



सत्यमेव जयते

Department of Industrial Policy & Promotion
Ministry of Commerce and Industry
Government of India



Government Sponsored Business Development Opportunity in Germany



Indo-German Manager Training Programme (IGMTP)

A milestone in Indo-German Cooperation

For Entrepreneurs/ Senior Managers/ SME Managers and Professionals



Supported by



Federal Ministry
of Economic Affairs and
Energy



Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

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A TRAINING FOR PARTNERSHIP

On 9th September 2008 a Joint Declaration was signed between Ministry of Commerce & Industry Government of India and Federal Ministry of Economics and Technology, Germany, where they expressed their common aspiration to foster economic cooperation between the two countries by implementing a bilateral training programme for Indian Executives and Managers. Under this initiative already, 11 delegations of more than 200 Senior Manager/ SME Owners and Entrepreneurs have been taken to Germany.

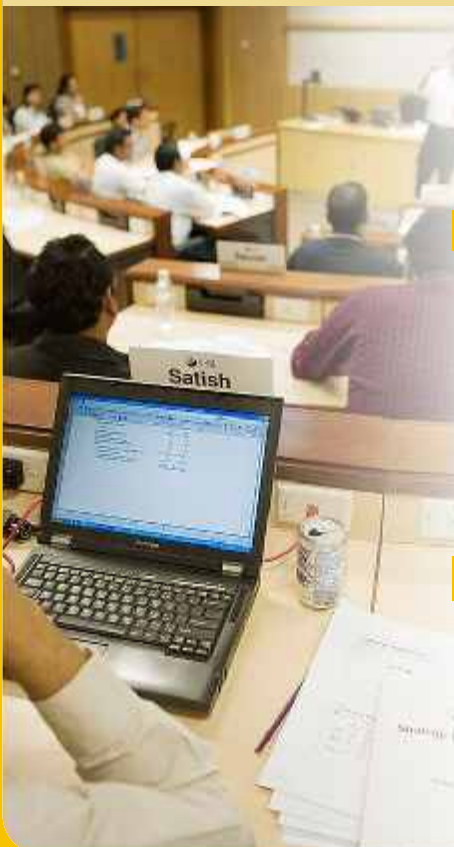


The following objectives were achieved

- ❖ First hand experience of doing business with Germany
- ❖ Improved competitiveness of the enterprises participating in the project;
- ❖ Enhanced administrative, social, intercultural and professional competencies of Indian managers;
- ❖ Enhanced foreign economic potential of Indian enterprises by establishing contacts with German enterprises;
- ❖ Raised attractiveness of the selected enterprises to foreign investors;

Through

- ❖ In House Training
- ❖ Participation in Exhibitions. Seminars, Meetings etc.
- ❖ Factory Visits
- ❖ Networking Session



To take this initiative forward, FICCI is delighted to invite applications for the selection of delegation.

IGMTP

This advanced training course for following groups of middle and senior level managers will focus on practical training and how to do business with Germany:

- ❖ International batch candidates for Health Care, Energy Efficiency and Waste Management
- ❖ 20 General batch candidates (All sector's are eligible).
- ❖ 1 Additional Batch of 20 Candidates for Renewable Energy.

Highlights of Training in India

- ❖ Relevant discussions to facilitate German leg of training programme.
- ❖ Focus on Macro and Micro Economic Factors, Foreign Trade, Cross-Cultural Communication etc.
- ❖ Leveraging IT, Negotiation Skills, Costing and Project Management
- ❖ Most importantly experience sharing with previous batches.



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Germany

- ❖ Intercultural and method-specific aspects of German and Indian corporate culture.
- ❖ Training units will emphasise on different facets to consider when establishing contact with German firms.
- ❖ The legal and the practical financial aspects of cooperation and founding a business in Germany.
- ❖ First hand information in future individual business meetings.
- ❖ An insight into structures and processes, interesting and inspiring for their own firms in India.



TENTATIVE SCHEDULE

Date	Process	Place
May 20, 2016	Last date for submission of Application	Contact details mentioned at the end.
June 1-3, 2016	Selection Interviews	FICCI, New Delhi
Sept/ Oct 2016	Training and Business Tour	Germany



Industry Sector

Mining

Energy
Efficiency

Renewable
Energy

Health Care

Sports

Publishing

Environmental
Technology

Automobile
Components

Industrial
Automation

Tourism

Human
Resource
Management

Legal
Consultancy

Handloom
& Textiles

Petroleum

Electricity
Generation

Trading

FMCG

Waste
Management

Bio
Technology

IT

SUCCESS STORIES

Participation in IGMTP has positively affected our top line business profitability by 200% and bottom line by 20% over the two years
Arun Rebero, Contura Solar (India) Pvt. Ltd.

We made an import of 104178 Euros from Germany
Asit Kumar Talukdar, Soil and Environ Industries

We did an import of RS 50 LAKH after the trip to Germany
Chirag Drolia, Todays Writing Instruments Ltd

A leading German Company made an investment of Euro 150,000 in India
Kuldeep Nagpal, KN Management Consultants Private Limited

We collaborated with German Freight Forwarding Company. It has positively affected our top line and bottom line business by 20% and 15% respectively
Sandeep Mani Tripathi, Pi Forwarding Company (India) Pvt. Ltd.

The tour was fantastic; well organized and managed, good exploration opportunities. We tied up with a company named CLOCKE manufacturing compression type connectors and crimping machines. Right now, we are official marketing company for them in India and are in talks to become the sole manufacturing unit of their products in Asian region and Hope to close it soon too.
Avinash Jogdand, Ramelex Pvt. Ltd.

The training program for the Indo-German was fruitful. We have established 2-3 contacts in the pipeline and we recently got an order from Mayer Braidtech for approx Euro 50,000
Balachandran Jagannathan, Penguin Engineers

ITC Foods, concluded a deal with M/s Tecon Kekes

Waffelanlagen of Erkelenz for the procurement of a Multifunctional 3 Head Depositor.
Kanchan Chakraborty, ITC Foods

(First transaction value - Euro 544,240)



ELIGIBILITY CRITERIA & SELECTION PROCEDURE

Who can Participate

Company Sector	Energy Efficiency in Industrial Enterprises, Health Care, Waste Management & Renewable Energy Industry and Professionals. In General Batch People from any Sector can participate
Company Orientation	Potential for Export/ Import/ Foreign Trade.
Position	Middle or Senior Managers of SME.
Region	Countrywide.
Others	Leadership and Influence, Professional Development, Business Skills and Knowledge, Innovation, Flexibility, Communication Skills, Team Work, Character.

Selection Procedure

Eligible participants are requested to submit the duly filled Application Form with Company Profile Form (Both are attached herewith). The following documents need to be submitted along with these.

- ❖ A recent color passport size photograph.
- ❖ Letter of recommendation from the director of the enterprise.
- ❖ Copy of his/her international passport.

On the basis of above, the participants will be called for the interview and company presentations with the members of the IGMTP Selection Committee. The interview will focus on candidate's training objectives.

***Fees is non Refundable**



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FINANCIAL IMPLICATIONS

India Application Fee

A cheque / demand draft of INR 5000 + Service Tax in favor of, "FICCI", payable at Delhi, along with the duly filled Application Form.

Administrative Charges

Selected candidates will be required to pay INR 40000 + Service Tax by cheque / demand draft in favor of, "FICCI", payable at Delhi.

This fee includes the services provided by FICCI for-

- ❖ Coordination for the mandatory training programme in India.
- ❖ Coordination with Germany for the 4-week training programme.
- ❖ Visa Assistance.

Mandatory Training in India

Cost of the training programme in India may be borne by the Department of Industrial Policy and Promotion, Ministry of Commerce. However, candidates will have to arrange for their own accommodation in Delhi. FICCI will provide assistance in arranging for affordable accommodation in Delhi.

Germany Travel Expenses

The travel expenses (to and fro flight tickets and visa charges) will be borne by the candidates company. FICCI will provide visa assistance.

Expenses to be borne by Host

The boarding / lodging and other programme expenses in Germany will be borne by the host in Germany for which scholarship will be offered to the participants which will be enough to cover these expenses.

***Fees is non Refundable**

PARTNERS



सत्यमेव जयते

Department of Industrial Policy & Promotion (DIPP)

Department of Industrial Policy & Promotion is responsible for formulation and implementation of promotional and developmental measures for growth of the industrial sector, keeping in view the national priorities and socio-economic objectives. The Department is also responsible for facilitating and increasing the FDI inflow in the country. Federal



Federal Ministry
of Economic Affairs and
Energy

Federal Ministry of Economic Affairs and Energy

The essential task of the Federal Ministry of Economics and Technology is to shape the conditions that foster successful economic activity on the basis of personal and entrepreneurial freedom, competition and stability. The Ministry's legislative, administrative and coordinating functions in areas such as competition policy, regional policy, SME policy, energy policy, and external economic policy are geared to this task.



Federation of Indian Chambers of Commerce and Industry (FICCI)

FICCI is the rallying point for free enterprises in India. It has empowered Indian businesses in the changing times, to shore up their competitiveness and enhance their global reach. With a nationwide membership of over 1500 corporate and over 500 chamber of commerce and business associations, FICCI espouses the shared vision of Indian businesses and speaks directly and indirectly for over 2,50,000 business units. It has an expanding direct membership of enterprises drawn from large, medium, small and tiny segments of manufacturing, distributive trade and services. FICCI maintains the lead as the proactive business solution provider through research, interactions at the highest political level and global networking. For more information, please log on www.ficci.com



Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

The services delivered by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH draw on a wealth of regional and technical expertise and tried and tested management know-how. As a federal enterprise, it supports the German Government in achieving its objectives in the field of international cooperation for sustainable development. We are also engaged in international education work around the globe.

For further details please contact

Rajpal Singh
Director
rajpal.singh@ficci.com

Harvinder
Project Coordinator
igmt@ficci.com

Federation of Indian Chambers of Commerce & Industry (FICCI),
Federation House, Tansen Marg, New Delhi- 110001
Ph: 011-23765083, 23487283 (D) / 23738760-70 (Ext-283/400)
Fax: 011-23320714, 23721504

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