



IILM
LODHI ROAD, NEW DELHI



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.

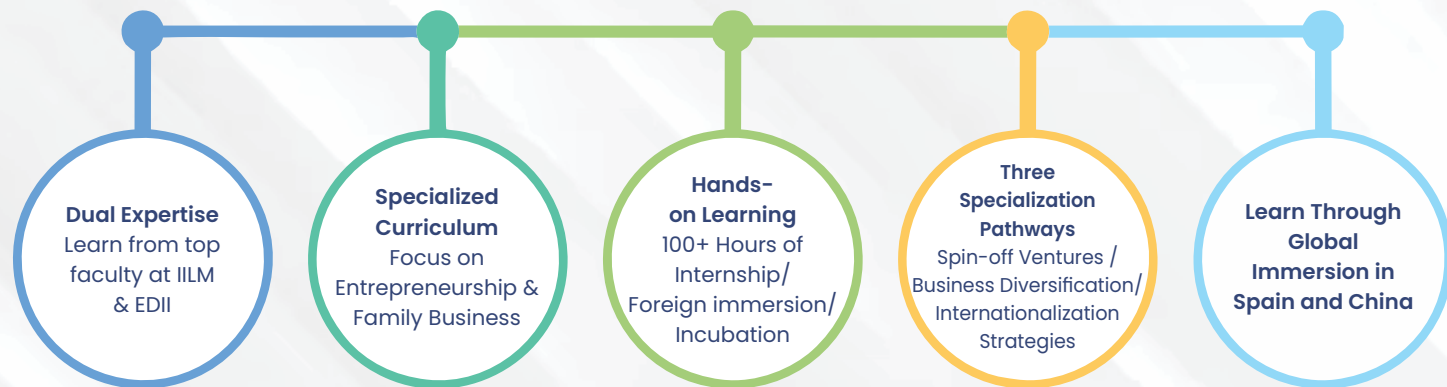
Jointly Offered by IILM Lodhi Road & EDII Ahmedabad

- ③ Empowering Future Entrepreneurs & Family Business Leaders
- ③ Twin Campus Immersion New Delhi & Ahmedabad
- ③ Industry Mentorship, Real-World Projects and Global Network

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

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?

- ⌚ Graduation in any discipline with some work experience (preferable)
- ⌚ Entrepreneurs, Business Owners, and Startups members
- ⌚ Family Business Successors & Next-Gen Leaders
- ⌚ Working Professionals transitioning to Entrepreneurship



Program Uniqueness:

- ✓ Jointly offered by IILM and EDII Ahmedabad providing potential access to expertise and network.
- ✓ Focus on both entrepreneurship and family business management.
- ✓ Inclusion of an internship for practical experience.
- ✓ Elective pathways allow for specialization.
- ✓ **Renowned faculty and Industry experts:** The course will be delivered by experienced and renowned faculty from IILM and EDII. Industry entrepreneurs, Startup founders will be regularly invited to interact
- ✓ **Experiential Learning focus:** using case studies, simulations, guest lectures from successful entrepreneurs and family business leaders, and live projects with family businesses.
- ✓ **Mentorship Program:** Participants in small groups will be paired with experienced entrepreneurs or family business owners for guidance and support.
- ✓ **Practical Skills acquisition:** we would endeavour to ingrain practical skills such as financial modelling, business plan development, negotiation, and communication and technology adoption.
- ✓ Participants will be studying first term at IILM and the second term at EDII campus during the program duration and get a feel of two world-class campuses.

Program Objectives:

- ✓ To equip participants with the knowledge, skills, and mindset necessary to successfully launch and manage new ventures, or to lead and grow existing family businesses.
- ✓ To develop entrepreneurial leadership capabilities, including strategic thinking, innovation, problem-solving, and decision-making.
- ✓ To provide a comprehensive understanding of the unique challenges and opportunities associated with family businesses, including governance, succession planning, and intergenerational wealth transfer.
- ✓ To foster a strong network of peers, mentors, and industry professionals in the entrepreneurship and family business ecosystem.
- ✓ To instil a sense of ethical and social responsibility in business practices.

PROGRAM STRUCTURE & CURRICULUM

Duration: 11-months

Structured into 4 Phases

Phase 1 – At IILM Campus

(Delivered by IILM with EDII Faculty Contributions)

- » 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)

- » 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

- » 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)

- » 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 Bigyan Verma

Director , IILM

Dr. Bigyan Verma is a distinguished academic and institutional leader with extensive experience in academia, industry, and regulatory affairs. A former Professor of Finance at XLRI Jamshedpur and investment banker at JM Morgan Stanley, he has also been adjunct faculty at Carleton University and a visiting professor at IIM Kozhikode. He has worked closely with SEBI and the National Stock Exchange.



Dr Sanjiv Shanker Dubey

Dean ,EFBM

With 30+ years in academia and industry, this individual has been a visiting professor at top institutions like IIMs and IITs. Former IBM Asia Pacific Executive, he managed large-scale IT projects and turned around two IT services companies. Author of 16 books, he led BIMTECH's PGDM Online program to AACSB accreditation.



Dr. Satya Ranjan Acharya

(Professor & Director - Department of Entrepreneurship Education)

Dr. Satya Ranjan Acharya is a National Teacher's Awardee 2023. His extensive experience in teaching and consultancy, spanning over 25 years, with expertise in financial management, idea generation and business plan formulation. He is the Director of CrAdLE, a DST-sponsored incubator and Atal Incubation Centre at EDII. Dr. Acharya's is also significantly contributing to Hastakala Setu Yojana of the Government of Gujarat.



Dr. Amit Kumar Dwivedi

(Professor & Director - Department of Government Projects & Regional Director - Northern Regional Office)

Dr. Dwivedi is a Professor and Director at the Department of Government Projects, has over 19 years of teaching and research experience. He is a National Team Member of the Global Entrepreneurship Monitor (GEM) India. He has implemented result oriented developmental projects, conducted impact assessments and evaluation studies for various Government Departments and Development Agencies.

Expert faculties from IILM and EDII 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**
 - ✓ EDI administered Entrance test Online mode
 - ✓ Submission of 500 words statement of purpose as to why the candidate wishes to join the program
- ✓ **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!***



 IILM , 3 Lodhi Institutional Area, New Delhi - 110003

 admission.efbm@iilm.edu

 <https://iilm.ac.in/programme/pgp-efbm/>



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ABOUT IILM

IILM, established in 1993 at Lodhi Road, New Delhi, is a premier institution in Business Management Education with over 30 years of academic excellence. From a humble beginning with 60 students, it now offers 180 seats in its AICTE-approved PGDM program. The institute fosters a dynamic learning environment through experienced faculty who blend academic and industry knowledge. Strategically located near key business hubs, IILM provides strong exposure to domestic and global organizations. With a vast alumni network of 6,000+ professionals and partnerships with over 350 companies, IILM ensures robust placement support and industry engagement. The curriculum emphasizes holistic development, combining classroom learning with co-curricular activities and leadership building. IILM continues to empower students with the skills and mindset needed to excel in a rapidly evolving business world.



ABOUT EDII

The Entrepreneurship Development Institute of India (EDII), established in 1983, is a national resource institution dedicated to entrepreneurship education, research, training, and incubation. Supported by premier financial institutions such as IDBI, ICICI, IFCI, SBI, and the Government of Gujarat, EDII is built on the belief that entrepreneurs can be developed through structured training and strategic interventions. Recognized as a Centre of Excellence by the Ministry of Skill Development and Entrepreneurship, Government of India, EDII has played a pioneering role in promoting entrepreneurship as a tool for economic development. It has established entrepreneurship development centres across India, including in newer states and union territories, and internationally in countries like Cambodia, Laos, Myanmar, Vietnam, Uzbekistan, and Rwanda. EDII's Business Incubation Centre—CrAdLE, supported by the Department of Science and Technology, focuses on nurturing startups in food & agribusiness, renewable energy, and healthcare. With over four decades of impact, EDII continues to lead national and global initiatives in MSME growth, innovation, policy advocacy, and inclusive entrepreneurship development.

