



भारतीय प्रौद्योगिकी संस्थान दिल्ली
Indian Institute of Technology Delhi

Executive Management Programme in Entrepreneurship Development

8-Months Online Sessions
with Campus Immersion at IIT Delhi
Programme Start at 31st May 2025



India's entrepreneurial ecosystem

India's entrepreneurial ecosystem offers a wealth of opportunities for foreign startups, driven by a large consumer base, favorable government policies, and a tech-savvy population. With over 111 unicorn startups valued at more than \$350 billion, India ranks as the third-largest startup ecosystem globally. Key government initiatives like "Make in India," "Startup India," and the SAMRIDH Scheme provide significant support through tax breaks, funding, and regulatory relaxations. Despite challenges such as complex regulations and securing capital, foreign startups can thrive by localizing products, forming strong partnerships, hiring local talent, and staying informed about legal guidelines (Source: [The Economic Times](#))

About the Executive Management Programme in Entrepreneurship Development

This 8-month online Management Programme, certified by CEP IIT Delhi, is meticulously designed to equip aspiring entrepreneurs with the strategic, financial, and operational skills essential for building and sustaining successful ventures. The programme is offered under the Department of Management Studies (DMS), IIT Delhi, **ranked 4th under the Management category in the NIRF India Rankings 2024 and 4th under Business and Management Studies in the QS World University Rankings 2024 (India)**, ensuring academic excellence and real-world insights.

Participants will benefit from 100+ hours of live sessions conducted every Saturday, ensuring a seamless learning experience tailored for working professionals. The journey culminates in an immersive on-campus experience at IIT Delhi, providing learners with mentorship from DMS faculty and leading industry experts, further enhancing their entrepreneurial acumen.

This course combines the intellectual rigor of IIT Delhi's management expertise with practical, hands-on learning, setting participants on a transformative path to entrepreneurial success.



Why Choose the Executive Management Programme in Entrepreneurship Development?



Prestigious Certification

Earn a recognized certification from IIT Delhi CEP.



Comprehensive Curriculum

Cover topics like Business Model Development, Strategic Planning, and Execution.



Incubation Opportunities

Exposure to IIT Delhi's incubation facilities



Mentorship Guidance

Receive guidance from IIT Delhi faculty and industry leaders.

Programme Highlights



IIT Delhi is ranked #2 as per QS World University Ranking 2024 in India



IIT Delhi ranked #4 in NIRF 2024 under Management Category.



8-Months of Saturday Live Online Classes



100+ Hours of Interactive Sessions



Mentorship & Incubation Opportunities at IIT Delhi



Campus Immersion at IIT Delhi



Learning Through Live Discussions, Case Studies and Lectures



IIT Delhi Continuing Education Programme (CEP) Certificate



Pedagogy: Lectures, Tutorials, Case Studies, Live Discussions

Certification



Indian Institute of Technology Delhi
HAUZ KHAS, NEW DELHI-110016

Programme Code: _____

Department/Centre/School of
Continuing Education Programme
On
Title of the Programme

This is to certify that
Mr./Ms. Name Of The Participant
has successfully completed the online certificate programme on "Title of the Programme" held from to by the Indian Institute of Technology Delhi.

Prof. Programme Coordinator
Prof. Head of the Department
Prof. Head/Associate Head, QIP/CEP

An initiative under eVIDYA@IITD (5-Rtrg@IITD)



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- ✓ Candidates who score **at least 60% marks overall** and maintain a minimum of **60% attendance** will be awarded a **Certificate of Completion** from IIT Delhi's CEP.
- ✓ Candidates who score **less than 60% marks overall** but maintain a minimum of **60% attendance** will receive a **Certificate of Participation** from IIT Delhi's CEP.
- ✓ Only e-certificates will be issued by **CEP IIT Delhi**
- ✓ The Organizing department of this programme is the Department of Management Studies

Entrepreneurial Roadmap

Master the Entrepreneurship Programme

- 50% Evaluation – Assignments during the programme
- 50% Evaluation – Final project on business plan

Access to Incubation
& Networking
Opportunities

Mentorship
& Guidance

Prepare for
Successful
Venture Launch

Programme Details

Programme Duration and Format



Eligibility: Graduation or Post Graduation with Preferably work experience



Admission Criteria: Selection based on application review



Delivery: Live Online Session (Direct 2 Device - D2D)



Duration: 8 Month



Class Schedule: Saturday (6:30 PM to 9:30 PM)

Comprehensive Curriculum

The comprehensive curriculum equips you with essential skills for launching and growing successful ventures through practical insights and hands-on experience.

- **Module 1:** Entrepreneurship Ecosystem
- **Module 2:** Business Model Development
- **Module 3:** Market Research and Analysis
- **Module 4:** Product Development and Innovation
- **Module 5:** Project Management and Design Thinking
- **Module 6:** Marketing and Sales Strategies
- **Module 7:** Financial Planning and Management
- **Module 8:** Legal and Regulatory Framework
- **Module 9:** Operations and Supply Chain Management
- **Module 10:** Team Building and Leadership
- **Module 11:** Strategic Planning and Execution
- **Module 12:** Scaling and Growth Strategies
- **Module 13:** Incubation and Funding
- **Module 14:** Sustainable Business Practices
- **Module 15:** Negotiation Games and Techniques
- **Module 16:** Capstone Project and Final Presentations

Capstone Project

Develop and present a comprehensive business plan, showcasing entrepreneurial skills and readiness for real-world applications.

Note:

- Modules/ topics are indicative only, and the suggested time and sequence may be modified/ adapted to fit the total programme hours. Case studies, real-world examples and numerical illustrations are an integral part of multiple modules included in the course.
- The primary mode of learning for this programme is via live online sessions with faculty members. Post-session video recordings will be made available until the course duration and are not downloadable.

Programme Co - Ordinators

Learn from India's Top Industry Experts



Dr. Seema Sharma

Professor & Former Head,
Department of Management Studies,
Indian Institute of Technology Delhi.

Dr. Seema Sharma, who is the former head of the Department of Management Studies at IIT Delhi, specializes in Economics and Entrepreneurship. Her academic work focuses on areas such as sustainable development, socio-economic analysis, productivity, efficiency analysis, and energy economics. She teaches various subjects, including Business Economics, Macroeconomic Business Environment, Statistical Analysis, and Advanced Data Analysis to both MBA and PhD students. Dr. Sharma's research is widely published in prestigious international journals and has been featured in national publications like the Economic and Political Weekly. She has presented her work at numerous international conferences across the globe, including in the USA, Japan, and Australia. For her contributions to teaching and research, Dr. Sharma has received accolades, including the 'Outstanding Young Faculty Fellowship Award' from IIT Delhi and the 'Best Professor in Economics Award' by Hindustan Unilever-BSA-Dewang Mehta Business School in 2012.



Dr. Gourav Dwivedi

Assistant Professor,
Department of Management Studies,
Indian Institute of Technology Delhi.

Dr. Gourav Dwivedi, an Assistant Professor in the Department of Management Studies at IIT Delhi, focuses on Operations and Supply Chain Management. With over a decade of experience in both academia and industry, Dr. Dwivedi has contributed to various engineering service projects, particularly for Fortune 500 companies. In academia, he has participated in collaborative research and consulting projects with national and international organizations, resulting in publications in leading journals. His research interests include Distributed Manufacturing, Supply Chain, Logistics Modelling, Industry 4.0, Behavioral Operations, Business Sustainability, and Systems Thinking.

Programme Fee

Particulars	Amount
Programme Fees	₹ 1,50,000
GST @ 18%	₹ 27,000
Total Fees	₹ 1,77,000

Note:

- All fees should be submitted in the IITD CEP account Only, and the details will be shared post - selection
- The receipt will be issued by the IITD CEP account for your records
- Easy EMI options available
- Loan and EMI options are services offered by GUVI Edtech, IIT Delhi is not responsible for the same

Installment Schedule

Component	Date	Amount in ₹ *
Application Fee**	To be Paid at the time of Application	1,000
1st Installment	Within One-Week of offer rollout	52,500
2nd Installment	5th July 2025	52,500
3rd Installment	20th September 2025	45,000

Note:

- *GST @ 18% will be charged extra in addition to the fees
- **Application Fees of ₹1,000 is non-refundable and will not be adjusted in the total programme fee.

Withdrawal and Refund Policy

- Candidates can withdraw within 15 days from the programme start date. A total of 80% of the total fee received will be refunded. However, the applicable tax amount paid will not be refunded on the paid amount.
- Candidates withdrawing after 15 days from the start of the programme session will not be eligible for any refund.
- If you wish to withdraw from the programme, you must email cepaccounts@admin.iitd.ac.in and iitdemped@guvi.in, stating your intent to withdraw. The refund, if applicable, will be processed within 30 working days from the date of receiving the withdrawal request.

Programme Timelines

Application Closure Date	24th May 2025
Programme Start Date	31st May 2025
Programme End Date	January 2026

[Apply Now](#)

**Now, Become an Entrepreneur
at Affordable Installments!**

Note: Valid documents are required for the EMI Process. An additional processing fee will be applied. EMI Amount might vary with Vendors



About IIT Delhi



IIT Delhi ranked #4 in NIRF 2024 under Management Category.



IIT Delhi ranked #2 in India as per the QS World University Ranking 2024.



IIT Delhi Ranked 4 in QS World University Rankings by Subject 2024 under Business & Management Studies

The Indian Institute of Technology Delhi (IIT Delhi) is one of the 5 initial IITs established for training, research and development in science, engineering and technology in India. Established as College of Engineering in 1961, the Institute was later declared as an Institution of National Importance under the “Institutes of Technology (Amendment) Act, 1963” and was renamed as “Indian Institute of Technology Delhi”. It was then accorded the status of a Deemed University with powers to decide its own academic policy, to conduct its own examinations, and to award its own degrees.

Since its inception, over 48000 have graduated from IIT Delhi in various disciplines including Engineering, Physical Sciences, Management and Humanities & Social Sciences. Of these, nearly 5070 received PhD degrees. The rest obtained a Master’s Degree in Engineering, Sciences and Business Administration. These alumni today work as scientists, technologists, business managers and entrepreneurs. There are several alumni who have moved away from their original disciplines and have taken to administrative services, active politics or are with NGOs. In doing so, they have contributed significantly to the building of this nation, and to industrialisation around the world. For more details, please visit: www.iitd.ac.in

About Continuing Education Programme (CEP)

Executive education is a vital need for the companies to build a culture that promotes newer technologies and solutions and builds a workforce that stays abreast of the rapidly transforming needs to the technological, business and regulatory landscape.

Committed to the cause of making quality education accessible to all, IIT Delhi has launched Online Certificate Programmes under eVIDYA@IITD (ई-विद्या@IITD): enabling Virtual & Interactive-learning for Driving Youth Advancement@IITD for Indian as well as international participants. These outreach programmes offered by the Indian Institute of Technology Delhi (IIT Delhi) are designed to cater to the training and development needs of various organizations, industries, society and individual participants at national and international level with a vision to empower thousands of young learners by imparting high-quality Online Certificate Programmes in cutting-edge areas for their career advancement in different domains of engineering, technology, science, humanities and management. For more details, please visit: <http://cepqip.iitd.ac.in>

(Services Provided by)



For any feedback, please write to:

CEP, IITD at

contactcep@admin.iitd.ac.in

GUVI Service Provider Address:

IITM Research Park - phase 2 module #9,
3rd floor, D block, Kanagam Rd, Tharamani,
Chennai, Tamil Nadu, India. 600113

For further information:

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kushal@guvi.in, +91 9818373739



Online Certificate Programmes are offered by the Indian Institute of Technology Delhi under the aegis of Continuing Education Programme (CEP) so that the Institute can realise its vision of serving as a valuable resource for industry and society, and fulfil its mission to develop human potential to its fullest extent so that intellectually capable and imaginatively gifted leaders can emerge in a range of professions.