

## How do I pay?

Online: Credit Card / Debit Card / Net-Banking  
Offline through Cheque/ Demand Draft in favour of  
“**Indian Institute of Management Ahmedabad**”  
ECS Payment (<http://cases.iima.ac.in/ECS-details.pdf>)

## How do I order IIMA Case Centre material?

### Step 1

Log-on to IIMA Case Centre Website:  
[cases.iima.ac.in](http://cases.iima.ac.in)

Please do not type www in the browser box.

### Step 2

Please click on “Register” icon. Provide details about yourself, your affiliation and purpose of buying in the Registration Form.

1. Faculty/Trainer (FAC)
2. Students (STD)
3. Ph. D Scholars (PHD)
4. Executives (EXE)
5. Educational Institutions (EDU)
6. Corporates (COR)
7. Others (OTHR)

### Step 3

[If you have registered under the “Others” category, please go to step 5.]

Please note that the default group for a fresh registration will be OTHR - Others. After we verify your letter/document/ID proof, we will allot you to the correct group as indicated in your application. In the meanwhile, you can instantly login and purchase as per market rates.



### Step 4

After you receive confirmation of your registration, login again with your user name and password. You can change your password if you like.

### Step 5

Search and select the cases you want. If you are ordering for educational purposes, you need to mention the name of the instructor, the title of the course and the duration of the course. These would appear on every page as a blurb in the document that you buy. Then add the selected material to My Cart. And check-out.

### Step 6

Make your payment.

### Step 7

You will receive an invoice through email.

### Step 8

Download the pdf copy.



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# IIMA CASE CENTRE



**विद्याविनियोगादिकारः**  
**I I IIMA**  
**AHMEDABAD**

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The **IIMA Case Centre** was established in April 2014 by converting the IIMA's case unit into a formal entity that would support case writing, manage the distribution of IIMA cases and promote case teaching. It holds nearly 4000 cases, technical notes and exercises written by generations of faculty members of the Indian Institute of Management Ahmedabad over a period of nearly five decades. These cases and other material constitute an important part of the learning and learner centred pedagogy that IIMA is known for, the *Case Method*.

The cases are classified according to the disciplines they deal with: Accounting, Communication, Economics, Ethics and Governance, Finance, Human Resource Management, IT and Systems, Innovation and Entrepreneurship, International Business, Management Education, Marketing, Operations Management, Organizational Behaviour, Public Policy and Law, Quantitative Methods and Strategic Management. Cross-referencing by sector is also available: Agriculture and Animal Husbandry, Banking Finance Insurance, Cooperatives, Education, Government, Health, Infrastructure, Manufacturing, Mining, Miscellaneous, Public Sector, Telecom Software, Trade and Transportation and Logistics.

The IIMA Case Centre also partners with Harvard Business Publishing, Ivey Publishing, SAGE and The Case Centre ECCH, UK to promote the distribution of IIMA cases.

### Services offered

- Research assistance, editing and proof-reading support to IIMA faculty members
- Small grants to develop cases
- Administering an annual award for the best case
- Regular training workshops for editors, case writers and case teachers

### Pricing (Prices inclusive of Service Tax)

#### For Individuals

Users	Product	Purpose	Price
Faculty members	Cases/Technical notes/Exercises and Teaching Notes	Inspection only	Free
All (including Faculty, Students, Corporates and Individuals)	Cases/Technical notes/Exercises	Use in all programmes	INR 200 per copy (that is, per program participant) or its foreign currency equivalent

#### For Educational Institutions

If you want to buy individual copies:	
Cases/Technical Notes/Exercises	INR 200 per copy (that is, per program participant) or its foreign currency equivalent
If you want to obtain IIMA Case Centre material under an Annual Contract Agreement (ACA)	
Option "A": Download unlimited number of IIMA Cases/ Technical Notes/ Exercises for specific number of students @ INR 1,500 (Rupees Fifteen hundred) per student, inclusive of service tax, per annum. You have to specify the number of students in each programme and the total number of students in all your programs.	Total number of students x INR 1,500 or its foreign currency equivalent*
Option "B": Download unlimited number of IIMA Cases/ Technical Notes/ Exercises for any number of students by paying a total of INR 7,50,000 (Rupees Seven Lakh Fifty Thousand), inclusive of service-tax, per annum.	INR 7,50,000 (Rupees Seven Lakh Fifty Thousand) or its foreign currency equivalent*
If you want to obtain IIMA Case Centre material under a three year contract agreement	
You can opt for Options A and B of the Annual Contract Agreement for a three year period and avail of a discount of 25%. The prices are inclusive of service tax.	Three year contract: Option "A": Total number of students x INR 4,500, or its foreign currency equivalent, (less) 25%  Option "B": INR 16,87,500 (Rupees Sixteen Lakh, Eighty Seven Thousand, Five Hundred) or its foreign currency equivalent*

\* You will have to enter into a contract with IIMA under these options; please contact: [caseweb@iima.ac.in](mailto:caseweb@iima.ac.in).