INDIAN INSTITUTE OF PLANTATION MANAGEMENT BANGALORE

Offers a uniquely designed

POST GRADUATE CERTIFICATE PROGRAMME in MANAGEMENT – INTERNATIONAL BUSINESS

(PGCM: IB)

Background

INDIA has been active in the international business scenario since ancient times. Business success in India today is increasingly dependent on events and processes happening across the globe. The Indian Plantation sector occupied a special role in the International Plantation commodities and associated agribusinesses industries. The fast globalization of the organized retail sector, with both Indian and overseas players operating with excellence. The agriculture and associated business sectors are opening up wide. WTO ultimately, will indeed be the tipping point in the Indian economy's globalization, especially for Agri and Plantation businesses. With the increasing globalized context of business, a contemporary business requirement across sectors is the need for managers with international exposure and skills to handle multi-cultural scenarios. Dealing with these challenges requires on expanded horizon of management thinking and leadership which can be achieved through continuous upgradation of relevant knowledge, capabilities and techniques with a changed mindset.

The mission of the institute is "To strengthen the plantation industry and the associated agri-business and enhance its competitiveness by continuous improvement in management methods through management training, education and research". Its dedication to the "continuing excellence of professional managers and entrepreneurs, by providing a foundation of learning, personal growth and social responsibility to adapt to the changing business realities and prepare them for the challenges of contemporary management ". The distinctive positioning of IIPM is that since 1993 untiringly the institute dedicated its focus on Agri and Plantation commodities of International significance - Tea, Coffee, Rubber, Spices and allied Agribusinesses. IIPM is wealthy in its exposure through these industries due to its intensive industry academia interaction for two decades. IIPM is a global leader in executive education accomplished through executive education programs conducted over two decades covering Coffee, Tea, Rubber, Spices and allied agribusiness industries.

Overview of the Programme

In pursuance of the above mission, IIPM is launching a one-year intensive programme on INTERNATIONAL BUSINESS (Residential/Day Scholar) at its Bangalore Campus. The International program in Management is designed to prepare the participants for leadership roles in the dynamic global scenario. The program is designed to develop business education that is grounded in the Indian and international business environments. It aims at accelerating understanding of business at strategic and functional levels to prepare the participants to efficiently manage enterprises engaged in global business. The curriculum would focus on a strategic understanding of business, rooted in practical skill development through action learning projects and industry interface. A core component of the program is an International module which will provide students the opportunity for an international learning experience to equip themselves with the knowledge and perspective relevant to current global business
issues. The program would be rigorous and rewarding. It would provide an opportunity for personal development and professional growth through inquiry and insight in an interactive learning environment.

BANGALORE is an international city. The hub of commercial and industrial activity, the locational advantage of the IIPM BANGALORE would also extend to the learning process where industry related assignments form an integral part of the course curriculum. The delivery would be oriented towards best practices, an integrated global strategic perspective, project work and constant engagement with the industry. On successful completion of the course, participants would be awarded the Post Graduate Certificate Programme in Management in International Business.

Programme Objectives

The overall objective of the program is to broaden the horizon and strengthen the core managerial competencies to further the professional growth of participants. This would strengthen India’s position in the international business arena.

The specific objectives of the programme are to:

- Provide participants with the principles of effective management of modern business organizations operating internationally.
- Develop understanding of the roles and responsibilities of managers in increasingly global nature of social and economic orders and corporate operations.
- Sharpen diagnostic and analytical skills for effective decision making in complex business perspectives.
- Sensitize students to the issues of cultural diversity and develop skills for effective management within multi-cultural work environments.
- Strengthen strategic leadership and team working skills.

Eligibility: Bachelor's Degree in any discipline or equivalent (10+2+3).

Note: The programme is open to eligible candidates.

Admission Process

MAT score, Personal Interview and score of eligible academic qualification with relevant work experience.

Participant Composition: A diverse group of participants. Working executives are also eligible, subject to their availability at the campus during the course of the programme.

Programme Content:

The programme covers a wide range of enhance awareness, understanding and decision capabilities relating to enterprise management in the international scenario.
Industry oriented courses will be offered across functional areas in order to cater to the career goals of program participants and industry requirements, viz., Global Quality Management Systems, International Business Systems, Supply Chain Management System, International Commodity Management, Commodity Futures Markets, International HRD, etc.

**First Term**
- 1.1 Principles of International Economics
- 1.2 International Business: Principles, Procedures & Systems
- 1.3 International Commodity Management
- 1.4 International Accounting: Principles & Practices
- 1.5 Global Production and Manufacturing Systems

**Second Term**
- 2.1 Quantitative Techniques for International Business
- 2.2 Global Quality Management & Supply Chain Management
- 2.3 International Economic Environment and Policy
- 2.4 Financial Management of Multinational Business
- 2.5 Principles and Practices of HRM in Multinational Corporations

**Third Term**
- 3.1 Strategic Management and Control System for International Business
- 3.2 International Marketing Management
- 3.3 Ethics, Values and Corporate Governance in Multinational Environment
- 3.4 Organizational Behavior & Development
- 3.5 Written Analysis and Communication

**Fourth Term Practical**
INTERNATIONAL Business STUDY REPORT and Viva-Voce

**International Module:**

This would be of 2-3 weeks duration in collaboration with IIPM’s Industry and partner business schools. The International module is to enhance cross-cultural experience and broaden understanding of global management challenges. The international component would comprise of academic lectures / workshops, industry visits and interactions with industry leaders

**PEDAGOGY:**

Teaching pedagogy would focus on case based learning, class discussions, seminars, simulated assignments/ field projects etc. Selected courses may be offered in the workshop mode /non-credit workshops.
Fee Structure:

The fee for Post Graduate Certificate Programme in Management – International Business (PGCM-IB) is INR 4,55,000/- which includes tuition fees, library, computer facilities, career counseling, student activities, excluding mess charges and accommodation charges at the IIPM Campus.

The fee also includes the cost of academic inputs, travel, visa and stay during the Overseas Module. Expenses for boarding and other incidentals like local transport, internet, telephone, stationery etc. during the Overseas Module, would be borne by the student.

Programme Fee Details: Programme will commence w.e.f January 2015 and the fee for the 2014-2015 batch is INR Rs. 4,55,000/-. The details of fees are as under:

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<tr>
<th>Sl. No.</th>
<th>Fee Details</th>
<th>Amount (in Rs.)</th>
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<tbody>
<tr>
<td>1</td>
<td>Tuition Fees</td>
<td>1,75,000</td>
</tr>
<tr>
<td>2</td>
<td>Computing and Networking</td>
<td>75,000</td>
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<tr>
<td>3</td>
<td>Library</td>
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<td>4</td>
<td>Career Counseling</td>
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<td>5</td>
<td>Student Activities (Seminars and special events)</td>
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<tr>
<td>6</td>
<td>Alumni Association</td>
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<td>7</td>
<td>Convocation</td>
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<td>Total A</td>
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<td>8</td>
<td>International Module (Travel, Visa, Academic charges and Stay) (Optional)</td>
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<td>Total B</td>
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<td></td>
<td>Total Fee A + B excluding boarding and Lodging</td>
<td>4,55,000</td>
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The participants of the PGCM:IB are expected to track the scenario on regular basis during the programme in order to understand trends significant market participants, price movements, seasonality shifts in the management, supply and such other critical variables relevant to the specific industries (both individually and as part of group work) to make the learning process effective & fruitful.

Payment Schedule - INR All paid installment amounts are non-refundable. For further information please contact:

Admissions Office, Indian Institute of Plantation Management, (An autonomous organization promoted by the Ministry of Commerce and Industry, Govt. of India), Jnana bharati Campus, MALATHALLI P.O. BANGALORE 560056 Phone: +91-80-23212767, admissions@iipmb.edu.in