



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 Food Processing and Business Management (PGDM-FPBM) 2023-2025 (7th Batch)

Approved by AICTE-MHRD-GoI



"A Unique Management Program that Blends Food Technology with Business"



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).

Food processing and managing agri-food produce across the value chain is crucial to improve efficiency and competitiveness in addition to increase its shelf-life, branding and marketing.

IIPM's PGDM-FPBM is the state of art post-graduate programme that offers hands on exposure to the latest techniques & innovators in food processing management with a unique blend & academics, industry inputs and training.

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 FPBM Program

To be the most preferred global program for aspiring food processing business managers and entrepreneurs

Mission of FPBM Program

M1: To impart techno-managerial knowledge and skills towards creating innovative and socially responsible managers and entrepreneurs

M2: To adopt contemporary and relevant pedagogy with industry orientation to enable experiential learning

M3: To enhance global relevance of the program through academic and research collaboration and multicultural immersion

M4: To continuously strive to develop and augment state-of-the-art academic and research environment

Genesis of IIPM

IIPM set up at the initiative of Ministry of Commerce and Industry, Government of India, is a renowned academic institute offering post-graduate program in Food Processing & Business 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 AICTE approved Residential Program.
- A green campus with State-of-the-Art infrastructure.
- Curriculum designed to meet emerging needs of Food Processing and Business Management
- 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 4-I 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)
- 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

About the Programme

Food processing is one of the largest sectors in India which has huge potential in terms of production, growth, value addition, consumption and exports. Currently the sector witnesses the emergence of new markets for processed and value added products both at national and international level. Food Processing sector is a major source of employment / entrepreneurship and adds value to foreign exchange. The program with a focus on food industry has been designed in close coordination with stakeholders from Food industry to impart the knowledge and required skills to be a game changer in the field with “Learn, Do and Serve” as its guide.

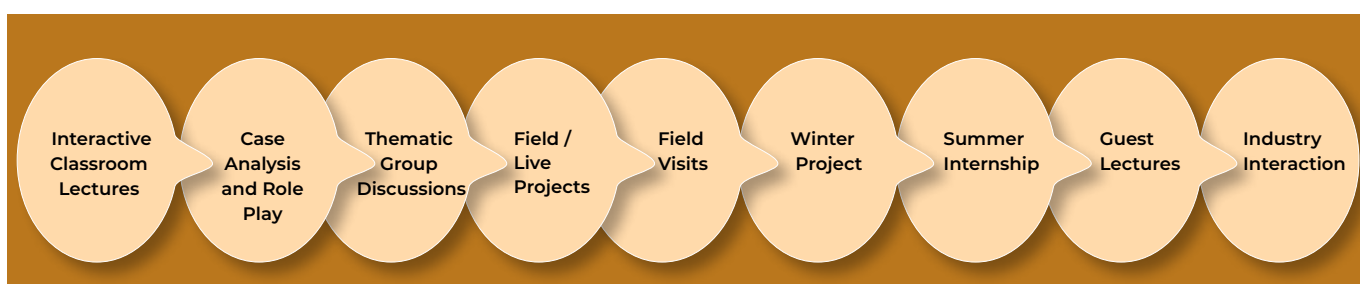
A state-of-the-art Assurance of Learning (AoL) policy of IIPM would make the students as a techno-managerial individual, who will learn on mission-critical skills in food analytics and laboratory accreditation, nutrition & food technology, cool & cold chains and food quality & safety management for food business. The students will be trained on the various functional aspects in applied quality & safety, finance, marketing, human resources, decision sciences and supply chain management necessary for success in food-related enterprises. A range of sector-specific courses to meet the requirements of food industry, viz. Processing and Value Addition for Products, Packaging & Marketing for Food Business, Food Retail, Product and Brand Management, Financial Management, Exports & International Business, Global Quality & Safety Management Systems, Food Laws & Taxes, Project Feasibility & Business Plan are embedded in the curriculum that brings more rigour. In addition to the in house classroom teaching and learning, the pedagogy also includes experiential learning through Field Visits, Internship, Thesis Writing and Study Abroad Program.

Curriculum Outline and Contents

Program Duration: 24 months Residential Program commencing July 2023.

The program 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 food business. Intensive-Industry-Institute-Interaction (4-Is) brings experts from food processing business closer to the student community and the program is customized to suit their requirements. Detailed Program structure and credit hours are given below:

Pedagogy



Program Structure and Credit Hours

Year I		
Trimester – I (July – October)		
Description	Name of Courses	Credits
Program Specific	1.1 : Fundamentals of FBPM	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	
Duration: 12 weeks	Sub-Total	18
Trimester – II (October - January)		
Program Specific	2.1: Food Chemistry & Analysis	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 and Resume creation Time Management and Personal Effectiveness Yoga	1.5
Projects	Winter Project	1.5
Duration: 16 weeks	Sub-Total	16.5
Trimester – III (February - May)		
Program Specific	3.1: Production & Operations Management in Food Processing	3
Functional	3.2: Financial Management	3
	3.3: Buyer Behaviour for Food Business	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

Year II		
Trimester – IV (July – October)		
Description	Name of Courses	Credits
Program Specific	4.1 : Food Safety & Quality Management	3
	4.2: Strategic Management in FPB	3
General	4.3 : Entrepreneurship & Innovation	3
Functional	4.4 : Food Retail Management	3
Analytics	4.5 : Packaging & Labelling for FPB	1.5
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	17
Trimester – V (November – January)		
Program Specific	5.1 : Value Addition & Supply Chain Management	3
	5.2 : Business Analytics	3
	5.3 : Emerging Technologies in Food Processing	3
Elective - I		
Functional and Specializations	5.4: Product & Brand Management (M)	3
	5.4: Cold Chain Management (OPs)	3
Skill Development Workshops	5.5: Story Telling	1.5
	Leading Effectively	
	Case Study Development	
Projects	Thesis Development & Report Submission	4
Duration: 12 weeks	Sub-Total	17.5
Trimester – VI (February – April)		
Program Specific	6.1 : International FPB Management	3
Elective - II		
Functional and Specializations	6.2 : Sales Management in Food Business (M)	3
	6.2 : Beverage Processing & Technology Management	3
Elective - III		
Functional and Specializations	6.3 : Digital Marketing (M)	3
	6.3 : Banking & Small Financial Institutions (F)	3
Skill Development Workshops	6.4: Elevator Pitch Business Plan writing and Work Place Etiquette Yoga	1.5
Projects	Thesis Presentation & Viva	2
Duration: 12 weeks	Sub-Total	12.5
	Total Credits	102

Teaching and Learning

PGDM-FPBM 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 and Operations as per their preferences.

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).

Career Development Service

Career Development Service (CDS) Unit

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



Placement Record:

Placement record has been bright and attractive. Graduates of the Institutes are placed in leading companies.

Indicative list of organizations where our students are placed



Testimonials from Alumni



I feel extremely fortunate to have been in the 4th Batch of FPBM in IIPM-B. The whole experience was an eye-opener. My personality was enriched on different levels. From highly encouraging and supremely knowledgeable faculties who supported and guided me through the two years, to a placement cell that has provided me opportunities with big names in the industry of my interest, IIPM-B stands the best decision I've made till date. The Institute has planted in me the urge to learn and develop new skills and has provided me the space and support to develop a few. I am now well assured and assertive that I will learn and grow as I go.

Ms. Annie Mariana. A

Business Analyst – Sustainability
Eka Software Solutions, Bengaluru
PGDM – FPBM 2020 -2022

I must say that I was fortunate to be admitted to IIPMB. You have access to all the facilities you need on campus to study and research your interests. We are able to distinguish out in the business world because of the quality that is upheld on campus. Faculty at IIPMB are more like family members who look after us in every way, guiding us in areas where we are struggling to demonstrate our skills. The involvement of the faculty ensures that the placement process proceeds without any obstacles. Members of the placement committee, in particular, assist us in preparing for the interview and bring in expert trainers to guide us. We missed some aspects of college life since we were caught in the COVID era, but the leftover period provided us with a glimpse of actual life beyond our view. The majority of our learning comes from outside the classroom, since when we graduate and enter the common real world, people will treat us quite differently, and we must accept that which we were accustomed to on campus. After much effort, I can now say with pride that I am an IIPMBian.



Mr. M. Meenakshi Sundaresan

Trainee Area Sales Executive
ADANI WILMAR
Chennai
PGDM – FPBM 2020 -2022



"The most important journey of my career started in this beautiful campus. As a Dairy Technologist, I always had more interest towards food processing companies, IIPMB helped me to acquire Techno-Managerial skills specialized to the food processing organizations which paved the way to reach my passion. This unique program - Food Processing and Business management at IIPMB is a wonderful opportunity for Tech graduates who want to move their career towards Management side. The design of course & activities encouraged us to think out of the box and involved us in all activities. Apart from academics, there are other opportunities to explore in this campus to exhibit our skills. The support and encouragement given by faculties and mentors helped me to excel in my career. It is my pleasure to say that I got colossal experience from IIPMB Campus"

Ms. Preethi G

Key Accounts Executive -
B2B Corporate Sales &Marketing
ID Fresh Food India Pvt Limited
PGDM-FPBM 2019-2021

"When I reflect on my two years in the IIPM FPBM program, campus life made me a better professional and prepared me to face the challenges in food processing and business management. The workshops and sessions by experienced professors and the opportunities for experiential learning are beyond expectations. Having been shaped by the collegial and creative, yet rigorous, environment at IIPM, I found myself able to communicate, innovate, and collaborate in ways that enabled me to build a successful communication consulting practice, and eventually to find a rewarding career in AgTech sector. It was a wonderful time in my life in this campus, and one of the best educational experience I've had."



Ms. Sukanya Ghosh

Territory Business Manager
(Sales & Marketing)
Bayer Company, Rajasthan
PGDM-FPBM 2018-2020



Alumni Networks

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

Corporate - Speak



Janani Foods have been hiring IIPM-FPBM students for both internship and final placement since the first batch of the program. The placement office has been very helpful in identifying the right candidates and co-ordinating with the students both during recruitment as well as post training. The students have exhibited good amount of enthusiasm to learn during the Internship and worked more than expectations. We would for certain continue hiring through IIPM in future.

Mr. Sundara Rajan Sampath
CEO, Janani Foods, Bengaluru

IIPM stands unique in the education system, as it is best suited with an environment that enhances the skills and productivity of the students. The campus drive was a seamless fusion of orderliness and integrity, thanks to the placement team. The students did admirably well during the interview process and I am happy to see the enthusiasm to learn new things coming from them. Looking forward to recruit many more in the coming years.



Mr. T. Sathish Kumar
Founder and Managing Director
Milky Mist Dairy, Tamil Nadu



"Passionate in learning new things, creative, positive approach towards work are a few mentions of the students of IIPM who worked with us. The value they brought towards the business were adapting to any given situation, which are one of the Values we follow in CPF work culture which they showcased well. They were well versed with modern technology and trends which helped us to fast track few processes within the given domain which resulted in business growth. We look forward for more such enriching relationship and work experience with IIPM in the future"

Mr. Ricardo Joseph
Regional Manager – CPF India Pvt. Ltd, Bengaluru

"Students from IIPM were excellent during the internship. I found them to be self motivated with good work ethics. What stood out was the interest of the students to learn new things. They were open for suggestions and willingly followed directions from our team as well. Students showed lot of interest to learn the business and came up with out of the box ideas to improve the brand and develop the business. Every student showcased creativity and positive approach in tasks assigned to them. A very talented, they were equipped with knowledge on current technologies, market trends, social media marketing strategies and skills which is useful to fast track certain processes"



Mr. Raja. K
Area Manager – CPF India Pvt. Ltd., Bengaluru



We have taken on Board eight students from IIPM. Based on our experience of having interacted with the students so far, we found that they are diligent, willing to walk the extra mile for learning new things and above all are organised and sincere.

We take this opportunity to place on record their contribution and wish them the very best in their pursuit of excellence.

Mr. S. Sakthiraj
Sr. Manager - HR
Milky Mist Dairy Food Private Limited, Tamil Nadu



Admission Policy

PGDM-FPBM 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 food chain and to keep in tandem with the global trend of inter-disciplinary management, IIPM invites applications for PGDM-FPBM from graduates in Food 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 candidates with Bachelor's Degree in Food Science/ Engineering, Nutrition, Fisheries, Home Science, Veterinary Science, Chemical Engineering, Animal Husbandry & Livestock, Dairy, Post-Harvest Technology, Biotechnology 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

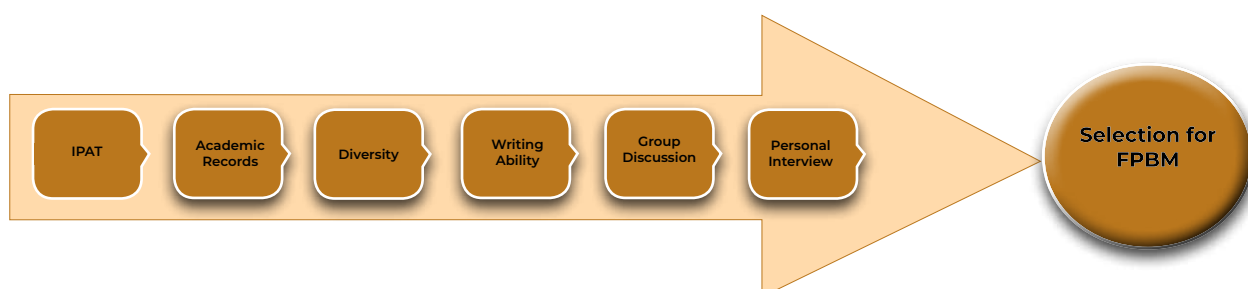
3

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 th)	5%
2	HSC (12 th)	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%
	Total	100%

* 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 **4th 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**.

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:

- 9
- 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



Meritorious Scholarships

- 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.

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.



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	Tuition Fee : Rs. 5,81,000/- (2 years)					
1	a. Rs. 1,41,750/- First instalment (1 st year) b. Rs. 1,41,750/- Second instalment (1 st 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		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
Sub Total - I		Rs.	4,87,905.00	4,93,905.00	4,53,905.00	4,59,905.00
Fee for NRI / PIO total Package (all inclusive)		\$	\$ 7055		\$ 6625	

II	OPTIONAL		1 st Year	1 st Year	2 nd Year	2 nd Year
1	Study Abroad on PGDM-FPBM 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
Grand Total I & II		Rs.	5,99,905.00	6,05,905.00	4,65,905.00	4,71,905.00

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

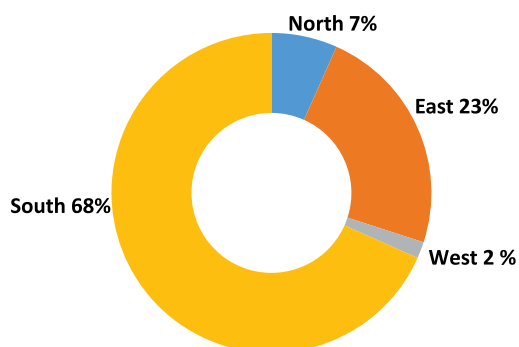
** Subject to change in CPI & taxes.

Loan facilities

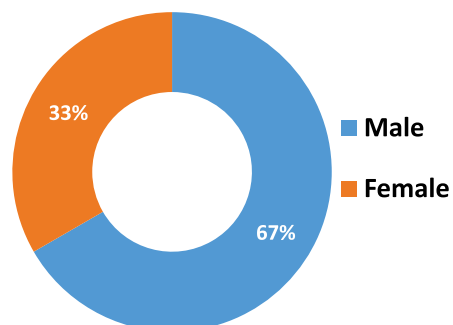
As the PGDM-FPBM program is AICTE approved, the loan can be easily available from any nationalized banks

Students' Diversity: PGDM-FPBM: 2022-24 Batch

Region-wise Diversity 2022-24



Gender-wise Diversity 2022-24



How to Apply

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

Online Application form for PGDM-FPBM 2023-24 and Payment, Scan QR Code below:



For more information

Dr. Vivek Kambhampati
Academic Program Facilitator

Mrs. Seema Bai
Jr. Admission Officer

Mrs. Rahamathunnisa
Admission Unit (PGDM-FPBM)

Industrial Visit



Life @ IIPMB





Indian Institute of Plantation Management Bengaluru

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

Jnana Bharathi Campus,

P. O. Malathalli, Bengaluru-560 056

Tel: 91-80-23212767/91-80-23211716 (EPABX)

E-mail: admissions@iipmb.edu.in / pgpiipmb@gmail.com

fpbm.program@gmail.com

Visit our website: www.iipmb.edu.in

