

## भारतीय बागान प्रबन्ध संस्थान बेंगलूर

**INDIAN INSTITUTE OF PLANTATION MANAGEMENT BANGALORE**  
(An Autonomous Organization Promoted by the Ministry of Commerce & Industry, GOI)

Offers a uniquely designed

### **POST GRADUATE CERTIFICATE IN MANAGEMENT - INTERNATIONAL BUSINESS**

**(PGCM-IB 2016)**

#### **BACKGROUND**

The globe has been active in the international business scenario since ancient times. The agriculture and associated business sectors are opening up wide for international business. WTO ultimately, will indeed be the tipping point in the globalization, especially for Agri and Plantation businesses. With the increasing globalized context of business, a contemporary business requirement across sectors is the need for managers with international exposure and skills to handle multi-cultural scenarios. Dealing with these challenges requires an extended horizon of management thinking and leadership which can be achieved through continuous up gradation of relevant knowledge, capabilities and techniques with a changed mindset.

The mission of the institute is "To strengthen the plantation industry and associated agri-businesses to enhance their competitiveness by continuous improvement in management methods through management training, education and research". Its dedication to the "continuing excellence of professional managers and entrepreneurs, by providing a foundation of learning, personal growth and social responsibility to adapt to the changing business realities and prepare them for the challenges of contemporary management ". The distinctive positioning of IIPM is that since 1993 untiringly the institute dedicated its focus on Agribusiness and Plantation commodities of International significance. IIPM is wealthy in its understanding through its intensive industry academia interaction for over two decades. IIPM is a global leader in executive education accomplished through continuing executive education programs conducted over two decades.

#### **OVERVIEW OF THE PGCM-IB PROGRAMME**

In pursuance of the ITS mission, IIPM is launching a one-year intensive programme on **INTERNATIONAL BUSINESS** at Bangalore Campus. The International program in Management is aimed to prepare the participants for leadership roles in the dynamic global scenario. The program is designed to develop business education that is grounded in the Indian and International business environments. It aims at accelerating understanding of business at strategic as well as functional levels to prepare the participants to efficiently manage the global

business. The curriculum would focus on a strategic understanding of underlying business, rooted in practical skill development through action learning projects and industry interface. A core component of the program is an International module which will provide students the opportunity for an international learning experience to equip with the knowledge and perspective relevant to current critical global business issues. The program would be rigorous and rewarding. It would provide an opportunity for personal development and professional growth through inquiry and insight in an interactive learning environment.

BANGALORE is an international city. The hub of commercial and industrial activity, the locational advantage of the IIPM BANGALORE would also extend to the learning process where industry related assignments form an integral part of the course curriculum. The delivery would be oriented towards best practices, an integrated global strategic perspective, project work and constant engagement with the industry. On successful completion of the course, participants would be awarded the Post Graduate Certificate in Management - International Business.

**AIM**

PGCM-International Business (approved by AICTE) is an intensive-industry-interactive program aimed at improving employability and competencies for professional growth in International Business scenario.

**PEDAGOGY**

Program is delivered through case based learning, class discussions, seminars, simulated assignments, real life business situations, industry focused field projects etc.

<b>1<sup>st</sup> Term</b>	6 month intensive classroom based experiential training
<b>2<sup>nd</sup> Term</b>	
<b>3<sup>rd</sup> Term</b>	Directed Study on Special Focus Areas (SFA) & participant internship at national & international organizations
<b>4<sup>th</sup> Term</b>	

**DURATION**

One year programme commencing from January 2016.

**ELIGIBILITY**

The minimum qualification for admission to PGCM-IB is:

- Bachelor’s Degree from a recognized university or institution with at least 50% marks or equivalent CGPA (45% in case of SC, ST and Persons with Disability) in any disciplines.
- PG graduates who are aspiring for better career opportunities.
- NRI / PIO / Foreign students are eligible to apply.

## **SELECTION PROCEDURE**

The candidates must have a valid score of CAT/MAT/ATMA/CMAT/IIPM-PAT exam. Selection will be on the basis of academic record, test scores, writing skills, group discussion and personal interview. International students' may apply with GMAT / equivalent score.

## **RESERVATION**

Reservation for SC/ST/OBC/PWD candidates is applicable as per the Government of India rules, subject to meeting the other eligibility criteria for admission.

## **HOW TO APPLY**

Apply for Prospectus and Application form, addressed to 'The Admissions Office' along with a crossed Demand Draft for Rs. 1000/- (Rs. 500/- for SC/ST/PWD candidates, with relevant certificates) and US \$ 15 for foreign candidates drawn in favour of "Indian Institute of Plantation Management", payable at Bangalore. Application form can also be downloaded from the institute's website and filled-in application along with fee may be sent to:

### **Admissions Office**

Indian Institute of Plantation Management

Jnana Bharathi Campus, P.O. Malathalli, Bangalore 560 056

**Tel:** 91-80-23212767, 91-80-23211716 (EPABX)

**Fax:** 91-80-23212775

**e-mail:** admission\_iipm@vsnl.net; admissions@iipmb.edu.in

## **Programme Content:**

The programme covers a wide range of focused subjects to enhance awareness, understanding and decision capabilities relating to enterprise management in the international business scenario.

Industry oriented courses will be offered across functional areas in order to cater to the career goals of program participants and industry requirements.

## Program Curriculum

Terms	Course Code	Title of Course	Credits	No. of hours
1	1.1	International Business: Principles & Practices	3	30
	1.2	Managing Cross-culture, Ethics & Values	3	30
	1.3	International Accounting: Standards & Practices	3	30
	1.4	Global Operations & Supply chain Management	3	30
	1.5	Business Research Techniques & Methods	3	30
	Optional	Foreign Language: French/German/Spanish etc.	0	30
2	2.1	International Logistics, Documentation & Cargo Management	3	30
	2.2	Global Economics, Legal, Taxation & Trade Policy	3	30
	2.3	International Marketing	3	30
	2.4	Global Human Resource Management	3	30
	2.5	International Financial Management	3	30
3 Special Focus Area(SFA)* (Directed Study – National & International)	3.1	Agribusiness / Plantation	15	150
	3.2	Banking & Non-Banking Financial Companies (NBFC)		
	3.3	International Commodity Management		
	3.4	FMCG		
	3.5	Insurance		
	3.6	Retail		
	3.7	Service Sector: Hospitality, Tourism, Healthcare, Education etc.		
<b>International Visit</b>				
4 Practical	4.1	Research Project Work Candidates will select a topical area to work on given inputs on basic forecasting techniques and research methodology before proceeding for field work an intensive basis under the guidance of the institute faculty and (or) industry. Research Project Work & Final Presentation Comprehensive VIVA VOCE Examination	15	150
<b>Total</b>			<b>60</b>	<b>600</b>

\*Indicative list of courses under each SFA is attached separately. Each student has to select 5 courses under each SFA

### **International Module:**

This would be of 2-3 weeks duration in collaboration with IIPM's Industry and partner business schools. The International module is to enhance cross-cultural experience and broaden understanding of global management challenges. The international component would comprise of academic lectures / workshops, industry visits and interactions with industry leaders.

### Programme Fee for Indian Nationals

Sl. No.	Fee Details	Amount (in Rs.)
1	Tuition Fees	125000
2	Computing & Networking	25000
	Internet & Software Subscriptions	50000
	Laptop & Accessories*	
3	Library	10000
4	Career Counselling & Preparation	10000
5	Student Activities (Seminars & Special Events)	10000
6	Alumni Association	3000
7	Convocation	2000
<b>Total</b>		<b>185000</b>
International Module (Travel, Visa, Academic Charges, Stay)*		On Actual Basis

### Fee for Foreign Nationals (FN), Persons of Indian Origin (PIO) and Non Resident Indians (NRI)

Sl. No.	Fee Details	Amount (in US\$)
1	Tuition Fees	2066
2	Computing & Networking *	1240
3	Library	496
4	Career Counselling & Preparation	165
5	Student Activities (Seminars & Special Events)	165
6	Alumni Association	50
7	Convocation	50
8	Foreign National Application & Registration Fee	50
9	International Module (Travel, Visa, Academic Charges, Stay)**	2479
<b>Total</b>		<b>6744</b>

\*This is inclusive of charges for Laptop & Laptop accessories

\*\*This is an Optional Component & will be charged only for students who avail it.