



IIPM

भारतीय बागान प्रबन्ध संस्थान बेंगलुरु

INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU

(An Autonomous Organization of the Ministry of Commerce & Industry - Govt. of India)



TWO-YEAR

POST GRADUATE DIPLOMA IN MANAGEMENT :

AGRICULTURAL EXPORT & BUSINESS MANAGEMENT

(PGDM-AEBM) 2025-27 (6th Batch)

Approved by AICTE-MoE-Gol





MESSAGE FROM THE DIRECTOR

Welcome to the fascinating campus of Indian Institute of Plantation Management Bengaluru (IIPMB), a Centre of Excellence and the first national institute of its kind, which was established at the initiative of the Ministry of Commerce & Industry, Government of India during the year 1993. For the past 31 years, IIPMB has made outstanding contributions as a nation's premier sectoral institute for higher education.

IIPMB is one among the few sector-specific institutes in the country that works closely with industry stakeholders on 4-I approach (Intensive-Institute-Industry-Interaction), by providing out-reach training & need-based capacity building programs, cutting-edge research & consultancy and management education for the benefit of the agribusiness, plantations, food business and agri-exports.

The 24 months AICTE approved Post Graduate Diploma in Management (PGDM) in Agricultural Export and Business Management (AEBM) has been carefully crafted to address the evolving demands of the global agricultural markets, which is increasingly influenced by factors such as international trade policies, sustainability practices, and emerging technological innovations. The program focuses on key areas like export management, logistics, international marketing, agribusiness strategy, agricultural trade, customs & export documentation. Through this comprehensive approach, the institute aims to produce professionals who are not only well-versed in agricultural science but also adapt in global trade dynamics.

IIPMB's approach to teaching and learning includes a diverse range of methodologies such as classroom lectures, case analysis, group & individual assignments, leadership talks, role plays, live projects, market surveys, presentations, seminars, group work, field & industry visits and international study opportunities, all as part of our Assurance of Learning (AoL) framework to ensure academic excellence in teaching-learning transactions.

The institute is committed to equip students with knowledge, skills and values essential to lead in a dynamic and rapidly evolving global marketplace. The vibrant campus life combined with highly competent and qualified faculty with hands-on management expertise and experience makes learning at IIPMB a unique institute delivering high quality management and executive education.

I warmly invite you to our enchanting campus committed to provide safe living & learning environment where you can explore, grow and enrich your learning experience while exploring innovative ideas that helps you pursue your dreams and reach your highest potential.

Prof. John Mano Raj. S

VISION

To be the most preferred global program for aspiring Agri-Export Business Managers and Entrepreneurs.

MISSION

- M1: To develop globally competent and socially responsible leaders and managers in Agri- Export sector.
- M2: To impart quality teaching & learning with rigor & relevance to Agri-Export industry.
- M3: To enhance internationalization through experiential learning, research collaboration & multicultural immersions.
- M4: To continuously strive to develop academic, physical and research environment.

GENESIS OF IIPMB

IIPMB set up at the initiative of Ministry of Commerce and Industry, Government of India, is a renowned academic institution offering Post-Graduate Program in Agricultural Export & Business Management.

IIPMB'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 Agricultural Export 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 ALLIANCES

- a) The German Agricultural Training Center (DEULA), Nienburg, Lower Saxony, Germany
- b) The Royal Agricultural University (RAU), UK
- c) The Committee on Sustainability Assessment (COSA), USA
- d) European Foundation for Management Development (EMFD) Global, Belgium
- e) Rwanda Institute of Cooperatives, Entrepreneurship, and Micro-Finance (RICEM), Kigali, Rwanda
- f) Harper Adams University, Newport, UK



AIM OF AEBM

India has a significant role to play in the evolving global supply chain for products and services, thus creating huge prospects for the growth of the country's agricultural exports to major markets worldwide. Our PGDM-AEBM aims to generate a large pool of competent and committed professionals to take up the varied business management roles in India's export sector. The program will enable the students to acquire the requisite knowledge, skills and attitude critical for tapping the vast employment potential and start-up opportunities emerging in this sector.

CURRICULUM OUTLINE AND CONTENTS

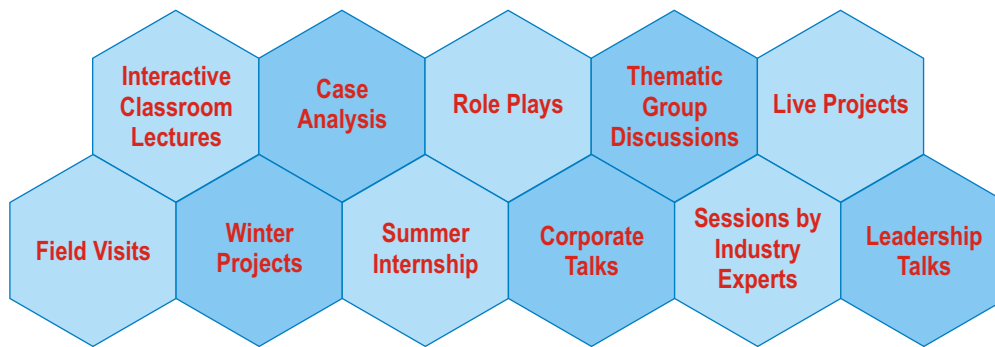
Program Duration: 24 months Residential Program commencing July 2025.

The program is divided into six 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 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.

PROGRAM CURRICULUM GROUPING BASED ON COURSE COMPONENTS

Course Component	Percentage (%) on total credits of the program	Total number of contact hours	Total number of credits
Program Core	75%	765	76.5
Open Electives	2.94%	30	3
Skill Development Workshops	8.82%	90	9
Winter Project	1.47%	15	1.5
Corporate Training Segment	3.92%	40	4
Research Project/Final Dissertation	7.84%	80	8
Total	100%	1020	102

PEDAGOGY



TEACHING AND LEARNING

PGDM-AEBM 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.

IIPMB 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 and 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. The Knowledge Resource Centre of the institute is equipped with state-of-the-art, digital language and communication skills lab, where students get a hands on experience to acquire business communication skills.



PROGRAM STRUCTURE & CREDITS

Trimester I (July - October)		
Description	Name of Course	Credits
Program Specific	1.1: Fundamentals of Agri-Export Business Management	3
General	1.2: Managerial Economics	3
Functional	1.3: Financial Accounting for Management	3
	1.4: Organization Design & Behaviour	3
Analytics	1.5: Statistics for Management	3
	1.6: IT Applications in Business	1.5
Skill Development Workshops	1.7: Business Communication- Oral	1.5
Duration:12 weeks	Sub- Total	18

Trimester IV (July - September)		
Description	Name of Course	Credits
Program Specific	4.1: International Contracts & Trade Laws	3
General	4.2: Strategic Management in Agri Export Business	3
Functional	Elective 1 4.3: Agri-Input Sales & Marketing (M) 4.3: Commodity Derivatives (F)	3
	Elective 2 4.4: Digital Marketing (M) 4.4: Banking Theory and Practice (F)	3
Analytics	4.5: Business Analytics	3
Skill Development Workshops	4.6: Foreign Language	1.5
Duration:12 weeks	Sub- Total	16.5

Trimester II (October - December)		
Description	Name of Course	Credits
Program Specific	2.1: Fundamentals of Foreign Trade	3
General	2.2: Business Environment & Policy	3
Functional	2.3: Marketing Management	3
	2.4: Cost & Management Accounting	3
Analytics	2.5: Prescriptive Analytics	1.5
Skill Development Workshops	2.6: Business Communications- Written	1.5
Projects	Winter Project	1.5
Duration:12 weeks	Sub- Total	16.5

Trimester V (October – December)		
Description	Name of Course	Credits
Program Specific	5.1: Global Quality & Safety Management	3
	5.2: Customs, Shipping and Insurance	1.5
Functional and Specializations	5.3: Logistics & Supply Chain Management	3
	Elective 3 5.4: Product & Brand Management for Exports (M) 5.4: Advanced Organisational Behaviour(HR)	3
Skill Development Workshops	5.5: Universal Human Values	1.5
Projects	Research Project (Formulation, Development & Report Submission)	4
Duration:12 weeks	Sub- Total	16

Trimester III (January - April)		
Description	Name of Course	Credits
Program Specific	3.1: Production & Operations Management for Agri-Exports	3
Functional	3.2: Global Trade Finance	3
	3.3: International Marketing Management	3
	3.4: International Human Resource Management	3
Analytics	3.5: Business Research Methods	3
Skill Development Workshops	3.6: Creativity & Problem Solving	1.5
Duration:12 weeks	Sub-Total	16.5
Projects	Corporate Training Segment (CTS)	4
Duration:12 weeks	Sub- Total	4

Trimester VI (January – March)		
Description	Name of Course	Credits
Program Specific	6.1: Entrepreneurial Finance	1.5
	6.2: International Sales Management	1.5
Open Electives	Elective 4 1. Managing Farmer Collectives 2. Start Up Management 6.3 3. Sustainability Management 4. Conflict Management and Negotiation 5. International Commodity Management * Choose any two courses with 1.5 credit each	1.5 1.5
	Skill Development Workshops	6.4: Business Etiquettes
Projects	6.5: Research Project (Report writing, Presentation & Viva)	4
General	6.6: Entrepreneurship & Innovation	3
Duration:12 weeks	Sub-Total	14.5
	Total Credit	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).



CAREER DEVELOPMENT SERVICE (CDS)

- ❑ Institute's CDS unit facilitates Final placement, Corporate Training Segment, Guest lectures, Corporate talks, and Industrial visits for the students.
- ❑ Organizations from Plantations, Agri-Tech, Banking & Finance, SCM, Consultancy, Agri-Exports and Allied Sectors are invited to tap the talents from our versatile pool of students.
- ❑ IIPMB is well equipped to welcome either of the campus placement models i.e., On-Campus or Off-Campus Placement Process.
- ❑ All correspondence regarding the campus recruitments will be routed only through CDS unit.



PROGRAM OUTCOMES

At the successful completion of PGDM - AEBM, the students are equipped with relevant knowledge related to export business organizations and the effective application of the management concepts and tools for achieving their respective business goals. The students acquire communication, team-working, problem solving, negotiation, decision-making, leadership and creative abilities to overcome the several challenges in the export business environment. They are also trained to develop business plans for the creation of new export business ventures.



PLACEMENT RECORD :

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

Agri Inputs

Agri-Tech

Research/ Consultancy

Plantations

Retail

SCM

Food Processing

Certification NGOs

Abroad

Agricultural Export

CORPORATE SPEAK



“IIPM students have contributed in depth to the research work of the Company. Various projects in Export and Import to operational activities including billing and collection vertically, there is a lot of talent with the Institution. We are happy for the great job by fresh graduates and faculty of IIPM.”

Mr. Prakash K V
Founder & CEO
Eaglespeed International Logistics Pvt. Ltd.

“At GreenPod Labs, we recently hired IIPMB students for our Business Development and Sales team and they brought huge support in-terms our business development strategy and customer pipeline. The institute has trained the students with the skills and thought process required for the current industry needs.”

Mr. Deepak Rajmohan
CEO
Greenpod Labs



“Kamala Farms, sustainable Hydroponic company, journey with IIPM has started since inception. We truly applaud the management and faculty for their dedicated support and cooperation. They have successfully managed to train students to adapt to new age technology such as Hydroponics. We have seen multiple batch students to prove themselves as excellent professionals. Glad to be associated with IIPM.”

Ms. Meghana Rao
CEO & Co-Founder,
Kamala Farms

“I have had the pleasure of being invited to the Indian Institute of Plantation Management (IIPM), Bengaluru on more than one occasion. During my first visit, I had the privilege of addressing and interacting with students from the new batch of Graduate Diploma in Management Program. During the most recent visit, I interacted with the final year students who were undergoing a course on Entrepreneurship and Innovation. I shared details of my entrepreneurial journey and had a fruitful discussion with the students. IIPM-B is one of the top institutes for Agri-business Management in the country and I would like to thank everyone at the institute for providing me the opportunities to share my experience and interact with the students. Looking forward to visiting the institute many more times soon.”

Mr. Anagha Satyanarayana
Scion Agricos
Co-Founder, CEO



TESTIMONIALS FROM ALUMNI



"I would like to extend my heartfelt gratitude to my professors, whose knowledge and mentorship have been instrumental in shaping my academic foundation. To my seniors and friends, thank you for your encouragement, camaraderie, and countless moments of inspiration. And to my parents, who have been my pillars of strength, your belief in me has been my greatest motivation.

The academics I have learned here have been invaluable, guiding me at every step of my life. The practical exposure and holistic development that this institution fosters have not only enhanced my skills but also transformed me into the person I am today."

Ms. Vaishnavi Verma, International Business Development Executive
Atomgrid, Bengaluru
PGDM-AEBM 2022-2024

"IIPM has been instrumental in shaping my career in agriculture exports and business management. The institute's practical exposure, including case studies and industry interactions, provided me with hands-on experience in the agri-export sector. The faculty's expertise and guidance helped me develop in-depth knowledge and industry-relevant skills. The curriculum's focus on real-world applications prepared me to confidently address challenges in the global agricultural market. I am proud to be a part of such a prestigious institution."

Mr. Jonna Gunadeep, Assistant manager – Operations
Country delight
PGDM-AEBM 2021-2023



"I am deeply grateful for the invaluable experiences and skills that my college has provided me. The institution truly groomed me for the corporate world, equipping me not only with technical knowledge but also with the practical skills necessary to thrive in real-world situations. The rigorous academic curriculum was complemented by hands-on experiences that challenged me to think critically, solve complex problems, and lead with confidence. I was constantly pushed to step out of my comfort zone, helping me evolve into a leader who is prepared to take on any challenge that comes my way.

The college's commitment to keeping us updated with the latest industry trends and tools ensured that we were always ahead of the curve. Through mentorship and ample opportunities for personal development, I was able to continuously improve, both as a professional and an individual.

Today, I stand as a more skilled, knowledgeable, and self-assured individual, thanks to the holistic development my college has provided. I will always be grateful for the guidance and support that shaped me into the person I am today."

Ms. Sanghavi MP, Marketing Executive
Indo American Hybrid Seeds (India) Pvt Ltd.
PGDM-AEBM 2022-24

"IIPMB has been a catalyst for my professional growth. The program's focus on practical application and real-world examples has helped me develop a deeper understanding of the industry. The faculty's mentorship and guidance have been outstanding. I've gained a new perspective, expanded my network, and developed skills that are already making a positive impact in my career."

Mr. Kiran H.C., Export Marketing Executive
Natures Harvest Exim LLP
PGDM-AEBM 2021-2023



"Hello friends, I am Puneet Hubballi, AEBM 2022-2024 (3rd Batch), currently working at Gharda Chemicals Ltd. IIPM-B gave me all the opportunities and helped me in upskilling my abilities to cope with the changing corporate world. The IIPM-AEBM specialized course, which includes the latest international corporate dynamics, helped me understand the sector better and perform my abilities at the next level.

Grateful for this incredible learning experience—thank you, IIPM-B..."

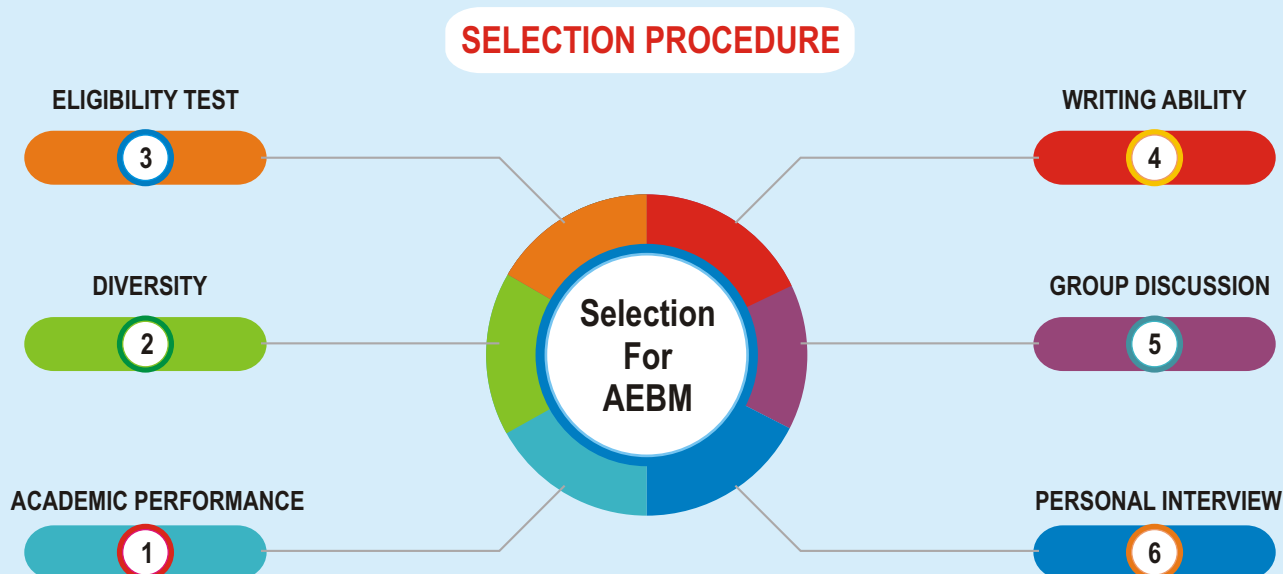
Mr. Puneet Hubballi, MT- International Marketing and Sales.
Gharda Chemicals Ltd.
PGDM-AEBM 2022-2024

ADMISSION POLICY

IIPMB invites application for PGDM-AEBM 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 and Sericulture, Commerce/EXIM 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 2025.
2. The candidates must have a valid score in at least one of the following National Level Eligible Tests (NLET):
 - a) CAT/MAT/ATMA/CMAT.
 - b) The valid score of the above examinations must be submitted by 30th June 2025.
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 IIPMB.



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.	SSC (10 th)	5%
2.	HSC (12 th)	5%
3.	Under Graduate Degree (UG)	20%
4.	Diversity	5%
5.	IIPMB Professional Aptitude Test (IPAT)	30%
6.	Group Discussion (GD)	10%
7.	Personal 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. IIPMB Professional Aptitude Test (IPAT) examination is compulsory and will be conducted by IIPMB. The test will consist of total 100 questions (which includes, logical reasoning, general awareness, quantitative technique, language communication, and subject matter (ie, 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 as per criteria merit in Sl. No. 5.
8. The final merit list will be prepared based 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 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 Agribusiness Corporate. (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.

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.

DETAILED FEE STRUCTURE

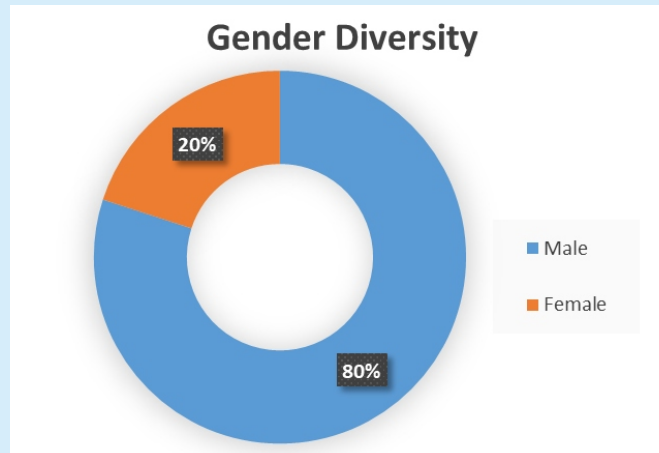
Sl. No.	Particulars	1st Year Fee in ₹ (to be paid before 30.6.2025)		2nd Year Fee in ₹ (to be paid before 30.6.2026)	
		Hostel A & B	Hostel C	Hostel A & B	Hostel C
I**	Tuition Fee : ₹ 6,09,900/- (2 Years)				
		2,97,500.00	2,97,500.00	3,12,400.00	3,12,400.00
1	A. ₹ 1,48,750/- First Instalment (1st Year) B. ₹ 1,48,750/- Second Instalment (1st Year)				
2*	Hostel Fee/HK-Maintenance, Electricity & Water Charges (In & Off-Campus)	-	-	-	-
A	Block A & B ₹ 4,600/- pm per room with common toilets	55,200.00	-	55,200.00	-
B	Block C ₹ 5500/- pm per room with attached toilet (only for ladies)	-	66,000.00	-	66,000.00
3**	Mess & Cafeteria maintenance/ Service Charges for (Ten Months)	70,150.00	70,150.00	70,150.00	70,150.00
4	Computer Lab/Internet (excluding consumables)	20,000.00	20,000.00	20,000.00	20,000.00
5	Library fee for 2 years	10,000.00	10,000.00	--	--
6	CTS / Career Development Services Fee	5,000.00	5,000.00	5,000.00	5,000.00
7	Student Welfare (Sports, Co-Curricular activities, Insurance, Handbook/ID Card)	7,100.00	7,100.00	7,100.00	7,100.00
8	Alumni Fees	4,000.00	4,000.00	--	--
9	Field/Industry Study Expenses	20,000.00	20,000.00	--	--
10	Refundable Caution Deposit (Subject to adjustments if any)	20,000.00	20,000.00	--	--
11	Convocation Fee	--	--	4,000.00	4,000.00
	Sub Total - I	5,08,950.00	5,19,750.00	4,73,850.00	4,84,650.00
	Fee for NRI / PIO total Package (all inclusive) in \$	\$ 6730		\$ 6320	
II	OPTIONAL	1st Year		2nd Year	
1	Study Abroad on PGDM for International Visit with Valid Passport	50,000.00	50,000.00	--	--
2	Laptop	50,000.00	50,000.00	--	--
3	Books and reading material expenses @ ₹ 4,000/- per Trimester	12,000.00	12,000.00	12,000.00	12,000.00
	Sub Total-II	1,12,000.00	1,12,000.00	12,000.00	12,000.00
	Grand Total I & II	6,20,950.00	6,31,750.00	4,85,850.00	4,96,650.00

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

** Subject to change in CPI & taxes.

LOAN FACILITIES : As PGDM-AEBM program is Approved by AICTE, education loan can be easily availed from any nationalized bank.

STUDENT DIVERSITY PGDM-ABPM: 2024-26 BATCH



HOW TO APPLY

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

For submission of Online Application form for PGDM-AEBM 2025-27 and Payment Scan QR Code below



FOR MORE INFORMATION

Dr. B. Venugopal
Academic Program Facilitator

Mrs. Seema Bai
Jr. Admission Officer

Mrs. Rahamathunnisa
Admission Unit

Tel : 91-80-23212767, 91-80-23211716 (EPABX)
Email : aebm_admissions@iipmb.edu.in / admissions@iipmb.edu.in

EVENTS





IIPM 
(An Autonomous Organization of MC&I-Gol)


AICTE-MoE-Gol Approved

Permanent Accreditation HLACT-Texas (USA) Educational Membership EFMD-Brussels

 
MEMBER

IIPM 

भारतीय बागान प्रबन्ध संस्थान बेंगलुरु
ಭಾರತೀಯ ತೋಟಗಾರಿಕಾ ವ್ಯವಸ್ಥಾಪಕ ಸಂಸ್ಥೆ ಬೆಂಗಳೂರು

INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU

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

Jnana Bharathi Campus, P. O. Malathalli, Bengaluru - 560 056

Ph : +91-80-23212767, 91-80-23211716 (EPABX)

E-mail : aebm_admissions@iipmb.edu.in / admissions@iipmb.edu.in

Website : www.iipmb.edu.in



IIPMB-AEBM25-ADMN.DOC#002025/49