Message from the Director

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

IIPM offers an array of experiences that you may find unique alongside a management program in Agribusiness, Commodity and Plantations. 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, tasting (sensory test for product innovations), market survey, field & industry visits, study abroad and guest lectures, as part of assurance of learning (AOL).

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

Prof. V. G. Dhanakumar
PGDM-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.

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

### National / International Study
- Exposure to MNCs and learning from reputed faculty across the globe (Singapore, Malaysia, Cambodia, Thailand, China, USA, UK, Africa, Indonesia, etc.)
- Establishing link between agri-business, commodity, plantations, corporatization and academics expertise around the world.

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### Trimester – I (Jul-Oct)
- **1.1 Understanding Individual Behaviour**
- **1.2 Business Communication Oral**
- **1.3 Financial Accounting for Management**
- **1.4 Computer Application for Agribusiness**
- **1.5 Managerial Economics**
- **1.6 Quantitative Techniques**

### Trimester – II (Oct-Dec)
- **2.1 Human Resource Management**
- **2.2 Marketing Management**
- **2.3 Cost & Management Accounting**
- **2.4 Plantation & Agri Commodities: Field Management**
- **2.5 Economic Environment and Policy**
- **2.6 Business Communication - Written**

### Trimester – III (Feb-Apr)
- **3.1 Organizational Behaviour & Development**
- **3.2 Rural Marketing**
- **3.3 Research Methodology & Data Analysis**
- **3.4 Customer Orientation & Relationship Management**
- **3.5 Production and Operations Management for Plantation Agri-Commodity**
- **3.6 Financial Management & Capital Markets**

### Trimester – IV (Jul-Oct)
- **4.1 Strategic Management**
- **4.2 Contracts & Legal Aspects of Agribusiness**
- **4.3 E-Commerce and Digital Marketing**
- **4.4 Value Addition, Logistics & Supply Chain Management**
- **4.5 International Business Management**

### Trimester – V (Oct-Dec)
- **5.1 Agri-Input Marketing**
- **5.2 International Commodity Management**
- **5.3 Commodity Spot and Derivative Market**
- **5.4 Banking & Small Financial Institutions & Small Entrepreneurs**
- **5.5 Procurement Management**

### Trimester – VI (Jan-Mar)
- **6.1 Branding and Retail Management**
- **6.2 Managing Farmer’s Organizational & Small Enterprises**
- **6.3 Management Control Systems**
- **6.4 Strategic Agribusiness Management**
- **6.5 Thesis Writing & Viva**

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### CTS / Summer Internship (May-July)

### Year – I

### Year – II

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**UNIQUENESS OF THE ABPM PROGRAM**

**Career Development Service (CDS)**
- CDS facilitates students to identify their potential skills and nurture them to be employable in their preferred sector.
- 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, Big data Analysis/Operations Management, Service Sector, etc.
- Organizations are invited to visit IIPM campus for placement process that includes Pre-Placement Talks, Group Discussion, Written Test and Interviews.
- Organizations are requested to route all correspondences through the Career Development Service Unit.
## CORPORATE CONNECTIVITY

An indicative list of organizations where our students are placed.

### Agri Inputs
- ADAMA India Pvt. Ltd.
- Advanta India Limited
- AgroStar India (UlInk)
- Bayer CropScience
- Bharat Insecticides Limited
- Biostead India
- Chambal Fertilizers and Chemicals Limited
- Coromandel Industries
- Dhanuka Agritech Private Limited
- EPC Industries
- Excel Crop Care Limited
- Godrej Agrovet Limited
- H M Clause
- Hifield-Ag
- Kalash Seeds
- Matti Mate Agromart Pvt. Ltd.
- Matix Fertilizers
- Netafus India
- Rallis India Limited (A TATA Enterprise)
- Rasi Seeds
- Sinochem India
- Sumitomo Chemicals
- Syngenta India Limited
- Willwood Agrochemicals
- Yara Fertilizers

### Allied Inputs
- Alltech Biotech
- Avanti Feeds
- Biocon India Limited
- DuPont India
- Sequoia Biosolutions
- United Alacritty India

### Banking / Finance
- Axis Bank
- HDFC Bank
- ICICI Bank
- ICICI Prudential
- National Bank for Agriculture and Rural Development (NABARD)
- Reserve Bank of India
- Samastha Microfinance
- Samunnati Agri Value Chain
- Spandana Spoorwy Microfinance
- Ugjivan Small Finance Bank

### Commodities
- Destimoney Securities Pvt. Ltd.
- Export Trading Group
- Indian Commodities Pvt. Ltd.
- Karvy ComTrade
- Kotak Commodities
- LKP Securities Limited
- Louis Dreyfus Commodities
- National Commodity & Derivatives Exchange Ltd. (NCDEX)
- NCDEX eMarkets Limited
- Nirmal Bang Securities
- Origo Commodities
- State Trading Corporation Limited (STCL)

### Certification / NGOs
- Aditi Organic Certification Pvt. Ltd.
- INI Technologies Limited
- International Competence Centre for Organic Agriculture (ICCOA)
- National Skills Foundation of India (NSFI)
- Pragya India
- The Global Green Company
- Vegetable Growers Association of India (VGAI)

### Research / Consultancy
- Destimoney Securities Pvt. Ltd.
- Export Trading Group
- Indian Commodities Pvt. Ltd.
- Karvy ComTrade
- Kotak Commodities
- LKP Securities Limited
- Louis Dreyfus Commodities
- National Commodity & Derivatives Exchange Ltd. (NCDEX)
- NCDEX eMarkets Limited
- Nirmal Bang Securities
- Origo Commodities
- State Trading Corporation Limited (STCL)

### Agri Inputs
- Adani Agrifresh
- Eurovenilla India
- Grapax Cotton
- Griffith Laboratories
- GrowerZampa Vineyards
- ITC India Limited
- Kancor Ingredients
- Nakoda Dairy
- Natural Remedies Pvt. Ltd.
- Parle Agro Industries Pvt. Ltd.
- PepsiCo India
- Sresta Naturals (24Mantra Organics)
- Suguna Foods
- Waycool Foods and Products

### Agribusiness
- Assam Company Limited
- AVT Plantations
- Deejay Group
- Glenworth India (Waterfall Estates)
- Goodricke Plantations
- Growmore Biotech
- Harrisons Malayalam Limited (HML)
- ITC- PSPD
- Manjushree Plantations
- McLeod Russel
- Poabs Organic Estates
- Sona Valliappa Group
- Tata Coffee Limited
- West Farm Plantations

### SCM
- Agriculture Skills Council of India (ASCI)
- Beroe Inc.
- CropIn Technology
- Eka Plus Software Solutions
- eThota Technology Solutions
- FASAL
- Future Greens
- Global Agrisystems Pvt. Ltd.
- International Agriculture Consultancy Group (IACG)
- Markets and Markets
- Mordor Intelligence
- TransGraph Consulting Pvt. Ltd.
- Vruttii Livelihood Resource Centre
- Way2Agribusiness.com

### Retail
- Aditya Birla Retail Limited
- BigBasket.com
- D’Art India (Retail Design Solutions)
- Hypercity India
- Max Hypermarkets India (SPAR)
- Metro Cash and Carry Limited
- Myntra India
- Reliance Retail Limited
- Spencer’s Retail (RPG Group)

### Abroad
- Alltech Biotech (USA)
- ECOM GII Coffee Trading Pvt. Ltd. (Switzerland)
- Grapax Cotton (Zimbabwe, Zambia, Malawi)
- Grameen Bank (Bangladesh)
- Mount Meru Group (Tanzania)
- Nellara Group of Companies (Dubai)
- Olam International (Singapore)
- PT Hilton Duta Lestari (Indonesia)
- Sunrise Industries (Nepal)
- World Trade Centre (Dublin, Ireland)
Placement: Sector-wise Representation

- Agriculture: 40%
- SCM: 11%
- Retail: 11%
- Consultancy: 9%
- Banking: 9%
- Commodity: 7%
- Consulting: 5%
- Food Processing: 5%
- Plantations: 8%
- Commodity: 7%
- Retail: 11%
- SCM: 11%
- Consultancy: 9%

Contact Information:

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