



भारतीय प्रबंध संस्थान इंदौर

INDIAN INSTITUTE OF MANAGEMENT INDORE

Certificate Programme in International Business Management (Batch-5)

Date: August 25, 2025 - February 06, 2026

Location: IIM Indore Campus

Course No.
18-08-2026





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ABOUT IIM INDORE

Established in 1996, IIM Indore is among the 100 global business schools (and the second IIM in the country) to receive the prestigious Triple Crown in the form of accreditations from EQUIS, AACSB, and AMBA. IIM Indore has been consistently ranked among the top institutions by various National and International ranking agencies, including NIRF, QS, and the FT-100 rankings. The institute offers a diverse set of executive education opportunities, spanning several long-term and short-term courses. With a robust offering of 200+ executive programmes, including specialized courses tailored for the UAE, GCC, and the Middle East, IIM Indore empowers professionals with globally relevant skills and expertise. More than 5, refund may be made after deducting the full fee of actual number of participants who attend the training programme. The group discount would be applicable only to short duration programmes of up to 20 days.



OVERVIEW

The Armed Forces constitute one of the nation's most esteemed workforces, demonstrating the highest standards of service, dedication, and commitment to the nation. Defence Officers possess supremely high leadership abilities and conduct the job at hand with utmost motivation. Officers in the armed forces are self-disciplined, dedicated, and courageous. An educational immersion at the highest echelons of business management will bolster their leadership skills and drive for excellence. Today's technology-savvy era demands knowledge-based employment, and a generalized experience does not suffice. Hence, IIM Indore has designed a challenging learning experience that focuses on international business management. IIM Indore is delighted to be part of the ambitious Certificate Programme in International Business Management for Defence Officers (CPIBM) under the Directorate General of Resettlement (DGR). Professionals who understand the international context of business are perpetually sought after, and the CPIBM cultivates the knowledge and expertise required to understand management issues from a global perspective. The programme has a broad, multidisciplinary approach that covers management, strategic decision-making, marketing, and human resources. It also builds a solid understanding of the international trade environment and covers the complexities of international business practices. The programme modules will cover basic international management principles and assert how they relate to global markets.

COURSE STRUCTURE

The Certificate Programme in International Business Management is a 24-week certificate course for Defence Officers and will be delivered over four terms. The programme topics are outlined in the tentative course plan. The term-wise distribution of topics is described below:

CORE COURSES (TERMS I TO III)

1. Business Economics
2. Financial Management
3. Human Resource Management
4. Information Systems for Competitive Advantage
5. International Marketing
6. Managerial Communication across Borders
7. Managing the International Legal Environment
8. Marketing Management
9. Operations Management
10. Organizational Behaviour
11. Quantitative Methods and Business Analytics
12. Strategic Management
13. Understanding and Analyzing Financial Statements
14. Workshops on Strategic Business Negotiation

ELECTIVE COURSES (TERM IV & V)

15. International Human Resource Management
16. International Trade (IT) and WTO
17. International Entrepreneurship
18. Data Visualization
19. Global Financial System
20. Multinational Strategic Management
21. Global Supply Chain Management
22. Transformation, Marketing, and Analytics in the Digital World
23. Supply Chain Risk Management
24. Spreadsheet Modelling
25. Project Management

Note: This course structure is tentative. The course topics will be customized by the programme's faculty team after an interaction with the participants.

PROGRAMME DELIVERY

The programme shall be coordinated and delivered by expert faculty members at IIM Indore. Participants will be required to attend the programme on campus in a non-residential mode. For the duration of the training, participants have to secure accommodation outside the campus. Classes will be scheduled daily between 9:00 AM and 05:15 PM on weekdays. Participants will also be assigned tasks for self-study, group activities, or field visits.

IIM Indore employs a judicious mix of lectures, case studies, discussions, group activities, field visits, and prescribed reading material to increase the effectiveness of the training. The programme is designed to maximize experiential learning by enabling peer interaction to foster a deeper understanding of all topics.

The Certificate Programme in International Business Management (Batch-5) for 50 Defence Officers (tentatively) shall be conducted at the IIM Indore campus. Nominations for the programme will be received through the DGR. The specific number of participants accommodated in each batch will depend on the nominations shared by the DGR.

The programme is scheduled to take place from August 25, 2025, to February 06, 2026 (24 weeks) at the IIM Indore campus. To accommodate more Defence Officers in the programme, the institute may defer the programme by a month.





PAYMENT

- i. **Terms of Payment:** The programme fee is Rs. 2.75 Lakh per participant. The DGR will contribute 60% of the fees, and the participants will pay 40%.
- ii. The participants' share (40%) of the payment will be collected through an online link before the registration.

CERTIFICATION

IIM Indore will provide a 'Certificate of Successful Completion' to participants after they have successfully attended the programme.

ALUMNI STATUS

All participants who complete the programme successfully will be eligible for the Executive Education Alumni status at IIM Indore. Participants must pay Rs. 1,000 + taxes per person for a Two-Year Executive Education Alumni status. Participants must pay Rs. 10,000/- + relevant taxes per person for a Lifetime Executive Education Alumni status.

BENEFITS OF IIM INDORE'S EXECUTIVE EDUCATION ALUMNI MEMBERSHIP INCLUDE

- a) Subscription to brochures and newsletters disseminated by IIM Indore
- b) Access to the IIM Indore Campus Library (on-site access only)
- c) Access to the official email ID of the institute



INDIAN INSTITUTE OF MANAGEMENT INDORE

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