



IIPM



भारतीय बागान प्रबन्ध संस्थान बेंगलुरु

INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU

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

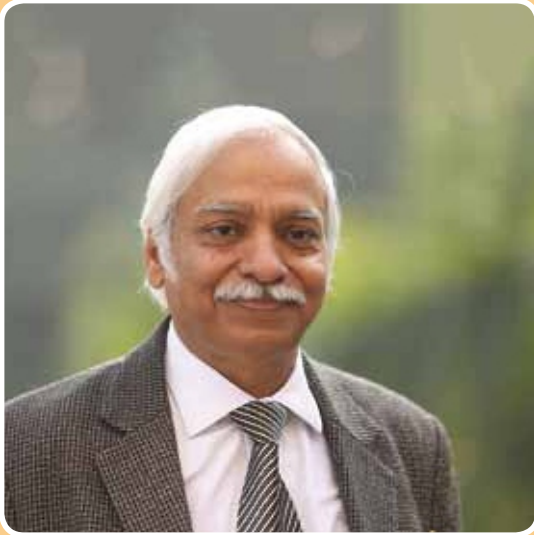


**TWO-YEAR POST GRADUATE DIPLOMA IN MANAGEMENT :
AGRIBUSINESS AND PLANTATION MANAGEMENT
(PGDM-ABPM) 2024-26 (24th BATCH)**

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 in Assam and 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 49,000 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
- * 1700+ Alumni baseserving 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 Alliances

- * CALS-University of Wisconsin-Madison, WI-USA
- * Harper Adams University, Newport, UK
- * Nottingham Trent University, Nottingham, UK
- * Royal Agricultural University, Cirencester, UK
- * University of Mauritius
- * Universite Des Mascareignes



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

AIM of the Program

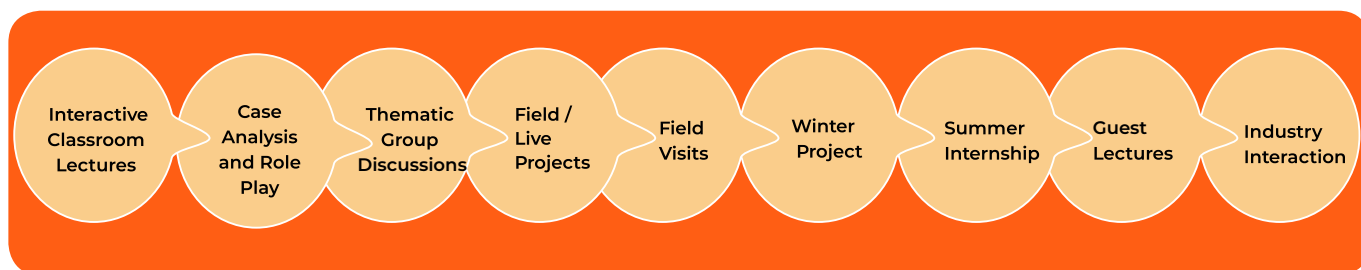
The PGDM-ABPM program is a Professional Management Program that aims at providing management education to the entrants in the plantation and associated agribusiness sectors. The program is aimed at combining grassroots action with global competition and equips the students for managerial positions in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

Curriculum Outline and Contents

Program Duration: 2-year Residential Program commencing July 2024.

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, videos, seminars, 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
	1.7 : Skill Development Workshops	1.5
Projects		
Duration: 12 weeks		Sub-Total 18

Trimester – II (October-December)		
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
	2.7 : Skill Development Workshops	1.5
Projects	National Field/Industry Visit (compulsory) / International Visit (Optional) and Winter Project	1.5
Duration: 16 weeks		Sub-Total 16.5

Trimester – III (January-April)		
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
	3.6 : Skill Development Workshops	1.5
Sub-Total		Duration: 12 weeks 16.5
Projects	Corporate Training Segment (CTS)	4
Duration: 12 weeks		Sub-Total 4

Trimester – IV (July-September)		
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
	4.6 : Skill Development Workshops	1.5
Projects	Thesis Proposal Formulation & Submission	2
Duration: 12 weeks		Sub-Total 18.5

Trimester – V (October-December)		
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
	5.5 : Skill Development Workshops	1.5
Projects	Thesis Development & Report Submission	4
Sub-Total		Duration: 12 weeks 16

Trimester – VI (January-March)		
Program Specific	6.1 : Managing Farmer Collectives	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
	6.4 : Skill Development Workshops	1.5
Projects	Thesis Presentation & Viva	2
Sub-Total		Duration: 12 weeks 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 all around the globe. Nearly 90 students are serving abroad in agribusiness plantation companies.

An indicative list of organizations where our students are placed:

Agri Inputs					
Agri-Tech		Commodities		Banking Finance	
Research/Consultancy				Plantations	
Retail				SCM	
Food Processing				Certification NGOs	
Abroad				Agricultural Export	

Corporates Speak



"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

"I am deeply impressed by the exceptional caliber of students from the Indian Institute of Plantation Management. In my role as a placement recruiter at the Agriculture Skill Council of India, I have had the pleasure of engaging with these students during our recruitment drives. IIPM, with its well-designed curriculum and comprehensive training programs, has equipped students' essential skill sets. The recruited candidates have seamlessly integrated into our projects, demonstrating a remarkable level of professionalism and dedication"

Priyanka Bali
Deputy General Manager
Agriculture Skill Council of India



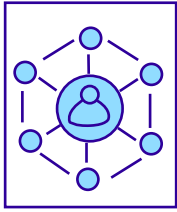
"IIPM has proven to be a valuable discovery in our campus hiring strategy. We have successfully identified individuals with diverse experiences across multiple disciplines and a modest background, showcasing promising talent."

Vivek Singh
HR Manager
UPL

"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 organized 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





Alumni Networks

Alumni network helps 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.



“Education is the foundation upon which we build our future. IIPMB is the place where the pages of my future story were inked with friendships, knowledge, and experiences that colored my personal and professional world. I would like to show my gratitude towards all my professors for their kind support in those years and making my journey so knowledgeable and wonderful with lot of memories. “

Sonal Petkar,

Area Credit Manager
HDFC Bank Ltd, Pune Maharashtra.
ABPM 2009-11



“While I was keen to make a transition into the Agriculture Sector, IIPM turned out to be the perfect program to support me in my decision. IIPM has always been instrumental in providing great learning, exposure, opportunities and networks, aligned to our passion and purpose. It was a life-changing experience for me at IIPM. It gave me a holistic view of the Agriculture Sector and enabled me with the leadership and personality development. IIPM offered me a great platform to interact with the young minds as well as veteran leaders of Agri–Industry and this platform has become a stepping stone in my career.”

Haresh Rane,

Product Manager
Biostadt India Ltd
ABPM 2018-2020

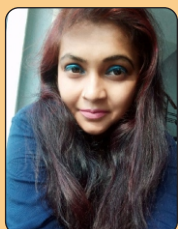


Joining IIPMB was one of my THE best decision of my life. I always had a great passion for Seeds; I think a good seed can change life of millions. I was so fortunate and lucky to get an excellent and enlightening learning environment at the campus where I could learn from best-in-class professors and from my fellow classmates. IIPMB gave me a platform to enter into my dream sector SEEDS INDUSTRY through summer internship segment and currently I am working with world's leading agri-input company Syngenta as Asia-Pacific Portfolio Manager (Vegetables Seeds) based at Bangkok, Thailand where I am leading Techno-commercial teams for serving small holder farmers.

IIPMB have really changed my life and have a great IMPACT on me. I'm proud to be Alumni of IIPMB.

Tejas Rane,

Asia Pacific Portfolio Manager (Bangkok, Thailand)
Syngenta
ABPM 2009-11



“Studying in IIPM is one of the best career decisions for me. The Institute played a pro active role in developing the managerial skills as well as placement assistance which kick started my career in agribusiness industry. Thank you so much for facilitating such a positive learning environment!”

Ms. Shilpi Singh,

Senior Consultant
Ernst and Young Global
ABPM 2009-11

Admission Policy

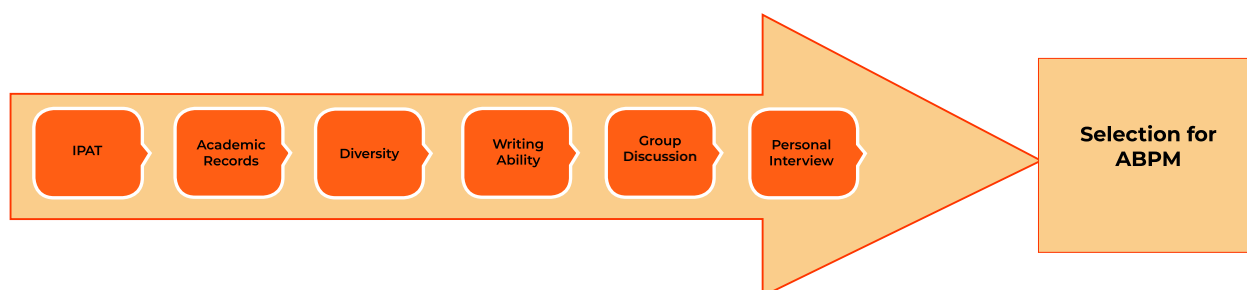


PGDM-ABPM offers a range of sector-specific courses to meet the requirements of the industry. In order to meet the emerging requirements of managerial personnel in the entire value chain of agribusiness and plantation management and to keep in tandem with the global trend of inter-disciplinary management, IIPM invites applications for PGDM-ABPM from graduates in Agriculture and Allied Sciences 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 2024.
- 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, 2024
- 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%

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 compulsory and will be conducted offline. The test will consist of total 100 questions (which includes, logical reasoning, general awareness, quantitative technique, language communication, and subject matter (i.e., agriculture and allied), each of 1 mark, and 90 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** 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 30.6.2024)		2nd Year Fee (to be paid before 30.6.2025)	
			Hostel A & B	Hostel C	Hostel A & B	Hostel C
I	Tuition Fee : Rs. 5,95,000/- (2 years)					
1	a. Rs. 1,48,750/- First instalment (1 st Year) b. Rs. 1,48,750/- Second instalment (1 st Year)	Rs.	2,97,500.00	2,97,500.00	2,97,500.00	2,97,500.00
2	Hostel fee/HK-Maintenance, Electricity & Water Charges (In & Off-Campus)		--	--	--	--
A	Block A & B – Rs. 4,600/- pm per room with common toilet (only for ladies)		55,200.00	--	55,200.00	--
B*	Block C – Rs. 5500/- pm per room with attached toilet (only for ladies)	Rs.	--	66,000.00	--	66,000.00
3**	Mess & cafeteria maintenance/ Service charges for (Ten months)	Rs.	70,150.00	70,150.00	70,150.00	70,150.00
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/Handbook)	Rs.	7,100.00	7,100.00	7,100.00	7,100.00
8	Alumni Fees	Rs.	4,000.00	4,000.00	--	--
9	Field/Industry Study Expenses	Rs.	20,000.00	20,000.00	--	--
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.	5,08,950.00	5,19,750.00	4,58,950.00	4,69,750.00
	Fee for NRI / PIO total Package (all inclusive)	\$	\$ 6840		\$ 6240	

II	OPTIONAL		1 st Year	1 st Year	2 nd Year	2 nd 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
	Grand Total I & II	Rs.	6,20,950.00	6,31,750.00	4,70,950.00	4,81,750.00

* 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.

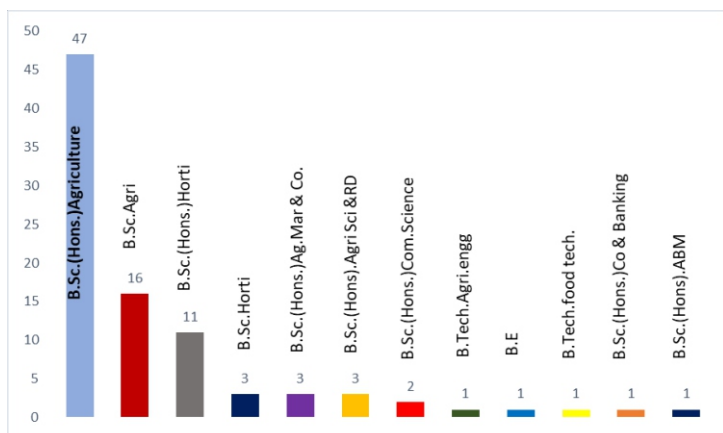
Loan Facilities

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

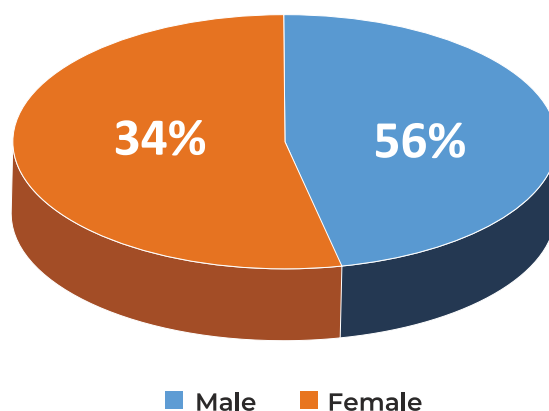


Student Diversity PGDM-ABPM : 2023-25 Batch

Education Qualification Diversity



Gender Diversity



How to Apply

Kindly visit our website 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 2024-26 and Payment, Scan QR Code below:



For more information

Dr. Shilpa K

Academic Program Facilitator-ABPM

Ms. Seema Bai

Jr. Admission Officer - (PGDM-ABPM)

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

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

Industrial Visit



Life@ IIPMB





IIPM 



Indian Institute of Plantation Management Bengaluru
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
www.iipmb.edu.in

