

Realising
DREAMS



Nurturing
CURIOSITY



Sculpting
LEADERS



Embracing
HURDLES



Achieving
SUCCESS



Driving
DUAL TRAINING



Timeless
PRIDE



Seeking
INNOVATION

Inspiring
EXCELLENCE



Creating
SYNERGIES



Infusing
OPTIMISM



Discovering
FRIENDSHIPS

Post Graduate Programme in Business Administration



German Dual System

Sculpting Future Leaders



INDO-GERMAN

AHK

IGTC

25 years

Management Training
The German Dual System

Indo-German Training Centre

Division of the Indo-German Chamber of Commerce

Post Graduate Programme in Business Administration

We Believe In Your Future

Got Career Goals but Don't Know Where to Start?

As a graduate student in any field - Arts, Commerce, Science or Engineering - you arrive at crossroads in your life when you are ready to launch your career. Your start in the corporate world is of prime importance.

If you aspire to gain a deep understanding of business, a strong management programme is the most effective tool and often, a necessary credential to open doors. The corporate world actively seeks people who have leadership skills, strategic knowledge, and analytical rigour gained through management education.

The difference lies in the way you get there. Will you choose the traditional routes or our express method - a more refined and efficient way?



“ For more than 25 years, IGTC has proven to be the venue to **achieve the extraordinary**; to foster a new generation of excellently trained management professionals. ”

Dr. Jürgen Morhard
Consul General
Federal Republic of Germany, Mumbai

The IGTC Edge - Give Us Your Effort, We Give You Our Excellence

IGTC's innovative Post Graduate Programme in Business Administration is rooted in the famed German Dual Education System. It provides a rock-solid foundation in business fundamentals, inculcating a leadership mindset, and guarantees corporate placements with enriching career opportunities.

As an IGTC student you benefit from world-class experiential management training at leading Indo-German corporations. Over the last 30 years, IGTC has launched over 2000 graduates who enjoy accelerated career tracks globally, leading to fulfilling middle and senior management roles.

“ IGTC presents a **unique opportunity** to apply management education in a hands-on, pragmatic manner. It is hard to find a parallel for the **real corporate experience** and networking that an IGTC student can achieve during the course of the programme with other Indian business schools. ”

Krishnakant Dave
Principal, Deloitte USA
PGPBA Alumnus 1996



Programme Features At A Glance

Sculpting
LEADERS



Attend live classes during the 18 months, full-time business administration programme merging German precision and excellence with Indian innovation and agility.



Apply the German Dual System to connect strong academic theories in the classroom to real-world examples and problems.



Learn from India's top B-School faculty who are thought leaders from the world of management education with rich corporate exposure.



Engage with leading Indo-German organizations, who select trainees during the admission process and provide practical training with exposure to German processes, best practices and work culture.



Implement live projects at the assigned company under guidance of your mentors and grow from invaluable, expert feedback.



Graduate with a PGPBA certificate jointly awarded by the German Chambers of Commerce and Industry (DIHK) and the Indo-German Chamber of Commerce (IGCC).



Earn an enviable placement and enjoy limitless success in the corporate world.



Enhance intercultural understanding with 'Business Environment Germany', an intensive study trip to DHBW Karlsruhe, Germany (optional).



Transfer credits to attain a Master in Business Management degree from the DHBW Heilbronn, Germany (optional).



My career with Lufthansa has been shaped by a **drive for excellence** and by always putting our customers first. The value of blending passion, purpose and people is at the core of IGTC training. Here you learn not just astute management skills, but a **leadership mindset** that values relationships and integrity. Starting my career with IGTC has **impacted my life** to a great extent.

George Ettiyil
Senior Director - South Asia, Lufthansa Group, PGPBA Alumnus 1996



What is the German Dual Education System?

Creating
SYNERGIES



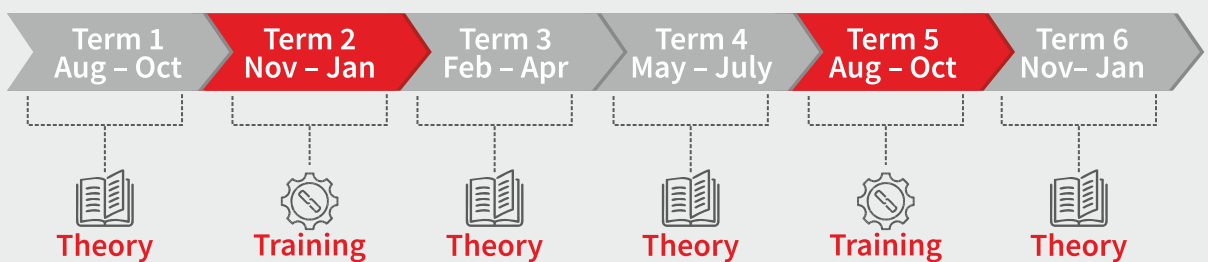
“ Today IGTC has become a brand in itself within Siemens. We believe that the **practical-oriented, dual education system**, is IGTC's key differentiator. ”

Sunil Mathur
Managing Director and CEO
Siemens Ltd.



The German Dual Education System is one of the cornerstones of the successful 'Made in Germany' brand, now widely adopted by many European and Asian economies for quality and excellence. In its purest form, the Dual System simply means '*Learning by Doing*', blending theory with practical insights and experience within the organization.

At IGTC, this discipline fosters joint educational responsibility with the collaborating companies. Together, it creates a unique synergy between learning and working that instills the knowledge of business principles and the confidence to innovate and execute. For nearly 30 years, IGTC is the only organization in India that immerses both post-graduate students and seasoned executives in this unique and purposeful learning and skilling program for the next generation of Indian managers and leaders.



“ Swimming through turbulent waters without any sense of direction, this training opportunity offered me a jet ski that **fully equipped me** to reach my entrepreneurial goals and **start my own business**. I am indebted to IGTC for life! ”

Sanat Munot
Founder, Blumuno Pvt. Ltd.
PGPBA Alumnus 2019
Dr. Günter Krüger Award Winner 2019

“ My practical training was a **rigorous test** of my problem-solving ability. Using the BCG Growth Matrix we created a strong value proposition for a high-value product in a very competitive market. This was a project which I started as an intern but now I lead it as a full time employee. This is my **first growth driver!** ”

Sanjeev Srinivasan
Phoenix Mecano India Pvt. Ltd.
PGPBA Alumnus 2020
Siemens Award for Excellence Winner 2020

What You Learn

IGTC PGPBA is anchored in an industry-driven general management curriculum delivered by India's Top B-School faculty, industry experts, and thought-leaders. With the fundamentals mastered, you develop strong critical analysis and problem-solving skills boosted by strategic thinking and a global vision to support your career growth.

Make an Impact in Business. Real-world Learning Experience

Management Foundations

- Fundamentals of Management
- Quantitative Methods
- Business Communication
- Research Methodology
- Operations Research
- IT for Managers
- Business Ethics & Corporate Governance

Global Business Environment

- Economics for Managers
- Strategic Management
- International Business & Trade Policies
- Business Law
- 2020: A Study in Resilience

Markets and Customers

- Marketing Management
- Industrial (B2B) Marketing
- Market Research
- Services & Retail Marketing
- Sales & Distribution Management
- Integrated Marketing Communications
- Brand Management & Consumer Behavior

Money Matters

- Financial Accounting
- Cost & Management Accounting
- Financial Management
- International Finance
- Corporate Tax

People and Performance

- Managing Self & Teams
- Human Resource Management
- Industrial Relations & Labour Laws
- Leadership Models
- Change Management

Operations Value Chain

- Operations Management
- Logistics & Supply Chain Management
- Total Quality Management
- Strategic Cost & Profitability Management

German Language A1

Integrated Business Plan

Business Environment Germany

Intensive Study Trip to DHBW Karlsruhe, Germany (Optional)

Master In Business Management

Transfer IGTC credits to the Centre for Advanced Studies at DHBW Heilbronn, Germany (Optional)

“ In Germany, we always welcome the IGTC PGPBA students joyfully in our **exchange program**. They are very well prepared, competent in methodologies, and attuned to sensitively engage in the international context. We are now waiting to accept them into our Master programme at DHBW Heilbronn. We offer them a curriculum combining high-quality courses, **mentorship by senior German faculty**, exposure to state-of-the-art business processes and first-hand experience German life and culture. ”

Prof. Dr. Uwe Noelte

Professor, International Business, DHBW Heilbronn





The Value of Apprenticeship

The Cornerstone of IGTC's Dual Education System

The #1 purpose for your time at IGTC is to broaden and deepen your intellectual ability and prepare you for career success. Your goal is to learn, and the time-honoured way to learn a skill or trade is apprenticeship. If you want to be a glass-blower, you would go and study with a master glass-blower. You would follow his movements and try to absorb his knowledge.

At IGTC you benefit from many individuals - the faculty, corporate mentors, and successful alumni who have varied expertise in their fields. You have the chance to apprentice yourselves under those who have done it before you. You can sample a range of intellectual and corporate pursuits to discover who you are and what you are best at, before you innovate and drive business with unique new ideas and methods.

“ Häfele has seen immense benefit in IGTC's approach, as the interns absorbed by the company have come with fresh ideas, **confident mindsets** and also most importantly, **a seasoned maturity** to be able to deal with the many complexities of a corporate structure. ”

Jürgen Wolf
Managing Director, Häfele India



Purposeful Learning With Live Corporate Projects

Operations Value Chain: Inventory Management at Baerlocher Additives

Fresh with ideas and modern inventory management tools at IGTC, I applied the Statistical (QR model) and Estimation Method to scientifically redefine and calculate minimum inventory and re-order level. These recommendations were successfully implemented by Baerlocher and it helped to reduce inventory by 7 percent and realised a cost savings of approximately 22 percent.

Chitrang Narkar
PGPBA Class of 2021

Money Matters: Key Operating Processes at Deutsche Bank

By shadowing the seasoned financial professionals of the Liquidity Data Management team, I gained a profound understanding of the innovative technical solutions that make liquidity reporting more precise and reliable. I developed a tool, which created a tracking mechanism for the Key Operating Processes, making this periodical regulatory task more efficient and orderly. This project was well received by the management.

Deeotima Hazra
PGPBA Class of 2020

Customer-Focused Selling: Identifying Market Potential at Kärcher

Great products or services come from listening to the needs and interests of our customers. As an intern, I was tasked to conduct research, identify market value, and provide scope of improvement for Kärcher products. Implementing the application of marketing tools like Need-Gap Analysis, Focus Area, and Value-added offering, enhanced the market potential of our cleaning industry products.

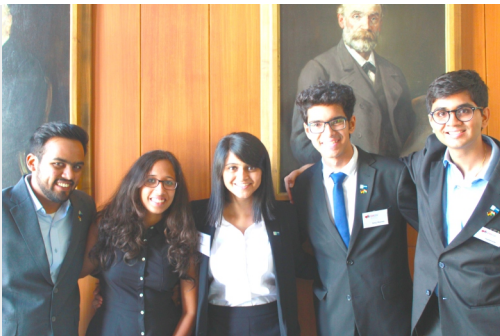
Nitish Kadam
PGPBA Class of 2021

Nearly 30 Years of Excellence in Management Training

The Indo-German Chamber of Commerce (IGCC) is part of the worldwide network of German Chambers of Commerce abroad (AHK), which has 140 offices located in 92 countries. With over 5,500 members, IGCC is the largest AHK worldwide and the strongest bilateral Chamber of Commerce in India. IGCC is the most important catalyst for the promotion of trade and industrial relations between India and Germany.

Indo-German Training Centre (IGTC) is the Management Training Division of IGCC. Our role is to extend the evolved values of the German Dual System of 'Learning by Doing'; balancing theoretical knowledge of management concepts with practical experience and training to groom future leaders.

Driving
DUAL TRAINING



“ The IGCC flagship programme is a **unique** industry-academia model where faculty, corporate partners and alumni come together to nurture and **shape future leaders**. The experience gives you the tools and confidence to drive business in whatever path you choose. The global impact and the success of our alumni speaks volumes about the **quality and strength of the dual system** model of management training adopted at IGTC. ”

Radhika R Mehta
Director, Indo-German Training Centre

Certificate Benefits

Our Industry Connections Run Deep. Start Taking Advantage of Them Today.

- **Develop** a holistic perspective to boost your business acumen, confidence and performance.
- **Intern** with IGTC's partner training organizations, identify and define operational problems and implement successful solutions.
- **Learn** German Management Principles: Planning, Process and Precision.
- **Build** a professional network with the IGTC Alumni and top Indo-German companies.
- **Gain** instant recognition with India's leading Indo-German companies such as BASF, Bosch, DHL, Mercedes Benz, Siemens among many others.



“ This crisis has changed us and we have a great story to tell. During lockdown, IGTC demonstrated tremendous strength, **agility and focus** to continue the programme on the online platforms immediately. Change management was a subject in our curriculum, now we can say that we have lived through it. In 2020 IGTC didn't **bounce back, we bounced forward!** ”

Ronak Contractor
Siemens Healthineers, PGPBA Class of 2021

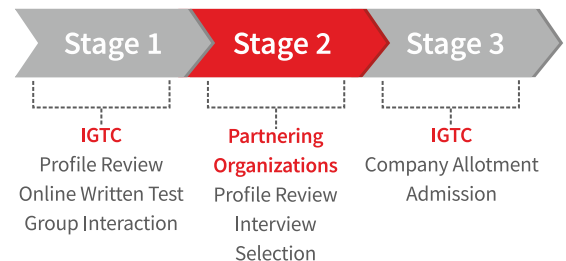
Confidence, Vision and Excellence for Achievers

PGPBA Alumni in Key Roles and Organizations

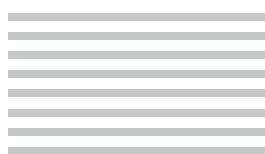
 Assistant Manager Corporate Business Group	 Deputy Manager Sales & Marketing	 Head Procurement	 Vice President Commercial	 Head Supply Chain
 Vice President Finance	 Manager Sales Support	 Global Director Strategic Growth Projects	 Lead Supply Chain	 Vice President Consulting
 Territory Manager Sales	 Head Production System	 Territory Manager Sales	 Project Leader Project Management	 Analyst e-Business
 Senior Manager Network	 Key Account Manager Sales	 Vice President Finance	 Head Strategy	 Brand Manager Marketing

Your Way Forward

- Graduates in any field B.E./B.Tech./B.Com./B.M.S/B.M.M./B.SC/B.A. with 0-3 years of work experience and over 50% aggregate marks are eligible to apply.
- Application forms to be filled online at mumbai.igtccindia.com with an application fee of Rs. 2000 + 9% CGST + 9% SGST.
- Programme Fees are Rs. 3,00,000 + 9% CGST + 9% SGST.
- Scholarships supported by Siemens; available for students from less privileged backgrounds.

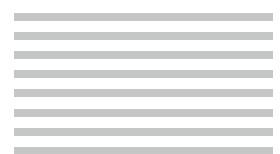


*Disclaimer: IGCC has not sought approval from the All India Council for Technical Education (AICTE)






 Indo-German Training Centre
 Division of the Indo-German Chamber of Commerce



2-B, Vulcan Insurance Building, Churchgate, Mumbai 400020.
 +91-7045366565 / +91-9833276878
mumbai@igtccindia.com
www.igtccindia.com

Join us on    

