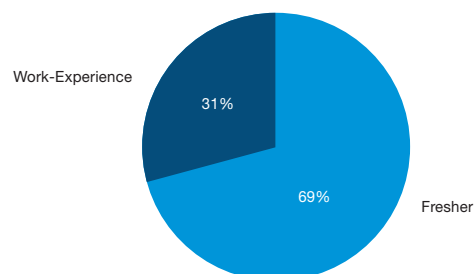
Basic Education Qualification Pie Chart

2022-24

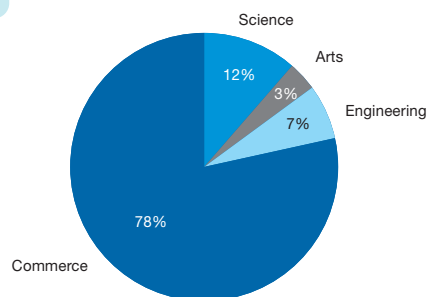


Work Experience Pie Chart

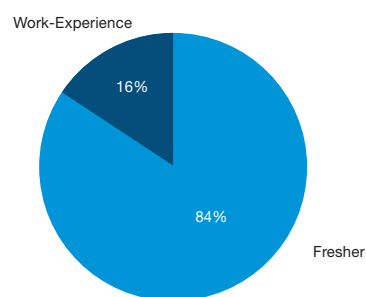
2022-24



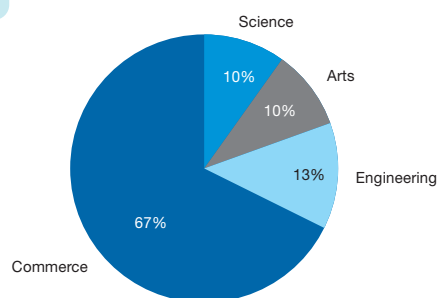
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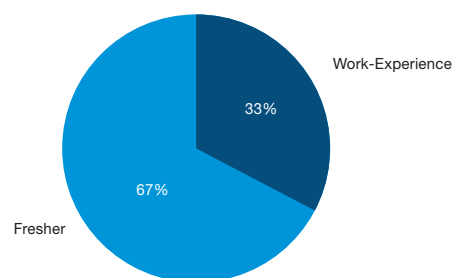
2023-25



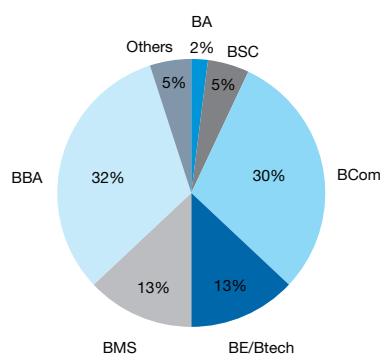
2024-26



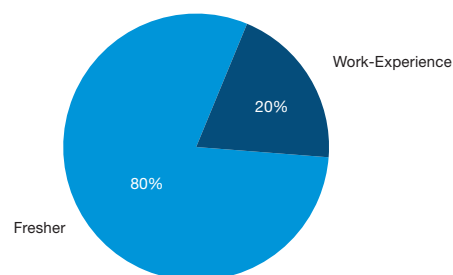
2024-26



2025-27



2025-27





Student Achievements

Name of Competition	Institute	Date	Names of Students	Position Secured	Mode (Online/Offline)
Smart India Hackathon	MoE, Innovation Cell (Govt. of India)	Dec. 2024	Toshit Philip	1st Award – INR 1,00,000	Offline
Vendition Venditta, Case Study Competition	IIM Indore	Nov. 2025	Garvit Gupta, Bhavik Patni	2nd Award – INR 7200	Both
FIRE@X, Campus Ambassador	XLRI Jamshedpur	Sep. 2025	Vinayak Rajendra Jadhav	2nd Award	Online
Vihaan, Business Plan Competition	BIMTECH Delhi	Feb. 2025	Dr. Rohit Gattewar	2nd Award – INR 3000	Both
Atharva Ranbhoomi, Business plan and Case Study	IIM Indore	Nov. 2025	Priyanshu Sharma	2nd Award – INR 7200	Both
CREST 2025 - National Analytics Case Competition	Great Lakes Institute of Management, Gurgaon	Dec. 2025	Prakash Kumar Singh	2nd Award	Both
Unstop Campus Ambassador	Unstop	Aug. 2025	Dr. Rohit Gattewar	1st Award	Online
E-SUMMIT'25, Debate Competition	Symbiosis Institute of Business Management (SIBM), Pune	Feb. 2025	Madhup Tibrewal, Dhruv Thakkar	2nd Award	Both
INPHOENIX 2025, Case Competition	IIM Bhubaneswar	Mar. 2025	Jayesh Gandhi, Lakshya Agrawal, Shiva Sen	1st Award	Both
Kaizen, Article Writing Competition	IIM Rohtak	Nov. 2025	Mahek Sarguru	Finalist	Online
Wings and Roots 4.0, Case Competition	Mukesh Patel School of Technology Management & Engineering, Mumbai	Sep. 2025	Prakash Kumar Singh	2nd Award	Offline
Athrav Ranbhoomi, Case Study and Presentation	IIM Indore	Oct. 2025	Ishu Agarwal, Diya Trivedi, Raj Mulane, Mahek Sarguru, Shivani Banafar, Yashwant Ojha	Finalist, Award – INR 30,000	Both



Symbiosis Institute of Business Management SIBM, Pune.
E-SUMMIT'25, Debate Competition
Runner-up - January 2025



IIM Indore
Business plan and Case Study
2nd Award – INR 7200 - November 2025



IIM Bhubaneswar
INPHOENIX 2025, Case Competition
1st Award - March 2025



BIMTECH Delhi
Business Plan competition
2nd Award – INR 3000 - February 2025



MET, Vikasit Bharat @2047Poster Making Competition
First Runners Up - April 2024



NISM-SEBI, National financial literacy quiz 2024
1st Award - Rs. 1 lakh - June 2024



Smart India Hackathon, SIH Software edition
1st Award - Rs. 1 lakh - December 2024



Alumni Testimonials



“ The Journey at Weschool, Mumbai has been a very rewarding journey, right from outbound activity to business festival, projects, competitions and industrial visits. Weschool provided several opportunities to work in team-based settings in a dynamic environment. We were encouraged and supported to participate in B-school competitions. These experiences improved my skills in communication, leadership, networking, team building and presentation.

The PGDM Retail Management program provided a unique and distinctive proposition of learning through the engaging lectures from the esteemed in-house faculty and visiting professors with both industry and academic experience. The PGDM-RM program has a unique blend of general management and core retail management subjects with the flexibility to choose a specialization in Marketing, Operations, Finance and HR. The highlight of the PGDM-RM for me apart from the well-designed course structure was the various interactions which were a part of the retail club, the roundtable conferences and multiple industry visits that happened regularly during the program.

I was placed from campus at Deloitte USI as an Analyst, a role which demands cross-industry knowledge, excellent communication, team-building and soft skills and the two years with WeSchool have moulded me to be the best. In addition to the academics, it is the podium that Weschool, Mumbai gave me for the development of my leadership skills and the network that I built with faculties, staff, batch mates which I will cherish for a lifetime.

- Nitanshi Saxena (PGDM-Retail Management 2019-21, WeSchool Mumbai)
Strategy Program Manager, Deloitte ”



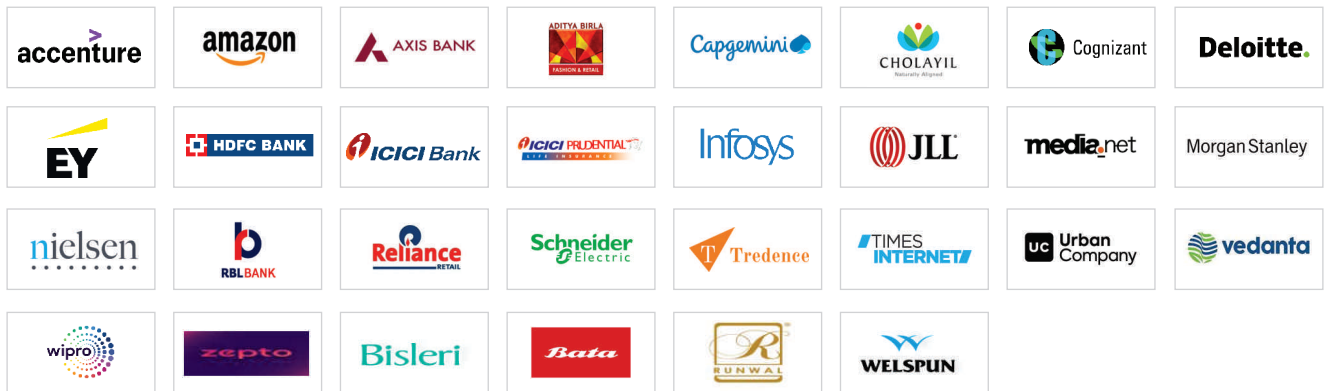
“ Life at Welingkar was an enriching experience. It strikes the right balance between giving you the freedom to be creative yet moulding you into a professional irrespective of the stream you're from and the sector you choose to get into after Welingkar. Everything is well planned, from the point of infrastructure to the curriculum and the quality of faculty, all this contributes to provide you with the right launchpad for not just your career but for LIFE. There are a multitude of opportunities for young aspiring students to network or team up with the best minds to create something fulfilling and not be confined by the boundaries of a set pattern or bound by theoretical concepts. The culture organically leads students to apply a lot of the concepts and get hands on experience of everything they're learning in the classrooms.

The retail program is one of a kind. It was the most detailed program for me with respect to preparing me for the Retail Industry. It is paced just right- to start from the foundation of retail concepts and gradually leads to more advanced subjects that are extremely industry oriented. Subjects like Retail Store Operations, Visual Merchandising, Retail Buying & Merchandising and others lay the foundation of understanding of the retail industry and go a long way in nurturing a student like me who were keen to get into this exciting industry. Moreover, since many of the faculties have a substantial retail industry experience, they would actually act like mentors and not professors, ensuring that the conversation inside the classroom is engaging and that of a student - mentor relationship. This is the reason that professors don't speak like teachers here but more like industry leaders and visionaries.

I was fortunate to get into Croma as my final placement and the entire journey of Welingkar had various milestones that carved this path for me to reach where I am. From the point of placement to settling down in my first job after Welingkar, all the concepts learnt during the course ensured that my onboarding in the job role was seamless. I started my journey in Croma as a buyer and it was imperative for a buyer to understand everything from store operations to merchandising to legal aspects of retail to taxation. Much of the things learnt in college put me ahead of the pack of Management Trainees that recruited at the same time. The fact that I was able to crack the interview for a buyer's profile in a large format retailer like Croma with no prior retail experience speaks volume about this program that moulded me into the professional I am.

- Hiren Shah (PGDM-Retail Management 2013-15, WeSchool Mumbai)
Chief Manager, Category at Reliance Retail ”

Some of our recruiters



Placement Facts (2024-2026)

Maximum Salary

₹20.00

LACS PA

Average Salary

₹11.32

LACS PA

Median Salary

₹10.00

LACS PA

Placement Facts (2023-2025)

Maximum Salary

₹20.13

LACS PA

Average Salary

₹11.28

LACS PA

Median Salary

₹10.50

LACS PA

Eligibility

Candidates with a minimum 50% in Bachelors degree exam from a recognized university. The degree has to be completed by June 2026.

Candidate should have taken the CAT (2026), XAT (2027), GMAT (2024 onwards), ATMA (2027), CMAT (2027). (IIMs and other entrance exams conducting bodies have no role to play in We School's admission process)

Selection Process

WeSchool's unique profile based selection process assigns significant value to academic performances, work experience, Group Activity, Personal Interview along with the written test scores.

Tuition Fee

Tuition Fee Rs. 7,50,000/- p.a. (subject to change)



Prin. L. N. Welingkar Institute of Management Development & Research (PGDM) | Mumbai

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