



सत्यमेव जयते

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



6th Indo-German Manager Training Programme (IGMTP)

A milestone in Indo-German Cooperation

For Entrepreneurs/ Senior Managers/ SME Managers and Professionals
Government Sponsored Business Development Opportunity in Germany



Supported by



Federal Ministry
of Economics
and Technology



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, three delegations of more than 60 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 the 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 6th delegation.

6th IGMTP

This advanced training course for groups of approximately 20 middle and senior level managers will focus on practical training and how to do business with Germany, which will include-

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, International Economic Relation, WTO and General Agreement on Tariff & Trade (GATT).
- ❖ 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
10th February 2012	Last date for submission of Application	Contact details mentioned at the end.
16th -18th February 2012	Selection interviews	FICCI, Delhi
19th -23rd March 2012	Initial Mandatory Training in India.	FICCI, Delhi
	Interaction with the previous batch.	
May/June 2012	Training and Business Tour	Germany

HIGHLIGHTS OF PREVIOUS PROGRAMME



SUCCESS STORIES

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

The 4th Indo German Manager training programme has been a wonderful experience for me and my organization. **I have Enhanced my administrative, social and intercultural skills.** Learnings through In House Training, Factory Visits and Networking Session were very useful. We are in the process of business negotiation with one company I met in Germany, and it's a win-win situation for both companies; commercial business likely to begin by March 2012.

Chirag Drolia
Today's Writing Products Limited

ITC Foods, concluded a deal with M/s Tecon Keks Waffelanlagen of Erkelenz for the procurement of a Multifunctional 3 Head Depositor.

- ❖ First transaction value - Euro 544,240
- ❖ Delivery of equipment – January 2011
- ❖ Date of commissioning of Work- 3rd week of January

Kanchan Chakraborty
ITC Foods

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ELIGIBILITY CRITERIA & SELECTION PROCEDURE

Who can Participate

Company Sector	Manufacturing, Services Sector and Professionals
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 (see enclosed) from the director of the enterprise.
- ❖ Processing fee that i,e INR 18,000
- ❖ 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 MP 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 6000 in favor of, "FICCI", payable at Delhi, along with the duly filled Application Form.

Administrative Charges

Selected candidates will be required to pay INR 18,000 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 Economics
and Technology

Federal Ministry of Economics and Technology, Germany

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

Additional Director

Federation of Indian Chambers of Commerce & Industry (FICCI), Federation House, Tansen Marg
New Delhi- 110001

Ph: 011-23765083 (D) / 23738760-70 (Ext-400) Fax: 011-23320714, 23721504 Email: rajpal@ficci.com

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