



IIPM



भारतीय बागान प्रबन्ध संस्थान बेंगलुरु

INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU

(An Autonomous Organization of the Ministry of Commerce & Industry, Government of India)



**TWO-YEAR POST GRADUATE DIPLOMA IN  
MANAGEMENT: AGRIBUSINESS  
AND PLANTATION MANAGEMENT  
(PGDM-ABPM) 2023-25 (23<sup>rd</sup> BATCH)**

Approved by AICTE-MHRD-Gol, NBA Accredited, Equivalent to MBA by AIU

*"World's **ONLY** Management Institute to offer  
Master's Degree in Agribusiness and Plantation Management"*

## MESSAGE FROM THE DIRECTOR



Welcome to the enchanting campus of Indian Institute of Plantation Management (IIPM), the flagship institute with expertise in managing the entire value chain right from cultivation, processing and domestic & international marketing of vast range of plantation crops that include tea, coffee, rubber, spices, coconut, cotton, sugarcane, forestry plantation, horticulture, fodder plantations, herbal & medicinal plantations, nuts, apiary (bee-keeping), etc.

Established in 1993, IIPM Bengaluru is an autonomous organization of the Ministry of Commerce & Industry, Government of India, engaged in management education, research, training and consultancy with Centres at Jorhat (Assam) and Vijayawada (Andhra Pradesh).

The institute conducts highly sought after 24 months Post-Graduate Diploma in Management (PGDM) on Agribusiness & Plantation Management (ABPM). Since its inception, the Institute has been conducting Capacity

Building & Management Development Programs and undertaking Research & Consultancy assignments for the benefit of the stakeholders of the sector. The institute has trained over 47,000 executives, managers, planters, scientists, commodity boards officials, and students from India and several foreign countries.

IIPM is one of the few management institutes in the country that works in close collaboration with industry stakeholders providing high quality training, research and long-duration programs for participants from India and foreign countries. Institute's captivating landscape with spectacular view of Bengaluru combined with highly competent and qualified faculty with hands-on management expertise makes IIPM a unique Institute delivering high quality management and executive education.

With Institute's rapid adaptation with fast emerging business realities, it is poised to leapfrog rapidly to transform itself with cutting edge research and globally competitive management professionals.

I am happy to invite you to our fascinating campus committed to world class education, research and learning.

**Prof. Rakesh Mohan Joshi**  
Director

### Vision of the PGDM ABPM Program

To be a leading destination for agribusiness and plantation management program in the world, through research, industry orientation and serve the society at large.

### Mission of the PGDM-ABPM Program

**M1:** To develop globally competent and socially responsible leaders and techno- managers for agribusiness and plantation sector.

**M2:** To impart quality teaching and learning with rigour and relevance to industry.

**M3:** To advance internationalisation of the program through experiential learning, research collaboration and multicultural immersion.

**M4:** To continuously develop and improve a state-of-the-art academic, physical and research infrastructure.

***Nurturing A Step by Step to Learning***



## Genesis of IIPM

IIPM set up at the initiative of Ministry of Commerce and Industry, Government of India, is a renowned academic institution offering post-graduate programs in Agribusiness, Plantation, Food and Agricultural Export Management. IIPM's mandate is to create a unique pool of talented professionals in the domain and provide career advancement opportunities to its students.

## Program Highlights

- 2 year NBA Accredited, Equivalent to MBA by AIU and AICTE approved Residential Program started in 2001.
- A green campus with State-of-the-Art infrastructure.
- Curriculum designed to meet emerging needs of Agribusiness and Plantation Organization.
- 1534+ Alumni bases serving the entire Agriculture Value Chain.
- 100% Placement since inception, including International Placements. Average salary pay package enhanced every year.
- Provision for International Exposure through Study Abroad Program.
- A Multi-Disciplinary Eminent Faculty Team with more than 100 man years of experience founded on its 4I Principle "Intensive-Institute-Industry-Interaction".

## International Linkages

- CALS-University of Wisconsin-Madison, WI-USA
- Committee on Sustainability Assessment (COSA)
- Harper Adams University, Newport, UK
- International Business School-Americas, Brazil
- Nottingham Trent University, Nottingham, UK
- Royal Agricultural University, Cirencester, UK
- Rwanda Institute of Co-operatives, Entrepreneurship and Micro-Finance (RICM)
- The German Agricultural Training Centre (DEULA)
- Universiti Teknologi MARA (UiTM), Malaysia
- University of Nottingham, UK



Visit to Suan Supatra Land Plantation & Orchids-cum-Organics: Focus on One Village One Product (OVOP), Bangkok, Thailand

## AIM of the Program

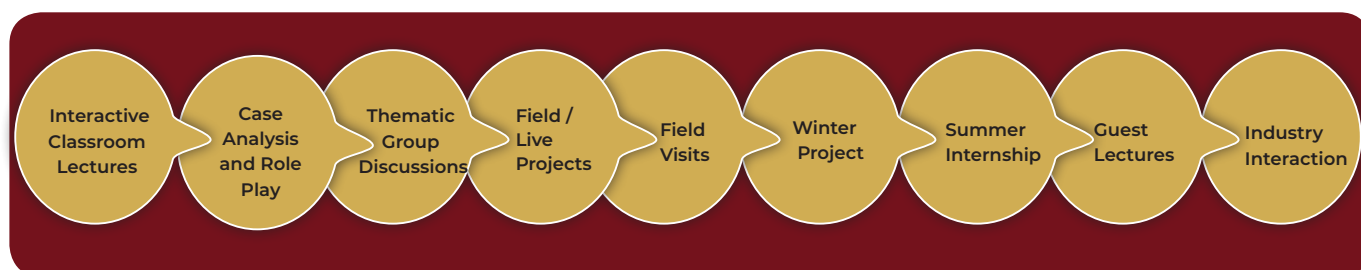
The PGDM-ABPM program is a Professional Management Program that aims at providing management education to the entrants in the plantation and associated agribusiness sectors. The program is aimed at combining grassroots action with global competition and equips the students for managerial positions in Plantation and Agribusiness Industries. The program is unique in its kind, opening plentiful career advancement opportunities in the sectors.

## Curriculum Outline and Contents

**Program Duration:** 2-year Residential Program commencing July 2023.

The programme is divided into 6 trimesters covering 102 credits including Corporate Training Segment (Summer Internship) of 12 weeks. It integrates operational, behavioural, managerial and strategic aspects of business with a fusion of knowledge, skill, attitude, values and ethics. Intensive-Institute-Industry-Interaction (4-Is) brings experts from plantation and associated agribusiness closer to the student community and the programme is customized to suit their requirements. The curriculum is updated periodically catering to the ever changing need of the industry. Students have opportunities to interact with industry leaders through vision building talks.

## Pedagogy



## Teaching and Learning

PGDM-ABPM offers a range of sector-specific courses to meet requirements of the industry. The faculty carefully craft curriculum and develop effective Assurance of Learning (AoL) resources and best practices for student learning.

IIPM contributes to students through three primary activities: teaching, research and corporate training/ internship. The faculty and academic facilities (library, computer centre, technical lab, knowledge resource centre, career development unit), campus and academic ambience are unsurpassed by those of any institutions. The institute offers its teaching and learning transactions through lectures, video, seminar, group work, case study method, issue analysis, cyber learning, role plays, (sensory test for product innovation), market survey, field & industry visits, study abroad and guest lectures.

## Elective Courses

Students are given with an option to choose elective courses in the areas of Marketing, Finance, Human Resource as per their preferences.





## Program Structure and Credit Hours

| Trimester – I (July-October) |   |              |
|------------------------------|---|--------------|
| Description                  | Name of Courses                           | Credits      |
| Program Specific             | 1.1 : Fundamentals of ABPM                | 3            |
| General                      | 1.2 : Managerial Economics                | 3            |
| Functional                   | 1.3 : Financial Accounting for Management | 3            |
|                              | 1.4 : Organization Design & Behavior      | 3            |
| Analytics                    | 1.5 : Statistics for Management           | 3            |
|                              | 1.6 : IT Applications in Business         | 1.5          |
| Skill Development Workshops  | 1.7 : Business Communication              | 1.5          |
|                              | Business Writing                          |              |
|                              | Adaptability                              |              |
| Projects                     |   |              |
| Duration: 12 weeks           |   | Sub-Total 18 |

| Trimester – II (October-January) |  |                |
|----------------------------------|--|----------------|
| Program Specific                 | 2.1 : Managing Farm Operations   | 3              |
| General                          | 2.2 : Business Environment & Policy  | 1.5            |
|                                  | 2.3 : Business Ethics and Sustainability   | 1.5            |
| Functional                       | 2.4 : Marketing Management   | 3              |
|                                  | 2.5 : Cost & Management Accounting   | 3              |
| Analytics                        | 2.6 : Prescriptive Analytics   | 1.5            |
| Skill Development Workshops      | 2.7 : Self-Portrait & Resume Creation  | 1.5            |
|                                  | Time Management & Personal Effectiveness   |                |
|                                  | Yoga   |                |
| Projects                         | National Field/Industry Visit (compulsory) / International Visit (Optional) and Winter Project | 1.5            |
| Duration: 16 weeks               |  | Sub-Total 16.5 |

| Trimester – III (February -May) |   |                |
|---------------------------------|---|----------------|
| Program Specific                | 3.1 : Production & Operations Management in Plantation & Agri-Commodities | 3              |
| Functional                      | 3.2 : Financial Management  | 3              |
|                                 | 3.3 : Rural Marketing   | 3              |
|                                 | 3.4 : Human Resource Management   | 3              |
| Analytics                       | 3.5 : Business Research Methods   | 3              |
| Skill Development Workshops     | 3.6 : Handling Interviews   | 1.5            |
|                                 | Emotional Intelligence  |                |
|                                 | Group Discussion  |                |
| Duration: 12 weeks              |   | Sub-Total 16.5 |
| Projects                        | Corporate Training Segment (CTS)  | 4              |
| Duration: 12 weeks              |   | Sub-Total 4    |

| Trimester – IV (July-October) |   |                |
|-------------------------------|---|----------------|
| Description                   | Name of Courses                           | Credits        |
| Program Specific              | 4.1 : Business and Labour Laws in AB&P    | 3              |
|                               | 4.2 : Strategic Management in AB&P        | 3              |
| General                       | 4.3 : Entrepreneurship & Innovation       | 3              |
| Functional                    | 4.4 : International ABP Management        | 3              |
| Analytics                     | 4.5 : Business Analytics in AB&P          | 3              |
| Skill Development Workshops   | 4.6 : Conflict Management & Persuasion    | 1.5            |
|                               | Book Reading Creativity & Problem Solving |                |
| Projects                      | Thesis Proposal Formulation & Submission  | 2              |
| Duration: 12 weeks            |   | Sub-Total 18.5 |

| Trimester –V (November-January) |  |              |
|---------------------------------|--|--------------|
| Program Specific                | 5.1 : Procurement Management in AB&P             | 1.5          |
|                                 | 5.2 : Value-Addition & Supply Chain Management   | 3            |
| Elective - 1                    |  |              |
| Functional and Specializations  | 5.3 : Agri-Input Sales & Marketing(M)            | 3            |
|                                 | 5.3 : Commodity Derivatives & Price Risks (F)    | 3            |
|                                 | 5.3 : Labor Relations Management (HR)            | 3            |
| Elective -2                     |  |              |
| Functional and Specializations  | 5.4 : Retail Management (M)                      | 3            |
|                                 | 5.4 : Banking & Small Financial Institutions (F) | 3            |
|                                 | 5.4 : Performance & Compensation Management (HR) | 3            |
| Skill Development Workshop      | 5.5 : Story Telling                              | 1.5          |
|                                 | Leading Effectively                              |              |
|                                 | Case Study Development                           |              |
| Projects                        | Thesis Development & Report Submission           | 4            |
| Duration: 12 weeks              |  | Sub-Total 16 |

| Trimester – VI (February-April) |   |                   |
|---------------------------------|---|-------------------|
| Program Specific                | 6.1 : Managing FarmerCollectives            | 3                 |
| Elective - 3                    |   |                   |
| Functional and Specializations  | 6.2: Product & Brand Management (M)         | 3                 |
|                                 | 6.2 : Fintech & Financial Institutions (F)  | 3                 |
|                                 | 6.2 : HR Analytics (HR)                     | 1.5               |
| Elective - 4                    |   |                   |
| Functional and Specializations  | 6.3 : Digital Marketing (M)                 | 3                 |
|                                 | 6.3 : Project Finance (F)                   | 3                 |
| Skill Development Workshops     | 6. 4: Eleyator Pitch                        | 1.5               |
|                                 | Business Plan Writing & Workplace Etiquette |                   |
|                                 | Yoga  |                   |
| Projects                        | Thesis Presentation & Viva                  | 2                 |
| Duration: 12 weeks              |   | Sub-Total 12.5    |
|                                 |   | Total Credits 102 |

## Study Abroad Program

The Institute offers a scope for international exposure and learning through its unique Study Abroad Program (non-credit). It aims at providing hands on experience to learn from multinational companies and reputed faculty from across the world (Singapore, Malaysia, Thailand, China, USA, Africa and Indonesia).

## Twinning Program

Indian Institute of Plantation Management (IIPM) Bangalore introduces a twinning program (optional) with Royal Agricultural University (RAU) Cirencester, UK to provide a platform for pursuing a first-of-its-kind Post Graduation Program in Agribusiness and Plantation Management (ABPM) with a scope to gain global exposure and innovative multi-cultural learning. Established in 1845, RAU is the first agricultural institution in the English-speaking world. The university has been at the forefront of agricultural education by combining knowledge and industry connections with an innovative forward thinking approach. Interested students will complete the first year of the program at IIPM Bangalore. During second year of the program, students will spend 6-8 months at RAU in UK and complete equivalent credits as per the requirement of IIPM-ABPM program. On completion of the program, students will obtain a PGDM-ABPM degree awarded by IIPM Bangalore plus a postgraduate award from the RAU- Cirencester, UK.

## Features of the Program

- Providing an excellent opportunity to management graduates for gaining a global perspective on agribusiness thereby broadening their scope to be placed globally.
- Offering a unique opportunity of exposure to UK culture and work ethics that would enhance global competitiveness.
- Delivering an international academic and cultural experience through exposure to world class teaching methodologies.
- Students will have to pay applicable tuition fee directly to RAU.





## Career Development Service

### Career Development Service (CDS) Unit

- The CDS unit facilitates students to identify their potential skill and nurture them to be employable in their preferred sector.
- Organizations from Agribusiness and Plantation sectors are invited to tap the talent from our current batch of students.
- The placement process includes Pre-Placement Talks, Group Discussion, Written Test, Case Study Analysis and Interviews.



## Placement Record: 500+ Industry Partners

Placement record has been bright and attractive. Graduates of the Institute are placed in leading agribusiness and plantation companies within the country and on around the globe. Nearly 90 students are serving abroad in agribusiness plantation companies.

**An indicative list of organizations where our students are placed:**

|                              |   |
|------------------------------|---|
| <b>Agri Inputs</b>           | ADAMA, Altech, AgroStar, ASTARC, AVANTI, BIOSEED, BAYER, BIOSTADT, CROBIN, Coromandel, CORTEVA, DUPONT, EASY WEST SEED, GARDY, agroviet, HM, CLAUSE, mahyco, NETA-FIM, Prathibha Biotech Pvt Ltd, SUMITOMO CHEMICAL, VILLAGRO, YARA |
| <b>Agri-Tech</b>             | Biocon, Fasa, Jumbotail, TraceX   |
| <b>Banking Finance</b>       | EDFI, HDFC BANK, NABARD, samasta, SPANDANA, Ujjivan, Samunnati, ICICI Bank, VISTAAR FINANCE   |
| <b>Commodities</b>           | Indian commodities, EXPORT GROUP, KARVY, LDC, ORIGO, KOTAK COMMODITIES, NCDEX, NIRMAL BANG  |
| <b>Research/ Consultancy</b> | ASCI, BEROE, Catheta, eka, Farm Foundation, Global AgriSystem, JOY GREENS, IFFCO KISAN, Mordor Intelligence, TRANSGRAPH, Ruti   |
| <b>Plantations</b>           | AVT, Beforest, Deejay Group Inc., ED&F MAN, Shipping, IFSC, JK PAPER LTD., MANJUSHREE, TATA COFFEE  |
| <b>Retail</b>                | big basket, Hypercity, METRO, Mynta, Reliance, SPAR, spencer's  |
| <b>SCM</b>                   | AYURVET, GORMAL ONE, Stargri, DeHaat, Farmley, Kisaanyard, NBHC, NCML, TOTALSTART, VEGROW   |
| <b>Food Processing</b>       | adani, BOBACCHI, Dukes, Freshsharp, GRIFFITH LABORATORIES, KANCOR, MANE, Licious, Natural Remedies, Parle Agro, PISUM, SUGUNA FOODS, WAYCOOL, timios  |
| <b>Certification NGOs</b>    | ADITI, ICCOA, NSFI, PRAGYA, The Global Gree Company, VSEI   |
| <b>Abroad</b>                | Altech, GRAPEX GROUP, GRAMEEN, meru, NELLARA, Olam, WORLD TRADE CENTRE DUBLIN   |
| <b>Agricultural Export</b>   | Sam Agri, KAVAR, Jubilee, Yosi Food Pvt Ltd, Sudha Ventures, Rewa tattva  |

## Testimonials from Alumni



"I consider myself very lucky for being a part of my alma mater IIPM Bengaluru. There is something motivational and special in this environment which makes us study and enjoy co-curricular activities. All the professors were very helpful and they guided us all the time. The two years spent at IIPMB were splendid and have helped me to grow better professionally & personally. Different events, curriculum designs such as CTS (Corporate Training Segment) & SFA (Special Focus Area) and a study tour of plantations has boosted my confidence which I can experience at my workplace now. Participating and organizing events gave me a different enjoyable experience. The two years have been an unforgettable journey. I really enjoyed academics in the unique building, library – a knowledge centre and the most happening place i.e., hostel (we call it resort). I had spent my wonderful days of life in IIPM Bengaluru".

**Mr. Manojkumar Shimpi**

Vice President, NCDEX, Mumbai.  
PGDM-ABPM 2003-04

"As an alumni I just wanted to share a quick note and let you all know that IIPM is really doing a good job. It is the institute which gives you keen insights about the agribusiness sector. It also identifies and provides its skills required to become the best manager or entrepreneur. It has been a tremendous journey till date and I feel obliged to have my name and my personality connected to IIPM. IIPM gave me the opportunity to groom myself and to understand the details of F & V industry. I would like to share that if someone is really passionate to work towards building our nation and our farmers, IIPM is the right place".



**Mr. Rahul Nath,**

Business Head (Fruits & Vegetables) Country Delight  
PGDM-ABPM 2006-07



"Green Campus, Bengaluru's cool weather, Ever-smiling professors, good food, good life is all that I recall when I remember IIPMB.

This beautiful place has built my capacities on multidisciplinary functions which has made me a thinker and that's very important in making decisions and developing leadership skills.

Regular presentations and industrial visits have given good exposures which helped a lot during my early career period and gave me the confidence to speak to a crowd of spectators with passion".

**Ms. Girija R**

Development Professional Sanitation – Agriculture, Climate Action  
PGD-ABPM 2007-08

"I would like to say thank you to the Indian Institute of Plantation Management, Bangalore for all the support during academics as it has provided me with such a stimulating environment and resources along with the best mentors who always showed light for success. Because of them, I am here today with prodigious achievements and also discovered values that lead me to be the person I am today. I definitely tried those values to inculcate to others and surely feel great proud to be an IIPMB student. Finally, I would say, whatever today I achieved in my entrepreneurial journey, IIPMB laid the path to becoming a successful businessman in the agri-food consulting domain resulting in Sprout India ([www.sproutindia.in](http://www.sproutindia.in)) becoming India's leading agri-food certified management consulting company. I am fortunate to be part of IIPMB for my master's & its true "Leadership for Tomorrow".



**Mr. Wanarse Anil Sahebrao**

Founder & CEO of Sprout India Pvt Ltd  
PGDM-ABPM 2008-10

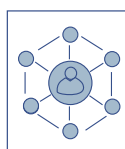


"My days at IIPMB were resplendent with holistic learning around key management functions, enriched further with the Corporate Training Segment as well as routine guest lectures from Industry Professionals.

I thoroughly enjoyed my academic experience in economics, international trade, sales & marketing, operations management, and plantation commodity specific courses amongst many others. No wonder that while marketing caught my fancy during college and the initial professional journey, almost a decade later I was able to leverage my learning towards international trade policy through routine engagements with a host of governments and multilateral institutions".

**Mr. Ankit Chandra**

Foreign Agricultural Science, United States Department of Agriculture (USDA)  
PGDM-ABPM 2011 – 13 Batch



## Alumni Networks

Alumni networks help the students in various ways, providing assistance in Corporate Training Segment of the program, handling sessions through experience sharing, as well as providing conceptual inputs on latest ideas from industry.



## Corporates- Speak



*"IIPM alumni are with Aviv Tanzania Limited (Olam Food Ingredients) right from the time it started its operations in Tanzania. IIPM students are our most trustworthy team members and they always are very dependable in every situation. IIPM student's strength is ability in keeping team engaged, motivated and focused. Students are result oriented, multitasking and carries out duties until tasks are completed. Our HR experience says that IIPM builds very competent plantation Managers."*

**Mr. Muthanna M B**  
General Manager  
Aviv Tanzania  
Limited, (Olam Food  
Ingredients), Tanzania



*"WayCool is a six years old Agro Tech company with a strong presence in 6 southern states and also in West and North. We recruit freshers from Agri Business Schools. We are recruiting freshers since 2018 from IIPM, Bangalore. We find the students are well equipped to handle the job provided to them and well disciplined. Eager to learn and working with a team is another positive behavior which we have observed. We wish the Institute all the best".*

**Mr. Sreeram Chellappa**  
Chief Growth Officer -  
International Business  
Waycool Foods and  
Products Pvt. Ltd.,  
Bengaluru



*"Our experience with the students from IIPM is very enriching. Their working style, ability to deliver and their quality of work with their zest and enthusiasm to learn and prove themselves is wonderful. We have engaged with over 20 students who have been placed at Samunnati since our association (either as full time resources or on projects) and each of them through their contributions have made a mark and we are sure on their way to success! We highly appreciate the skills they are honed with and look forward to working with more students from your campus".*

**Mrs. Poorna Pushkala**  
Head of HR  
Samunnati Financial  
Intermediation and  
Services Pvt. Ltd.,  
Chennai



*"We have developed a strong relationship with the campus and it is now an integral part of the recruitment strategy. The students come from rural background and have time and again demonstrated strong inclination for execution. Their ability to work at the grass root level to engage with farmers and onboard them for various programs of the company is commendable. We look forward for continued support from the institution and the students".*

**Mr. Praneeth Kumar**  
Founder, Vegrow,  
Maharashtra



## Admission Policy

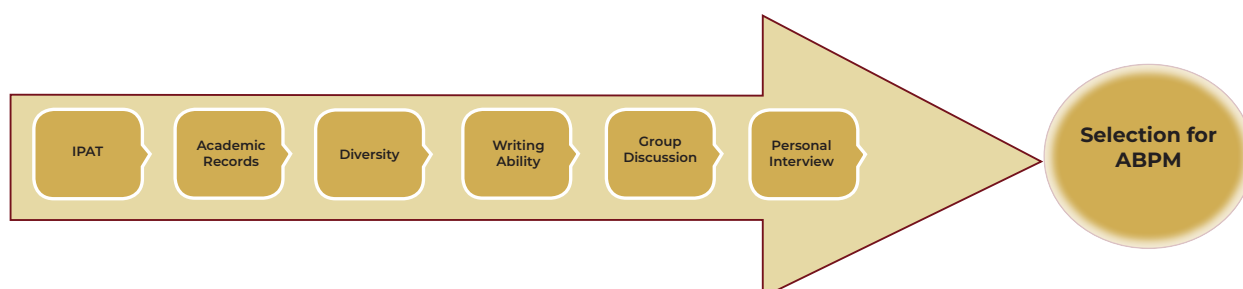


PGDM-ABPM offers a range of sector-specific courses to meet the requirements of the industry. In order to meet the emerging requirements of managerial personnel in the entire value chain of agribusiness and plantation management and to keep in tandem with the global trend of inter-disciplinary management, IIPM invites applications for PGDM-ABPM from graduates in Agriculture and Allied Sciences viz. and other related disciplines from a recognized University or Institution.

## Eligibility Criteria

- 1** The candidate must hold a valid Bachelor's Degree with at least 50% marks or equivalent CGPA [45% in case of candidates who belong to scheduled caste (SC)/ scheduled tribe (ST), and persons with disabilities (PWD) category] from a recognized University or Institution. NRIs, PIOs and foreign students are eligible to apply.
  - a) Preference will be given to Agriculture and Allied Sciences viz. Horticulture, Forestry, Sericulture, Post-Harvest Technology and other related disciplines.
  - b) Candidates who are appearing for final semester exam are also eligible to apply.
  - c) Selected candidates will have to submit the degree certificate and aggregate marks / CGPA / OGPA latest by 30th September 2023
- 2** The candidates must have a valid score in at least one of the following national level eligible tests (NLET):
  - a. CAT/XAT/MAT/ATMA/CMAT/GATE
  - b. The valid score of the above examinations must be submitted by June 30, 2023
- 3** Reservation of seats will be applicable for EWS, OBC (Non-creamy Layer), SC, ST, and PWD categories as per Govt. of India rules.
- 4** It is the responsibility of the candidates to ascertain and ensure that they possess the requisite qualifications for admission. Having been admitted provisionally does not mean acceptance of eligibility. Final eligibility for admission will be decided by IIPM.

## Selection Procedure





- 5** Each candidate will be assigned a score based on their performance in various components as detailed in the following table

| Sl. No. | Criteria  | Weightage   |
|---------|---|-------------|
| 1       | SSLC (10 <sup>th</sup> )                        | 5%          |
| 2       | HSC (12 <sup>th</sup> )                         | 5%          |
| 3       | Under Graduate Degree (UG)*                     | 20%         |
| 4       | Diversity**                                     | 5%          |
| 5       | IIPM Professional Aptitude Test (IPAT), written | 30%         |
| 6       | Group Discussion (GD)                           | 10%         |
| 7       | Personnel Interview (PI)                        | 25%         |
|         | <b>Total</b>                                    | <b>100%</b> |

**Note:**

\* For computing the UG score and ensuring uniformity, the average marks up to the pre-final year (average of 6 semesters for 10+2+4 and average of 4 semesters for 10+2+3) shall be used for preparing the merit list.

\*\* Being a national institute IIPM believes in pan-India diversity and inclusiveness to enhance the knowledge dissemination and learning process.

- 6** IIPM's Professional Aptitude Test (IPAT) examination is scheduled on **4<sup>th</sup> March, 2023**. It is compulsory and will be conducted online. The test will consist of total 70 questions (which includes, logical reasoning, general awareness, quantitative technique, language communication, and subject matter (i.e., agriculture and allied), each of 1 mark each, and of 60 minutes duration. There will be no negative marking.

- 7** A cumulative score will be prepared based on students' performance (i.e., SSLC, HSC, UG, and IPAT).

- 8** Shortlisted candidates will be called for GD & PI between **13th and 20th March, 2023**.

- 9** The final merit list will be prepared based on the on the overall performance taking into consideration all categories of applicant (i.e., GEN, EWS, OBC (non-creamy layer), SC, ST, and PWD).

**Please note:**

- NLET scores will be considered only as qualifying scores only, and a qualifying cut-off will be set as per IIPM norms.
- A candidate's performance in extracurricular activities and any additional qualifications, accomplishments, and work experience, may also be considered during the interview process.



## Foreign Students

Foreign students, who are well versed in English language, are also admitted to the program under the open and sponsored category. They have to submit valid GMAT or any equivalent scores to be considered eligible for admission. Further, TOEFL/ IELTS scores should be submitted as indicators of their competency in the English language.

## Sponsored Candidates

In the admission process, sponsored candidates are given due weightage for their experience. Candidates can take admission under the following five categories of sponsorship:

- (i) Sponsored by the Plantation Companies and Agri-Business Corporates.
- (ii) Plantation owners.
- (iii) Sponsorship by Central and State Governments.
- (iv) Sponsorship by International agencies and SAARC countries.
- (v) In addition to above, candidates can also be sponsored by NRIs and PIOs.

## Meritorious Scholarships

- Alumni's Sponsored Scholarship (Late Shri. Mukesh Kumar Rai).
- Ministry of Social Justice and Empowerment
- Ministry of Tribal Affairs
- Ministry of Minority Affairs
- Department of Empowerment of Persons with Disabilities
- State Government Scholarships for OBC Students.





## Detailed Fee Structure

| Sl. No.   | Particulars   |     | 1st Year Fee (to be paid before 30.6.2023) |                    | 2nd Year Fee (to be paid before 30.6.2024) |                    |
|---|---|-----|--|--------------------|--|--------------------|
|   |   |     | Hostel A & B                               | Hostel C           | Hostel A & B                               | Hostel C           |
| I   | <b>Tuition Fee : Rs. 5,81,000/- (2 years)</b>   |     |  |                    |  |                    |
| 1   | a. Rs. 1,41,750/- First instalment (1 <sup>st</sup> year)<br>b. Rs. 1,41,750/- Second instalment (1 <sup>st</sup> Year) | Rs. | 2,83,500.00                                | 2,83,500.00        | 2,97,500.00                                | 2,97,500.00        |
| 2   | Hostel fee/HK-Maintenance, Electricity & Water Charges (In & Off-Campus)  |     | --   | --                 | --   | --                 |
| A   | Block A & B – Rs. 4,500/- pm per room with common toilet (only for ladies)  |     | 54,000.00                                  | --                 | 54,000.00                                  | --                 |
| B*  | Block C – Rs. 5000/- pm per room with attached toilet (only for ladies)   | Rs. | --   | 60,000.00          | --   | 60,000.00          |
| 3**   | Mess & cafeteria maintenance/ Service charges for (Ten months)  | Rs. | 67,405.00                                  | 67,405.00          | 67,405.00                                  | 67,405.00          |
| 4   | Computer Lab/Internet (excluding consumables)   | Rs. | 20,000.00                                  | 20,000.00          | 20,000.00                                  | 20,000.00          |
| 5   | Library fee for 2 years   | Rs. | 10,000.00                                  | 10,000.00          | --   | --                 |
| 6   | CTS / Career Development Services Fee   | Rs. | 5,000.00                                   | 5,000.00           | 5,000.00                                   | 5,000.00           |
| 7   | Student Welfare (Sports, co-curricular activities, Insurance, ID Card)  | Rs. | 6,000.00                                   | 6,000.00           | 6,000.00                                   | 6,000.00           |
| 8   | Alumni Fees   | Rs. | 4,000.00                                   | 4,000.00           | --   | --                 |
| 9   | Field/Industry Study Expenses   | Rs. | 18,000.00                                  | 18,000.00          | --   | --                 |
| 10  | Refundable Caution Deposit (Subject to adjustments if any)  | Rs. | 20,000.00                                  | 20,000.00          | --   | --                 |
| 11  | Convocation Fee   | Rs. | --   | --                 | 4,000.00                                   | 4,000.00           |
|   | <b>Sub Total - I</b>  | Rs. | <b>4,87,905.00</b>                         | <b>4,93,905.00</b> | <b>4,53,905.00</b>                         | <b>4,59,905.00</b> |
| Fee for NRI / PIO total Package (all inclusive) |   | \$  | \$ 7055                                    |                    | \$ 6625                                    |                    |

| II | OPTIONAL  |     | 1 <sup>st</sup> Year | 1 <sup>st</sup> Year | 2 <sup>nd</sup> Year | 2 <sup>nd</sup> Year |
|----|---|-----|----------------------|----------------------|----------------------|----------------------|
| 1  | Study Abroad on PGDM-ABPM for International Visit with Valid Passport | Rs. | 50,000.00            | 50,000.00            | --                   | --                   |
| 2  | Laptop  | Rs. | 50,000.00            | 50,000.00            | --                   | --                   |
| 3  | Books and reading material expenses @ Rs. 4,000/- per Trimester       | Rs. | 12,000.00            | 12,000.00            | 12,000.00            | 12,000.00            |
|    | <b>Grand Total I &amp; II</b>   | Rs. | <b>5,99,905.00</b>   | <b>6,05,905.00</b>   | <b>4,65,905.00</b>   | <b>4,71,905.00</b>   |

\* Allotment based on availability & on first cum first fee payer basis. Mess & Hostel Fees to be paid in full at the time of admission.

\*\* Subject to change in CPI & taxes.

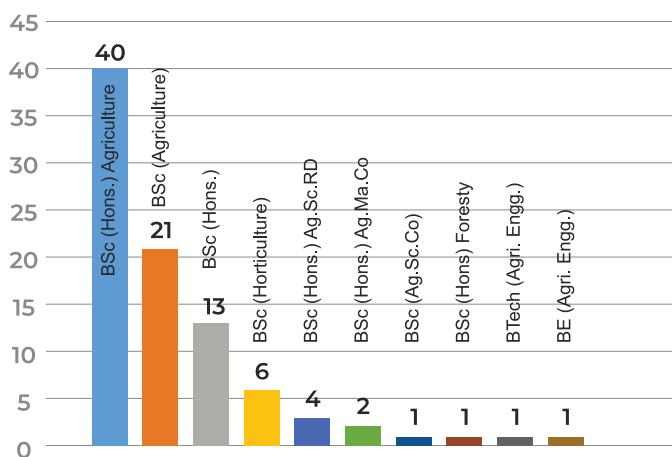
## Loan Facilities

As PGDM-ABPM program is approved by AICTE & NBA accredited, education loan can be easily availed from any nationalized banks.

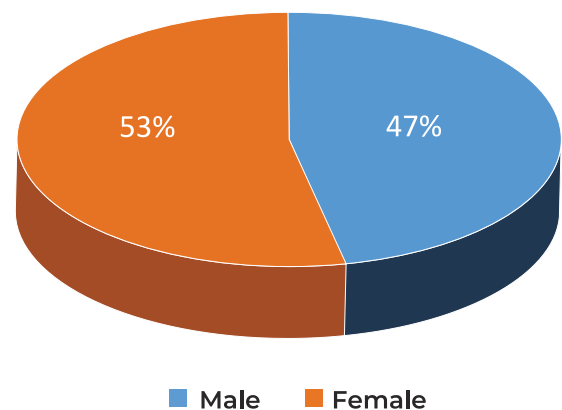


## Student Diversity PGDM-ABPM : 2022-24 Batch

Education Qualification Diversity



Gender Diversity



## How to Apply

Kindly visit our website [www.iipmb.edu.in](http://www.iipmb.edu.in) for submitting your online application form. The application fee is Rs. 1250/- (Rs. 625/- for SC/ST/PwD candidates, with relevant certificates).

**For submission of Online Application form for PGDM-ABPM 2023-24 and Payment, Scan QR Code below:**



## For more information

**Dr. C. Ganeshkumar**  
Academic Program Facilitator-ABPM

**Ms. Seema Bai**  
Jr. Admission Officer - (PGDM - ABPM)

Tel: 91-80-23212767, 91-80-23211716 (EPABX)  
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## Industrial Visit



The collage features 12 circular photographs with white scalloped borders. The central, largest photo shows a group of approximately 30 people posing in front of a building with a red sign that reads "GROWN RESPECTFULLY NESCAFÉ Coffee Training". Other photos include: a group of about 20 people in a forest; a group of about 20 people in a field; a group of about 20 people in a room; a group of about 20 people in a field; a group of about 20 people in a room; a group of about 20 people in a field; a group of about 20 people in a room; a group of about 20 people in a field; a group of about 20 people in a room; a group of about 20 people in a field; a group of about 20 people in a room; and a group of about 20 people in a field.





IIPM 



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