



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 AND BUSINESS MANAGEMENT
(PGDM-AEBM) 2026-28 (7th Batch)

Approved by AICTE-MoE-Gol



“Build Managers for Strengthening Agri Exports”



MESSAGE FROM THE DIRECTOR

It is my privilege to welcome you to the fascinating 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 offers highly sought after 24 months Post-Graduate Diploma in Management (PGDM) on Agricultural Export & Business Management (AEBM) tailored to the needs of the agro-exports sector. Since its inception, the Institute has been actively involved in delivering capacity building & Management Development Programs (MDP) and undertaking research & consultancy assignments for the benefit of the stakeholders of the sector. Over the years, trained more than 50,000 executives, managers, planters, scientists, commodity board's 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, government bodies, development organizations, and other associated stakeholders by providing high quality training, research and long-duration programs for participants from India and foreign countries. The Institute's captivating landscape with spectacular view of Bengaluru combined with highly competent and experienced faculty with strong hands-on management expertise makes IIPM a uniquely positioned Institution delivering high quality management and executive education.

As we move forward, we remain committed to nurturing responsible leaders and professionals who will shape the future of industry and the society.

I am happy to invite you to our fascinating campus committed to world class teaching and learning.

Dr. S. Senthil Vinayagam

VISION

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

MISISON

- 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

IIPM set up at the initiative of Ministry of Commerce and Industry, Government of India, is a renowned academic institute offering postgraduate program in Agricultural Export & 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 Agri-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 LINKAGES

- a) Harper Adams University, Newport, UK
- b) The German Agricultural Training Center (DEULA), Nienburg, Lower Saxony, Germany
- c) The Royal Agricultural University (RAU), Cirencester, UK
- d) Rwanda Institute of Cooperatives, Entrepreneurship, and Micro-Finance (RICEM), Kigali, Rwanda
- e) The Committee on Sustainability Assessment (COSA) University of Mauritius

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 Agri export sector. The program will enable the students to acquire the requisite knowledge, skills and attitude which are critical for tapping the vast employment potential and start-up opportunities emerging in this sector.

CURRICULUM OVER VIEW

Program Duration: 24 months Residential Program commencing July 2026.

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 Agri export sector 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 leadership 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/ thesis. The faculty and academic facilities (library, computer centre, technical labs, 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, data analysis, cyber learning, role plays, 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)			Trimester IV (July - September)		
Description	Name of Course	Credits	Description	Name of Course	Credits
Program Specific	1.1: Fundamentals of Agri-Export Business Management	3	Program Specific	4.1: International Contracts & Trade Laws	3
General	1.2: Managerial Economics	3	General	4.2: Strategic Management in Agri Export Business	3
Functional	1.3: Financial Accounting for Management	3	Functional	Elective 1 4.3: Agri-Input Sales & Marketing (M) 4.3: Commodity Derivatives (F)	3
	1.4: Organization Design & Behaviour	3		Elective 2 4.4: Digital Marketing (M) 4.4: Banking Theory and Practice (F)	3
Analytics	1.5: Statistics for Management	3	Analytics	4.5: Business Analytics	3
	1.6: IT Applications in Business	1.5	Skill Development Workshops	4.6: Foreign Language	1.5
Skill Development Workshops	1.7: Business Communication- Oral	1.5	Duration:12 weeks	Sub- Total	16.5
Duration:12 weeks	Sub- Total	18			
Trimester II (October - December)			Trimester V (October – December)		
Program Specific	2.1: Fundamentals of Foreign Trade	3	Program Specific	5.1: Global Quality & Safety Management	3
General	2.2: Business Environment & Policy	3		5.2: Customs, Shipping and Insurance	1.5
Functional	2.3: Marketing Management	3		5.3: Logistics & Supply Chain Management	3
	2.4: Cost & Management Accounting	3	Functional and Specializations	Elective 3 5.4: Product & Brand Management for Exports (M) 5.4: Advanced Organisational Behaviour(HR)	3
Analytics	2.5: Prescriptive Analytics	1.5	Skill Development Workshops	5.5: Universal Human Values	1.5
Skill Development Workshops	2.6: Business Communications- Written	1.5	Projects	Research Project (Formulation, Development & Report Submission)	4
Projects	Winter Project	1.5	Duration:12 weeks	Sub- Total	16
Duration:12 weeks	Sub- Total	16.5			
Trimester III (January - April)			Trimester VI (January – March)		
Program Specific	3.1: Production & Operations Management for Agri-Exports	3	Program Specific	6.1: Entrepreneurial Finance	1.5
Functional	3.2: Global Trade Finance	3		6.2: International Sales Management	1.5
	3.3: International Marketing Management	3	General	6.3: Entrepreneurship & Innovation	3
	3.4: International Human Resource Management	3	Open Electives	Elective 4 1. Managing Farmer Collectives 2. Start Up Management 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
Analytics	3.5: Business Research Methods	3	Skill Development Workshops	6.5: Business Etiquettes	1.5
Skill Development Workshops	3.6: Creativity & Problem Solving	1.5	Projects	6.6: Research Project (Report writing, Presentation & Viva)	4
Duration:12 weeks	Sub-Total	16.5	Duration:12 weeks	Sub-Total	14.5
Projects	Corporate Training Segment (CTS)	4		Total Credit	102
Duration:12 weeks	Sub- Total	4			

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 CELL

- ❑ Institute's CDS unit facilitates Final placement, Corporate Training Segment, Guest lectures, Corporate talks, and Industrial visits for the students.
- ❑ Organizations from Plantations, Agri-Trade, International Banking & Finance, GSCM, 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 - AEEM, 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-work, 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.

PLACEMENT : OUR SELECT RECRUITERS

AGRI INPUT	                        
AGRI TECH	             
COMMODITIES	         
SCM	                     
PLANTATIONS	       
BANKING FINANCE	           
ABROAD	        
RESEARCH CONSULTANCY	             
RETAIL	             
FOOD PROCESSING	                            
AGRICULTURAL EXPORT	             

CORPORATE SPEAK



We at Jasmine have been associated with IIPM for the past four years in campus recruitment, and the experience has been extremely positive. The students are well updated with the latest technologies and come with not just strong theoretical knowledge but also valuable practical exposure, which makes them industry ready. Another key strength we have observed is the diversity among students. coming from different geographical regions, which brings fresh perspectives and adds value to our organization's culture. We truly appreciate the institute's efforts in grooming such talented professionals and look forward to continuing our association in the future.

Mr. Sarath Kumar

Manager Human Resources - Jasmin Concrete Exports Pvt.Ltd

At Quessentials, we have hired IIPM students for International Business Development roles. They bring with them a perfect blend of knowledge, skills, and professionalism, making them industry-ready and highly capable of thriving in global business environments. we are delighted to have them as an integral part of our team.

Mr. Krishna Nath

Founder - Quessentials



"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



"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.



TESTIMONIALS FROM ALUMNI



Mr. Nikhil Thorusha
AEBM 2020-2022
International Sales
and Marketing

I would like to express my sincere gratitude to Indian Institute of Plantation Management for helping me at each and every step in academics. The institute and the course Agricultural Export and Business Management provided me the best possible platform and infrastructure to excel in my career interest. The expert faculty made me industry ready, while the placement team helped me enhance my soft skills which made to get placed in one of the top reputed company. During my time at the institute I was introduced to various projects and I also had good fortune to work in my summer internship period.

IIPM-B started the new course AEBM in the year 2020 considering the scope of the agricultural exports sector. As a student of the first batch of AEBM, although our batch was unfortunate to have faced the COVID restrictions and online classes, it has been a fruitful experience overall. The institute has created a learning environment where we can learn not only from academics but also from our teachers and our peers. The pleasant campus life with students from different parts of the country is also memorable. My time at IIPMB has played an important role as it has given me the opportunity to prepare for and step into the export sector. AEBM is a one-of-its-kind course and it gives students who are keen to pursue this course, a platform to grow and develop.

Mr. Ram Kumar S
AEBM 2020-2020
Export executive



Mr. Prashanth Kumar
AEBM 2020-2022
Export Executive

My Journey with Indian Institute of Plantation Management is definitely one which I will cherish for my lifetime. PGDM -AEBM Course is designed based on the recent trends. IIPMB has enriched my aptitude and attitude towards my professional life, taught me constructive and collaborative management skills. After two unforgettable years of studying here, I can now confidently say that their accolades are truly deserved.

"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



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

"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."

ADMISSION POLICY

IIPM invites application for PGDM-AEBM from graduates in Agriculture and Allied Sciences and other related disciplines from a University or Institution recognized by ICAR and UGC.

ELIGIBILITY CRITERIA

1. The candidate must hold a valid Bachelor's Degree with at least 60% marks or equivalent CGPA [55% in case of candidates who belong to scheduled caste (SC)/ scheduled tribe (ST), and persons with disabilities (PWD) category] from any University or Institution recognized by ICAR and UGC.
Allied Sciences shall include: Agriculture, Agri –Business Management/Commercial Agriculture, Agricultural Marketing and Cooperation, Agricultural Engineering, Agricultural Biotechnology, Dairy Science/Technology, Fisheries, Forestry, Horticulture, Sericulture, Veterinary Sciences and Agricultural Information Technology, Commerce (Hons)/EXIM and any related disciplines
2. NRIs, PIOs and foreign students are eligible to apply with equivalent certificate issued by the competent authority.
 - a) Candidates who are appearing for final semester exam are also eligible to apply.
 - b) Selected candidates will have to submit the degree certificate and aggregate marks/CGPA/OGPA as per last date specified by AICTE for the year 2026.
3. The candidates must have a valid score in any one among the National Level Eligibility Tests (NLET) viz., CAT/CMAT/MAT.
4. Reservation of seats will be applicable for EWS, OBC (Non-creamy Layer), SC, ST, and PWD categories as per Govt. of India rules.
5. Candidates must ensure that, they meet the required eligibility. Provisional admission does not confirm eligibility; the final decision rests with IIPMB

SELECTION PROCEDURE

ACADEMIC PERFORMANCE

1

DIVERSITY

2

ELIGIBILITY TEST

3

WRITING ABILITY

4

GROUP DISCUSSION

5

PERSONAL INTERVIEW

6

Selection
For
AEBM

6. 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.	NLET+IIPMB Professional Aptitude Test (IPAT)	20%
6.	Group Discussion (GD)	20%
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.

7. IIPM's Professional Aptitude Test (IPAT) is compulsory and will be conducted in offline mode. The examination will consist of a total of 50 questions related to subject matter (i.e., Agriculture and Allied Sciences), each carrying 1 mark, with a duration of 60 minutes. There will be no negative marking.
8. A cumulative score will be prepared based on students' performance (i.e., SSC, HSC, UG, Diversity, NLET+IPAT, GD and PI).
9. 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 :

- a) NLET and IPAT scores will each carry 50% weightage.
- b) 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 30.6.2026)		2nd Year Fee in ₹ (to be paid before 30.6.2027)	
I**	Tuition Fee : ₹ 6,34,170/- (2 Years)				
1	A. ₹ 1,56,200/- First Instalment (1st Year) B. ₹ 1,56,200/- Second Instalment (1st Year)	3,12,400.00	3,12,400.00	3,21,770.00	3,21,770.00
2*	Hostel Fee/HK-Maintenance, Electricity & Water Charges (In & Off-Campus)	Hostel A & B	Hostel C	Hostel A & B	Hostel C
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	25,000.00	25,000.00	--	--
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	5,28,850.00	5,39,650.00	4,83,220.00	4,94,020.00
Fee for NRI / PIO total Package (all inclusive) in \$		\$ 6640		\$ 6130	
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
	Grand Total I & II	6,40,850.00	6,51,650.00	4,95,220.00	5,06,020.00

*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 banks

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 2026-28 and Payment
Scan QR Code below



FOR MORE INFORMATION

Dr. K. Venkateswaran
Principal Coordinator

Mrs. Seema Bai
Jr. Admission Officer

Mrs. Rahamathunnisa
Programme Unit






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EVENTS





<p>IIPM </p> <p>(An Autonomous Organization of MC&I-Gol)</p>	
<p></p> <p>AICTE-MoE-Gol Approved</p>	
<p>Permanent Accreditation HLACT-Texas(USA)</p> <p> </p>	<p>Educational Membership EFMD-Brussels</p> <p></p> <p>EFMD MEMBER</p>

IIPM 

भारतीय बागान प्रबन्ध संस्थान बेंगलुरु

ಭಾರತೀಯ ತೋಟಗಾರಿಕಾ ವ್ಯವಸ್ಥಾಪಕ ಸಂಸ್ಥೆ ಬೆಂಗಳೂರು

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