



MC&I

IIPM



भारतीय बागान प्रबन्ध संस्थान बेंगलुरु
INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU
(An Autonomous Organization of the Ministry of Commerce & Industry, Government of India)

PLACEMENT BROCHURE 2015-17



The Institute of “Exemplary”

*EXEMPLIFYING INDIA'S AGRIBASE IN THE EXCELLENCE OF
AGRI BUSINESS, COMMODITY & PLANTATION*



Message from the Director

The Indian Institute of Plantation Management (IIPM), as Centre of Excellence and the first-of-its-kind National Institute, was established at the initiative of the Ministry of Commerce and Industry, Government of India. It is co-promoted by the Commodity Boards of India viz., Coffee Board, Rubber Board, Tea Board, Spices Board and Plantation Industry & Associations. IIPM has been conceived as a world renowned academic institution focusing in the fields of agri-business management education. The Institute has Educational Membership with AACSB-USA & EFMD-Brussels and permanent accreditation of HLACT-USA.

IIPM offers an array of experiences that you may find unique alongside a management program in Agri-business, Commodity and Plantation. As a step towards strengthening an Intensive-Industry-Institution-Interaction (4-Is) between IIPM-ABPM and the marketing fraternity, we invite eminent speakers within the country and around the globe to conduct sessions on major issues related to industry need. This gives IIPM students and the corporate an opportunity, to exchange ideas on a common platform. The institute offers its teaching and learning transactions through classroom lectures, video, seminars, group work, case study methods, role plays, cup tasting (sensory test for product innovation), market survey, field & industry visits, study abroad and guest lectures, as part of assurance of learning (AOL).

It is our sincere wish that recruiters would enjoy reading this brochure. On behalf of the faculty and students, I would like to extend our warmest welcome to participate in the campus recruitment process at IIPM.

Prof. V. G. Dhanakumar

Post Graduate Diploma in Management : Agri-Business and Plantation Management (PGDM - ABPM)

ABPM Professional Management Program aims at providing management education to the entrants in the plantation and agri-business sector. The program equips students for managerial positions in the plantation industries and agri-business sector.

PGDM Course Structure A Step by Step Approach to Learning

Year – 1

Trimester – I (July – October)

- 1.1 Understanding Behavior: Individual, Roles & Teams
- 1.2 Financial Accounting for Management
- 1.3 Written and Oral Communication Skills
- 1.4 Information Technology for Management
- 1.5 Managerial Economics

Trimester – II (October – December)

- 2.1 Production and Operations Management
- 2.2 Marketing Management
- 2.3 Human Resource Management
- 2.4 Cost and Management Accounting
- 2.5 Plantation & Agri-Commodity: Production

Field / Industry / International Visit (January)

Trimester – III (February - April)

- 3.1 Quantitative Methods & Research Methodology
- 3.2 Rural Marketing
- 3.3 Legal Aspects of Agri-Business
- 3.4 Financial Management & Capital Markets
- 3.5 Customer Relationship Management

Summer Internship (April-July)

Year - II

Trimester – IV (July – October)

- 4.1 Plantation and Agri-Commodity: Manufacturing
- 4.2 Consumer Behavior
- 4.3 Organization Behavior & Organizational Development
- 4.4 International Commodity Management
- 4.5 Economic, Environment & Industrial Policy

Trimester – V (October – December)

- 5.1 Agri-Input Marketing
- 5.2 Retailing & Distribution Management
- 5.3 Strategic Management
- 5.4 Logistics and Supply Chain Management
- 5.5 International Business Management

Trimester – VI (January – March)

- 6.1 Management Control Systems
- 6.2 Micro-Enterprise Management
- 6.3 Agri-Business Management Systems
- 6.4 Micro Finance for Agri-Plantation Business
- 6.5 Commodity Futures Markets

National / International Study (March-April)

Career Planning and Placements (May-June)

Uniqueness of the ABPM Program

Summer Internship

- Apart from course-related projects, the program features an intense 12 week project to complement the synergistic partnership between the IIPM students and the industry.
- As part of their internships students work on Value Chain Analysis, Quality of Worklife and Employee Relationship, Market Analysis, Production and Operations Management, Merchandize Management, etc.

National/International Study

- Exposure to MNCs and learning from reputed faculty across the globe (Singapore, Malaysia, Cambodia, Thailand, China, USA, Africa and Indonesia)
- Establishing link between agri-business, commodity and plantation, corporatization and academics expertise around the world.

IIPM Career Planning and Placements

- Organizations from agribusiness, commodity and plantation sectors are invited to tap the talent from our current batch of students.
- Students are equipped to work anywhere in the value chain of the Business Plan - Production, Procurement, Processing, Marketing, Sales & Distribution, Commodity trading, Supply Chain, Retailing, Logistics, Finance, HRD, Contract Farming, Food Quality/Safety Management, etc.
- Organizations are invited to visit IIPM campus for placement process that includes pre-placement talks (PPT) and interviews.
- Organizations are requested to route all correspondences through the Placement Office.

Corporate Connectivity

An indicative list of organizations where our students are placed

Agri Inputs

Advanta India Limited
Bayer CropScience
Coromandel International
Criyagen Agri and Biotech Limited
Crystal Crop Care Limited
Deepak Fertilisers and Petrochemicals Limited
Dhanuka Agritech Private Limited
EID Parry Limited
Excel Crop Care
Indo-American Hybrid Seeds
JK Agri Genetics Limited
Maharashtra Hybrid Seeds Company Limited (MAHYCO)
Mangalore Chemicals and Fertilizers Limited (MCF)
Monsanto India
Nagarjuna Fertilizers and Chemicals Limited
Nunhems Seeds
Rallis India Limited (A TATA Enterprise)
Rashtriya Chemicals and Fertilizers Limited
Rasi Seeds
Seminis Seeds
Sinochem India
Sumitomo Chemicals

Syngenta India Limited
United Phosphorous Limited
Yara Fertilizers
Zuari Agro Chemicals

Allied Inputs

Alltech Biotech (USA)
Avanti Feeds
Biocon India Limited
DuPont India
Godrej Agrovet Limited
Sequoia Biosolutions
United Alacrity India

Banking / Finance

Axis Bank
Canara Bank
Grameen Bank (Bangladesh)
HDFC Bank
ICICI Bank
Infrastructure Leasing & Financial Services Limited (IL&FS)
Kotak Mahindra Bank
L&T Finance
National Bank for Agriculture and Rural Development (NABARD)
Share-Asmitha Microfinance
Spandana Microfinance
Yes Bank Limited

Commodities

Bombay Burma Trading Corporation (BBTC)
CommodityIndia.com
Destimoney Securities Pvt. Ltd.
ECOM Gill Coffee Trading Private Limited (Switzerland)
Export Trading Group
Geojit Securities Limited
Grafax Cotton
Karvy ComTrade
Kotak Commodities
LKP Securities Limited
Louis Dreyfus Commodities
National Commodity & Derivatives Exchange Limited (NCDEX)
Nirmal Bang Securities
Origo Commodities
Religare Commodities
Safe Trade Advisors
State Trading Corporation Limited (STCL)
World Trade Centre (WTC), Dublin (Ireland)

Consultancy / NGOs / Certification

Access Livelihood Consultancy India
Agriculture Skills Council of India (ASCI)
Catalyst Management Services (Vrutti)
Community Collective Society for Integrated Development
Global AgriSystems Pvt. Ltd.
INI Technologies Limited
International Competence Centre for organic Agriculture (ICCOA)
Mahindra and Mahindra (Agri-Business Division)
The Global Green Company
TransGraph Consulting Pvt. Ltd.
UTZ Group
Way2Agribusiness.com

Food Processing

Adani Agri Fresh Limited
Britannia India
DS Group
GCMMF (Amul)
Godfrey Philips India Private Limited
Griffith Laboratories
Hindustan Coca Cola Beverages Private Limited
ITC India Limited
Jayanti Group
Jubilant Group
Nakoda Dairy
Nellara Group of Companies (Dubai)
Nestle India
Parle Agro Industries Pvt. Ltd.
PepsiCo India
Sresta Naturals
Sterling Agro
Suguna Foods
Sunrise Industries (Nepal)
Terra Green Organics
The Himalaya Health Care

Plantations

Assam Company Limited
Balanoor Plantations
Deejay Group
Glenworth India (Waterfall Estates)
Goodricke Plantations
Growmore Biotech
Harrisons Malayalam Limited (HML)
Kannan Devan Hills Plantations
Karuturi Global (Ethiopia)
Manjushree Plantations
McLeod Russel
Olam International (Singapore)
Poabs Organic Estates
PT Hilton Duta Lestari (Indonesia)
Tata Coffee Limited
Tata Tea Limited
West Farm Plantations

Research

Beroe Inc.
BTG Pactual
IConcept India
Institute of Rural Research and Development (IRRAD)
Markets and Markets

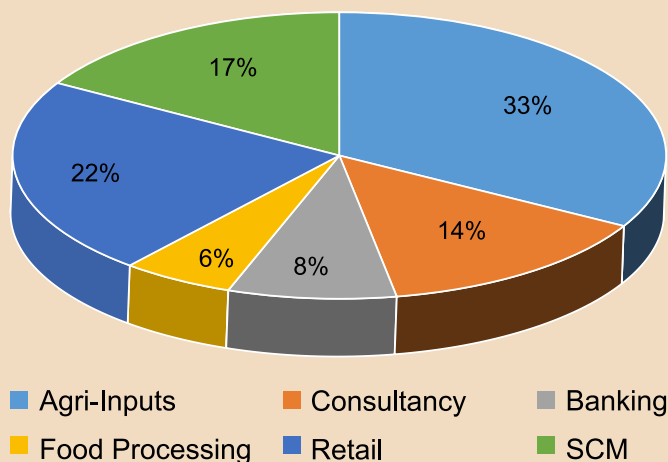
Retail

Aditya Birla Retail Limited
BigBasket.com
Max Hypermarkets India
Metro Cash and Carry
Reliance Industries
Spencer's Retail (RPG Group)

SCM

Café Coffee Day
Interavion Cold Chain Solutions Private Limited
National Bulk Handling Corporation Limited
National Collateral Management Services Limited (NCML)
Pamosa AgriFresh
Premium Farm Fresh Produce Limited
Snowman Frozen Foods
Southern Petroleum Industries Corporation (SPIC)
Suminter India Organics
Synthite Industries
Tata Global Beverages
Technopak Advisors Private Ltd.

**Final Placements : PGDM 2014-16
(Sector wise Representation)**



IIPM 
(An Autonomous Organization of MC&I-GOI)

Permanent Accreditation
HLACT-Texas (USA)

Educational Membership
AACSB-USA & EFMD-Brussels

AICTE-MHRD-GOI Approved
NBA Accreditation
and
AIU Equivalence for ABPM

Contact Information:

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