



**IILM ACADEMY of
HIGHER LEARNING**

Jaipur Campus



**Entrepreneurship
Development
Institute of India**

TRANSFORM YOUR ENTREPRENEURIAL JOURNEY

11-Month Post Graduate
Program in Entrepreneurship &
Family Business

High-impact program designed for
aspiring entrepreneurs and family
business successors to scale and
innovate in today's dynamic
business world.

**Jointly Offered by
IILM & EDII Ahmedabad**

**Empowering Future Entrepreneurs &
Family Business Leaders**

**Twin Campus Immersion – Jaipur &
Ahmedabad**

**Industry Mentorship,
Real-World Projects and
Global Network**

(limited seats, admission window may close if the seats are filled up)

About IILM

We are a leading institution in Business Management Education located at Lodhi Road, New Delhi, with a heritage spanning over 30 years. Established in 1993, IILM has built a strong reputation, evolving from a modest start with 60 students to a prominent institution offering 180 seats in its flagship Post Graduate Diploma in Management (PGDM), approved by the All India Council for Technical Education (AICTE).



Our institution offers a highly conducive academic environment, featuring interactions with dedicated professors who bring a blend of industry and academic experience. Located near key industry strategists and practitioners in the service and manufacturing sectors, we provide students with valuable exposure to both domestic and international organizations.

About IILM Jaipur

Established in 1998, IILM Jaipur has been at the forefront of management education for over 27 years. The group runs various management institutes with the acronym "IILM" across the country, with campuses in Jaipur, New Delhi, Gurugram, Greater Noida and Lucknow. Our mission is to impart quality education and foster a culture of innovation, leadership, and lifelong learning. With a vision to develop globally responsible managers, we strive to create a niche of professionals who make meaningful contributions to business and society.

What sets us apart is our dedication to cultivating an Inspirational Learning Environment that not only builds strong foundational knowledge but also prepares students for the disruptive and dynamic changes in the global business ecosystem.

Our pedagogy encourages critical thinking, innovation, and adaptability—qualities that are vital in today's rapidly evolving industries. IILM's Global Connect initiative enables students to experience diverse cultures and global business practices. With partnerships worldwide, IILM offers programmes that expand horizons, enhance global perspectives, and prepare students to excel in a globalised world. Students attend Conferences, Seminars & international events to have corporate learnings, networking for better visibility.





About EDII

Launched in 1983, EDII is a National Resource Institute in entrepreneurship education, research, training, capacity building, institution building, MSME growth, innovations and incubation. The Institute has been set up with the support of premier financial institutions, viz; the IDBI Bank Ltd; ICICI Ltd; IFCI Ltd; State Bank of India and with the backing of the Government of Gujarat. EDII stands on the belief that 'Entrepreneurs are not just born but can also be created by training and well-conceived interventions.'

Over last more than four decades, through strategic PAN India interventions, EDII has successfully established the credibility of entrepreneurship as a development tool. EDII has been recognized as the CENTRE OF EXCELLENCE by the Ministry of Skill Development and Entrepreneurship, Govt. of India. . This effort was broad-based internationally too, with the setting up of Entrepreneurship Development Centres in Cambodia, Laos, Myanmar, Vietnam, Uzbekistan and Rwanda.

Institute's Business Incubation Centre, CrAdLE (Centre for Advancing and Launching Enterprises), set up with the support of Department of Science and Technology, Govt. of India, is focused on incubating start-ups in the potential areas of food/agri business, renewable energy and healthcare. Today EDII works in a collaborative mode with noted corporates, Government Ministries / Departments and regulatory bodies in implementing mega PAN India projects, with focus on policy advocacy & research; entrepreneurship education; New Venture Creation; growth of existing enterprises; SME growth & Business Development Services; sustainable livelihoods & global entrepreneurship Development interventions.



PROGRAM OVERVIEW & BENEFITS

Why Choose This Program?



International Business, Startup Finance, Family Business & Governance

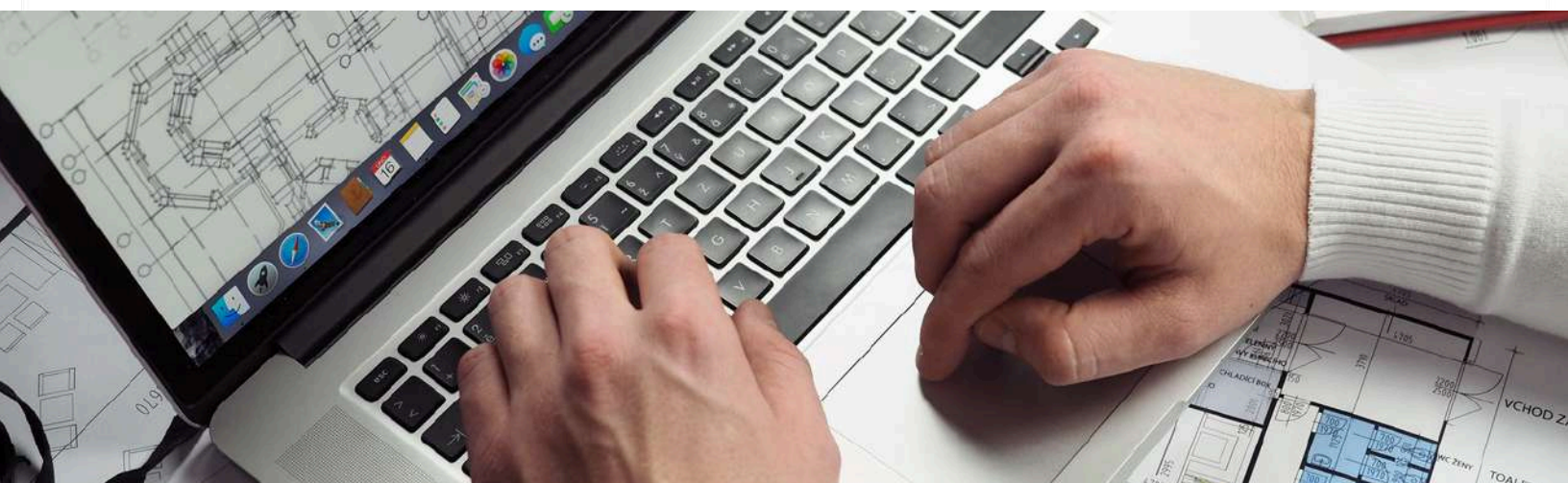
- Real-World Insights- Guest Lectures from Industry Experts & Startup Founders
- Flexible Learning – Hybrid model with online & offline sessions
- Global & Local Networks – Access to alumni, investors & business leaders

Who Should Join?

- 🕒 Entrepreneurs, Business Owners, and Startups members
- 🕒 Family Business Successors & Next-Gen Leaders
- 🕒 Working Professionals transitioning to Entrepreneurship

Career Outcomes

- 🕒 Start and Scale Up your own ventures
- 🕒 Innovate and Expand your Family Business
- 🕒 Lead Start-Ups and become High-Growth Corporates advisors
- 🕒 Consult and Advise Businesses



PROGRAM STRUCTURE & CURRICULUM

Structured into 4 Phases: Duration: 11-months

Phase 1 – At IILM Campus (Delivered by IILM with EDII Faculty Contributions) (3 Months)

- Economics for Business
- Entrepreneurial Mindset
- Introduction to Family Business
- Small Business Management (HR & Market Strategies)
- Technology in Entrepreneurship
- Management, Leadership & Organizational Behavior
- Operations & Supply Chain
- Internationalisation of Businesses: Strategic Pathways and Pitfalls

Phase 2 – At EDII Campus (Delivered by EDII Faculty)(3 Months)

- Manifestation of Entrepreneurship
- Design Thinking & Innovation
- Managing Business Growth, Divestiture, Exit
- Small Business Management
- Managing Family-Owned Enterprises (Governance, Succession, Conflict Resolution)
- Leadership & Financial Growth Strategies
- Electives (Choose 2):
- Spin-off Ventures Business Diversification
- Internationalization Strategies

Phase – 3 Internship, Foreign immersion & Incubation (2 Months)

- Work with Startups, Family Business Firms, or Incubators,
- Hands-on Business Development & Strategy Implementation
- Develop Immersion Report

Phase – 4 : Capstone Project (Delivered by IILM & EDII at IILM Campus) (3 Months)

- Final Business Project , Presentation Feedback by Experts & Pitch to Investors

Post-Program Support & Career Services

- Business Mentorship & Incubation Support
- Access to Funding & Investment Networks
- Alumni Engagement & Continuous Learning

Specific Learning Outcomes:

Knowledge & Understanding:

- Understand the unique dynamics of family businesses, including governance structures, succession planning, and intergenerational relationships.
- Develop the ability to identify, evaluate, and act on entrepreneurial opportunities, whether in starting a new venture or transforming an existing family business.
- Design and implement a comprehensive business plan, integrating strategy, operations, finance, and innovation.
- Build leadership and decision-making skills to effectively manage people, processes, and conflicts especially in the context of family-run enterprises.
- Gain financial literacy, including raising capital, managing cash flow, interpreting financial statements, and making data-driven decisions.
- Lead innovation and drive business growth, leveraging emerging technologies and new business models in a competitive and dynamic market.

Career outcomes:

- Launch and manage their own startups.
- Lead and grow their family businesses.
- Secure leadership positions in established companies.
- Work as consultants or advisors in the entrepreneurship and family business domain.
- Contribute to the development of the entrepreneurial ecosystem.

For Family Business Specific Outcomes:

- Understand the history and evolution of their family business.
- Learn about the roles and responsibilities of family members in the business.
- Develop skills in family governance, including creating a family constitution and managing family meetings.
- Understand the process of succession planning and how to ensure a smooth transition of leadership.
- Learn about the importance of aligning family values with business strategy.
- Develop skills in managing intergenerational relationships and resolving conflicts within the family business.

Faculty Profile



Dr. Samar Sarabhai

Director, IILM Jaipur

Dr. Sarabhai is a Doctorate in Retailing and MBA in Marketing with 29+ years of corporate and academic experience. He has led sales teams at Redington India Ltd. and HCL Info Systems, headed TAPMI School of Business for two terms, and completed the 'SMILE' leadership program. He has taught internationally, trained senior professionals from leading banks and corporates, delivered 10 MDPs for BPCL, and conducted OBE workshops at reputed institutions.



Prof. Punit Pandey

Associate Dean, EFBM

Prof. Punit brings 33 years of experience in teaching, advocacy, business development, consulting, policy, and project execution, with expertise in training, capacity building, and skill development across organizations like FICSI, KPMG, UNICEF, EY, NIIT, and Havells. An MBA from Kanpur University and ISB alum, he has taught at leading institutes and mentors entrepreneurs through the Wadhwani Foundation's NEN.



Prof. Abhishek Sharma

Program Chair, EFBM

Bachelor of Engg (Metallurgy and Material Science)-1999 batch and MMS from Jamnalal Bajaj Institute of Management Studies (JBIMS) - 2002 batch, Mumbai. Mr. Abhishek has a rich experience of more than 18 years in Sales, Business Strategy and Business Development in leading FMCG and Media companies viz. Coca-Cola, Asian Paints and Star TV. Subsequent to his corporate tenure, he has been associated with Ed-Tech companies like Sunstone and CTPL as an academic and administrator for the past 5 years.



Prof. Sankersan Sarkar

Professor of Finance, IILM

He holds a Ph.D. in Business Administration (AMU-AIMA, 2011) and is a Chartered Financial Analyst (ICFAI, 1998), with additional qualifications including an Advanced Diploma in Management (AIMA, 2007), a Masters Diploma in Business Administration (Symbiosis, 2004), and a Diploma in Business Finance (ICFAI, 1995).



Prof. Manu Amitabh

Professor of Strategy and Operations, IILM

BITS Pilani alumnus and former Central Engineering Service officer (1989 batch) with 37 years' experience, he has led major infrastructure and digital transformation projects, including CPWD's ₹200 crore e-NIRMIT initiative. He has managed projects worth ₹1,200 crores, pioneered advanced construction technologies, and serves on apex industry committees while advising LIC on infrastructure development.

Expert faculties have niche specialization in their own respective fields and are a blend of prominent academicians, researchers, entrepreneurs, consultants and practitioners.

ADMISSIONS, FEES & CONTACT INFO

Admission Process

- **Eligibility:** Graduates with an entrepreneurial mindset (No prior business background required)
- **Application:** Online Application & Statement of Purpose
- **Selection process**
 1. EDI administered Entrance test Online mode
 2. Submission of 500 words statement of purpose as to why the candidate wishes to join the program
 3. Personal Interview (Online /Offline options available)
- **Batch Size:** First batch limited to 50 Participants

Program Fee

- INR 5.5 Lakhs + GST (Flexible Payment Installments Available)
- Scholarships & Financial Aid
- Merit-Based & Need-Based Scholarships Available
- Next Steps – Apply Now!

***Join a Transformational
Learning Experience & Build Your
Entrepreneurial Legacy!***



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