

# Post Graduate Programme in International Management (PGP-IM)

## About PGP-IM

In 2006 MDI Gurgaon launched a unique, first of its kind programme in India - the Post Graduate Programme in International Management (PGP-IM). The programme was launched in collaboration with European School of Management (ESCP- EUROPE) ranked 2nd in Europe by Financial Times. The unique dual degree programme is delivered partly in India (MDI) and partly in Europe (ESCP- EUROPE campuses). This was one of the efforts made by MDI to develop managers with appropriate mind set and ability to work in global markets. In Europe, students not only get classroom learning opportunity, they also get an opportunity to work there on a paid internship basis. In addition, there is scope to get placement offers in Europe. Living and working in Europe enables students to understand and appreciate other cultures, hone their capabilities to work across cultures and develop global mindsets. They get competencies to work across cultures and the ability to work in unfamiliar markets.

The emerging business scenario makes global and inter cultural working an imminent reality. The programme prepares managers and future leaders with a global mindset - managers who can appreciate different cultures, who can build networks across geographies, and live and work across cultures. The programme gives you the opportunity to intern in Europe in one of the best companies worldwide and provides an opportunity for employment in Europe as well.

The course is divided in two stages. The first stage is here in India at MDI's beautiful campus which lasts for 8 months. The course starts in June, along with the normal management PGPM. The exchange students from the five ESCP campuses come to the campus in July. The course in India or stage 1 ends in February. After 8 months of learning in MDI, comes foreign study, which is the second stage of the programme which is delivered in Europe at the Paris, Berlin, Madrid & Torino campuses. The European term is held at ESCP-EAP.

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## Programme Structure

The programme is spread over four semesters. The first semester including four terms spread over the first year are delivered at MDI campus. Semester two of 4 months duration is held at ESCP EUROPE Campus on one of the allocated locations - Paris, Madrid, Berlin & Torino. Semester three constitutes 4 to 6 months of internship in Europe / India while the Semester four of 1½ months duration consists of finalization & submission of dissertation work. First Semester focus on providing basic inputs in qualitative and quantitative domains and provide analytical as well as communication skills. In the Second Semester the focus shifts to giving an International Management perspective to the students. The Third & Fourth Semesters are dedicated to providing in-company exposure in a global context.

The program also includes foreign languages as part of the curriculum. The course has an annual intake of around 35.

## About ESCP-EAS

The European term is held at ESCP-EAP which boasts of being the oldest business school in the world and according to last year's FT rankings the second best European Business School. The Institute has 5 campuses across Europe, the oldest and primary campus is Paris while London, Berlin, Madrid and Torino (Italy) campuses have been established to further increase the European exposure. In 2010, its core degree, the Master's in Management, was ranked 1st worldwide by the Financial Times. It stands 15th in the world ranking for its Executive MBA, and in the 2009 QS Global 200 Business Schools Report, the school was ranked 15th in Europe. Its programmes are triple-accredited by the international AMBA, EQUIS, and AACSB.

ESCP has 5 campuses - Berlin, Paris, London, Madrid and Turin. London has been closed to Indian students due to visa issues. The course undergone in European campuses is called MEB (Masters in European Business) and is an insightful two term course in European business environment and management course. The two semesters are designed to complement each other that they provide a complete learning experience which especially emphasizes on multinational exposure, and understanding. Also the class in ESCP campuses is very diverse, i.e. they have people from over 15 nationalities so the class itself becomes multilingual.

## About Campuses

There really is something for everyone; be it exploring the historical sites of the Bastille, the Plaza Mayor or the Brandenburg Gate, or discovering the endless shows, theatres, operas, festivals and impressive markets. Each city is the political, cultural, economic or financial capital of their native country. However, each campus offers its own unique characteristics, which enables MEB applicants to suit their individual preferences.

### PARIS

The Paris campus is conveniently located in the centre of the city. It is the largest of the five campuses and hosts the greatest number of faculty and students. The school's outstanding reputation and close relationships with leading international companies maximize internship and career prospects for

students. With extensive campus facilities and over 50 active students clubs and associations, a strong sense of school spirit and community prevails.

### **BERLIN**

The ESCP- EUROPE Berlin campus is located near one of the historical centre-pieces of Berlin. The Charlottenburg Castle, which is located in baroque gardens overlooks the school's beautiful late 19th Century building. Throughout the year there are events and conferences on the latest business issues. The Berlin campus is a "staatlich anerkannte wissenschaftliche hochschule" with a degree-awarding charter.

### **MADRID**

Located in a residential suburb, the Madrid campus is an ideal place for students to focus their energy on the demands of the MEB programme. The surrounding gardens and parks set the scene for the hard work and personal reflection necessary during the development of managerial competencies. The close personal attention of the staff in Madrid provides an open and friendly environment for the best results in the programme.

### **TORINO**

The Torino campus is located in Torino in a beautiful building with modern facilities. Torino is one of the main business centers of the Italian economy as well as a masterpiece of architecture and one of the favorite student cities in Italy. The Torino campus has strong relationships with a number of Italian and International companies, which contribute to its governance.

### **About MEB**

The degree you get from MDI is called PGPIM and the one from ESCP is called MEB. MEB stands for Master of European Business. You are done with your MEB by the end of July. If you choose to do the Grade de master /MSc then you are done by September. But after you have accumulated the degrees comes the best part of the whole course, which is an International Internship. Our students have worked for companies like Bayer etc

The course has as its mandatory part an internship in Europe which has traditionally lasted for 3,6 and in some cases even 9 months for our seniors in some of the best multinationals one can think of. Now this internship, with a profile that one chose in whichever field one thought as prospective, gives you that leverage and essential knowledge of the domain that one gets through classroom lectures in normal specialization courses. Of course the two things are not identical; learning through actually working in a real company, is a pretty subtle yet effective way nonetheless.

### **About Grade de master /MSc**

Some countries also give masters in education degree. Anyone with a 4 year bachelor degree can apply. Masters degree has high value in Euro nations.

## **FAQ about PGPIM**

Duration: 21 Months (Residential) (8.5 months at MDI and rest at ESCP-Europe foreign campus)

Intake: 35

### **Is the fee for PGPIM higher than PGPM?**

The total fees this year is INR 14.56 lakh. The fee includes Tuition Expenses for both 1st and 2nd year. It also includes housing and food till Feb i.e. MDI leg of the course just like PGPM/PGPHR. Apart from this housing and food in Europe has to be managed by the student.

### **Is there some bank which can sanction me a loan which will cover all the required expenses?**

Yes, you do get loans for PGPIM. In the previous batches, majority of the people have taken loans. Central Bank of India provides loan upto INR 20 lakh especially for MDI, IIM and IIT students at reasonable rates of interest.

### **Do candidate get absorbed for full time jobs after the course where he/she did internship?**

Yes, it depends upon company to company. It also depends upon the performance of student. In some of the cases, it also depends if you want to stay in Europe or not. In case you don't get work in Europe, you can always come back to India and sit for placements along with PGPM guys.

### **How many students of this year passed out batch got international placements?**

Our seniors are still interning there and hope to convert them in future. It all depends upon the how you perform and also your language skills as it becomes easier to get a job if you know the local language. There have been many cases where our students have got international placements.

### **What roles/job profiles are offered for people graduating from IM both home and abroad?**

Internationally, there are full array of profiles which a student can get. Many of our students worked in the European or the Global HQs of world class companies, so the kind of profiles and work you get in internship and jobs are not even comparable with that in India.

### **What happens to those who miss the placement season due to long internships?**

In case of long internships, a student can get his placement deferred till the next year.

### **Do we have to know the native language of the campus?**

In MDI you will be taught the language at your campus from Day 1. And learning the language helps a lot in getting internships and full time jobs there.

### **Can a student sit for the placement process at MDI?**

After the internship, the students are encouraged to find International placements, and depending on their wish they are free to appear for the normal MDI placements, as well.

**What is the process for finding lodging/boarding at the allocated university place? Does MDI help with it?**

MDI cannot help a lot in accommodation. There are agencies which help you with that and of course your seniors. You can also contact brokers online.

**Are the internships paid? Do students get any stipends?**

Yes, the internships are paid internships where students can get in the range of 1000-1500 Euros a month as stipend.

**What is the average stipend earned in the internship? Also do internships have similar procedure as placements?**

Finding internships in Europe is a different process altogether. It is you who has to apply for internships. ESCP always helps in getting you the latest openings, Alumni contacts etc. Each and every student gets internship.

Average internship salary varies from place to place. But the common trend is that it is more than adequate to cover living expenses. For e.g. in Paris, you can get offers starting from 1200 Euros, depending upon the profile.

**What are the expenses in Europe?**

Although it depends upon case to case, but average expenses on the higher side is 600-700 Euros /month. But from July-Sept you can expect an internship that more than adequately covers your living expense there and plus the opportunity to work abroad.

**Are we allowed to do part time job in EU on hourly basis?**

Yes, you are allowed to do part time job in EU. Many of our students are doing it. But they work only when college puts up some work as getting job outside is not easy. Command on language is important to get jobs.

**What is the specialization for PGPIIM people?**

The course doesn't in the traditional sense provide a specialization. So, one does not for example specialize in marketing or finance etc. It's a general management course.

**Is PGPIIM on International trade?**

No, PGP-IM is a general management course with a special emphasis on providing candidates with International perspective and globally suitable aptitude.

**How ESCP campus allocation is done for a batch?**

Campus allocation for our batch was done on the basis of merit rank. However, there is no certainty that the same would be followed for your batch, as the batches before us had a different campus allocation criteria.

**Is there any difference between campuses? Do we get to choose the campuses?**

No, you don't get to choose the ESCP campus. You will be provided with MEB degree in case of each campus. Each campus has got its own advantage and disadvantages.

**What are the Ticket and Visa costs?**

Ticket cost is in the range of INR 30-35K (both ways) and Visa is INR 12K approximately.

**What is the number of students going to each university?**

The number of students last year was 11-ESCP Paris, 12-ESCP Berlin, 6-ESCP Madrid

## Course Curriculum

### FIRST YEAR (2012-13) at MDI, Gurgaon

#### Semester-1 (Term-0) (For MDI Candidates)

SUBJECTS	CREDIT
▪ Business Society and Government	3
▪ Ethics & Corporate Governance	1.5
▪ French/German/Spanish / Italian Language	3
▪ Introduction to Management	3
▪ Business Communication	

#### Semester-1 (Term-I) (For MDI & European candidates)

SUBJECTS	CREDIT
▪ Statistics for Management	3
▪ Organizational Planning and Design	3
▪ Financial Accounting	3
▪ French / German / Spanish / Italian Language	3
▪ IT for Managers	1.5
▪ India Immersion (For European Students)	3
▪ OB and Intercultural Management	3
▪ Fundamental in Mathematics (For European Students)	1.5
▪ Marketing Planning	3
▪ Hindi Language (in workshop Mode for European Students)	

#### Semester-1 (Term-II) (For MDI & European Candidates)

SUBJECTS	CREDIT
▪ Consultancy Project	3
▪ Decision Science	3
▪ Managerial Economics in a Global Context	3
▪ Legal Aspects of Business	3
▪ French / German / Spanish / Italian Language	3
▪ Fundamental in Finance	3
▪ Marketing Management	3
▪ Operations Management	3

#### Semester-1 (Term-III) (For MDI & European Candidates)

SUBJECTS	CREDIT
▪ Introduction to Indian Business	3
▪ Consultancy Project	3
▪ Business Strategy	3
▪ French/German/Spanish / Italian Language	3
▪ Brand Management	3
▪ Global Supply Chain Management	3
▪ Economic Issues and Policies in International Business	3

### SECOND YEAR (2013-2014) at ESCP- Europe

#### Semester-2

SUBJECTS	CREDIT
▪ Management Accounting	3
▪ Buying Behaviour & New Product Development	3
▪ Financial Strategy	3
▪ European Business Law & Environment	3
▪ Human Resource Management	3
▪ Finance or Marketing Elective	3
▪ Consultancy Project - 2	3
▪ International Management	3
▪ Management Information Systems	3
▪ Research Methods	3

#### Semester-3

Company Internship (Four to Six Months)

#### Semester-4

Dissertation Work 6  
(To commence along with your internship and to be completed by February 2014)