



MC&I

IIPM



भारतीय बागान प्रबन्ध संस्थान बेंगलुरु
INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU
(An Autonomous Organization of the Ministry of Commerce & Industry, Government of India)

Placement Brochure 2016-18



The Institute of "Exemplary"

*Exemplifying India's Agri Base in the Excellence of
Agri-Business, Commodity & Plantations*



Message from the Director

The Indian Institute of Plantation Management (IIPM), Centre of Excellence and the first-of-its-kind National Institute, was established at the initiative of the Ministry of Commerce & Industry, Government of India. It is co-promoted by the Commodity Boards of India viz., Coffee Board, Rubber Board, Tea Board, Spices Board and Plantation Industry Associations. IIPM has been conceived as a world renowned academic institution focusing in the fields of agri-business management education. The Institute has Educational Membership with the AACSB-USA & EFMD-Brussels and obtained permanent accreditation from HLACT-USA.

IIPM offers an array of experiences that you may find unique alongside a management program in Agri-Business, Commodity and Plantations. As a step towards strengthening an Intensive-Industry-Institution-Interaction (4-Is) between IIPM-ABPM and the marketing fraternity, we invite eminent speakers within the country and around the globe to conduct sessions on major issues related to industry need. This gives IIPM students and the corporate an opportunity, to exchange ideas on a common platform. The institute offers its teaching and learning transactions through classroom lectures, video, seminars, group work, case study methods, role plays, tasting (sensory test for product innovations), market survey, field & industry visits, study abroad and guest lectures, as part of assurance of learning (AOL).

It is our sincere wish that recruiters would enjoy reading this brochure. On behalf of the faculty and students, I would like to extend our warmest welcome to participate in the campus recruitment process at IIPM.

Prof. V. G. Dhanakumar

Post Graduate Diploma in Management : Agri-Business and Plantation Management (PGDM - ABPM)

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

PGDM-ABPM Professional Management Program aims at providing management education to the entrants in the plantation and agri-business sector. The program equips students for managerial positions in the plantation industries and agri-business sector.

PGDM Course Structure A Step by Step Nurturing to Learning

Year - I

Trimester - I (July-October)

- 1.1 Understanding Behaviour
- 1.2 Financial Accounting for Management
- 1.3 Written & Oral Communication Skills
- 1.4 Information Technology for Management
- 1.5 Managerial Economics

Trimester -II (October-December)

- 2.1 Production & Operations Management
- 2.2 Marketing Management
- 2.3 Human Resource Management
- 2.4 Cost & Management Accounting
- 2.5 Plantation & Agri-Commodity: Production

Field / Industry / International Study (January)

Trimester - III (February-April)

- 3.1 Quantitative Methods & Research Methodology
- 3.2 Rural Marketing
- 3.3 Legal Aspects of Agri-Business
- 3.4 Financial Management & Capital Markets
- 3.5 Customer Relationship Management

Year - II

Trimester- IV (July-October)

- 4.1 Plantation & Agri-Commodity: Manufacturing
- 4.2 Consumer Behaviour
- 4.3 Organization Behaviour & Organizational Development
- 4.4 International Commodity Management
- 4.5 Economic, Environment & Industrial Policy

Trimester- V (October-December)

- 5.1 Agri-Input Marketing
- 5.2 Retailing & Distribution Management
- 5.3 Strategic Management
- 5.4 Logistics & Supply Chain Management
- 5.5 International Business Management

Trimester- VI (January-March)

- 6.1 Management Control Systems
- 6.2 Micro-Enterprise Management
- 6.3 Agri-Business Management Systems
- 6.4 Micro-Finance for Agri-Plantation Business
- 6.5 Commodity Futures Markets

CTS / Summer Internship (April-July)

National / International Study (April)

Career Planning & Placements (May-June)

Uniqueness of the ABPM Program

Summer Internship

- Apart from course-related projects, the program features an intense 12 week project to complement the synergistic partnership between IIPM students and the industry.
- As part of their internships, students work on Value Chain Analysis, Quality of Worklife & Employee Relationship, Market Analysis, Production & Operations Management, Merchandize Management, Special Case Analysis, etc.

National / International Study

- Exposure to MNCs and learning from reputed faculty across the globe (Singapore, Malaysia, Cambodia, Thailand, China, USA, Africa, Indonesia, etc.)
- Establishing link between agri-business, commodity, plantations, corporatization and academics expertise around the world.

IIPM Career Planning and Placements

- Organizations from agri-business, commodity and plantation sectors are invited to tap the talent from our current batch of students.
- Students are equipped to work anywhere in the value chain of the Business Plan - Production, Procurement, Processing, Marketing, Sales & Distribution, Commodity trading, Supply Chain, Retailing, Logistics, Finance, HRD, Contract Farming, Food Quality/Safety Management, Big-data Analysis/Operations Management, etc.
- Organizations are invited to visit IIPM campus for placement process that includes Pre-Placement Talks, Group Discussion, Written Test and Interviews.
- Organizations are requested to route all correspondences through the Placement Office.

Corporate Connectivity

An indicative list of organizations where our students are placed

Agri Inputs

Advanta India Limited
Bayer CropScience
Bestech Seeds
Chambal Fertilizers and Chemicals Limited
Coromandel International
Criyagen Agri and Biotech Limited
Deepak Fertilisers and Petrochemicals Limited
Dhanuka Agritech Private Limited
EID Parry Limited
EPC Industries
Godrej Agrovet Limited
Indo-American Hybrid Seeds
JK Agri Genetics Limited
Maharashtra Hybrid Seeds Company Limited (MAHYCO)
Mahindra Swaraj
Mangalore Chemicals and Fertilizers Limited (MCF)
Monsanto India
Nagarjuna Fertilizers and Chemicals Limited
Netafim Irrigations
Nunhems Seeds
Rallis India Limited (A TATA Enterprise)
Rashtriya Chemicals and Fertilizers Limited
Rasi Seeds
Sinochem India
Sumitomo Chemicals
Syngenta India Limited
United Phosphorous Limited
Yara Fertilizers
Zuari Agro Chemicals

Allied Inputs

Avanti Feeds
Biocon India Limited
DuPont India
Sequoia Biosolutions
United Alacrity India

Banking / Finance

Axis Bank
Canara Bank
HDFC Bank
ICICI Bank
L&T Finance
National Bank for Agriculture and Rural Development (NABARD)
Reserve Bank of India
Share-Asmitha Microfinance
Spandana Microfinance

Commodities

Destimoney Securities Pvt. Ltd.
Export Trading Group
Foretell Business Solutions India
Indian Commodities Pvt. Ltd.
Karvy ComTrade
Kotak Commodities
LKP Securities Limited
Louis Dreyfus Commodities
National Commodity & Derivatives Exchange Limited (NCDEX)
Nirmal Bang Securities
Origo Commodities
Religare Commodities
State Trading Corporation Limited (STCL)

Consultancy / NGOs / Certification

Access Livelihood Consultancy India
Agriculture Skills Council of India (ASCI)
Catalyst Management Services (Vrutti)
Community Collective Society for Integrated Development
Global AgriSystems Pvt. Ltd.
INI Technologies Limited
International Competence Centre for Organic Agriculture (ICCOA)
Mahindra and Mahindra (Agri-Business Division)
National Skills Foundation of India (NSFI)
The Global Green Company
TransGraph Consulting Pvt. Ltd.
Way2Agribusiness.com

Food Processing

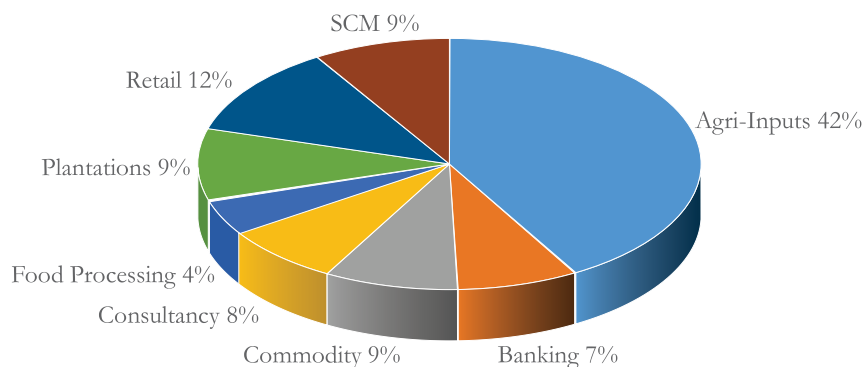
Britannia India
DS Group
Eurovenilla India
GCMMF (Amul)
Godfrey Philips India Private Limited
Grafax Cotton
Griffith Laboratories
Hindustan Coca Cola Beverages Private Limited
ITC India Limited
Nakoda Dairy
Nestle India
Parle Agro Industries Pvt. Ltd.
PepsiCo India
Sresta Naturals
Sterling Agro
Suguna Foods
Terra Green Organics
The Himalaya Health Care

Plantations	<ul style="list-style-type: none"> Assam Company Limited Deejay Group Glenworth India (Waterfall Estates) Goodricke Plantations Growmore Biotech Harrisons Malayalam Limited (HML) Manjushree Plantations McLeod Russel Poabs Organic Estates Tata Coffee Limited Tata Tea Limited West Farm Plantations
Research	<ul style="list-style-type: none"> Beroe Inc. BTG Pactual IConcept India Institute of Rural Research and Development (IRRAD) Markets and Markets Q&Q Research
Retail	<ul style="list-style-type: none"> Aditya Birla Retail Limited BigBasket.com Hypercity India Max Hypermarkets India Metro Cash and Carry Myntra India Reliance Industries Spencer's Retail (RPG Group)

SCM	<ul style="list-style-type: none"> Allanasons Coffee Café Coffee Day Cocoon Logistics Crofarm India Green Agtech Pvt. Ltd. Homeneed Agri. Mount Meru Group (Tanzania) National Bulk Handling Corporation Limited National Collateral Management Services Limited (NCML) Premium Farm Fresh Produce Limited Snowman Frozen Foods Southern Petroleum Industries Corporation (SPIC) Suminter India Organics Synthite Industries Take Agro Limited Tata Global Beverages
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Abroad	<ul style="list-style-type: none"> Alltech Biotech (USA) ECOM Gill Coffee Trading Private Limited (Switzerland) Grafax Cotton (Zimbabwe, Zambia, Mali) Grameen Bank (Bangladesh) Mount Meru Group (Tanzania) Nellara Group of Companies (Dubai) Olam International (Singapore) PT Hilton Duta Lestari (Indonesia) Sunrise Industries (Nepal) World Trade Centre (Dublin, Ireland)
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Placements : Sector-wise Representation



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(An Autonomous Organization of MC&I-GOI)

Permanent Accreditation
HLACT-Texas (USA)

Educational Membership
AACSB-USA & EFMD-Brussels

AICTE-MHRD-GOI Approved
NBA Accreditation
and
AIU Equivalence for ABPM

Contact Information:
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