



# Executive Business Management Programme

*The next level of corporate success... only a year away*



INDO-GERMAN **AHK** **IGTC**  
Indo-German Training Centre

**25** years  
Management Training  
The German Dual System

## 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, Events and Training.



## 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 Bengaluru** 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**



# Executive Business Management Programme

## Programme Highlights

- One year, weekend programme in Bengaluru with lectures on alternate weekends (Saturday and Sunday), culminating to 50 training days and 300 teaching hours
- Holistic, cross-functional exposure to all aspects of management and the essential knowledge, thought process and skills required to assume leadership positions in the organization
- Highly experienced faculty from diverse functional backgrounds, with rich corporate and academic exposure, and proven track records in the world of management education
- Teaching pedagogy includes lectures, presentations, case studies, management games, in-class assignments and group work
- Peer group consists of managers from leading Indo-German member companies, resulting in engaging discussions and deliberations in class
- Continuous Assessment in every subject based on a combination of tests, home assignments and presentations
- Final Assessment based on the submission and presentation of an integrated Business Plan
- 75% attendance is a pre-requisite for certification of the programme
- Certificate awarded by the **Indo-German Chamber of Commerce**



## Programme Curriculum

The comprehensive EBMP General Management curriculum encompasses the following subjects:

- Principles of Management
- Individual and Organizational Effectiveness
- Managerial Economics
- Marketing Management
- Accounting & Financial Management
- Operations Management
- Human Resource Management
- Supply Chain and Logistics Management
- Quantitative Methods for Managers
- International Business and Trade Policies
- International Finance
- Strategic Cost and Profitability Management
- Strategic Management
- Mergers and Acquisitions
- Business Law
- Corporate Tax

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



## *Distinguished Faculty*



**Mr. B. S. Prakash**  
Consumer Buying Behaviour,  
Industrial Marketing & MM



**Mr. L. Surendra**  
Research Methodology,  
Marketing Research



**Ms. Sudha Balajee**  
Financial and Cost Accounting  
(FaCA)



**Ms. Divya Kshatriya**  
Enterprise Resource Planning  
(ERP)



**Mr. N. V. Krishna**  
Production Management  
International Business



**Mr. Hemanth Kumar**  
Quantitative Methods  
(QM)



**Dr. Jaishree Desai**  
Business IT, Human Resources  
Organisational Behaviour



**Mr. Rishiraj Dasgupta**  
Finance  
IT for Managers



**Mr. R. Srinivasan**  
Production Management  
(PM)



**Dr. Mysore Ambashankar**  
Fundamentals of Management  
Strategic Management



**Dr. M. H. Sharieff**  
Fundamentals of Management  
(FoM)



**Dr. L. R. S. Mani**  
Marketing Management  
Operations Management

## Testimonials

“CERATIZIT India Round Tool Solutions (formerly GW Precision Tools India) has been associated with IGTC since 2009 and engaging the students for practical training in various functions. Forming industry ready students through the German Dual System education, is a great initiative by the IGTC. By applying theoretical knowledge in practical work, these students learn to handle the challenges they face in future professional life. We are happy to get good students from IGTC.”

**Anil Kumar, Director & COO  
CERATIZIT GROUP**

“The programme in itself is unique in that it aims at creating “work ready” students, who do not face a culture shock when they enter industry. The students are sensitised to a dynamic work environment, and are happy to contribute to the actual work that needs to be done, rather than just focussing on one project. It has been a pleasure associating with the IGTC students, and we look forward to working with them in the future.”

**Markus Pfefferer, Managing Director  
Ducker Worldwide**

“We have been having students from IGTC as interns for more than 8 years and have also employed a few after the course’s completion. This is a unique management programme, where students spend almost 50% of the training period in sponsored organizations. I acknowledge that the “understanding of theory, practical knowledge and

dynamism” concept helps these students, to adapt faster into an organization and create better value.”

**Mahesh Gupta, Managing Director  
EFD Induction Pvt. Ltd.**

“Our experience with IGTC students has been extremely positive. They have lived up to the potential displayed during the training phases. The internship stints also lead to the development of a close and strong bond with the organization. They give the students a clear practical edge at work because theoretical inputs get used in actual projects, thereby speeding up the learning curve, when they get on to their jobs. Their good work ethics coupled with a lot of energy and realistic expectations, give them a distinct advantage.”

**Krishna A., Exec. Director, Finance & Comm.  
R. Bosch Engineering and Business Solutions  
Pvt. Ltd.**

“I am pleased that IGTC is imbibing the German Dual System of education, to impart the highest standards of learning to its students. Our association with IGTC has a long history! We’ve accepted deserving students from IGTC for internship since its inception. We consider those high educated and high motivated students as potential employees for our organization. I wish all the best to IGTC that is working continuously to shape college graduates into future leaders.”

**Mr. Thomas Fuhrmann, Managing Director  
TÜV Rheinland (India) Pvt. Ltd.**





## Participating Organizations

### Programme participators & recruiters include:

Audi India  
Bajaj Allianz General Insurance Co. Ltd.  
B I Braun Medical India Pvt. Ltd.  
BASF Group in India  
Bayer Group in India  
Bosch Ltd.  
Bosch Automotive Electronics India Pvt. Ltd.  
Deutsche Bank India  
DHL Express (I) Pvt. Ltd.  
Dorma India Pvt. Ltd.  
Dr. Oetker India. Pvt. Ltd.  
Epcos India Pvt. Ltd.  
Evonik Industries  
Fuchs Lubricants India Pvt. Ltd.

GEP Consulting  
Häfele India Pvt. Ltd.  
HDFC Bank  
Knorr-Bremse Technology Center India  
KUKA Robotics India Pvt. Ltd.  
Lanxess India Pvt. Ltd.  
MAN Trucks Pvt. Ltd.  
Mercedes-Bez India Pvt. Ltd.  
Merck Ltd.  
Rittal Limited  
Schaeffler Group  
Siemens Financial Services Pvt. Ltd.  
Siemens Ltd.  
Steinbach & Partner  
Volkswagen India Pvt. Ltd.

## Admissions

### Eligibility and Procedure

- Managers with at least three years of work experience
- Applications should be supported by a letter from the organization
- Applications from individuals and non-member organisations will be at the discretion of the management and will require a membership to the Indo-German Chamber of Commerce (IGCC)
- Application forms to be filled online from our website: [bangalore.igtindia.com](http://bangalore.igtindia.com)

### Programme Fees

- EBMP Bengaluru Fees: Rs. 1,30,000 + 18% GST as applicable
- IGCC Admission Fees: Rs. 5000/- + GST
- IGCC Annual Membership Fees: Rs. 5000 + GST
- Cheque / DD favouring IGTC, Bangalore
- Existing IGCC membership fees will be applicable for non-members
- GST includes 9% CGST + 9% SGST (or as amended from time to time)



### IGTC Mumbai

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### IGTC Bengaluru

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### IGTC Chennai

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