



Executive Business Management Programme



Some Excerpts:

“Treasure of Examples, and a Lifetime Experience to acquire Management Insights from World Class Experts.”

“The EBMP helped me to bring about a paradigm shift by the process of ‘learning’ through ‘unlearning the past’.

“The talent pool within the peer group was immense, a definite recommendation for mid-level managers.”

“A pragmatic approach to the nuances of modern management principals - a ‘must have’ tool for all managers today.”



Indo-German Chamber of Commerce



- Non-profit organization, established in 1956 and registered under Section 25 of the Companies' Act 1956
- Largest bi-national Chamber of Commerce in India with over 7000 German and Indian member companies across diverse sectors
- Part of the Association of German Chambers of Commerce and Industry (DIHK) located in Berlin, Germany and the worldwide network of 120 Chamber offices in 80 countries
- Head office in Mumbai, branch offices in New Delhi, Chennai, Kolkata, Bangalore and Pune, and a liaison office in Düsseldorf, Germany
- Services offered include Business Partner Searches, Company Formations, Legal Advice, HR Recruitment, Marketing & Branding, Trade Fairs and most importantly, Training based on the German Dual Education System for the Benefit of the Indo-German member companies



Indo-German Training Centre



Post Graduate Programme in Business Administration



Executive Business Management Programme



Customized MDP for Clariant Chemicals India Pvt. Ltd.

- Training based on the German Dual System of Education is one of the key roles and services of the Indo-German Chamber of Commerce.
- Since 1991, the Indo-German Training Centre (IGTC) serves as a common training platform for the German industry in India.
- Programmes offered include:
 - Flagship 18-months, full-time, **Post Graduate Programme in Business Administration (PGPBA)** to nurture new management trainees for companies
 - One-year, weekend, **Executive Business Management Programme (EBMP)** to further develop existing managerial talent of the companies
 - **Open Training Programmes and Customized Management Development Programmes** based on the training needs of the member companies



Executive Business Management Programme



EBMP Mumbai Class



EBMP Pune Class

Objective

- To equip high performing managers with a holistic, cross-functional exposure to all aspects of management, and the essential thought process and skills required to assume leadership positions within the organization in the future.

Structure

- One year, weekend programme with lectures on alternate weekends (Saturday and Sunday)
- Lectures timing: 10:00 am – 5:00 pm
- Total duration is 50 training days covering 300 teaching hours



Programme Curriculum

Comprehensive General Management Curriculum encompassing the following subjects:

Subject	Subject
Fundamentals of Management	International Business and Trade Policy
Managerial Economics	International Finance
Marketing Management	Supply Chain and Logistics Management
Financial and Cost Management	Strategic Management
Operations Management	Strategic Cost and Profitability Management
Human Resource Management	Mergers and Acquisitions
Quantitative Methods for Managers	Corporate Tax
Business Law	Capstone Project



The League of Extraordinary Gentlemen



A management quote states, *“A company is known by the people it keeps”* and likewise the EBMP course is taught by highly experienced faculty from diverse functional backgrounds. With rich corporate and academic exposure, and proven track records in the world of management education, these faculty are able to ‘awake the student’ in seasoned managers. They re-ignite a spark of learning and hold them in awe with their vast knowledge and experience.

“Their methodology of imparting the knowledge, humbleness and approachability has made the real difference for me. As every faculty is unique in their respective area, it keeps me motivated and rather curious about WHAT NEXT and WHAT MORE?”

Amit Talreja, Sr. Manager- Finance & Controlling, Brose India Automotive Systems



Distinguished Faculty

- **Fundamentals of Management - Prof. Sydney Prabhu**, Graduate in Economics and Political Science from the Mumbai University, LLB and MMS from Jamnalal Bajaj Institute of Management Studies in Marketing Management.
- **Managerial Economics - Dr. H. H. Mankad**, Ph.D. in International Finance; Post-Graduate from the University of Pennsylvania, School of Economics and Wharton School, Philadelphia, USA
- **Marketing Management - Mr. Sagar Narsian**, Masters in Management Studies, Mumbai University
- **Financial and Cost Management - Mr. S. M. Fakih**, Masters in Financial Management, Jamnalal Bajaj Institute of Management; Diploma in Operations Research, Mumbai University
- **Operations Management - Mr. B. Moradian**, Post Graduate in Management Studies (Operations), Jamnalal Bajaj Institute of Management Studies; B.E. (Mechanical), V.J.T.I., Mumbai University
- **Human Resource Management - Mr. Leslie Rebello**, Post Graduate Diploma in Management - Personnel and Industrial Relations, XLRI, Jamshedpur
- **Quantitative Methods for Managers - Mr. C. Y. Nimkar**, M.A. in Statistics, Mumbai University



Distinguished Faculty

- **Business Law - Mr. Anant Amdekar**, B.Com; L.L.B.; A.C.S.; All-India 8th Rank in Final CS Exam
- **International Business and Trade Policy - Mr. Sudhakar Kasture**, Masters in Foreign Trade (M.F.T.)
- **International Finance - Mr. K. Parameswaran**, Post Graduate in Foreign Trade and a Certified Associate of Indian Institute of Bankers (CAIIB)
- **Supply Chain and Logistics Management - Dr. Suhas Rane**, Ph.D. in Supply Chain Management; B.E. (Mechanical); DMS and Master in Finance Management; Chartered Engineer
- **Strategic Management, Mergers and Acquisitions - Mr. S. M. Fakh**, Masters in Financial Management, Jamnalal Bajaj Institute of Management; Diploma in Operations Research, Mumbai University
- **Strategic Cost and Profitability Management - Mr. M. Hariharan**, FCA, AICWAI; Charter Member of the Indus Entrepreneurs (TiE)
- **Corporate Tax - Mr. Keval Shah**, Chartered Accountant, associated with forums like Institute of Chartered Accountants of India, Chamber of Tax Consultants, and Sales Tax Practitioners Association etc.



Teaching Pedagogy



I hear and I forget. I see and I remember. I do and I understand – Confucius, the great Chinese philosopher. IGTC understands the importance of the practical implementation of one's theoretical knowledge, and ensures that the teaching pedagogy is the right balance of lectures, presentations, case studies, management games, in-class assignments and group work. Continuous Assessment in every subject based on a combination of test, home assignments and presentations.

"I could keep myself motivated by the opportunity to learn / understand new information regarding each subject, am much impressed with the experience and quality of the faculty to relate almost all pieces of information to real life business situations and examples."

Mr. K. Sheshadri, Manager - Planning & Technical Order Processing, KSB Pumps Ltd.



The 75% Factor



The EBMP participants are required to have 75% attendance as a part of the programme. Based on the past record, it seems that this is not too difficult to abide by, as majority of the participants don't want to miss out on the wealth of knowledge gained during every lecture day.

“Concepts and Applications of Management in regular commonplace business situations, personal actionable leadership with cross-functional approach, delimiting positions and hierarchy, teamwork, not conforming to one's comfort zone, mistake-proofing, making overall systems efficient, mobilizing ideas, evaluating projects, all this furnished our disposition for learning.”

Urvashi Sata, Assistant Visa Officer, German Consulate General, Mumbai



Friends for Life



The peer group consists of managers from leading Indo-German member companies, resulting in engaging discussions and deliberations in class.

“We have fantastic peer group from various organizations with different functional background and different age group. This helps us in getting 360 degree views / opinions and better interaction in the class.”

Sudhir Jagtap, General Manager, Bosch Chassis Systems India Ltd.

“The peer group is very good. Having a mix of auto and non-auto sectors is good.”

Sujay Dixit, Manager – Quality Assurance, Mercedes Benz India Pvt. Ltd.



The Finale



The EBMP course concludes with the submission and presentation of an integrated Business Plan, which could be an introduction of a new product or service for the organisation, a conversion of a division into an SBU, a strategic value analysis, and/or any other live project. This project is aimed at making a direct and serious impact on the profitability and growth of the organization, while evaluating the knowledge and skills acquired during the programme.

The Executive Business Management Programme is certified by the **Indo-German Chamber of Commerce.**



Participating Companies

Companies that have nominated managers to the past and current batches of the Executive Business Management Programme in Mumbai and Pune include:

- Alkem Laboratories Ltd.
- B.Braun Medical India Pvt. Ltd.
- BASF Group
- Batliboi Ltd.
- Bayer Business Services Pvt. Ltd.
- Beckman Coulter India Pvt. Ltd.
- Bericap India Pvt. Ltd.
- Bosch Chassis Systems India Ltd.
- Bosch Ltd.
- Brose India Automotive Systems Pvt. Ltd.
- Coventya India Pvt. Ltd.
- DHL India
- Erwin Junker Maschinenfabrik GmbH
- Fette Compacting Machinery Pvt. Ltd.
- Flux Pumps India Pvt. Ltd.
- Fristam Pumps (I) Pvt. Ltd.
- Garlock India Pvt. Ltd.
- German Consulate General
- Germanischer Lloyd SE
- HDFC Ergo General Insurance Ltd.
- Henkel Adhesives Technologies India Pvt. Ltd.
- INA Bearings India Pvt. Ltd.
- Indo-German Chamber of Commerce
- Indovance Inc
- Jungheinrich Lift Truck India Pvt. Ltd.
- Kendrion (Pune) Pvt. Ltd.
- Knorr-Bremse Technology Center India Pvt. Ltd.
- KSB Pumps Ltd.
- Kuebler Automation Pvt. Ltd.
- Kurtz Far East Ltd.
- Lanxess India
- Lapp India Pvt. Ltd.
- L&T Infotech Ltd.
- MAN Turbo India Pvt. Ltd.
- Mercedes Benz India Pvt. Ltd.
- Nederman India Pvt. Ltd.
- Norddeutsche Landesbank
- Pitre Business Ventures Pvt. Ltd.
- Precision Seals Manufacturing Ltd.
- Puja Fluids Seals Pvt. Ltd.
- Rittal India Pvt. Ltd.
- Siemens Ltd.
- Softech Controls Pvt. Ltd.
- Teradata India Pvt. Ltd.
- Thyssenkrupp Industries India Pvt. Ltd.
- Vedic Pac Systems Pvt. Ltd.
- Volkswagen India Pvt. Ltd.
- Vulkan Technologies Pvt. Ltd.
- Wirtgen India Pvt. Ltd.



Eligibility, Application Procedure and Programme Fees

Eligibility

- High performing managers with at least three years of work experience.
- Applications should be supported by a letter from the member organisation.
- 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 Procedure

- Application forms can be downloaded from our website mumbai.igtccindia.com
- Applications should be supported by a letter from the participants existing organization

Fee Structure

- EBMP Fees: Rs. 1,50,000 + Service Tax as applicable.
- Cheque / DD favoring Indo-German Training Centre, Mumbai.
- Existing IGCC membership fees will be applicable for non-members.



Tentative Lecture Dates - 4th Pune Batch January 2017

Month	Saturday	Sunday	Month	Saturday	Sunday
Jan 2017	14 th	15 th	Jul 2017	1 st	2 nd
	28 th	29 th		15 th	16 th
Feb 2017	11 th	12 th		29 th	30 th
	25 th	26 th	Aug 2017	5 th	6 th
Mar 2017	11 th	12 th		19 th	20 th
	25 th	26 th	Sept 2017	9 th	10 th
Apr 2017	8 th	9 th		23 rd	24 th
	22 nd	23 rd	Oct 2017	14 th	15 th
	29 th	30 th		26 th	29 th
May 2017	13 th	14 th	Nov 2017	11 th	12 th
	27 th	28 th		25 th	26 th
Jun 2017	10 th	11 th	Dec 2017	2 nd	3 rd
	24 th	25 th		16 th	17 th

25 weekends (50) are planned leaving out major holidays and long weekends.

One extra weekend (2 days) is kept as a buffer



Detailed Faculty Profile





Faculty Profile

Principles of Management

Prof. Sydney Prabhu is a gold medalist graduate in Economics and Political Science (Mumbai University) and a Law graduate and MMS from JBIMS (1967) in Marketing Management. He has 34 years of work experience in companies like Pfizer and Voltas in India and MNCs overseas. His career spans positions in sales, brand & project management. He has 18 years of teaching experience at the Post Graduate level in Management Studies at JBMIS, NMIMS and other institutions. He is a Senior Corporate trainer and on the Board of Directors of Companies in India and Overseas as well as of Educational Institutions.



Faculty Profile

Managerial Economics

Dr. H. H. Mankad has a Ph.D. in International Finance and is a Post-graduate from the University of Pennsylvania, School of Economics and Wharton School, Philadelphia, USA. He is a visiting faculty for Economics at leading management institutes. He has over 10 years experience in Academic Administration including as Director and Vice Chancellor of the Narsee Monjee Institute of Management Studies. His consulting experience spreads over Project Financing, Organization Development, Executive Recruitment and Managing Family Businesses. He has conducted numerous training programs for middle and senior management cadres. He has conducted research mainly in Economics, Business Environment, Leadership and Education Management and published several articles in reputed journals. He is a recipient of Scholarships and Fellowships for undergraduate, post-graduate and doctoral studies. He received the award for Meritorious Service, Shaw University, Raleigh, North Carolina; the British Council Scholarship for Research and Education in Entrepreneurship; and Best Teacher in Management Institutes by Bombay Management Association.



Faculty Profile

Marketing Management

Mr. Sagar Narsian has a Masters in Management Studies (M.M.S) with a specialization in Marketing from the Mumbai University. He has also been certified as a Marketing & Sales [CMS] professional by Certified Marketing Services International [CMSI], USA. Mr. Narsian has a cumulative 18 years of b2b marketing experience covering management consulting, marketing research, product management, strategic planning and sales. He has a rich blend of cross functional and cross industry exposure having worked in electrical/ electronics, components, specialty chemicals, minerals, internet, networking, E-Commerce and Hosting services. He has been involved in developing new markets and products; his biggest assignment till date was with Satyam Infoway Ltd. He has also been a Corporate Trainer and Management Consultant, in the area of Business Development, Sales & Marketing, for organizations such as Mahindra & Mahindra, Syngenta, Bharti, Raymonds, Kirloskar Oil Engines, Nikunj Group, Prudential [UK], McDonalds, Datamatics, SITEL, DHL, AOTS Ghana to name a few.



Faculty Profile

Financial Management and Management Accounting / Strategic Management

Mr. S. M. Fakh has done his Masters in Financial Management from the Jamnalal Bajaj Institute of Management and is a diploma holder in Operations Research from the Mumbai University. He has recently retired from a large multi-national company in India from the role of strategy development. He has earlier worked in functions of product management, logistics and SAP implementation. Mr. Fakh has been instrumental in providing management training to the employees of the Aditya Birla group of companies, Raymonds and M&M to mention a few. He is a visiting faculty at various management institutes in the areas of Financial Accounting, Management Accounting, Financial Management, and Mergers & Acquisitions.



Faculty Profile

Operations Management

Mr. B. Moradian is a Post Graduate in Management Studies (Operations) from Jamanalal Bajaj Institute of Management Studies and B.E. (Mechanical) from V.J.T.I. He is the member of the Board of Directors of Garware Polyester Limited, Garware Chemicals Limited and Essel Propack Limited. He has rich experience in Production, HRD, Marketing and Advertising in his career spanning 32 years. He is a visiting faculty at leading Management Institutes, for over 30 years in the subjects of Production Management, Business Statistics, Research Methodology, Productivity Techniques and Operations Research. He offers Consultancy in the areas of Production Management and has also worked on several projects in optimizing operations, marketing and human systems through mathematical modeling. He has assisted organizations improve productivity and has been involved in several turnarounds.



Faculty Profile

Human Resource Management

Mr. Leslie Rebello is a management consultant specializing in organizational development interventions, facilitating creation of vision, mission and values for organizations, and clarifying top management thinking in the areas of ethics, growth, expansion, and diversification. His prime focus is to identify probable bottlenecks in the way of organizational effectiveness through research and to recommend/advocate solutions. He has provided clients with critical inputs in strategy, entrepreneurship, performance management, problem solving, project execution and role clarification. With over 15 years in various managerial positions involving creation of a software company and diversification leading to formation of 4 profit centers, he has imparted management training to more than 20,000 employees of various management cadres in areas such as Change Management, Business Leadership, Team Building, Managerial Effectiveness, Performance Management, Communication and Presentation Skills. He has a Post Graduate Diploma in Management - Personnel and Industrial Relations, XLRI, Jamshedpur. He is a visiting faculty at some of the best Business Schools in India.



Faculty Profile

Business Law

Mr. Anant Amdekar is a B.Com, L.L.B., and A.C.S. He is a visiting faculty at leading Management Institutes for over 10 years. His area of expertise comprises of Corporate Laws, Corporate Governance, Mergers and Acquisition, Analyses of Financial Statements. He has conducted Management Development Programs for companies like Mercedes Benz, Jindal, Merck etc. Currently he is a Consultant for some of the reputed companies like Glaxo Smithkline Pharmaceuticals Ltd., Chiron Panacea Vaccines Pvt. Ltd., Ingram Micro (I) Pvt. Ltd.

Quantitative Methods for Managers

Mr. Chandrakant Y Nimkar is M.A. in Statistics from University of Mumbai. He has rich corporate experience of about 26 years with leading organizations like Operations Research Group, Indian Sewing Machine Company Ltd., Cipla and Ranbaxy covering areas of marketing research and MIS. He is now a visiting faculty in various B-schools involved in numerous teaching assignments in the field of marketing research and management science.



Faculty Profile

Supply Chain and Logistics Management

Dr. Suhas Rane is a PhD in Supply Chain Management, BE (Mechanical), DMS and Master in Finance Management. He is also a Chartered Engineer. He has over 8 years experience in Management Education. He specializes in the field of Operations Management, Supply Chain Management & Logistics, World Class Manufacturing and Business Strategy. He has over 30 years of work experience in Operations and SCM function in some of India's leading organizations like Tata Motors, Mahindras, Pidilite. He has also conducted Executive Training Programs for various organizations like CII, SAIL, PCL, Godrej, Siemens etc.

International Finance

Prof. K. Parameswaran is a Post graduate in Foreign Trade and a Certified Associate of Indian Institute of Bankers (CAIIB). He has more than 30 years of work experience with various National and Multinational Banks at senior managerial positions. Currently he is an Associate Professor with SP Jain Institute of Management and Research (India, Singapore and Dubai centers) handling banking and international finance. He is also associated with the World Trade Centre, Foreign Exchange Dealers Association of India (FEDAI), International Chamber of Commerce (ICC) (India) and Exim Management Institute (EMI) and conducts Management Training for various Financial Institutions.



Faculty Profile

Strategic Cost Management

Mr. M Hariharan is a Director in Savoir faire Management Services Pvt. Ltd., a company co-founded by him in 1994. He is an FCA, AICWAI. He helps organizations align their processes to meet their customer value (Lean) and there by improve their bottom-line performance. This initiative is done through the vertical Total Profit Improvement (TPITM). He helps organizations to achieve this by designing and aligning their Performance Management System (PMS) to TPITM. Mr. Hariharan has advised corporates across industry sectors such as Steel, Cement, Automobile, Auto Ancillary, Bank, Insurance, Power, Infrastructure Construction, etc. He has done pioneering work in the field of Strategic Cost Management. He has conducted more than 500 training programs and trained a number of managers on the concept of TPI, CE and PMS. He is a visiting faculty for SP Jain Institute of Management and Great Lakes Institute of Management. He has been rated as the Best Professor of the Year 2009, by SP Jain Center of Management, Dubai and Singapore. He has presented papers in various international forums and regularly writes for Business Magazines.



Faculty Profile

International Business and World Trade Policy

Mr. Sudhakar Kasture is a Masters in Foreign Trade (M.F.T). He has a rich corporate experience having held senior positions with leading organizations such as Exim Management Institute, Generation Next Business Consulting and M/s. Bajaj International, an Export House of Bajaj Group. At present Mr. Kasture is the CEO, of Impexconsult. In addition, Mr. Kasture has been involved in Management Training and Consultancy for leading organizations such as Indian Oil Corporation Ltd., Tata International, Godrej, Castrol India Ltd., Hindustan Petroleum Corporation Ltd. (HPCL), L&T, Bharat Petroleum Corporation Ltd., Thyssen Krupp Electrical Steel India Pvt. Ltd., Cadbury India Ltd., Bennett Coleman & Co. Ltd., Yash Raj Films Pvt. Ltd., Marico Industries Ltd. to name a few. He is also a visiting faculty to various institutes and bodies such as Foreign Exchange Dealers' Association of India, Bankers' Training College of Reserve Bank of India, The Institute of Company Secretaries of India, The Institute of Chartered Accountants of India amongst others.



Faculty Profile

Corporate Tax

Mr. Keval Shah is a partner in CHK & Associates. He is a practicing Chartered Accountant with major focus in Indirect Taxes. He has worked with reputed firm M/s S. B. Gabhawalla & Co for six years. During this period he has actively assisted Mr. Sunil Gabhawalla in authoring his book “Treatise on Service Tax”. He regularly undertakes various lectures at various forums like Institute of Chartered Accountants of India, Chamber of Tax Consultants, and Sales Tax Practitioners Association etc. He has conducted various Corporate Training Programmes for many companies. He is associated with IGTC for almost 5 years. Currently he is also conducting training sessions for Department Officers of Central Excise and Service Tax.



Video Links

Certificate Awarding Ceremony 2016

- <https://www.youtube.com/watch?v=H9ehCWJtaIY>

Mercedes Benz India, MD & CEO, Mr. Roland Folger as Chief Guest at IGTC EBMP Ceremony

- <https://www.youtube.com/watch?v=QFnw80nC7vY>

Bosch Chassis Systems India, MD Mr. Umesh Nagarajaiah speaks on the effectiveness of Executive Business Management Programme

- https://www.youtube.com/watch?v=sl_99yixWK4

EBMP Mumbai 2014-2015: The Journey of the 5th Batch

- https://www.youtube.com/watch?v=jo-2y_QYGpc

EBMP Alumni, Mr. Amit Talreja, Senior Manager, Brose India

- https://www.youtube.com/watch?v=ETI3PUkw_ww



Management Training
The German Dual System

IGTC Mumbai:

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Veer Nariman Road, Churchgate,
Mumbai - 400 020.

Tel No: +91-22-22822002 / 22834773

Email: mumbai@igtccindia.com

Website: mumbai.igtccindia.com

IGTC Bangalore:

304, Shah Sultan, 3rd floor,
Cunningham Road,
Bangalore - 560 052.

Tel No: +91-80-40926130 / 40926110

Email: bangalore@igtccindia.com

Website: bangalore.igtccindia.com

IGTC Chennai:

German Centre, New No. 32,
G. N. Chetty Road, T. Nagar,
Chennai - 600 017.

Tel No: +91-44-28340107 / 28340067

Email: chennai@igtccindia.com

Website: chennai.igtccindia.com