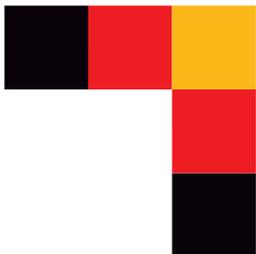


Post Graduate Programme in Business Administration

*Nurturing management professionals
with an Indian heart and a German mind*



 **IGTC** 
Indo-German Training Centre | Management Training
The German Dual System

Division of the Indo-German Chamber of Commerce

"Congratulations to IGTC and Indo German Chamber of Commerce (IGCC) on their Silver Anniversary! It has not only been 25 years of delivering skills through high dedication, global-level training quality and German perfection; it's not only about sparking enthusiasm, self-confidence and pride in the students and successfully paving their way onto the labour market with best prospects; from my point of view, it has been a visionary step to implement a shining example for a unique skilling system in India for which the Chamber, IGTC and the participating companies can be proud of."

Dr. Martin Ney, Ambassador to India, Federal Republic of Germany



Fulfilling expectations of esteemed luminaries and distinguished corporate dignitaries

"The IGTC and the DHBW Karlsruhe, have worked in close cooperation for many years. It is a success story. The exchange programmes take place in a friendly, almost family environment and enable students from both countries to gain new insights into the working world and culture. I am proud that we recognized the potential that India has to offer, years ago, and that we have found a reliable and strong partner with the IGTC."

Prof. Dr.-Ing. Stephan Schenkel, President, Duale Hochschule Baden-Württemberg (DHBW) Karlsruhe
Prof. Volker Ihle, International Representative, Duale Hochschule Baden-Württemberg (DHBW) Karlsruhe



Collaborating with the Duale Hochschule Baden-Württemberg, Karlsruhe

"The IGTC programme has evolved over the years, by taking valuable inputs from their partner organizations. Hence, the curricula and the pattern of the course has always been industry relevant. The rigorous internships of students with the organizations, help them understand various functional aspects and the entire industry life cycle, on the whole. Bosch Group has been a proud partner in aiding this process, by selecting interns every year and ensuring cross functional projects for their learning. Many of these interns and the other IGTC students, have year on year proved their capabilities, and have become a part of the Bosch family as our employees."

Soumitra Bhattacharya, Jt. MD, Bosch Ltd.
BR Suresh, Sr. VP & Country Head - HR, Bosch Ltd.



Mentoring through live projects in partnering training organizations



Championing success through the Bayer Scholarship Programme

"Since IGTC's inception, we have had the opportunity to host many students for internship. These curious minds have presented us with learning opportunities. The IGTC has always been our preferred partner of choice, while we look for passionate and curious young minds to join Bayer. We have benefited from this association and IGTC students have contributed to the success of Bayer not only in India, but also in Bayer offices outside of India."

Richard van der Merwe, Deputy Chairman and MD, Bayer Group in India & Senior Bayer Representative, South Asia
KS Harish, Country Group HR Head, Bayer South Asia



Sensitising values through BASF Corporate Governance and Business Ethics Seminar Series

"Education lays the foundation of the present and future generations and plays an important role in developing and shaping a society. We applaud IGTC for taking up this honorable responsibility of imparting quality education in the field of management studies and creating future leaders who will make a difference to their organizations and to the world around them."

Dr. Raman Ramachandran, Chairman & MD, BASF India Ltd. and Head, BASF South Asia
Dr. Lakshmi Nadkarni, Director - HR, BASF South Asia



Inspiring students through the Dr. Günter Krüger Award and the Siemens Award for Excellence

"It is extremely heartening, to closely witness IGTC's exponential growth, since its genesis in 1991. Today, IGTC has become a brand in itself within Siemens. We believe that the practical-oriented, dual education system is IGTC's key differentiator. The essence of how theoretical knowledge translates into actionable strategies in the workplace, is distilled into its graduates. IGTC internships that last for six months, expose students to the real world, thereby aiding holistic growth. Siemens values IGTC's flexibility, when it comes to joining the various kinds of jobs we offer. The graduates support our businesses in sales, marketing and strategy, in addition to working with corporate functions. IGTCians have contributed through their competence to attain our long-term organizational goals and have risen to assume responsibilities in crucial roles, not just in India, but across the world."

Sunil Mathur, MD & CEO, Siemens Ltd.
Ramesh Shankar, Executive VP & Head - HR, Siemens Ltd.

Indo-German Chamber of Commerce

Established in 1956 and registered under Section 25 of the Companies' Act 1956, the Indo-German Chamber of Commerce (IGCC) is a non-profit organization. It is the largest German Bi-National Chamber (AHK) abroad and the largest Chamber of Commerce in India with over 6000 member companies across diverse sectors. It is a part of the Association of German Chambers of Commerce and Industry (DIHK) located in Berlin, Germany and the worldwide network of 130 Chamber offices in 90 countries.

Headquartered in Mumbai, the IGCC has 6 other offices in New Delhi, Chennai, Kolkata, Bengaluru, Pune and Düsseldorf, Germany, and 17 honorary representatives in smaller towns and cities in India to facilitate better business contacts among Indian and German companies. It has India Desks in the Chambers of Commerce and Industry (IHKs) in 18 metros in Germany, and in the German Chambers of Commerce (AHKs) in 9 countries.

The IGCC is a highly respected institution in India and Germany. With its qualified team of over 100 professionals, it is a significant catalyst for the promotion of trade and industrial relations between India and Germany. It offers numerous services such as Business Partner Searches, Company Formations, Legal Advice, HR Recruitment, Marketing and Branding, Trade Fairs, Information and Knowledge-Exchange through Publications, Delegations and Events, and Training.



Sculpting future leaders by integrating management theory and practice.

Indo-German Training Centre

Training, based on German Dual System of practical and theoretical learning, has been one of the key roles and services of the German Chambers of Industry and Commerce abroad (AHKs). To extend this service to member companies in India and provide them a common management training platform, the Indo-German Chamber of Commerce established the Indo-German Training Centre, Mumbai (in 1991), Chennai (in 2005) and Bengaluru (in 2008). All the IGTCs are centrally located, fully air-conditioned, wi-fi enabled training facility with a well equipped library. They share a common vision under the aegis of the Chamber. They conduct the following programmes:

- Flagship 18-months, full-time, **Post Graduate Programme in Business Administration (PGPBA)** based on the famed German Dual System to nurture future management trainees for German and other IGCC member companies
- One-year **Executive Business Management Programme (EBMP)** conducted in Mumbai and Pune on alternate weekends for further learning and development of existing managerial talent of the German and IGCC member companies
- IGTCs also liaison closely with IGCC member companies to periodically assess and understand their training needs and provide training solutions through **Open Training Programmes** and **Customized Management Development Programmes**



Inculcating the right blend of intelligence, maturity and curiosity

The German Dual Education System

The German Dual Education System is one of the cornerstones of the successful brand 'Made in Germany' due to which a small nation of only 80 million people is able to be the world champion in exports for several years. The model fosters joint educational responsibility between the training centre and collaborating companies, which creates the most unique combination and synergy between learning and working. It also leads to a constant modernizing of the curricula and guarantees an up-to-date learning that follows the developments of the economy. The system is widely practiced in Germany for over 350 officially-recognized training occupations. It is also adopted in several European countries, notably Austria, Switzerland, Netherlands and France, and for some years now in China, India and other countries in Asia.

Benefits for Students

- The student is an intern of an assigned company right from the beginning of the programme and receives projects and assignments according to his growing abilities.
- The student can also benefit by acquiring the hard skills and soft skills of more experienced co-workers.
- The student develops under real conditions, being a part of live projects in industry. Therefore, he can judge whether he is competent at the job quite early.

Benefits for Partnering Training Organisations

- The training develops the practical skills of the trainees to meet the company's specific requirements.
- Companies can prevent personnel fluctuation by offering training, since trainees develop strong ties to their company during their training period.
- Companies can review trainees carefully and choose the best ones for permanent positions, thereby reducing the chances of wrong hiring decisions.
- By offering company-specific training, companies can eliminate the costs they would normally have in inducting new employees.

Partnering Training Organisations



...and many more

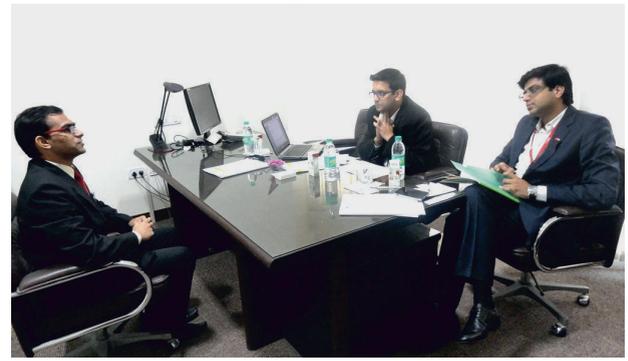
Post Graduate Programme in Business Administration

- 18-months, full-time business administration programme based on the German Dual Education System
- Theoretical learning at IGTC alternated with hands-on practical training at an assigned company
- Partnering training organizations invited to select their desired trainee/s during the admission process; only applicants selected by them admitted to the programme
- Holistic general management curriculum delivered by experts from industry and academia
- Exposure to German processes, practices and work culture through live projects at the assigned company

- Personalized mentoring toward competency building and soft skill development
- Focus on German language and intercultural learning
- Dr. Günter Krüger Award for Excellence awarded to the Best Performing Student
- Enviably placement record with 1400+ successful alumni
- Scholarships supported by Siemens available for deserving, meritorious students (preferably engineers) from less privileged backgrounds with family income not more than 4 lacs



Steering a general management curriculum by exceptional faculty



Anchoring the dual system through an industry-driven admission process



Developing conceptual clarity and strategic approach to problem solving



Engaging beyond academics to focus on soft skill development and intercultural learning

Programme Curriculum

Theoretical Term I at IGTC	August - October
Fundamentals of Management	Marketing Management
Financial Accounting	Operations Management
Cost and Management Accounting	Human Resource Management
Quantitative Methods	Research Methodology
Economics for Managers	IT for Managers and ERP
Organisational Behaviour	Business Communication
Practical Training I at Assigned Company	November - January
Theoretical Term II at IGTC	February - April
Services and Retail Marketing	Strategic Management I
Consumer Buying Behaviour	Logistics and Supply Chain Management I
Market Research	Financial Management I
Operations Research	German Language A1
Business Law	
Theoretical Term III at IGTC	May - July
Industrial (B2B) Marketing	Strategic Management II
Sales and Distribution Management	Logistics and Supply Chain Management II
Advertising and PR	Financial Management II
International Business and Trade Policies	German Language A1
Industrial Relations and Labour Laws	
Practical Training II at Assigned Company	August - October
Theoretical Phase IV at IGTC	November - January
Organisation Development	Best Practices in German Organisations
Strategic Cost Management	Business Ethics and Corporate Governance
International Finance	Mergers and Acquisitions
Corporate Tax	Capstone Project

IGTC reserves the right to change the syllabus and course structure of the programme, as per the changes in the academic and corporate environment.

Faculties Endorse

"The German dual training program provides a unique learning experience. High level of motivation, excellent faculty, meaningful support from participating companies and a nurturing academic administration – all combine to mould the students for a rewarding career in management."
Dr. H. H. Mankad, Faculty - Managerial Economics

"The philosophy of sending students to the same training organization for two stints of practical internship is unique. As a faculty, I see a distinct transformation in the student as they progress through the program with this corporate exposure."
S. M. Fakh, Faculty - Financial Management and Strategic Management

Admission Process

Eligibility and Selection Process

• B.E./B.Tech./B.Com./B.M.S./B.M.M./B.Sc./B.A. graduates with 0-3 years of work experience and over 50% aggregate marks are eligible to apply to the IGTC programme.

• Stage I: IGTC Written Test, Past Academic Performance and Work Experience.

Applicants are evaluated on the basis of these parameters and shortlisted for the Personal Interview Round (Stage II).

IGTC Written Test includes Verbal Ability, Quantitative Ability, Logical Reasoning, General Awareness and Written Communication.

• Stage II: Personal Interview conducted by Partnering Training Organisations.

Organisations review the profiles of shortlisted applicants (after Stage I) and indicate their preference to interview the applicants that match their requirements. Hence, every shortlisted applicant has the opportunity to interview with one or more partnering training organisations and to prove his/her merit to be selected for a training place in the company. On completion of the interview process, the companies give their decision to IGTC regarding their selected trainees. Based on this, the applicants are allotted to his/her respective training organisation and offered admission to the IGTC programme. This distinctive and

unique admission process ensures that every selected applicant is connected to a partnering training organisation right from the time of admission to the IGTC programme.

Evaluation criteria for personal interview includes:

- Personal Presentation and Communication Skills
- Conceptual Clarity
- Leadership and Initiative
- Creativity and Lateral Thinking
- Suitability for Training in Partnering Organisations

Application Procedure

Applicants must download the PGPBA e-brochure and fill up the online application form on mumbai.igtccindia.com. The application form fees are Rs. 1250/- + 9% CGST + 9% SGST (or as amended from time to time), which have to be paid by cash/cheque/online via the IGTC website.

Programme Fees

The programme fee is Rs. 2,75,000/- + 9% CGST + 9% SGST (or as amended from time to time). Fees once paid will not be refunded.

Every student is expected to carry his/her own laptop throughout the programme for effective learning during theoretical as well as practical training phases.

Contact Details



Division of the Indo-German Chamber of Commerce

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