



# Executive Business Management Programme

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



**AHK** **IGTC** | **25 years**  
Indo-German Training Centre | Management Training  
The German Dual System

Division of the Indo-German Chamber of Commerce

## 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 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**



## Programme Highlights

- One year, weekend programme in Mumbai and Pune 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**



*“Over the course, we realised that we were turning into CEOs. We have started to think out-of-the-box and now know much more about the entire business ecosystem”.*  
**Shashidhar Pasupulati, Lead Product Manager, Bosch Ltd.**

## Programme Curriculum

The comprehensive General Management curriculum encompasses the following subjects:

- Principles of Management
- Individual and Organizational Effectiveness
- Managerial Economics
- Marketing Management
- Financial Management & Management Accounting
- 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.



*“The EBMP helped me to bring about a paradigm shift by the process of learning through unlearning the past.”*  
**Kedar Diwan, General Manager - Production, Mercedes Benz India**

# *Distinguished Faculty*



**Anant Amdekar**  
Business Law



**Boman Moradian**  
Operations Management



**Chitra Chandrasekhar**  
Quantitative Methods  
for Managers



**Dr. Harkant Mankad**  
Managerial Economics



**M. Hariharan**  
Strategic Cost and Profitability  
Management



**Jaya Joshi**  
Individual and  
Organizational Effectiveness



**K. Parameswaran**  
International Finance



**Keval Shah**  
Corporate Tax



**Leslie Rebello**  
Human Resource Management



**Rajeev Chawla**  
Marketing Management



**Richard Valladeres**  
Human Resource Management



**Sagar Narsian**  
Marketing Management



**Dr. Suhas Rane**  
Supply Chain and Logistics  
Management



**Shuaib Fakih**  
Financial Management and  
Management Accounting  
Strategic Management



**Sudhakar Kasture**  
International Business and  
Trade Policies



**Sydney Prabhu**  
Principles of Management

“The EBMP has offered us a great lever to develop our practicing managers by providing them with cross functional skills, strategic vision, business acumen and contemporary management expertise. The programme not only enables them to stay relevant and fulfil their aspirations of taking up senior roles in business, but also contributes to the holistic development of our organization.”

**Dr. Raman Ramachandran, Chairman & Managing Director, BASF India Ltd and Head, BASE, South Asia**

“The programme is very special and unique because of the course structure and implementation of content. It offers a platform to learn how to bring the best of German discipline and process orientation while at the same time combining Indian flexibility and capacity for improvisation. This unique combination makes the managers coming out of IGTC a unique set of leaders.”

**Umesh Nagarajaiah, Managing Director, Bosch Chassis Systems India Ltd., Pune**

“Our employees have enjoyed the course and its curriculum, and have started to think ‘out of the box.’ They are slowly moving from being technical managers to being business and techno-commercial managers. I see the transformation from ‘Yes, I will do’ to ‘Why not this too?’ Kudos to IGTC and its staff, for providing us with this breath of fresh air.”

**Chandra Nataraja, Managing Director, Knorr-Bremse Technology Center India Pvt. Ltd., Pune**



“An amazing synergy between students and professors, IGTC fosters valuable bonds. I can only imagine the challenge while developing the curriculum, because the content needs to be tailor-made for experienced professionals. IGTC has done a great job, as our employees who successfully completed it, have stepped out on a happy note. It has indeed helped them professionally, to step up a notch higher, and think holistically.”

**Vivek Kanade, Executive Director, Siemens Healthcare Pvt. Ltd., Mumbai**

“Learning is a treasure that will follow its owner everywhere. Through this programme, we expect that we bring more entrepreneurship in our company again and hence this programme is very valuable for us. IGTC has some of the most senior, experienced and renowned faculties for every topic that is dealt with in the course and this is what makes the course really effective. The course is designed to include theoretical sessions of various subjects, assignments and an end-of-course project which is aimed at making a direct and serious impact on the profitability and growth of the organization.”

**Dr. Andreas Lauermann, President and Managing Director, Volkswagen India Pvt. Ltd., Pune**



## Participating Organizations

An overview of multinationals that have nominated participants to the EBMP in Mumbai and Pune

B.Braun Medical India Pvt. Ltd.  
BASF India Ltd.  
Batliboi Ltd.  
Bosch Chassis Systems India Ltd.  
Bosch Ltd.  
Brose India Automotive Systems Pvt. Ltd.  
Coventya India Pvt. Ltd.  
DHL Express India  
Erwin Junker Maschinenfabrik GmbH  
Garlock India Pvt. Ltd.  
HDFC Ergo General Insurance Ltd.  
Henkel Adhesives Technologies Pvt. Ltd.  
INA Bearings India Pvt. Ltd.  
Jungheinrich Lift Truck India Pvt. Ltd.  
Knorr-Bremse Technology Center India Pvt. Ltd.

KSB Pumps Ltd.  
Kuebler Automation Pvt. Ltd.  
Lanxess India  
Lapp India Pvt. Ltd.  
Linde Engineering India Pvt. Ltd.  
MAN Turbo India Pvt. Ltd.  
Mercedes Benz India Pvt. Ltd.  
Nederman India Pvt. Ltd.  
Rittal India Pvt. Ltd.  
Siemens Ltd.  
Siemens Healthcare Pvt. Ltd.  
Thyssenkrupp Industries India Pvt. Ltd.  
Volkswagen India Pvt. Ltd.  
Wirtgen India Pvt. Ltd.  
and many more....

## 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)
- Participants should fill the online application form on our website: [mumbai.igtccindia.com](http://mumbai.igtccindia.com)

### • Programme Fees

- EBMP Fees: Rs. 1,75,000/- + GST  
Cheque favoring Indo-German Training Centre
  - IGCC Admission Fees: Rs. 5000/- + GST
  - IGCC Annual Membership Fees: Rs. 5000/- + GST  
Cheque favoring Indo-German Chamber of Commerce
- GST includes 9% CGST + 9% SGST  
(or as amended from time to time)



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### IGTC Mumbai

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