

This year we have received an overwhelming response for PGDM and several applicants who have good CAT scores have not made it to the PGDM list.

IMDR values your interest in its educational programs and we would like to take this opportunity to invite you to apply for the two year Full-Time Post Graduate Program in International Trade (PGDIT) and the two year Full-Time Post Graduate Program in Human Resources (PGDHR),

The [PGDIT](#) programme has been offered for the last 14 years and is an established and industry-accepted programme. Students passing out from this programme are absorbed in the fast-growing International Trade industry in merchant export organisations as well as export/import services organisations. If you like to take up challenges and would like to travel all over the globe, we invite you to opt for this programme.

The [PGDHR](#) programme is in its eighth year. This programme equips students to become HR professionals with a different perspective of HR. The programme stands out from conventional HR programmes in that it is based on action learning and field research.

The selection criteria for the PGDIT & the PGDHR programmes are different from the PGDM criteria and therefore your CAT score *may* make you eligible for short-listing for these programmes. We are pleased to offer you the option of carrying over your PGDM application to the PGDIT and/or PGDHR programmes.

If you would like to opt for selection in either or both of the above programmes, please send an email indicating your choice of programme(s) as:

1. PGDIT (only)
2. PGDHR (only)
3. PGDIT (First Choice) / PGDHR (Second choice)
4. PGDHR (First Choice) / PGDIT (Second choice)

addressed to the Registrar at the email id: [registrar@imdr.edu](mailto:registrar@imdr.edu) .

You are also required to send a DD of Rs. 300/- drawn in favour of Director, IMDR payable at Pune. Please mention your **CAT Reg. No. and IMDR No.** at the back of the DD.

Your email response must have following details

- 1) CAT Registration number
- 2) IMDR number.
- 3) Choice of Programme
- 4) DD No., DD Date and Bank Name

**The mail must reach the Registrar on or before 15<sup>th</sup> April'10 .**

## Post Graduate Diploma in International Trade (PGDIT)

IMDR has always been in the forefront of management education in Pune. We were the first to launch the MBA program in 1974. In 1991, when the Government launched on a program of economic liberalization, there was a dire need for people who had professional competence in the field of International Trade. There was only one National institution imparting education in the field of International Trade. This was the time when we launched the Post Graduate Diploma in Export Operations (PGDEO), a full time one-year course to train entry-level professionals for the International Trade industry.

In 1994-95, with the lowering of trade barriers in India & the simplification of EXIM procedures, the needs of the industry changed. In line with the changing needs of the industry, we launched the two-year full time Post Graduate Diploma in International Trade.

We recognized that the needs of International Trade are different from those of the domestic industry & therefore in consultation with industry, we designed a course that focuses on developing 'industry ready' professionals. The course, with its focus on mastery of operational details, is designed so that our students are fully equipped to take up entry-level jobs. Simultaneously, our course also gives the necessary conceptual background that equips them to grow in their job as they move up the organizational ladder.

### Placements

Students passing out of this programme have been well received by industry. The programme has enjoyed a 100% placement track record. Even last year, in a period of Global Recession, nearly all the students of this program were placed. Typically, placements are with manufacturing companies, multinational shipping companies or top end logistics companies. Past recruiter include prestigious companies like Mitsui OSK Lines, Maersk, P&O Nedlloyd, Bharat Forge, Paper Products Ltd., Pantaloon Retail, Arvind Mills, GE Plastics, Gujarat Glass amongst others. Alumni of this programme are currently placed all over the globe in very senior positions. This year, the placement season is in progress, the salaries offered are as follows:

The highest salary offered is Rs. 4.8 lakhs  
Minimum salary offered is Rs. 2.4 lakhs and  
Average salary is Rs. 3.36 lakhs.

### International Tie-ups

To give a Global perspective to our students, IMDR has entered into a tie-up with ESSCA, one of France's leading business schools. Under this exchange program, our students have the opportunity to participate in one semester at ESSCA's campuses in France and Budapest. Similarly French students participate in one trimester at our campus. We have also entered into an MOU for faculty exchange.

## Post-Graduate Diploma in Human Resources

In the year 2003, we launched the full-time two years the Post-Graduate Diploma in Human Resources (PGDHR) course. The design of PGDHR programme has evolved through many discussions with the practitioners and consultants over the last several years. Before launching this course, which is based on a unique design, we experimented with a module first on Organization Studies and then introduced a Diploma in Organizational Studies (DOS) for working professionals in 2000. The PGDHR course is based on the success of these courses.

The PGDHR course prepares students to look at the organizational reality from social, economic, cultural and technological perspectives. This sensing helps in identifying enabling and obstructive elements of energy flow. In the carrying out of normal HR functions, students are taught to orchestrate changes that would canalize the energy in a wholesome manner.

The course is unique in many ways. We have adopted an experiential approach to learning. The student's experience of themselves in many roles that they play is as important as the theories that they learn. The teaching incorporates extensive use of popular and instructional cinema and literature to form working hypothesis of the socio-psychological nature of human collectives.

### Placements

Students passing out of this programme have been well received by industry. Typically, placements are with software companies, BPO / KPOs or with manufacturing companies. Past recruiter include prestigious companies like Tata Consultancy Services (TCS), Cognizant Technologies, Tech Mahindra, Pantaloon Retail, Mafoi, KPIT Cummins amongst others.

The highest salary offered last year was Rs. 6.0 lakhs

Minimum salary offered was Rs. 2.4 lakhs and

Average salary was Rs. 3.1 lakhs.

The current placement season is in progress.