

FORTUNE INSTITUTE OF INTERNATIONAL BUSINESS

New Delhi

Fellow Programme in Management

(FPM) · 3 Years · Full-Time

For those who want to dedicate themselves fully to creating new knowledge in business and management.

Research Proposal Guidelines · 2026 Admissions

Programme at a Glance

Programme	Fellow Programme in Management (FPM)
Duration	3 years (full-time)
Suitability	The FPM programme is best suited for individuals who wish to pursue a deeply academic path. It requires a strong inclination toward theory building, rigorous research, and full-time engagement with scholarly work. Candidates should be prepared to devote themselves fully to academic inquiry with the goal of contributing to research and a career in academia.
Focus Areas	Strategy & Leadership · Finance & Accounting · Marketing & Consumer Behaviour · Human Resources & OB · Operations & Supply Chain
Stipend	Rs 40,000 per month 1 st year, Rs 45000 per month 2 nd year and 50,000 per month 3 rd year.

About the FPM Research Proposal

The FIIB FPM is a rigorous, full-time doctoral programme that prepares scholars and thought leaders who can generate original, publishable research in business and management. It is the right choice for those who are ready to immerse themselves fully in academic inquiry — and who see research not as a career step, but as a calling.

The Research Proposal is a compulsory part of your FPM application. It is your first opportunity to demonstrate that you have identified a research-worthy problem, that you can engage critically with academic literature, and that you have the intellectual ambition to sustain three years of independent doctoral work.

What We Look for in a Strong Proposal

- A specific, researchable question — not a broad topic, but a precise intellectual puzzle worth three years of study.
- A clear connection between the practical management problem and a gap in the existing academic literature.
- Evidence of early engagement with relevant scholarly literature — key authors, theories, and debates cited and critically assessed.
- Intellectual ambition — a sense that this research could make a genuine contribution to scholarship.
- Clear, professional English that a reader outside your industry can follow.

Format and Length

Your Research Proposal should be 3,000 words (excluding references). Use a standard font (Calibri or Times New Roman, 11–12pt), 1.5 line spacing, and normal page margins. Number your pages and include your full name on the document.

Write for an intelligent reader who is not a specialist in your industry. Avoid jargon and acronyms without definition. Structure your proposal using the eight sections described below, with each section clearly labelled.

The Eight Sections of Your Proposal

Section 1 · The Research Problem You Want to Solve- Upto 500 words

Start with what you know from professional or academic life. Identify a specific, observable problem in management or organisational practice — not a broad theme, but a real tension, failure, or puzzle that demands investigation.

As a full-time scholar, you will have the time and space to frame an ambitious problem. Think about the kind of question that could anchor three years of deep inquiry. It should be narrow enough to be answerable, and important enough to be worth answering.

This section must end with a clear, focused research question. A strong research question is specific, researchable, and genuinely open — it cannot be answered by a quick Google search or a consultancy report.

Section 2 · What Scholars Already Know — and Where the Gap Lies- Upto 800 words

You are not expected to have completed a full literature review at the point of application. However, you should show that you have read widely and critically on your topic.

Identify the key theories, frameworks, and academic debates relevant to your question. Reference specific authors and publications. Then — most importantly — explain what the existing literature

does not adequately address. Where is knowledge incomplete, contested, or untested? That gap is the intellectual space your FPM research will inhabit.

Use Google Scholar for open-access articles. Once enrolled, FIIB's library provides access to major databases. Strong proposals typically draw on peer-reviewed journal articles, scholarly books, and credible industry or policy reports.

Section 3 · Why This Research Is Necessary- Upto 500 words

In one or two paragraphs, make a persuasive case for your research. Why does it matter that this question gets answered? What will organisations be able to do better? What will the academic field understand more clearly?

Think of this as your argument to a sceptical committee member who asks: 'Why this question, why now, and why you?' If you cannot answer that in plain language, the proposal needs sharpening.

Section 4 · Your Proposed Research Approach- Upto 500 words

Describe your initial thinking on how you will conduct the research. You will develop a rigorous research design during the FPM — full methodological expertise is built through the programme — but you should indicate a broad direction.

Will your study be primarily qualitative (interviews, case studies, ethnography), quantitative (surveys, secondary data, modelling), or mixed? What kinds of organisations, managers, or datasets will you study?

Please also address data access practically: which organisations, sectors, or databases do you plan to work with, and how will you gain access? Admissions committees take data access seriously.

Section 5 · The Contribution Your Research Will Make- Upto 500 words

Doctoral research must generate original knowledge. Describe, as specifically as you can at this stage, what your research will add to both theory and practice.

On the theory side: will you develop a new framework, test an existing theory in a new context, or challenge a widely-held assumption? On the practice side: will you produce tools, evidence, or recommendations that help managers make better decisions or design better organisations?

FPM graduates are expected to make contributions of sufficient depth and originality to be publishable in peer-reviewed journals. Where possible, indicate which academic conversations your research will enter.

Section 6 · Your Personal and Professional Motivation- Upto 200 words

The FPM is an intensive, full-time commitment that will reshape how you think about knowledge, business, and your own intellectual identity. We want to understand why you are making this choice at this point in your life.

Describe the professional experiences, observations, or frustrations that led you to this research question. Explain how completing a FPM connects to your long-term goals — not just professionally, but personally. The committee reads many proposals on similar topics. What makes one proposal memorable is the human being behind it. Be honest, specific, and write in your own voice.

Section 7 · References

List all sources cited in your proposal using Harvard referencing style (Author, Year, Title, Journal/Publisher). Every source listed must appear in the body of the proposal, and every source cited must appear here.

Aim for 10–20 references — enough to demonstrate genuine engagement with the literature, not so many that the list feels padded. Prioritise peer-reviewed journal articles and scholarly books. Reputable industry reports and government white papers are also acceptable where directly relevant.

You may refer to the following APA reference list to understand how references should be formatted.

<https://apastyle.apa.org/instructional-aids/reference-examples.pdf>

Section 8 · Any Other Relevant Information

Use this section for anything that adds important context to your application: prior research experience or publications; professional roles that give you privileged access to data or organisations; language or regional expertise relevant to your study; or any other information that helps the committee understand who you are as a researcher and professional.

Please include your full name clearly on the document.

Practical Tips Before You Submit

Narrow your question. 'Leadership in Indian firms' is a topic. 'How do first-generation CEOs in Indian family businesses redefine authority after succession?' is a research question. Keep narrowing until you find the real question.

Connect Section 1 and Section 2 explicitly. The link between the management problem and the academic gap is the heart of your proposal. Spend extra time on this bridge — it is what distinguishes a doctoral proposal from a consultant's report or a white paper.

Show access to data. The committee wants to know you have thought practically about data collection. Which organisations, sectors, or databases will you work with, and how will you gain access?

Draw on concrete examples. References to real organisational situations — even without naming organisations — make your proposal vivid and credible. Abstract arguments are harder to evaluate than ones grounded in observed reality.

Proofread carefully. A proposal with significant errors signals a lack of care. Ask a trusted colleague to read it before you submit.