Corporate Training Segment/ Career Planning and Placements 2012-14
The Institute

Indian Institute of Plantation Management (IIPM), a centre of excellence and the first of its kind National Institute, was established at the initiative of the Ministry of Commerce and 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 field of plantation & associated agri-business and commodity management education. The Institute has Educational Membership with AACSB and EFMD.

Message from the Director

Indian Institute of Plantation Management (IIPM) offers an array of experiences that you may find unique alongside a management program in Agri-business and Plantation. The professional knit, a range of formal and informal corporate interface within the country and South-East Asian region consistently maintained 100% placement record for eligible students of Post Graduate Diploma in Management: Agri-business and Plantation Management (PGDM-ABPM). The corporate training segment commences immediately after the “ABPM Study Abroad Program (SAP)” at the end of third semester i.e., in May every year and will be completed by July. A short cycle time is attributed to agri-business and plantation corporate visiting the campus. In the 2013 corporate and placement season, over 50 companies visited the Institute and IIPM plantanites were placed in many leading organizations.

A step towards strengthening an intensive-Industry Interaction (3-ls) between IIPM-ABPM and the marketing fraternity, we invite eminent speakers in the field of agri-business & commodity management within the country and around the globe to conduct session on major issues related to the current industry need. This gives IIPM students and the corporate, an opportunity to exchange ideas on a common platform to enhance ones understanding of the ever changing academic and market interface. IIPM, best-in-class institution has also ventured into entrepreneurial spirit, and position the institute to be international premier research institute in collaboration with AACSB, USA and EFMD, Brussels.

IIPM Corporate Training and Career Planning Unit coordinate quite well with the students & faculty and the corporate for placement process. This brochure is a glimpse into IIPM way of life and reiterating facts. Indeed, it is an acknowledgement of our recruiters, an appreciation of their trust and a testimonial to their prudent choices. It is our sincere wish that our 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 corporate training and placement process at IIPM.

Prof. V. G. Dhanakumar
Post Graduate Diploma in Management: Agri-Business and Plantation Management (PGDM - ABPM)

“Exemplifying India’s Agri Base in the Excellence of Plantation & Associated Commodity and Agri Business”

ABPM Professional Management Course aims at providing management education to the entrants in the plantation and associated agri-business sector. The course is aimed at combining the grass-root action with global competition and equips the students for managerial positions in the Agri-plantation industries and associated agribusiness sector. Accordingly, the course equips the students with the latest ideas and techniques in management and technology.

**PGDM Framework for Course Design**
*A Step by Step Approach to Learning*

### Year - I

**Trimester - I**
1.1 Understanding Behaviour: Individual, Roles & Teams
1.2 Financial Accounting for Management
1.3 Written and Oral Communication Skills
1.4 Information Technology for Management
1.5 Managerial Economics

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

**Field / Industry / International Visit**

**Trimester - III**
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

**Corporate Training Segment**

### Year - II

**Trimester - IV**
4.1 Plantation and 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**
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

**National / International Study**

**Trimester - VI**
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

**Career Planning & Placements**
ABPM Study Abroad Programme:

IIPM-study abroad program unit sponsors a variety of learning and non-credit courses that enroll students each year, making it one of the first and pioneer providers of agri-business and plantation management study abroad. The study aims at:

- Exposure to multinational companies and learning from reputed faculty from countries such as, Singapore, Malaysia, Cambodia, Thailand, China, USA, Africa and Indonesia.
- Establishing link between plantation and agri-business corporatization and academics expertise around the world.

Corporate Training Segment (CTS) / Summer Projects
Apart from course-related projects, the program features an intense 12 week project to complement the synergistic partnership between the IIPM students and the industry. A few of the areas where CTS is undertaken include:

- Value Chain Analysis
- Quality of Worklife and Employee Relationship
- Crop Economics
- Production and Operations Management
- Merchandize Management

Alumni Networks
Alumni network helps the students in various ways, e.g. providing assistance in Corporate Training Segment of the program, taking some class room sessions for experience as well as providing conceptual inputs on latest ideas from industry.

IIPM Career Planning and Placement
We invite organizations in the agribusiness, commodity and plantation sectors to tap the talent from our current batch of students. Our students could work anywhere in the value chain of your Business Plan, Production, Procurement, Processing, Marketing, Sales & Distribution, Commodity trading, Supply Chain, Retailing, Logistics, Finance, HRD, Contract Farming, Food Quality/Safety Management, etc. The organizations may select students either through telephonic interviews or campus interviews. For better communication and smooth coordination, we request organizations to route all correspondence through the Placement Office.

Recruitment Process
- We invite you to visit our campus for placement process that includes pre-placement talks (PPT) and interviews.
- The names of the shortlisted/selected students may be communicated preferably on the same day (or) within 3 days.
- The institute will be pleased to reserve the students selected by you and will not be permitting the selected to sit for any other organization.
- The offer/appointment letter may be addressed to the Placement Office / the Director, IIPM.
- You are requested to communicate through the Placement Office for any matters related to placements.
Corporate Connectivity:
An indicative list of organizations where our students are placed

Adani Agri Fresh Limited
Aditya Birla Group
Advanta India
Agarmet International
ALC India
Ankur Seeds Limited
Anmol Group
Assam Company Limited
Avanti Feeds
Axis Bank

BAIF
Balanoor Plantations
BASIX
Bayer CropScience
Beroe Inc.
Bictonia India
Britannia India

Cafe Coffee Day
Canara Bank
Classic Group
Commodity India.com
Control Union
Cotton Corporation of India

Deepak Fertilisers & Petrochemicals Ltd
Devgen Seeds
Dhanuka Agritech Private Limited
DS Group
DuPont India

ECOM Gill Coffee Trading (Switzerland)
EID Parry Limited
EPPI
Excel Crop Care

Food World
Frontal Rain Technologies

GCMMF (Amul)
Geojit Securities Limited
Glenworth India
Global AgriSystems
Godfrey Philips
Godrej Agrovet Limited
Goodrice Plantations
Grameen Bank (Bangladesh)
Greenpeace India
Griffith Laboratories
Growmore Biotech

Harrisons Malayalam Limited
Harvest Futures Consultants India Pvt. Ltd.
Hatsun Agro India
HDFC
Himalaya Health Care
Hindustan Coca Cola
HSBC

ICCOA
ICICI Bank
ICConcept India
IL & FS
Indiabulls Securities Private Limited
Indian Agribusiness Systems Pvt. Ltd.
Indian Society of Agribusiness Professionals
ING Vyasa Bank
Ingrain Technologies
INIFarms
Interavion
IRRAD
ITC India Limited

Jayanti Group
JK Agri Genetics Limited
Jubilant Group

Kanan Devan Hills Plantations
Karuturi Global (Ethiopia)
Karvy ComTrade
Kerala State Cashew Development Corporation Limited

L&T Finance
Louis Dreyfus Commodities

Mahananda Dairy
Mahyco Seeds
Manjushree Plantations
Markets and Markets
MCF
McLeod Russel
Metro Cash and Carry
MK Shah Exports Limited
Monsanto India

N Buzz Business Solutions
NABARD
NABARD Financial Services
Nagarjuna Fertilizers and Chemicals Limited
Namdhari’s Fresh
National Multi Commodity Exchange of India Ltd.
NCMSL
Neem India
Nestle India
Nutrikraft (I) Pvt. Ltd.

Olam International (Singapore)

Parry Agro Industries Ltd.
PepsiCo India
Pioneer Seeds
Poabs Organic Estates
Premium Farm Fresh Produce Limited
PT Hilton Duta Lestari (Indonesia)
Punjab National Bank

Rallis India Limited (A TATA Enterprise)
Rashtria Chemicals and Fertilizers Limited
Reliance Industries
Religare Commodities

SAFAL
Safe Trade Advisors
SAMI Labs Ltd.
Saveer Biotech
Seminis Seeds
Share-Asmitha Microfinance
Sinochem India
Snowman Frozen Foods
Spandana Microfinance
Spencer’s (RPG) Group

SPIC
Sresta Natural and Bioproducts Limited
State Bank of India
STCL
Sterling Agro
Suguna Poultry Farm Limited
Suminter India
Sumitomo India
Sunrise Industries
Syngenta India Limited
Synthite Industries

Tata Coffee Limited
Tata Tea Limited

The Global Green Company
Total Environmental Solutions
TransGraph Consulting Pvt. Ltd.

United Phosphorous Limited

Villgro Innovation Marketing Private Limited
Vista Processed Foods

Wagh Bakri Tea
Williamson Magro Group
World Trade Centre, Dublin (Ireland)

Yara Fertilizers International

Zuari Agro Chemicals
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