

IAEPT Newsletter

The Sixth Element: Classroom to Cosmos

[Thoughts worth spreading. Smart, modern, global - From chalkboards to future tech]

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Business Development Partner Programme: Transforming Graduates into Future Business Leaders

The **Business Development Partner Programme** jointly organized by the Indgiants Association of Educators & Professional Trainers (IAEPT) and Indgiants, is a unique initiative designed to bridge the gap between academic learning and industry expectations. With a strong emphasis on practical exposure, professional development, and employability, the programme equips young graduates with the knowledge, skills, and confidence required to succeed in today's competitive business environment.

Open to fresh graduates, MBA, Engineering, UG, and PG candidates the programme spans three months, combining intensive classroom learning with real-world business assignments. Participants are trained not only to understand



business processes but also to develop the competencies required to become successful business development professionals and future leaders.

One of the programme's key highlights is its 'employment-oriented approach'. During the training period, participants receive a stipend of ₹6,000 per month,

along with travel allowance (TA) and other applicable benefits. Upon successful completion of the programme, deserving candidates become eligible for employment opportunities with a package of ₹3 LPA, subject to organizational requirements.

The programme sets measurable performance goals by encouraging participants to achieve a minimum of 10 business orders and 5 Memorandums of Understanding (MoUs) every month for initiatives such as Mindhosts Plus, Mindhosts, and ITARMY.



**Indgiants Association of Educators
& Professional Trainers – IAEPT**

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The Sixth Element Classroom to Cosmos

It captures IAEPT's living journey where educators ignite youth classrooms, evolve into hybrid constellations, ideas become action and every programme, fellowship and forum shapes minds to lead education from grounded purpose to global possibility.

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This practical target-based learning ensures that participants gain firsthand experience in client acquisition, business development, and relationship management.

Two Weeks of Rigorous Foundation Training

The journey begins with an intensive two-week training programme aimed at preparing participants for the challenges of the business world. The curriculum is carefully designed to develop both professional competence and personal effectiveness.

The training modules include:

- Soft Skills, Life Skills, and Communication Skills to build confidence, enhance interpersonal effectiveness, and develop impactful communication.
- Technical Training on E-SaaS Platforms, enabling participants to understand and deliver modern digital solutions.
- Client Communication Strategies, focusing on customer engagement, relationship building, and professional interactions.
- Marketing Strategies, introducing market analysis, value positioning, and demand generation.
- Proposal-to-Order Closure Process, providing participants with practical knowledge of converting proposals into successful business orders.
- Proposal-to-Order Closure Process, providing participants with practical knowledge of converting proposals into successful business orders.
- Customer Support Strategies, emphasizing exceptional service and long-term customer satisfaction.
- Clientele Building, helping participants expand professional networks and establish sustainable business relationships.

This comprehensive curriculum enables participants to learn, practice, deliver, and ultimately succeed in real business environments.

Why Join the Programme?

The Business Development Partner Programme offers numerous advantages to aspiring professionals:

- Hands-on experience through live projects and real business assignments.
- Opportunities to build a strong industry network and meaningful client relationships.
- A clearly defined path for career growth and professional advancement.
- An IAEPT Certification, awarded after two weeks of successful training, recognizing participants' learning achievements.
- Recognition through the Employment + Enterprise Project Award upon successful completion of the programme.

- A structured pathway toward employment, entrepreneurship, and leadership.

The programme reflects IAEPT's commitment to creating industry-ready professionals who are capable of contributing meaningfully to organizations while developing into future business leaders.

The Indgiants' BDPP Training Programme

As part of this initiative, the two-week rigorous BDPP training programme was successfully organized through the expert guidance of Prof. Siva Prasad Peddi and Prof. Madhavi Godavarthy.

Prof. Siva Prasad Peddi, Chairman. Indgiants and President. IAEPT, led the 'Technical and Professional Development' sessions. His sessions covered E-SaaS platforms, business development methodologies, marketing strategies, proposal-to-order conversion processes, customer support excellence, and client relationship management. Drawing upon his extensive academic and industry experience, Prof. Peddi provided participants with valuable practical insights into contemporary business practices and leadership.

The 'Soft Skills, Life Skills, and Communication Skills' component was conducted by Prof. Madhavi Godavarthy, Director, Indgiants and an accomplished Soft Skills Trainer. Her engaging and interactive sessions focused on personality development, effective communication, confidence building, leadership, teamwork, professional etiquette, and workplace readiness.

Through practical exercises and experiential learning, she empowered participants to develop the interpersonal competencies essential for career success.

The combined expertise of Prof. Siva Prasad Peddi and Prof. Madhavi Godavarthy created a highly enriching learning experience, enabling participants to build a strong foundation in both technical knowledge and professional skills. The successful completion of the training marks the beginning of an exciting journey toward meaningful careers, entrepreneurial success, and responsible leadership.

The Business Development Partner Programme continues to stand as a testament to IAEPT's vision of nurturing

competent professionals who are prepared to learn, lead, innovate, and create a lasting impact in society.

Participants appreciated the The interactive session provided an excellent platform for dialogue between academia and industry. vision behind the initiative and expressed their enthusiasm for extending such opportunities to their students. The workshop reinforced the shared commitment of **IAEPT** and **Indgiants** towards nurturing young talent, promoting innovation, and building a future-ready workforce.

The Programme concluded with a vote of thanks, acknowledging the valuable presence of the dignitaries, institutional representatives, participants and the Indgiants whose support contributed to the success of the event.



**Soft Skills, Life Skills, and Communication Skills
Session: Team Activities in progress**

Vision 2027: One Million INDGIGS by August 2027



India stands at the threshold of a new economic movement. One where citizens need not abandon their careers to create additional prosperity. Vision 2027 aims to build a nationwide community of one million INDGIGS by August 2027, empowering aspiring Indians to establish a sustainable, non-disruptive second source of income for a lifetime.

INDGIGS will operate through integrated web and mobile applications designed for students, teachers, professionals, entrepreneurs, homemakers, retired employees and community leaders. The platform will enable every participant to promote, refer and support the adoption of Indgiants' Software-As-A-Service (SAAS) solutions

while building a permanent portfolio of clients and recurring referral rewards.

The opportunity spans three powerful digital sectors. **E-SAAS** will help schools, colleges, training institutions and educators modernize academic and administrative systems. **Med-SAAS** will support doctors, clinics, hospitals and healthcare professionals through efficient digital practice management. **Nano-SAAS** will provide affordable technology solutions for small businesses, local service providers, retailers and nano-entrepreneurs.

INDGIGS is more than an affiliate programme. It is a people-driven economic ecosystem that converts social trust,

professional relationships and community knowledge into sustainable enterprise. Its digital architecture will include onboarding, product learning, referral tracking, performance dashboards, reward wallets, promotional resources and peer networks. Participants can work flexibly, grow gradually and earn without disturbing their present profession.

By creating one million informed digital ambassadors, INDGIGS can accelerate technology adoption across education, healthcare and neighborhood commerce. Every referral can modernize an institution, strengthen a local business, improve service delivery and generate income for an Indian citizen.

Vision 2027 is not merely a numerical target. It is a national mission to democratise entrepreneurship, promote digital inclusion and transform ordinary connections into extraordinary economic opportunity.

Together, we can make inclusive entrepreneurship accessible, ethical, technology-enabled and rooted in the enduring strength of India's communities and aspirations.

By Prof. Siva Prasad Peddi
Secretary, IAEPT | Chairman,
Indgigs



Connect with purpose. Learn with passion. Earn with integrity. Grow without limits.

Invitation to Contribute to the IAEPT Newsletter

Dear Esteemed IAEPT Life Member,

It gives me immense pleasure to invite you to contribute an original article for the upcoming edition of the IAEPT Newsletter - The Sixth Element: From Classroom to Cosmos. Your knowledge, experience, research, and innovative practices can inspire educators and professionals across the nation. I believe programmes like this can play an important role in preparing graduates for the demands of a rapidly changing professional world while inspiring them to become future innovators and entrepreneurs.

Please submit a 300-word article with a heading not exceeding 56 characters. Originality is highly valued; 5-10% plagiarism is acceptable only with proper references and citations.

Kindly include your Name, Designation, Affiliation, and Address along with your manuscript and email it to profsiva@iaept.com.

Every published author will receive an IAEPT e-Certificate, and one peerreviewed Best Appreciated Article each quarter will be awarded a cash prize of ₹500.

I look forward to your valuable contribution in making our newsletter a vibrant platform for ideas that educate, inspire, and transform.

With warm regards,

Prof. Madhavi, President & Chief Editor

Indgigs Association of Educators & Professional Trainers (IAEPT),
India

