



International Management Institute

Calendar of Management Development Programmes (April 2009 – March 2010)

Sl. No.	Programme Title	Dates	Venue	Fees (Rs.)		Programme Director (s)
				Non-Residential	Residential	
1.	Workshop on Developing a Culture of Working Together	June 4-5, 2009	Campus	10,000	18,400	Dr. C.S. Venkata Ratnam
2.	Workshop on Instructional Methodology for Management Educators	June 8-9, 2009	Campus	5,000	13,400	Dr. S.R. Singhvi
3.	HR for Line Managers	August 10-12, 2009	Campus	14,000	25,200	Dr. C.S. Venkata Ratnam
4.	Maximizing Your Payoff -Effective Selling & Negotiation Skills for Competitive Advantage	August 17-19, 2009	Campus	14,000	25,200	Prof. P.C. Mehra/ Dr. N.N. Sondhi
5.	Strategic Services Management	August 20-21, 2009	Campus	10,000	18,400	Prof. N.C. Patnaik/ Prof. Somayajulu Garimella
6.	Training of Trainers	August 24-26, 2009	Campus	14,000	25,200	Dr. Anup K. Singh
7.	Designing Strategic Compensation and Benefit Programme for Competitive Advantage	August 27-28, 2009	Campus	12,000	20,400	Prof. N.N. Akhouri
8.	Global Leadership Programme	Sept. 7-11, 2009/ Sept. 27-Oct.11, 2009	Campus/ Europe	2,49,000	-	Dr. Ajit Prasad
9.	Workshop on Improving Negotiation Skills	September 14-16, 2009	Campus	14,000	25,200	Dr. C.S. Venkata Ratnam
10.	Workshop on Outsourcing	October 8-9, 2009	Campus	10,000	18,400	Prof. Himdri Das/ Prof. Somayajulu Garimella
11.	Supply Chain Management for Competitive Advantage	October 26-28, 2009	Campus	14,000	25,200	Prof. N.C. Patnaik/ Prof. Siddharth Varma
12.	Workshop on Sales Incentives (presentations on six company practices)	November 10, 2009	Campus	5,000	10,600	Dr. C.S. Venkata Ratnam/ Prof. M. Mukherjee
13.	Finance for Non-Finance Executives	November 11-13, 2009	Campus	14,000	25,200	Prof. Sanjay Dhamija
14.	Workshop on Presentation Skills	November 16-17, 2009	Campus	10,000	18,400	Prof. V. Chandra
15.	Advanced Financial Management	December 2-4, 2009	Campus	14,000	25,200	Prof. Sanjay Dhamija
16.	Workshop on Career & Succession Management (presentations on six company practices)	December 7, 2009	Campus	5,000	10,600	Dr. C.S. Venkata Ratnam/ Dr. A. Uday Bhaskar
17.	Innovative Performance Management System for high performance	December 8-9, 2009	Campus	12,000	20,400	Dr. C.S. Venkata Ratnam
18.	International Marketing in Pharmaceutical Industry	December 10-11, 2009	Mumbai	14,000	-	Prof. N.C. Patnaik
19.	Sales & Distribution Management	January 20-22, 2010	Campus	14,000	25,200	Dr. S.R. Singhvi
20.	Finance for Non-Finance Executives	January 20-22, 2010	Campus	14,000	25,200	Prof. Sanjay Dhamija
21.	Managerial Leadership and Team Building	January 27-29, 2009	Campus	14,000	25,200	Dr. Anup K. Singh

*Service Tax @ 10.30% on fee amount, as applicable, is payable extra

Notes: 1. The dates, venue, fee etc are indicative and subject to change. Detailed brochures for individual programmes will be available roughly 2 months before the start of each programme.

2. Organizations concerned must obtain confirmation of acceptance of nomination from IMI before sending participants to programme venue.

For registrations/enquiries, please contact:

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