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

ABPM Professional Management Programme aims at providing management education to the entrants in the plantation and associated agri-business sector. The program equips students for the managerial position in the industry.

The Institute
"Exemplifying India’s Agri Base in the Excellence of Plantation, Commodity and Associated Agri - Business"

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 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 fields of agribusiness management education. The Institute has Educational Membership with AACSB, USA and EFMD, Brussels.

IIPM offers an array of experiences that you may find unique alongside a management program in Agri-business, Commodity and Plantation. 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 session 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, cup tasting (sensory test for product innovation), market survey, field & industry visits, study abroad and guest lectures.

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 campus recruitment process at IIPM.

Prof. V. G. Dhanakumar

PGDM Course Structure
A Step by Step Approach to Learning

Year - I
Trimester - I (Aug – Oct)
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 (Nov – Jan)
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 (Jan)

Trimester - III (Feb – Apr)
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

Summer Internship (May-Jul)

Year - II
Trimester - IV (Aug – Oct)
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 (Nov – Jan)
5.1 Agri-Input Marketing
5.2 Retailing & Distribution Management
5.3 Strategic Management
5.4 Logistics and Supply Chain Management
5.5 International Business Management

National / International Study (Jan)

Trimester - VI (Feb – Apr)
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 and Placement (May – July)

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 the IIPM students and the industry.
- As part of their internships students work on Value Chain Analysis, Quality of Worklife and Employee Relationship, Market Analysis, Production and Operations Management, Merchandize Management, etc.

National / International Study
- Exposure to MNCs and learning from reputed faculty across the globe (Singapore, Malaysia, Cambodia, Thailand, China, USA, Africa and Indonesia)
- Establishing link between agri-business, commodity and plantation, corporatization and academics expertise around the world.
IIPM Career Planning and Placements

- Organizations from agribusiness, 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, etc.
- Organizations are invited to visit IIPM campus for placement process that includes pre-placement talks (PPT) 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
- Coromandel International
- Criyagen Agri and Biotech Limited
- Crystal Crop Care Limited
- Deepak Fertilisers and Petrochemicals Limited
- Dhanuka Agritech Private Limited
- EID Parry Limited
- Excel Crop Care
- Indo-American Hybrid Seeds
- JK Agri Genetics Limited
- Maharashtra Hybrid Seeds Company Limited (MAHYCO)
- Mangalore Chemicals and Fertilizers Limited (MCF)
- Monsanto India
- Nagarjuna Fertilizers and Chemicals Limited
- Nunhems Seeds
- Rallis India Limited (A TATA Enterprise)
- Rashtriya Chemicals and Fertilizers Limited
- Seminis Seeds
- Sinofchem India
- Sumitomo Chemicals
- Syngenta India Limited
- United Phosphorous Limited
- Yara Fertilizers
- Zuari Agro Chemicals

**Allied Inputs**
- Alltech Biotech (USA)
- Avanti Feeds
- Biocon India Limited
- DuPont India
- Godrej Agrovet Limited
- Sequioa Biosolutions
- United Alacrity India

**Banking/Finance**
- Axis Bank
- Canara Bank
- Grameen Bank (Bangladesh)
- HDFC Bank
- ICICI Bank
- Infrastructure Leasing & Financial Services Limited (IL&FS)
- Kotak Mahindra Bank
- L&T Finance
- National Bank for Agriculture and Rural Development (NABARD)
- Share-Asmitha Microfinance
- Spandana Microfinance
- Yes Bank Limited

**Consultancy / NGOs / Certification**
- Adani Agri Fresh Limited
- Britannia India
- DS Group
- GCMMF (Amul)
- Godfrey Phillips India Private Limited
- Griffith Laboratories
- Hindustan Coca Cola Beverages Private Limited
- ITC India Limited
- Jayanti Group
- Jublant Group
- Nakoda Dairy
- Nellara Group of Companies (Dubai)
- Nestle India
- Parle Agro Industries Pvt. Ltd.
- PepsiCo India
- Sresta Naturals
- Sterling Agro
- Suguna Foods
- Sunrise Industries (Nepal)
- Terra Green Organics
- The Himalaya Health Care

**Corporate Connectivity**

- Bombay Burma Trading Corporation (BBTC)
- CommodityIndia.com
- Destimoney Securities Pvt. Ltd.
- ECOM Gill Coffee Trading Private Limited (Switzerland)
- Export Trading Group
- Geojit Securities Limited
- Kang ComTrade
- Kotak Commodities
- LKP Securities Limited
- Louis Dreyfus Commodities
- National Commodity & Derivatives Exchange Limited (NCDEX)
- Nirmal Bang Securities
- Origo Commodities
- Religare Commodities
- Safe Trade Advisors
- State Trading Corporation Limited (STCL)
- World Trade Centre (WTC), Dublin (Ireland)

- Access Livelihood Consultancy India
- Agriculture Skills Council of India (ASCI)
- Catalyst Management Services (Vruti)
- 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)
- The Global Green Company
- TransGraph Consulting Pvt. Ltd.
- UTZ Group

**Commodities**
- Adani Agri Fresh Limited
- Britannia India
- DS Group
- GCMMF (Amul)
- Godfrey Phillips India Private Limited
- Griffith Laboratories
- Hindustan Coca Cola Beverages Private Limited
- ITC India Limited
- Jayanti Group
- Jublant Group
- Nakoda Dairy
- Nellara Group of Companies (Dubai)
- Nestle India
- Parle Agro Industries Pvt. Ltd.
- PepsiCo India
- Sresta Naturals
- Sterling Agro
- Suguna Foods
- Sunrise Industries (Nepal)
- Terra Green Organics
- The Himalaya Health Care

**Consultancy / NGOs / Certification**

- Access Livelihood Consultancy India
- Agriculture Skills Council of India (ASCI)
- Catalyst Management Services (Vruti)
- 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)
- The Global Green Company
- TransGraph Consulting Pvt. Ltd.
- UTZ Group

- Adani Agri Fresh Limited
- Britannia India
- DS Group
- GCMMF (Amul)
- Godfrey Phillips India Private Limited
- Griffith Laboratories
- Hindustan Coca Cola Beverages Private Limited
- ITC India Limited
- Jayanti Group
- Jublant Group
- Nakoda Dairy
- Nellara Group of Companies (Dubai)
- Nestle India
- Parle Agro Industries Pvt. Ltd.
- PepsiCo India
- Sresta Naturals
- Sterling Agro
- Suguna Foods
- Sunrise Industries (Nepal)
- Terra Green Organics
- The Himalaya Health Care
Aditya Birla Retail Limited
BigBasket.com
Metro Cash and Carry
Reliance Industries
Spencer's Retail (RPG Group)

Assam Company Limited
Balanoor Plantations
Deejay Group
Glenworth India (Waterfall Estates)
Goodricke Plantations
Growmore Biotech
Harrisons Malayalam Limited (HML)
Kannan Devan Hills Plantations
Karuturi Global (Ethiopia)
Manjushree Plantations
McLeod Russel
Olam International (Singapore)
Poabs Organic Estates
PT Hilton Duta Lestari (Indonesia)
Tata Coffee Limited
Tata Tea Limited

Café Coffee Day
Interavion Cold Chain Solutions Private Limited
National Collateral Management Services Limited (NCML)
Pamosa Agrifresh
Premium Farm Fresh Produce Limited
Snowman Frozen Foods
Southern Petroleum Industries Corporation (SPIC)
Suminter India Organics
Synthite Industries
Tata Global Beverages
Technopak Advisors Private Limited

Beroe Inc.
IConcept India
Institute of Rural Research and Development (IRRAD)
Markets and Markets

**Sectorwise Placements**

- **SCM** 19%
- **Plantations** 17%
- **Food Processing** 2%
- **Consultancy** 13%
- **Retail** 5%
- **Agri / Allied Inputs** 34%
- **Banking / Finance** 3%
- **Commodities / Research** 7%
Contact Information:

Ms. Shilpa S
Placement Associate