



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

# XAT Bulletin 2018





# XAT 2018

# Welcome to XAT 2018

XAT 2018 will be conducted on Sunday, January 07, 2018. XLRI conducts test on behalf of the XAMI. For more than 60 years XLRI is conducting test at all India level to select the most appropriate candidate for management education. XAT, one of the oldest competitive examinations in the country, has always kept pace with the cutting edge testing methodology. XAT's multidimensional testing framework, is designed to meaningfully assess the aptitude of candidates for future business success. XAT score is being used by more than 150 institutes for the admission.

## **XAT 2018 would be conducted across India in the following cities.**

Agartala, Ahmedabad, Allahabad, Amritsar, Bengaluru, Berhampur, Bhopal, Bhubaneswar, Chandigarh, Chennai, Cochin, Coimbatore, Cuttack, Dehradun, Delhi, Goa, Greater Noida, Gurgaon (Gurugram), Guwahati, Hyderabad, Indore, Jabalpur, Jaipur, Jammu, Jamshedpur, Kanpur, Kolkata, Lucknow, Mangalore, Mumbai, Nagpur, Nasik, Noida, Patna, Pune, Raipur, Ranchi, Rourkela, Sambalpur, Surat, Tiruchirapalli, Trivandrum, Udaipur, Vadodara, Varanasi, Vijayawada and Visakhapatnam.

## **XAT 2018 would also be conducted across the following two international cities.**

Dubai, Kathmandu.

## **Instruction**

Register for XAT and XLRI 2018 at [www.xatonline.net.in](http://www.xatonline.net.in). You may also apply for institutions using XAT 2018 score for admission to their programmes.

Applicants for XAT 2018 can choose to pay online through IDBI Bank and SBI using credit card/ debit card/ online banking. Applicants can also make payment through a demand draft mode from any bank (in favor of XLRI Jamshedpur). Third alternative for making payment can be "cash". This can be done from any of the IDBI Bank branches located in India to make payment for XAT 2018.



## SECTION A - Procedure for XAT and XLRI Registration



Visit **www.xatonline.net.in**

choose the tab “Click here for New Registration” and enter Name, Contact details and Email-id. A Provisional XAT ID and Password will be generated by the system and displayed on the screen. Candidate should note down the Provisional XAT ID and Password. An Email & SMS indicating the Provisional XAT ID and Password will also be sent.



Candidates are advised to carefully fill and verify the details filled in the online application themselves as no change will be possible/ entertained after clicking the FINAL SUBMIT BUTTON.



The Name of the candidate or his /her Father/ Husband etc. should be spelt correctly in the application as it appears in the Certificates/Mark sheets/Identity proof. Any change/alteration found may disqualify the candidature.



Validate your details and Save your application by clicking the ‘Validate your details’ and ‘Save & Next’ button.



Candidates can proceed to upload Photo & Signature as per the specifications given in the instruction.



Candidates can proceed to fill other details of the Application Form.



Click on the Preview Tab to preview and verify the entire application form before **FINAL SUBMIT.**



Modify details, if required, and click on ‘FINAL SUBMIT’ ONLY after verifying and ensuring that the photograph, signature uploaded and other details filled by you are correct.



Click on ‘Payment’ Tab and proceed for payment.



Click on ‘Submit’ button.

# XAT 2018

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### Payment of Fees

Bank Transaction charges for Online Payment of application fees / intimation charges will have to be borne by the candidate.

- **XAT Registration Fee (without late fee)**  
– Rs. 1650/- Candidates interested in XLRI programmes needs to pay an additional fee of Rs. 300/- each.
- **XAT Registration Fee (with late fee)**  
– Rs. 2000/- Candidates interested in XLRI programmes needs to pay an additional fee of Rs. 500/- each.
- **GMP through GMAT Fee** – Rs. 2,500/-
- **NRI and Foreign Fee** - Rs. 5,000/-

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### Select the Mode of Payment

Mode 1



#### Online Payment Gateway

- Through **VISA/Master Credit/Debit Cards** (American Express Card is inadmissible)
- **IDBI Net banking** (this option is available only for IDBI account holder)
- **SBI Net banking** (this option is available only for SBI account holder)

Mode 2



#### Cash Payment

Candidates need to take the print out of the XAT Pay-In-Slip and visit nearest IDBI bank and make the payment. Keep the candidates copy.

Mode 3



#### Demand Draft

Make a DD made from any Bank in favour of "XLRI Jamshedpur payable at Jamshedpur.

**Note:** After making Demand Draft applicant need to visit xat login page and update the DD details (DD Number, Bank Name and Date )

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#### Print Application

Print Application page for your reference. In future for all correspondence with **XAT office** quote your **XAT ID**.

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#### Send Application

Candidate makes payment through DD needs to send the application along with the DD to **The Chairperson, Admissions, XLRI, Circuit House Area (East), Jamshedpur - 831001** within fifteen days from the date of issuance of DD.

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#### Downloading of XAT e-Bulletin

Applicant may download XAT e Bulletin 2018 from [www.xatonline.net.in/www.xlri.ac.in](http://www.xatonline.net.in/www.xlri.ac.in)

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#### Downloading of XLRI e-Brochure

Applicant may download **XLRI eBrochure 2018** from [www.xatonline.net.in/www.xlri.ac.in](http://www.xatonline.net.in/www.xlri.ac.in)

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#### Download Admit Card

Candidates may download the admit card from **December 20, 2017** onwards from [www.xatonline.net.in](http://www.xatonline.net.in)

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#### Candidates applying through GMAT

Candidates applying through GMAT may do so by following instruction given on [acad.xlri.ac.in/gmatadmission](http://acad.xlri.ac.in/gmatadmission)



# XAT 2018



## Guidelines for Photograph & Signature Scan and Upload

- IN CASE THE FACE IN THE PHOTOGRAPH OR SIGNATURE IS UNCLEAR, THE APPLICATION MAY BE REJECTED.
- CANDIDATE MAY EDIT THE APPLICATION AND RE-UPLOAD THE PHOTOGRAPH/SIGNATURE IN SUCH CASE



### Photograph Image

- Photograph must be a recent passport size colour picture.
- The picture should be in colour, against a light-coloured, preferably white, background.
- Look straight at the camera with a relaxed face.
- If the picture is taken on a sunny day, have the sun behind you, or place yourself in the shade, so that you are not squinting and there are no harsh shadows.
- If you have to use flash, ensure there's no "red-eye".
- If you wear glasses make sure that there are no reflections and your eyes can be clearly seen.
- Caps, hats and dark glasses are not acceptable. Religious headwear is allowed but it must not cover your face.
- Dimensions 200 x 230 pixels (preferred).
- Size of file should be between 20kb-50kb.
- Ensure that the size of the scanned image is not more than 50KB. If the size of the file is more than 50KB, then adjust the settings of the scanner such as the DPI resolution, no. of colours etc., during the process of scanning.



### Signature Image

- The applicant has to sign on white paper with Black Ink pen.
- The signature must be signed only by the applicant and not by any other person.
- The Signature will be used to put on the ADMIT CARD and wherever necessary.
- The Applicant's signature obtained on the ADMIT CARD and attendance sheet at the time of the examination should match the uploaded signature. In case of mismatch, the candidate may be disqualified.

- Dimensions 140 x 60 pixels (preferred).
- Size of file should be between 10kb —20kb.
- Ensure that the size of the scanned image is not more than 20KB.



## Scanning the Photograph & Signature

- Set the scanner resolution to a minimum of 200 dpi (dots per inch).
- Set Color to True Color
- File Size as specified above.
- Crop the image in the scanner to the edge of the photograph/signature, then use the upload editor to crop the image to the final size (as specified above).
- The image file should be JPG or JPEG format. An example file name is: image01.jpg or image01.jpeg Image dimensions can be checked by listing the folder files or moving the mouse over the file image icon. Candidates using MS Windows/MS Office can easily obtain photo and signature in .jpeg format not exceeding 50KB & 20KB respectively by using MS Paint or MS Office Picture Manager. Scanned photograph and signature in any format can be saved in .jpg format by using 'Save As' option in the File menu and size can be reduced below 50KB (photograph) & 20KB (signature) by using crop and then resize option

\*Please see point "C" above for the pixel size+ in the 'Image' menu. Similar options are available in other photo editor also.

**If the file size and format are not as prescribed, an error message will be displayed.**

While filling in the Online Application Form the candidate will be provided with a link to upload his photograph and signature.

### Procedure for Uploading the Photograph and Signature

- There will be two separate links for uploading Photograph and Signature.
- Click on the respective link "Upload Photograph / Signature".
- Browse & Select the location where the Scanned Photo/ Signature file has been saved.
- Select the file by clicking on it.
- Click the 'Upload' button

# XAT 2018



## Important Points to be remembered while applying:

### Click for New Registration.

- Basic Info : Once you complete filling the Basic Information, an email will be sent to your email id with a provisional XAT ID and password.
- Please quote your email (provided during the registration) and XAT ID for all future communication
- Please ensure that you provide a valid email address.
- Please ensure that you use your personal email address only as your primary email address in the application. (If you use your official email address and in case you switch jobs, it would be difficult for us to communicate with you).
- Please add admissions@xatonline.net.in as trusted sources in the anti-Spam software of your email. Otherwise, either you will not receive important emails or they will get delivered to your Spam/junk folder.
- Please access your emails regularly and ensure that your inbox is accessible.
- Please note that the XAT ID and password gives you an individual login on www.xatonline.net.in and on frequent intervals, you need to check for mails from XAT & other associated institutes.
- Please ensure that you give your correct mobile No. to receive SMS alerts.

**XAT Registration Fee (without late fee) – Rs. 1650/-** Candidates interested in XLRI programmes needs to pay an additional fee of Rs. 300/- each.

**XAT Registration Fee (with late fee) – Rs. 2000/-** Candidates interested in XLRI programmes needs to pay an additional fee of Rs. 500/- each.

*Note: If you do not receive the registration confirmation mail, with your XAT ID & Password, within 24 hours of signing up, please check your spam/junk folder just in case the confirmation email got delivered there instead of your inbox. If you are unable to locate the email, please write to admissions@xatonline.net. in citing your primary email id. or call us up on 1800 419 2929 between 9:30am to 5:30pm (IST) if you are unable to reach the customer care executive, please write to admissions@xatonline.net.in. We shall get back to you in 48 hours. (Excluding Holidays)*





### Procedure for applying to other institutions using XAT scores for short listing applicants for admission.

The applicant desirous of joining any of the Institutes given in SECTION C has to follow the steps given below:

- Register for XAT 2018 at [www.xatonline.net](http://www.xatonline.net). Further details can be obtained from the respective Institution's website or from their Admissions office. Accordingly, follow their registration/application procedure. Applicants interested in XLRI programme(s) needs to pay an additional fee of Rs.300/- each.

*Applicants may please note that XLRI does not ascertain quality of the degree or programme(s) offered by other Institutions using XAT scores.*

**Please note that each institution independently decides the weightages to be given for each of the test components on the basis of its needs. XLRI does not play any role in selection of the applicants in these institutes.**

#### *Note:*

- All payments made for registration for XAT and XLRI are non-refundable.
- The XAT Score Card containing the performance of the applicant in XAT 2018 will be mailed individually to all the applicants to their correspondence address, as provided in the XAT registration.



**Loyola Institute of Business Administration**

*Loyola College, Nungambakkum*

*Chennai - 600 034*

**Ph :** 044-28175353 - 57, 28173183; **Fax :**

**Email :** admissions@liba.edu

**Website :** www.liba.edu

**ST. Francis Institute of Management and Research (SFIMR)**

*Gate No.5, Mt. Painsur, S.V.P Road, Borivali (W),*

*Mumbai - 400 103*

**Ph :** 022-28917089, 28958403; **Fax :** 28906567

**Email :** info@sfimar.org

**Website :** www.sfimar.org

**St. Joseph's Institute of Management**

*28/1 Primrose Road, Off MG Road*

*Bangalore - 560025*

**Ph :** 080-25597781, 25597791

**Email :** info@sjim.edu.in

**Website :** www.sjim.edu.in

**St. Aloysius Institute of Management and Information Technology**

*St. Aloysius College (Autonomous)*

*Kotekar Post, Madoor, Beeri, Mangalore - 575022*

**Ph :** 0824-2486881

**Email :** denzil@stalloysius.ac.in, mascao@stalloysius.ac.in

**Website :** www.stalloysics.ac.in

**Xavier Business School (XBS)**

**St. Xavier's University, Kolkata**

*Action Area: III-B, Plot No.III B/1*

*New Town, Kolkata 700 160*

**Ph :** 033 66249871/66249837

**Email :** admissions.mba@sxuk.edu.in

**Website :** www.sxuk.edu.in

**Xavier Institute of Management, Xavier University**

*Xavier Square*

*Bhubaneswar - 751 013*

**Ph :** 0674-6647806; **Fax :** 2300995

**Email :** admission@xub.edu.in

**Website :** www.xub.edu.in

**Xavier Institute of Management & Entrepreneurship**

*Electronics City*

*Phase - II, Hosur road*

*Bangalore - 560 100*

**Ph :** 080-28520809/28528597; **Fax :** 28520809

**Email :** admissions@xime.org

**Website :** www.xime.org

**Xavier Institute of Management & Research**

*St. Xavier's College Campus,*

*Mahapalika Marg,*

*Mumbai - 400 001*

**Ph :** 022-65221909/1911; **Fax :** 22650607

**Email :** admin@ximr.ac.in

**Website :** www.ximr.ac.in

**Xavier Institute of Management, Jabalpur**

*4th Mile, Mandla Road*

*Tilhari, Jabalpur*

*M.P - 482 021*

**Ph :** 0761-2602483/2601091; **Fax :** 2606341

**Email :** slrsj45@gmail.com

**Website :** www.xidas.in

**XLRI**

**Xavier School of Management**

*C H Area (East)*

*Jamshedpur - 831 001*

**Ph :** 0657 665 3203/04/05; **Fax :** 6653200/2227814

**Email :** admis@xlri.ac.in

**Website :** www.xlri.ac.in

**Xavier Institute of Social Service**

*Dr. Camil Bulke Path*

*Purulia Road, P.O Box 7*

*Ranchi - 834 001*

**Ph :** 0651-2200873, 2204456; **Fax :** 2213381

**Email :** xiss@xiss.ac.in

**Website :** www.xiss.ac.in



**ABS Asian Business School (NOIDA)**

Plot A2, Sector 125

Noida -201301

**Ph:** 0120 4594200

**Email:** info@abs.edu.in

**Website:** www.abs.edu.in

**Accurate Institute of Management and Technology**

Plot No. 49,

Knowledge Park - 111

Greater Noida - 201 306

**Ph :** 0120-2328234, 2328235; Fax : 2320355

**Email :** info@accurate.in

**Website :** www.accurate.in

**Acharya Bangalore B-School**

#3, Andhrahalli Main Road

Off Magadi Road

Bangalore - 560091

**Ph:** 080 23245516/23245517; Fax: 232455129

**Email:** admissions@acharyabbs.ac.in

**Website:** www.acharyabbs.ac.in

**Acharya School of Management**

Soldevanahalli

Hesaraghatta Road

Bangalore - 560 090

**Ph :** 080-28396011, 23723466, 28376431; Fax : 23700242

**Email :** directorasm@acharya.ac.in

**Website :** www.acharya.ac.in

**Acharya Institute of Management & Sciences**

1st cross

1st stage

Peenya

Bangalore - 560 058

**Ph :** 080-28391531, 28376430; Fax : 28378268

**Email :** admission@theaims.ac.in

**Website :** www.theaims.ac.in

**Adarsh Institute of Management & Information Technology (AIMIT)**

#75, Devanathachar Street

5th Main, Chamarajpet

Bangalore - 560 018

**Ph :** 080-26677100, 8792004290; Fax :

**Email :** admissions@adarshaimit.com

**Website :** www.adarshaimit.com

**Alliance School of Business, Alliance University**

Alliance University City Campus 2

2nd Cross, 36th Main,

Dollars Scheme, BTM 1st Stage

Bengaluru -560068

**Ph :** 9886002500/9535533366

**Email :** mba@alliance.edu.in

**Website :** www.alliance.edu.in

**Amrita School of Business**

Amrita Vishwa Vidyapeetham

Amrita Nagar P.O.,

Ettimadai

Coimbatore - 641112

**Ph :** 0422-2652122; Fax : 2656374

**Email :** asb@amrita.edu

**Website :** www.amrita.edu/asb

**APG Shimla University**

Vill Pujyarli, Shogi - Mehli by pass road

Mohal Sargheen

Near Pantha Ghati

Shimla - 171 009

**Ph :** 0177-2620074, 9816222000; Fax : 2620074

**Email :** admissions@apg.edu.in

**Website :** www.apg.edu.in

**Aryans Business School**

Vill. Nepra, Chandigarh-patiala Highway

Tehsil Rajpura

Near Chandigarh

Punjab - 140 401

**Ph :** 01762-98762 - 99888, 98765-99888; Fax : 236095

**Email :** info@aryans.edu.in

**Website :** www.aryans.edu.in

**Asia Pacific Institute of Management**

3 & 4 Institutional Area Jasola (opp Sarita Vihar)  
New Delhi - 110 025

Ph : 011-42094800, 42094816; Fax : 26951541

Email : admissions@asiapacific.edu

Website : www.asiapacific.edu

**Asian Business School**

A2, Sector 125  
Noida, Uttar Pradesh - 201301

Ph : 0120 4594200

Email : info@abs.edu.in

Website : www.abs.edu.in

**Balaji Institute of Modern Management (BIMM)**

Svy.No.55/2-7, Tathawade  
Off Mumbai-Bangalore bypass  
Pune- 411033

Ph : 020 66741222, 66741235; Fax : 66741234

Email : bijupillai@balajisociety.org

Website : www.balajisociety.org

**Bengal Institute of Business Studies**

18D Lakeview Road  
Kolkata - 700 029

Ph : 033-24669236/37; Fax : 24669237

Email : admissions@bibs.co.in

Website : www.bibs.co.in

**Bharatiya Vidya Bhavan's Usha & Lakshmi Mittal  
Institute of Management (BULMIM)**

Copernicus Lane  
Kasturba Gandhi Marg  
New Delhi - 110 001

Ph : 011-23073852, 23070911; Fax : 23387903

Email : info@bulmim.ac.in,director@bulmim.ac.in

Website : www.bulmim.ac.in

**Bhavan's Centre for Communication and Management**

Plot No - 9, Kharvelanagar, Unit III  
Bhubaneswar - 751 001

Ph : 0674-2535727; Fax : 2530428

Email : bvb.mba.bbsr@gmail.com

Website : www.bvbbhubaneswar.org

**Birla Institute of Management Technology**

IDCO Plot 2, Gothapatna  
Bhubaneswar

Odisha - 751003

Ph : 0674-7103001-10; Fax : 2323012/22/25

Email : director.bbsr@bimtech.ac.in

Website : www.bimtechbbsr.ac.in

**Birla Institute of Management Technology**

Plot No. 5, Knowledge Park - 2  
Institutional Area

Greater Noida-201 306

Ph : 0120-2323001 - 10;

Email : manoj.pandey@bimtech.ac.in

Website : www.bimtech.ac.in

**BLS Institute of Management**

Opposite Mohan Meakin Factory  
Mohan Nagar - 201 007

Ph : 0120-2658405, 2657654; Fax : 2657714

Email : bls\_im@vsnl.net

Website : www.blsim.org

**BML Munjal University**

67th km Stone  
NH-8, Village Sidhrawali  
Gurgaon - 123 413

Ph : 0124-2679002;

Email : tapan.panda@bml.edu.in

Website : www.bml.edu.in



**BNM Institute of Technology**

PO No.7087, 27th cross

12th main,

Banashankari II Stage

Bangalore - 560 070

Ph : 080-26711780, 26711782; Fax : 26712581

Email : bnmitprincipal@yahoo.co.in

Website : www.bnmit.org

**Calcutta Business School**

Diamond Harbour Road

7Kms from IIM Calcutta PO-Bishnupur

24 Parganas (S)

West Bengal 743503

Ph : 033 24205200 24205233

Email : admission@calcuttabusinessschool.org

Website : www.calcuttabusinessschool.org

**Centurion University of Technology and Management**

School of Management

P.O-Jatni, Bhubaneswar-752050

Dist.Khurda

Ph: 0674 2492495-6; Fax : 2490480

Email Id: join@cutm.ac.in

Website: www.cutm.ac.in

**Chandragupta Institute of Management Patna**

Mithapur, Institutional Area

Near Mithapur Bus stand

Gate NO.1, Patna

Bihar - 800 001

Ph : 0612 2366021/9693223405

Email : admission@cimp.ac.in

Website : www.cimp.ac.in

**CMS B-School Jain University**

CMS ANNEX, 319, 17th Cross

25th Main, JP Nagar 6th Phase

Bangalore-560 078

Ph : 080-46501765, 9739459620

Email : enquiry.pg@jainuniversity.ac.in

Website : www.jainuniversity.ac.in

**Deen Dayal Upadhyaya Institute of Management and Higher Studies**

7/198, Swaroop Nagar,

Kanpur - 208 002

Ph : 0512-2555822, 3241880; Fax : 2555822

Email : dduinstitutemhs@yahoo.co.in

Website : www.dduinstitute.org

**Delhi School of Professional Studies and Research**

9 Institutional Area

Sector 25

Rohini

Delhi - 110 085

Ph : 011-27062290, 27932799; Fax : 27062292

Email : info@dspsr.in

Website : www.dspsr.in

**Desh Bhagat Institute of Management & Computer Sciences**

Amloh Road

Mandi Gobindgarh

Amloh - 147301

Ph : 01765-520510, 520581; Fax : 520559

Email : contact@deshbhagatinstitutes.com

Website : www.deshbhagatinstitutes.com

**Development Management Institute**

Udyog Bhawan (Second Floor)

East Gandhi Maidan

Patna

Bihar - 800004

Ph : 612-2675180/ 2675283;

Email : admissions@dmia.ac.in

Website : www.dmi.ac.in

**Disha Institute of Management and Technology**

Satya Vihar

Vidhansabha-Chandrakhuri Marg

Baloda Bazar Road

Dist. Raipur - 492 101

Ph : 0771-4200100; Fax : 4200110

Email : info@dimatindia.com

Website : www.dimatindia.com

**Doon Business School**

122, MI

Selaqui, Dehradun

Uttarakhand - 248001

Ph : 0135-2699166, 8881071071

Email : chairman@dbb.org.in

Website : www.doonbusinessschool.com

**Flame School of Business**

Gat No.1270

Taluka Mulshi, Village Lavale

Vadai, Dist Pune-12115

Ph : 020 67906007/ 67906230

Email : admission@flame.edu.in/pallavi.lohokare@flame.edu.in

Website : www.flame.edu.in

**Driems Business School**

At Kairapari, Post kotsahi

Tangi

Cuttack - 754 022

Ph : 0671-2595061 - 65; Fax : 2595755

Email : driemsbschool@gmail.com

Website : www.dbs.ac.in

**Fortune Institute of International Business**

Plot 5, Rao Tula Ram Marg

Vasant Vihar

New Delhi - 110 057

Ph : 011-47285000, 47285018; Fax : 45823299

Email : fiib@fiib.edu.in

Website : www.fiib.edu.in

**EMPI Business School**

P.O., CSKM Educational Complex

Satbari, Chattarpur

Delhi - 110 074

Ph : 011-26652373, 26653764; Fax : 26654422

Email : admission@empi.ac.in

Website : www.empiindia.com

**FORE School of Management, New Delhi**

"Adhitam Kendra"

B-18

Qutub Institutional Area

New Delhi - 110016

Ph : 011-41242405, 46485506; Fax : 26964229

Email : director@fsm.ac.in

Website : www.fsm.ac.in

**Entrepreneurship Development Institute of India**

EDII Via Ahmedabad Airport & Indira Bridge

P.O. Bhat, Gujarat -382 428

Ph : 079 23969151/23969153/2396916; Fax: 23969164

Email : pgp@ediindia.org

Website : www.ediindia.ac.in

**GIBS Business School**

No 98, 98/1, Kalena Agrahara,

Begur Hobli, Bannerghatta Road,

Near Royal Meenakshi Mall, Next to KTM,

Bangalore - 560076

Ph : 80-26488989, 80-50300060 / 70

Email : info@gibsbschool.com

Website : www.gibsbschool.com

**First India Group of Institutions**

First India Towers

36th Milestone, Near Hero Honda Chowk

Delhi Jaipur Highway NH - 8

Gurgaon - 122 001

Ph : 0120-9953925600, 9953725600; Fax :

Email : admissions@stmi.in,admissions@rimgurgaon.com

Website : www.stmi.in/www.rimgurgaon.com

**Gitam Institute of Management**

GITAM University

Rushikonda

Vishakhapatnam - 530 045

Ph : 0891-2790404, 2840309; Fax : 2790037

Email : admissions.gim@gitam.in

Website : www.gsib.gitam.edu



### **Gitam School of International Business**

*Gitam University  
Gandhinagar Campus  
Rushikonda  
Visakhapatnam - 530 045*  
**Ph :** 0891-2840420, 2840413; Fax : 2790036  
**Email :** admissions.gsib@gitam.in  
**Website :** www.gsib.org

### **Globsyn Business School**

*Globsyn Crystals XI-11&12, Block EP  
Salt Lake Electronics Complex  
Sector V, Salt Lake  
Kolkata - 700 091*  
**Ph :** 033-40003600; Fax : 23573684  
**Email :** gbs@globsyn.com  
**Website :** www.globsyn.edu.in

### **GNIMS Business School**

*King's Circle, Matunga  
Mumbai - 400019*  
**Ph:** 022 24043927/24043933; Fax : 24043933  
**Email Id:** bigyan.verma@gnims.com  
**Website:** www.gnims.edu.in

### **Goa Institute of Management**

*Sanquelim Campus  
Poriem  
Sattari  
Goa - 403 505*  
**Ph :** 0832-2366700, 2366704; Fax : 2366710  
**Email :** admissions@gim.ac.in  
**Website :** www.gim.ac.in

### **Great Lakes Institute of Management**

*Dr.Bala V.Balachandrar Campus,  
East Coast Road, Manamai Village, Thirukazhukundram Taluk,  
Kancheepuram District, Tamilnadu - 603102*  
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**Email:** easwar@greatlakes.edu.in  
**Website:** www.greatlakes.edu.in

### **HDF School of Management**

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PO: Belagachhia  
Cuttack - 754 005*  
**Ph :** 0671-2120024, 2120021; Fax : 2870024  
**Email :** mukti@hdf.ac.in  
**Website :** www.hdf.ac.in

### **Hyderabad Business School, Gitam University**

*Rudraram, Patancheru Mandal  
Medak Dist, Hyderabad  
Telangana - 502329*  
**Ph :** 08455-221361, 221362; Fax : 220059  
**Email :** hbs@gitam.in/alb@gitam.in  
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### **IBMR - Business Schools**

*Survey No. 4, Hosur Road  
Near Electronic City  
Adjacent to BMW Showroom  
Bangalore - 560 100*  
**Ph :** 080-32422424; Fax : 4251331  
**Email :** mba@ibmrbschool.org  
**Website :** www.ibmrbschool.org

### **ICBM - School of Business Excellence**

*Plot No - 2A  
Ishwars Abode Right to Pillar No-179  
Upperpalli 'X' Road, Attapur,  
Hyderabad - 500048*  
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**Email :** icbmhyd@gmail.com  
**Website :** www.icbm.ac.in

### **Institute for Future Education, Entrepreneurship & Leadership**

*Survey No. 178, Ekvira Devi Road  
Behind Tejas Dhaba, Karla (Via Kamshet)  
Lonavala - 410 405*  
**Ph :** 02114-282818; Fax : 282818  
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# XAT 2018

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**Email :** admissions@iimpune.edu.in

**Website :** www.iimpune.edu.in

### **IFIM Business School**

*#18P & #9P,KIADB Industrial Estate*

*Electronics City*

*Bangalore - 560 100*

**Ph :** 080-41432888, 41432800; Fax : 41432844

**Email :** director@ifimbschool.com

**Website :** www.ifimbschool.com

### **IILM College of Management Studies**

*17 & 18 Knowledge Park II*

*Greater Noida - 201 306*

**Ph :** 0120-3374360; Fax : 3374347

**Email :** admissions@iilmcms.ac.in

**Website :** www.iilmcms.ac.in

### **IILM Graduate School of Management**

*16 Knowledge Park II*

*Greater Noida - 201 306*

**Ph :** 0120-3374360; Fax : 3374347

**Email :** admissions@iilmgsm.ac.in

**Website :** www.iilmgsm.ac.in

### **IILM Institute for Business and Management**

*1 Knowledge Centre, Golf Course Road*

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*Gurgaon*

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**Ph :** 0124-2775655, 2775656; Fax : 3354390

**Email :** admissions@iilm institute.ac.in

**Website :** www.iilm institute.ac.in

### **IIMT School of Management (ISM)**

*Garhi Murli (Garhi Bazidpur)*

*Sohna Road*

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**Ph :** 0124-1800 103 8388; Fax :

**Email :** admissions@ism.edu.in

**Website :** www.ism.edu.in

### **Indian Institute of Finance**

*45 A*

*Knowledge Park - III*

*Greater Noida - 201308*

**Ph :** 0120-6471004, 9999321585

**Email :** aa@iif.edu

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### **Indian Institute of Forest Management**

*Nehru Nagar*

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*M.P - 462003*

**Ph :** 0755-2768331, 2763925, 2763924; Fax : 2671929

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### **Indian Institute of cost and management studies & research (INDSEARCH)**

*85/1 Law College Road*

*Pune - 411004*

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### **Indus Business Academy (IBA, Bangalore)**

*Survey No. 164, IBA Campus, Lakshmipura*

*Thataguni Post, Kanakapura Main Road*

*Bangalore - 560 062*

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**Indus World School of Business**

15-A Knowledge Park II  
Greater Noida  
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Email : admissions@iwsb.in  
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**IFMR University**

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**Institute for Technology and Management**

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**Institute of Business Studies and Research**

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Thapar Complex, Plot No. 51,  
Sector 15, CBD Belapur  
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**Institute of Health Management Research**

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**Institute of Management & Information Science (IMIS)**

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**IMS-Noida**

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**Institute of Management Technology (Dubai)**

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**Institute of Management Technology (Hyderabad)**

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**Institute of Management Technology (Nagpur)**

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**Institute of Management Technology (Ghaziabad)**

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**Institute of Science & Management**

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**International Academy of Management & Entrepreneurship (IAME)**

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**International Institute of Business studies-IIBS**

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**International School of Business & Media, Pune (ISB&M)**

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**Website :** www.isbm.ac.in

**International School of Management Excellence**

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**Invertis Institute of Management Studies**

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**ISBR Business School**

*# 107, Electronic City - Phase I*

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**Jagan Institute of Management Studies**

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*Vidyavihar(E)*

*Mumbai - 400 077*

**Ph :** 022-67283000, 67283050; Fax : 21027219

**Email :** director@simsr@somaiya.edu

**Website :** <http://simsr.somaiya.edu>

### **Kohinoor Business School, Khandala**

*Kohinoor Global Campus,*

*Sub Division B*

*Old Pune-Mumbai Highway*

*Khandala - 410 301*

**Ph :** 02114-269018, 269019; Fax : 269224

**Email :** kbs@kohinoor.ac.in

**Website :** [www.kohinoor.ac.in](http://www.kohinoor.ac.in)

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*Kaushalya Ganga*

*Bhubaneswar - 751 002*

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**Email :** admissions@krupajalbschool.org

**Website :** [www.krupajalbschool.org](http://www.krupajalbschool.org)

### **Mittal School of Business, Lovely Professional University**

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*Phagwara, Distt.Kapurthala*

*Phagwara - 144 411*

**Ph :** 01824-404455 Fax : 506100

**Email :** admissions@lpu.co.in

**Website :** [www.lpu.in](http://www.lpu.in)

### **Management Education & Research Institute**

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*Janakpuri*

*New Delhi - 110 058*

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**Email :** meribs@meri.edu.in

**Website :** [www.meri.edu.in](http://www.meri.edu.in)

### **Mangalvedhekar Institute of Management (MIM)**

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*Duffrin Chowk*

*Solapur - 413 001*

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**Email :** solapur00@gmail.com

**Website :** [www.mangalvedhekar.org](http://www.mangalvedhekar.org)

### **Manipal University Jaipur**

*Vatika InfoTech City*

*Near GVK Toll Plaza, Jaipur-Ajmer Expressway*

*Post Thikaria*

*Jaipur - 302 026*

**Ph :** 0141-4001536; Fax : 4001536

**Email :** registrar@jaipur.manipal.edu

**Website :** [www.jaipur.manipal.edu](http://www.jaipur.manipal.edu)

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*Mayfair', Dada Vaidya Road*

*Opp - Mushthifund High School*

*Panaji - 403 001*

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**Email :** marianinstitute@dataone.in

**Website :** [www.marianinstitute.in](http://www.marianinstitute.in)

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*DS-1 & Pocket - D*

*Lohia Nagar,*

*Hapur Road*

*Meerut - 250005*

**Ph :** 0121-2408868/67; Fax : 2661590

**Email :** sudhirsharma@msmindia.org

**Website :** [www.msmindia.org](http://www.msmindia.org)

### **MATS Institute of Management and Entrepreneurship**

*319, 17th Cross,*

*25th Main*

*JP Nagar 6th Phase*

*Bangalore - 560 078*

**Ph :** 080-43430400, 26532728; Fax : 26532730

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**MIT WPU's, MIT School of Telecom Management**

14 B, South Block,  
MIT WPU Campus, S.No.124, Ex Servicemen Colony  
Off Paud Road, Kothrud  
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Email : uttam.padwal@gmail.com  
Website : www.mitsob.net/www.mitwpu.com

**M S Ramaiah Institute of Management**

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Email : admissions@msrim.org  
Website : www.msrim.org

**Mudra Institute of Communications, Ahmedabad (MICA)**

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Ahmedabad - 380 058  
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Email : admissions@micamail.in  
Website : www.mica.ac.in

**MVRR Institute of Business Management**

Seshadri Rao Knowledge Village  
Gudlavalleru  
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Email : mvribm@gmail.com  
Website : www.mvrribmgudlavalleru.ac.in

**Myra School of Business**

Opp.Power Grid  
Near Infosys  
Yelwal  
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Ph : 0821-2404511-15, 9686173333, Fax : 2404512  
Email : info@myra.ac.in  
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**NIIT University**

Neemrana, NH-8  
Delhi Jaipur Highway  
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Ph : 01494-302400; Fax : 302564  
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Website : www.niituniversity.in

**National Institute of Securities Markets**

NISM Bhavan, Plot No . 82  
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Navi Mumbai  
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Email : admissions@nism.ac.in  
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**National School of Business**

33, 22nd Main  
1st Cross, Phase II  
J P Nagar  
Bangalore - 560 078  
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**New Delhi Institute of Management**

60,50 (B & C) Tughlakabad Institutional Area  
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**O.P. Jindal Global University**

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**Praxis Business School**

Bakrahat Road

P.O Rasapunja, 24 parganas (south)

Next to Academia International School  
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**Prin. L.N. Welingkar Institute of Management  
Development & Research**

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Near R A Podar College, Matunga (Central Rly)  
Mumbai - 400 019

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Email : admissions@welingkar.org

Website : www.welingkar.org

**Pune Institute of Business Management**

Gat No 605/1, Makaiwadi Road

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**Raffles University Japanese Zone**

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**Ravenshaw Management Centre**

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Email : placementcell@ravenshawmanagementcentre.com

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**Regional College of Management Autonomous**

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Website : www.rcm.ac.in

**Regional College of Management Bangalore**

Survey No-34/4,34/5

Mudugurki, Devanahalli

Bangalore-562164

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Website : www.rcmb.in

**RICS School of Built Environment,Amity University**

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**KIIT School of Management, KIIT University**

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P O KIIT

Bhubaneswar - 751 024

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**Shanti Business School**

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**School of Petroleum Management, Pandit Deendayal Petroleum University**

Raisan Village

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**S P Jain Institute of Management & Research**

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**SCMS Cochin School of Business**

SCMS Campus

Prathap Nagar

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**School of Management**

Presidency University

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**Shiva Institute of Management Studies**

364-365, Pandav Nagar Industrial Area

Near Rezapur Railway Crossing, NH 24

Ghaziabad - 201 002

**Ph :** 0120-2703521/2702412; **Fax :** 2700193

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**School of Management Sciences**

Khushipur

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**Shri Dharmasthala Manjunatheshwara Institute for Management Development(SDMIMD)**

Site No. 1, Chamundi Hill Road,

Siddharthanagar

Mysore - 570 011

**Ph :** 0821-2429722, 2429161; **Fax :** 2425557

**Email :** admission@sdmimd.ac.in

**Website :** www.sdmimd.ac.in

**SIET Institute of Management**

No.306, 1st Cross Sapthagiri Layout

Mutharayana Nagar

Mysore Road

Bangalore - 560 059

Ph : 080-2848-4828; Fax :

Email : info@simb.in/admissions@simb.in

Website : www.bsim.in

**Siva Sivani Institute of Management**

NH - 7, Kompally

Secunderabad - 500 014

Ph : 040-27165450-54; Fax : 27165452

Email : info@ssim.ac.in

Website : www.ssim.ac.in

**Sri Shrada Institute of Indian Management Research**

Plot No. 7 Institutional Area

Phase II

Vasant Kunj

New Delhi - 110 070

Ph : 011-26124091; Fax : 26124092

Email : srsiim2010@gmail.com

Website : www.srsiim.org

**Sri Sri University**

Ward No.3, Godisahi

Cuttack - 754006

Ph: 7894424561/7894424563

Email: admissions@srisriuniversity.edu.in

Website: www.srisriuniversity.edu.in

**Suryadatta Group of Institutes**

S. No. 342, Chandni Chowk- Pashan Road

Patil Nagar

Bavdhan (BK)

Pune - 411 021

Ph : 020-67901300, 9881490036 ; Fax : 67901333

Email : support@suryadatta.org

Website : www.suryadatta.org

**T A Pai Management Institute**

Post Bag No 9

Manipal

Udupi Dist - 576 104

Ph : 0820-2701010, 2701070; Fax : 2570699

Email : admissions2014@tapmi.edu.in

Website : www.tapmi.edu.in

**Taxila Business School**

AB - 559 Kings Road

Nirman Nagar

Jaipur - 302 020

Ph : 0141-65000 00-01; Fax : 4020772

Email : info@taxila.in

Website : www.taxila.in

**The National Management School**

Alpha City, Beta Block (6th Floor)

25 Rajiv Gandhi Salai (OMR)

Navalur

Chennai - 603 103

Ph : 044-47450000; Fax : 47450099

Email : admissions@nms.edu.in

Website : www.nms.edu.in

**Training & Advanced Studies in Management and Communications Ltd (TASMAC)**

TASMAC House

TASMAC Road, Viman Nagar

Pune - 411 014

Ph : 020-65003871/72, 26632456; Fax : 26632362

Email : giridua@tasmac.ac.in

Website : www.tasmac.ac.in/wales

**United World School of Business**

Infinity Benchmark

10th Floor, Salt Lake

Secor V

Kolkata - 700 091

Ph : 033-4004 5000/5884/5885; Fax : 40045883

Email : admissions@unitedworld.in

Website : www.unitedworld.in

**Vanguard Business School**

3/A, Hyland Industrial Estate

Gareba Vipalya

Bommanahalli, Hosur Main Road

Bangalore - 560 068

Ph : 080-49030111; Fax :

Email : manali@vanguardbschool.com

Website : www.vanguardbschool.com

**Vellore Institute of Technology**

Thiruvallam Road

Brammapuram

Vellore - 632 014

Ph : 0416-2204600 Fax : 2245544

Email : pgadmission@vit.ac.in

Website : www.vit.ac.in

**Vignana Jyothi Institute of Management (VJIM)**

Vignana Jyothi Nagar

Bachupally

(Via) Kukatpally

Hyderabad - 500090

Ph : 40-23044951/2

Email : director@vjim.edu.in

Website : http://vjim.edu.in

**Vivekananda Global University**

Sec-36, NRI Road

Sisyawas, Jagatpura

Jaipur - 303012

Ph: 0141 4077999; Fax: 4077900

Email: info@vgu.ac.in, dms@vgu.ac.in

Website: www.vgu.ac.in

**Vivekananda Institute of Professional Studies -  
Technical Campus**

Delhi School of Business

VIPS-TC, AU Block, Outer Ring Road, Pitampura

New Delhi - 110088

Ph : 011-27343401, 65020149; Fax : 27343404

Email : contact@dsb.edu.in

Website : www.dsb.edu.in

**WLC College India**

C 56 A/26, Sector - 62

Institutional Area

Near HDFC Bank

Noida - 201 307

Ph : 0120-4629907; Fax : 4219435

Email : mail@wiganindia.org

Website : www.wlccollege.org

**Woxsen School of Business**

Plot No.1267, 2nd Floor

Gateway Jubilee, Road no.36

Jubilee Hills,

Hyderabad - 500033

Ph : 040-44448888

Website : www.woxsen.edu.in



## SECTION D - Applicant through GMAT

Candidates may choose to apply through GMAT score obtained during **December 01, 2015 and December 20, 2017** for following XLRI programmes.

- \* Indian candidates can only apply for General Management Programme through GMAT score.
- \* NRI and Foreign candidates in addition to the above programmes may also apply for Business Management and Human Resource Management programmes using GMAT score.

### Steps to Register for XLRI programmes

- 1 Login**  
 Visit: **acad.xlri.ac.in/gmatadmission** and fill - GMAT ID, GMAT Score and GMAT Date
- 2 Personal**  
 Fill **personal detail**, address, email id and select the interview city
- 3 Education**  
 Fill **educational detail** starting from Xth onwards
- 4 Work Experience**  
 Provide the **work experience** starting from the latest job. Candidates applying to GMP must have a minimum five years of work experience as on **March 31, 2018**
- 5 Preview**  
 Check the **page of your inputs and edit if required**. Once submitted candidate will get GMT ID and password.
- 6 Select Programme(s)**  
 Programmes offered are **BM, HRM, GMP**. Please note that Indian candidates are only eligible for GMP.
- 7 Payment**  
 The fee for GMAT candidates is :  
**NRI: Rs. 5,000/-** irrespective to any number of programmes  
**Indian: Rs. 2,500/-** (eligible only for GMP candidates)
- 8 Mode of Payment**  
 **Mode 1**  
**Online Payment Gateway:**
  - **Through VISA/Master - Credit & Debit Cards** (American Express Card is inadmissible)
  - **IDBI Net banking** (this option is available only for **IDBI account** holder)
- 9 Upload Photograph**  
 Candidate is required to upload his/her scanned **digital photograph** in jpg format only.
- 10 Upload Signature**  
 Candidates is required to upload his/her scanned **digital signature** in jpg format only.
- 11 Printing of Application**  
 **Print confirmation page** for your reference in future for all correspondence with Admissions Office, quote your GMT ID.

## SECTION E - XAT Model Questions

*This model only indicates general pattern of questions that may be asked in XAT 2018. These are only indicative in nature and the questions in the Test may or may not be on the same lines. The test may have multiple sections, to evaluate candidate's quantitative, qualitative, verbal, data interpretive and decision making abilities. Wrong questions may carry negative marks.*

**Analyse the following passage and provide appropriate answers for the questions 1 through 4 that follow.**

An example of scientist who could measure without instruments is Enrico Fermi (1901-1954), a physicist who won the Nobel Prize in physics in 1938. He had a well-developed knack for intuitive, even casual-sounding measurements. One renowned example of his measurement skills was demonstrated at the first detonation of the atom bomb, the Trinity Test site, on July 16, 1945, where he was one of the atomic scientists observing the blast from base camp. While final adjustments were being made to instruments used to measure the yield of the blast, Fermi was making confetti out of a page of notebook paper. As the wind from the initial blast wave began to blow through the camp, he slowly dribbled the confetti into the air, observing how far back it was scattered by the blast (taking the farthest scattered pieces as being the peak of the pressure wave). Fermi concluded that the yield must be greater than 10 Kilotons. This would have been news, since other initial observers of the blast did not know that lower limit. After much analysis of the instrument readings, the final yield estimate was determined to be 18.6 Kilotons. Like Eratosthenes, Fermi was aware of a rule relating one simple observation-the scattering of confetti in the wind – to a quantity he wanted measure.

The value of quick estimates was something Fermi was familiar with throughout his career. He was famous for teaching his students skills at approximation of fanciful-sounding quantities that, at first glance, they might presume they knew nothing about. The best-known example of such a “Fermi question” was Fermi asking his students to estimate the number of piano tuners in Chicago, when no one knows the answer. His students-science and engineering majors-would begin by saying that they could not possibly know anything about such a quantity. Of course, some solutions would be to simply do a count of every piano tuner perhaps by looking up advertisements, checking with a licensing agency of some sort, and so on. But Fermi was trying to teach his students how to solve problems where the ability to confirm the results would not be so easy. He wanted them to figure out that they knew something about the quantity in question.

1. *Suppose you apply the same logic as Fermi applied to confetti, which of the following statements would be the most appropriate?*
  - (a) You can calculate the minimum pressure inside the cooker by calculating the maximum distance travelled by any of its parts after it explodes.
  - (b) You can calculate the average potency of a fire cracker by calculating the distance covered by one its bigger fragments.
  - (c) You can easily find out the average potency of an earthquake by measuring the length of a crack it makes on the surface of the earth.
  - (d) You can calculate the exact volume of water stored in a tank by measuring the distance covered by the stream of water coming out of the tap fixed on the lower corner of the tank.
  - (e) All of the above conclusions can be drawn.
2. *Quick estimate, as per Fermi, is most useful in:*
  - (a) In finding an approximate that is more useful than existing values.
  - (b) In finding out the exact minimum value of an estimate
  - (c) In finding out the exact maximum value of an estimate
  - (d) In finding out the range of values of an estimate
  - (e) In finding out the average value of an estimate
3. *Given below are some statements that attempt to capture the central idea of the passage:*
  - (a) It is useful to estimate; even when the exact answer is known.
  - (b) It is possible to estimate any physical quantity.
  - (c) It is possible to estimate the number of units of a newly launched car that can be sold in a city.
  - (d) Fermi was a genius.

*Which of the following statement(s) best captures the central idea?*

- (a) 1,2 and 4
- (b) 2,3 and 4
- (c) 2 and 3
- (d) 2 only
- (e) 1,2 and 3

4. Read the statements given below:

- (a) Atomic bomb detonation was a result of Fermi's Nobel Prize contribution
- (b) Fermi's students respected him as a scientist
- (c) Yield of atomic bomb can only be measured in Kilotons

*Which of the following statement(s) can be inferred from the passage?*

- (a) 1,2
- (b) 2,3
- (c) 1,3
- (d) 2 only
- (e) None of the three statements is correct

**Analyse the following passage and answer the questions 5-6**

The new experimentalists have shown how experimental results can be substantiated and experimental effects produced by an array of strategies involving practical interventions, cross-checking and error control, and elimination in a way that can be, and typically is, independent of high-level theory. As a consequence of this, they are able to give an account of progress in science that construes it as the accumulation of experimental knowledge. Adopting the idea that the best theories are those that survive the severest tests, and understanding a severe experimental test of a claim as one that the claim is likely to fail if it is false, the new experimentalists can show how experiment can bear on the comparison of radically different theories, and also how experiment can serve to trigger scientific revolutions.

5. The main contribution of the new experimentalists has been to

- (a) show the advantages of having experimentalists in development of theories.
- (b) distinguish between experimentally valid theories and speculative theories.
- (c) illustrate the advantages and disadvantages of using sound experimental methods.
- (d) claim how experimental knowledge is always better than speculative theories.
- (e) illustrate how scientific knowledge is accumulation of valid experimental results.

6. Which one of the following would be a direct outcome of the ideas in the passage?

- (a) All those who saw apple falling after Issac Newton are engaging in severe test of the theory of gravity.
- (b) Religious explanations of formation of universe should be included in scientific knowledge.
- (c) The theory that Earth is the center of the universe would be a part of scientific knowledge because it has not been subjected to severe tests.
- (d) Roentgen's discovery of X-Rays was serendipitous and hence has a claim to being included in experimental scientific knowledge.
- (e) The structure of Benzene molecule is speculative but should still be included in scientific knowledge because this is no alternative explanation.

7. A candidate in the medical viva voce exam faced a tinge of intellectual \_\_\_\_\_ when asked to spell the \_\_\_\_\_ gland. The fact that he carried notes on his person would definitely be termed as \_\_\_\_\_ by faculty, but may be termed as \_\_\_\_\_ by more generous sections of students.

- (a) ambivalence, prostrate, amoral, immoral
- (b) ambiguity, prostrate, amoral, immoral
- (c) ambivalence, prostrate, immoral, amoral
- (d) ambivalence, prostate, immoral, amoral
- (e) ambiguity, prostrate, immoral, amoral

8. If a person makes the statement: "I never speak the truth."

The person can be said to be \_\_\_\_\_

- (a) speaking the truth
- (b) lying
- (c) lying as well as speaking the truth
- (d) making a logically contradictory statement
- (e) partially speaking the truth and partially lying

9. Gourmet is to gourmand as

- (a) aquatic is to aqueduct
- (b) foliage is to fodder



- (c) ecclesiastic is to earthy
- (d) election is to elector
- (e) epitaph is to epilogue

**Read the following caselet and choose the best alternative (Questions 10 – 13):**

**The BIG and Colourful Company**

*You are running “BIG and Colourful (BnC)” company that sells books to customers through three retail formats:*

- (a) You can buy books from bookstores,
- (b) You can buy books from supermarket,
- (c) You can order books over the Internet (Online).

*Your manager has an interesting way of classifying expenses: some of the expenses are classified in terms of size: Big, small and Medium; and others are classified in terms of the colours Red, Yellow, Green and Violet. The company has a history of categorizing overall costs into initial costs and additional costs. Additional costs are equal to the sum of Big, Small and Medium expenses. There are two types of margins, contribution (sales minus initial costs) and profit (contribution minus additional costs). Given below is the data about sales and costs of BnC:*

Sales		60000
Initial Costs		39000
Contribution (Sales-Initial costs)		21000
Additional Costs		
Big	9300	
Small	3000	
Medium	3500	
		15800
Profit (Contribution – Additional Cost)		5200

Each of the Big, Small and Medium cost is categorized by the manager into Red, Yellow, Green and Violet costs. Breakdown of the additional costs under these headings is shown in the table below:

Expenses	Total	Red	Yellow	Green	Violet
Big	9300	5100	1200	1400	1600
Small	3000		400	2000	600
Medium	3500	400	1500	1400	200
Total	15800	5500	3100	4800	2400

Red, Yellow, Green and Violet costs are allocated to different retail formats. These costs are apportioned in the ratio of number of units consumed by each retail format. The number of units consumed by each retail format is given in the table below:

Retail Format	Red	Yellow	Green	Violet
Online	200	50	50	50
Supermarket	65	20	21	21
Book Store	10	30	9	9
Total	275	100	80	80

**10. Read the following statements:**

*Statement I. Online store accounted for 50% of the sales at BnC and the ratio of supermarket sales and book store sales is 1:2.*

*Statement II. Initial Cost is allocated in the ratio of sales.*

*If you want to calculate the profit/loss from the different retail formats, then*

- (a) Statement I alone is sufficient to calculate the profit/loss.
- (b) Statement II alone is sufficient to calculate the profit/loss.
- (c) Both statements I and II are required to calculate the profit/loss.
- (d) Either of the two statements is sufficient to calculate the profit/loss.
- (e) Neither Statement I nor Statement II is sufficient to calculate the profit/loss.

**Based on your answer to the above question, answer question nos. 11 – 13**

**11. What is the profit/loss from “online” sales?**

- (a) 0
- (b) – 310
- (c) + 20

(d) + 450

(e) Cannot be determined from given information

12. Which retail format is least profit making for BnC?

(a) Online

(b) Supermarket

(c) Book Store

(d) All formats are loss making.

(e) All formats are profit making.

13. Which retail format gives the highest profit for BnC?

(a) Book Store

(b) Supermarket

(c) Online

(d) All are equally profitable.

(e) Cannot be determined from given information.

14. Read the sentences and choose the option that best arranges them in a logical order.

(a) Some of these are tangible while others are not.

(b) The micro factors look at brand building, product development, competition, pricing, decision making within organizations etc.

(c) Another way to classify these factors is to distinguish which of them are macro in nature and which of them are micro.

(d) The macro factors comprise government policies, state of the economy, changing demographics etc.

(e) The factors influencing forecasts include social, technological, economic, political, religious, ethnic, governmental, and natural factors.

(a) E-A-C-D-B

(b) E-C-B-D-A

(c) A-E-C-D-B

(d) D-B-A-C-E

(e) E-D-B-A-C

15. A salesman sells two kinds of trousers: cotton and woolen. A pair of cotton trousers is sold at 30% profit and a pair of woolen trousers is sold at 50% profit. The salesman has calculated that if he sells 100% more woolen trousers than cotton trousers, his overall profit will be 45%. However, he ends up selling 50% more cotton trousers than woolen trousers. What will be his overall profit?

(a) 37.5%

(b) 40%

(c) 41%

(d) 42.33%

(e) None of the above.

16. Rajesh walks to and fro to a shopping mall. He spends 30 minutes shopping. If he walks at speed of 10km an hour, he returns to home at 19:00 hours. If he walks at 15 km an hour, he returns to home at 18.30 hours. How fast must he walk in order to return home at 18.15 hours?

(a) 17 km/hour

(b) 17.5km/hour

(c) 18 km/hour

(d) 19 km/hour

(e) None of the above.

17. A shop sells two kinds of rolls – egg roll and mutton roll. Onion, tomato, carrot, chilli sauce and tomato sauce are the additional ingredients. You can have any combination of additional ingredients, or have standard rolls without any additional ingredients subject to the following constraints:

(a) You can have tomato sauce if you have an egg roll, but not if you have a mutton roll.

(b) If you have onion or tomato or both you can have chilli sauce, but not otherwise.

How many different rolls can be ordered according to these rules?

(a) 21

(b) 33

(c) 40

(d) 42

(e) None of the above.

18. Let  $a$  and  $b$  be the roots of the quadratic equation  $x^2 + 3x - 1 = 0$ . If  $P_n = an + bn$  for  $n \geq 0$ , Then, for  $n \geq 2$ ,  $P_n =$

(a)  $-3P_{n-1} + P_{n-2}$

(b)  $3P_{n-1} - P_{n-2}$

(c)  $-P_{n-1} + 3P_{n-2}$

(d)  $P_{n-1} + 3P_{n-2}$

(e) None of the above

19. A rural child specialist has to determine the weight of five children of different ages. He knows from his past experience that each of the children would weigh less than 30 Kg and each of them would have different weights. Unfortunately, the scale available in the village can measure weight only over 30 Kg. The doctor decides to weigh the children in pairs. However his new assistant weighed the children without noting down the names. The weights were :35,36,37,39,40,41,42,45,46 and 47 Kg. The weight of the lightest child is:

- (a) 15 Kg                      (b) 16 Kg                      (c) 17 Kg  
(d) 18 Kg                      (e) 20 Kg

20. An automobile company's annual sales of its small cars depend on the state of the economy as well as on whether the company uses some high profile individual as its brand ambassador in advertisements of its product. The state of the economy is "good", "okay" and "bad" with probabilities 0.3, 0.4 and 0.3 respectively. The company may choose a high profile individual as its brand ambassador in TV ads or may go for the TV ads without a high profile brand ambassador.

If the company fixes price at Rs. 3.5 lakh, the annual sales of its small cars for different states of the economy and for different kinds of TV ads are summarized in table 1. The figures in the first row are annual sales of the small cars when the company uses a high profile individual as its brand ambassador in its TV ads and the ones in the second row are that when the company does not use any brand ambassador in its TV ads, for different states of the economy.

	"Good"	"Okay"	"Bad"
With brand ambassador	100000	80000	50000
Without brand ambassador	80000	50000	30000

Without knowing what exactly will be the state of the economy in the coming one year, the company will either have to sign a TV ad contract with some high profile individual, who will be the company's brand ambassador for its small car for the next one year, or go for a TV ad without featuring any high profile individual. It incurs a cost of Rs. 3.45 lakh (excluding the payment to the brand ambassador) to put a car on the road.

When the company's profit is uncertain, the company makes decisions on basis of its expected profit. If the

company can earn a profit  $X_i$  with probability  $p_i$  (the probability depends on the state of economy), then the expected profit of the company is  $\sum X_i P_i$

21. The maximum that the company can afford to pay its brand ambassador is

- (a) Rs. 10.0 crore                      (b) Rs. 10.6 crore  
(c) Rs. 10.8 crore                      (d) Rs. 12.0 crore  
(e) Rs. 16.4 crore

22. Mr Khan, a popular film actor, agreed to sign the contract to become the company's brand ambassador for Rs. 9 crore. The cost to the company of putting a car on the road also got escalated. The maximum escalation in cost of putting a car on the road, for which the company can afford to sign the contract with Mr. Khan is

- (a) Rs. 900                      (b) Rs. 967                      (c) Rs. 1250  
(d) Rs. 1267                      (e) Rs. 1333

23. Mr. Khan, a popular film actor, agreed to sign the contract to become the company's brand ambassador for Rs. 9 crore. The cost to the company of putting a car on the road also got escalated by Rs. 1000. If the company signs the contract with Mr. Khan, its profit will

- (a) increase by Rs. 40 lakh  
(b) increase by Rs. 60 lakh  
(c) decrease by Rs. 20 lakh  
(d) decrease by Rs. 40 lakh  
(e) decrease by Rs. 50 lakh

24. The scheduling officer for a local police department is trying to schedule additional patrol units in each of two neighbourhoods – southern and northern. She knows that on any given day, the probabilities of major crimes and minor crimes being committed in the northern neighbourhood were 0.418 and 0.612, respectively, and that the corresponding probabilities in the southern neighbourhood were 0.355 and 0.520. Assuming that all crime occur independent of each other and likewise that crime in the two neighbourhoods are independent of each other, what is the probability that no crime of either type is committed in either neighbourhood on any given day?

- (a) 0.069                      (b) 0.225                      (c) 0.690  
(d) 0.775                      (e) None of the above

**Answer Questions 25 and 26 from the data given below:**

25. Arun has to go to the country of Ten to work on a series of tasks for which he must get a permit from the Government of Ten. Once the permit is issued, Arun can enter the country within ten days of the date of issuance of the permit. Once Arun enters Ten, he can stay for a maximum of ten days. Each of the tasks has a priority, and takes a certain number of days to complete. Arun cannot work on more than one task at a time. The following table gives the details of the priority and the number of days required for each task.

Task	Priority	Number of Days Required
T1	1	3
T2	2	5
T3	5	3
T4	3	4
T5	4	2

Arun's first priority is to complete as many tasks as possible, and then try to complete the higher priority tasks. His last priority is to go back as soon as possible. The tasks that Arun should try to complete are:

- (a) T1 and T2                      (b) T1, T2 and T5  
(c) T1, T4 and T5                      (d) T1, T2 and T4  
(e) T1, T3 and T4

26. However, Arun's manager has told him to do some background research on the tasks before leaving for Ten. At the same time, there is no guarantee that the Government of Ten will give the permit to Arun. Background research involves substantial costs, and therefore Arun has decided that he will not start his background research without getting the permit.

The following table gives the details of the priority, the number of days required for each task and the number of days required for background research on each task.

Arun's first priority is to complete as many tasks as possible, and then try to complete the higher priority tasks. His last priority is to go back as soon as possible within ten days.

The tasks that Arun should try to complete are:

- (a) T1, T2 and T3                      (b) T1, T2 and T5  
(c) T1, T2 and T4                      (d) T1, T3 and T4  
(e) T1, T4 and T5

## General Awareness

Task	Priority	Number of Days Required	No. of Days Required for Background Research
T1	1	3	3
T2	2	5	5
T3	5	3	2
T4	3	4	2
T5	4	2	3

This section will not be used for determining cut off for interview and percentile but will be included for the final selection of XLRI admission. Other Associate Institute may also decide to use it at the time of interview and final selection.

- Which of the followings are millennium development goals?
  - Poverty eradication, reducing child mortality, reducing trade barriers, combating AIDS
  - Poverty Reduction, environment sustainability, universal primary education, equal employment.
  - Reduce unemployment; promote diversity, combating malaria, improving maternal health
  - Globalization, reduction in poverty, combating AIDS, universal primary education
  - Poverty eradication, improving maternal health, universal primary education, combating AIDS



2. *Which of the following was not the reason for recent slide of Indian rupee?*

- (a) Huge trade deficit
- (b) Low growth and High Inflation
- (c) Low Capital Inflow
- (d) Burgeoning current account deficit
- (e) High unemployment rate

3. *Given below are some well-known awards and their respective fields. Choose the correct combination:*

- (a) Palme d'Or–Television; Pulitzer–Advertising; Grammy–Music; Booker–Literature
- (b) Pulitzer–Advertising; Grammy–Music; Cannes Lions–Advertising; Booker–Literature
- (c) Grammy–Music; Booker–Journalism; Emmy–Television; Palme d'Or–Movies
- (d) Cannes Lions–Movie, Grammy–Music, Pulitzer–Journalism, Emmy–Television
- (e) Palme d'Or–Movie; Pulitzer–Journalism; Cannes Lions–Advertising, Booker–Literature

4. *Read the following statements carefully:*

- (i) *Excise duty is a tax on manufacture or production of goods and services*
- (ii) *Not all kinds of excise duty is collected by the Central Government in India*
- (iii) *Excise duty is an indirect tax*

*Which of the statements given above are correct?*

- (a) Statements I and II
- (b) Statements II and III
- (c) Statement I and III
- (d) All of the above
- (e) None of the above



## IMPORTANT DATES

1

### **XAT & XLRI Registration**

August 16 - November 30, 2017

(without late fee) & Dec 01 – Dec 15

(with late fee)

2

### **Application Page**

XAT Application page to be received by

XAT Office only for Draft payment Last date

December 15, 2017.

(Only those who are paying through demand draft need to send the application page along with the DD, candidates paying through online and cash need not send the confirmation page to XLRI or XAT office)

3

### **XAT 2018 Admit card**

Could be downloaded during

December 20, 2017 onwards

4

### **XAT 2018 to be held on**

Sunday, January 07, 2018

5

### **XAT Result**

January 31, 2018 (tentative)

6

### **XAT Score Card**

between Feb 1st and Feb 25th 2018

(tentative).

§ Should it be deemed necessary in the interest of the Institute and/or of the profession, the Institute reserves the right to make any modifications in the items contained in this bulletin as and when required without prior notice.

§ All matters of dispute in this regard will be subject to the legal jurisdiction of Jamshedpur only.



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