

**MANAGEMENT
DEVELOPMENT
PROGRAMMES**

2011-12

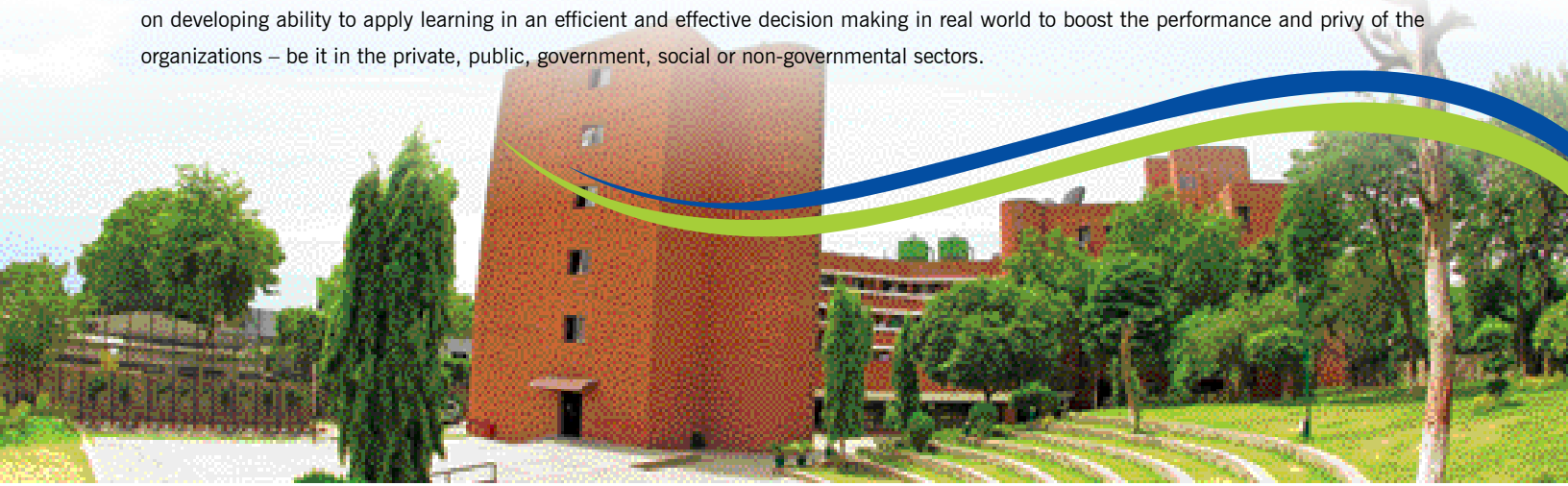
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INTERNATIONAL MANAGEMENT INSTITUTE
New Delhi

MANAGEMENT DEVELOPMENT PROGRAMMES

International Management Institute (IMI) conducts wide range of Management Development Programmes in various functional and cross-functional areas of management. These MDPs are designed with an appropriate blend of conceptual knowledge and experiential learning to germinate, grow and harvest the technical and managerial skills of participants in the contemporary business context with an emphasis on developing ability to apply learning in an efficient and effective decision making in real world to boost the performance and privity of the organizations – be it in the private, public, government, social or non-governmental sectors.



IMI OFFERS MANAGEMENT DEVELOPMENT PROGRAMMES IN THE FOLLOWING AREAS:

GENERAL MANAGEMENT

Business Consulting
Change Management
Corporate Social Responsibility
Effective-communication
Instructional Methodology
Managing for Global Competitiveness
Organizational Restructuring

LEADERSHIP

Coaching and Mentoring
Decision Making
Emotional Intelligence
Interpersonal Skills
Leadership Skills
Managerial Effectiveness
Managing People
Motivating

Negotiation Skills
Outbound Training
Personality Development
Team Building

MARKETS AND COMPETITION

Digital Marketing
International Marketing
Marketing of Services
Retailing
Rural Marketing
Selling & Distribution

STRATEGY

Strategic Management
Strategic Services Management
Strategy for Sustainable Competitive Advantage
Developing a Strategic Mind Set

FINANCE

Financial Management
Foreign Exchange Risk Management
International Finance
Management of Finances

MANAGEMENT OF HR

Compensation
Creating Work Culture
Industrial Relations
Performance Management
Work Life Balance

OPERATIONS & SYSTEMS

Knowledge Management
Outsourcing
Project Management
Supply Chain Management

IN-COMPANY PROGRAMMES

IMI conducts specially designed executive development programmes for executive trainees, junior, middle and senior level managers of different organizations. Such programmes involve extensive study of the client organization, preparation of specific teaching materials and cases towards the development of a customized course design to suit the needs of each organization.

IMI specializes in conducting a one-week programme on 'Doing Business in India' for expatriates and MNCs.

During 2010-2011 IMI conducted following in-company programmes:

- "OB Appreciation Programme" for GETs of Hero Honda Motors
- General Management Training Programme for Officers of Afghanistan Government
- "Financial Markets and Insurance Products" for Life Insurance Corporation of India

- "HR for Line Managers" for JK Lakshmi Cement Ltd
- In-company Programme for Senior Executives of Engineers India Ltd
- Indo-German Manager Training Programme
- JLMT Programmes for Jindal Steel & Power Ltd*
- "Leadership Development" for Jindal Steel & Power Ltd*
- "Managerial Effectiveness for HR Executive Trainees" of Powergrid Corporation
- "Mentoring" for Jindal Steel & Power Ltd
- "Outsourcing" for HDFC Bank
- "Retail Management" for "Transitions Optical India Pvt Ltd"*
- Workshop on "Behavioral Event Interviewing" for Birlasoft
- Workshop on "Leadership" for NDDB
- Workshop on "UK Banking" for Royal Bank of Scotland

*Multiple programmes

**CALENDAR OF MANAGEMENT DEVELOPMENT PROGRAMMES
(APRIL 2011 – MARCH 2012)**

Sl. No.	Programme Title	Dates	Days	Venue	Fees (Rs.)		Programme Director (s)
1.	8th AMP for RBI & Commercial Banks Towards the Next Orbit: Indian Banking Sector	20 Jun-9 Jul	21	USI/IDSA (Abroad)**			Dr. Pritam Singh/ Prof. Ahindra Chakrabarti
2	Understanding and Analysis of Financial Statements	28-29, Jul	2	Campus	12,000	20,400	Prof. Sanjay Dhamija
3.	Enhancing Competitiveness through Strategic Outsourcing	5-6, Aug	2	Campus	12,000	20,400	Prof. Somayajulu Garimella / Prof. Uday Bhaskar
4.	IT for Decision Making	19-20 Aug	2	Campus	12,000	20,400	Prof. Ramesh Behl
5.	Designing Strategic Compensation and Benefit Programme for Sustainable Advantage	23-25, Aug	3	Campus	16,000	27,200	Prof. Narendra N. Akhouri
6.	Marketing of Financial Services	1-3, Sept	3	Campus	16,000	27,200	Prof. Somayajulu Garimella / Prof. Sanjay Dhamija
7.	Intellectual Property Rights (IPR) for Competitive Advantage	8-9, Sept	2	Campus	12,000	20,400	Prof. Ashutosh Khanna
8.	Finance for Non Finance Executives	28-30 Sept	3	Campus	16,000	27,200	Prof. Sanjay Dhamija
9.	General Management Skills	3 Oct-4 Nov	4 weeks	Campus			Prof. Ramesh Behl / Prof. Deepak Chawla
10.	Cost Effective Innovation	1-2, Nov	2	Campus	12,000	20,400	Prof. Ashutosh Khanna
11.	Honing Business Communication Skills	3-4, Nov	2	Campus	12,000	20,400	Prof. Vijay Vancheshwar
12.	Managerial Effectiveness through Self Awareness	7-9, Nov	3	Campus	16,000	27,200	Prof. Satish Kalra
13.	11 th Global Leadership Programme – Jointly organized by International Management Institute (IMI) and Standing Conference of Public Enterprises (SCOPE)	7-26, Nov	3 weeks	New Delhi & Europe	4,88,000***		Prof. B K Srivastava / Prof. Abhishek Nirjar
14.	Enhancing Selling & Negotiation Skills	17-19, Nov	3	Campus	16,000	27,200	Prof. P C Mehra / Prof. Neena Sondhi
15.	Marketing Research for Business Managers	24-26, Nov	3	Campus	16,000	27,200	Prof. Deepak Chawla / Prof. Neena Sondhi
16.	9th Workshop on Managing for Excellence, Competitive advantage through people	5-8, Dec	4	Jaipur	55,000		Prof. Bhupen Srivastava / Prof. Mamta Mohapatra
17.	Developing Wealth Creating Mindset	5-9, Dec	5	Campus	25,000	43,000	Prof. Sanjay Dhamija/ Prof. Samiksha Ojha
18.	Workshop on Instructional Methodology for Management Educators: Focus on Case Method of Learning	19-21, Dec	3	Campus	16,000	27,200	Prof. S R Singhvi
19.	Data Warehousing & Business Intelligence	10-13, Jan	4	Campus	20,000	35,000	Prof. Ramesh Behl
20.	Evidence Based Performance Management System: Fine-tuning western concepts to Indian context	17-19, Jan	3	Campus	16,000	27,200	Prof. Narendra N. Akhouri
21.	Financial Statement Analysis	23-25 Jan	3	Campus	16,000	27,200	Prof. Samiksha Ojha
22.	Cost-Effective Marketing Techniques for SMEs	30 Jan-2 Feb	4	Campus	20,000	35,000	Prof. P.C.Mehra / Prof. Somayajulu Garimella
23.	Retail Marketing	6-8, Feb	3	Campus	16,000	27,200	Prof. P C Mehra
24.	4th Workshop on Managing for Global Competitive Advantage: The Leadership Edge	6-9, Feb	4	Jaipur	55,000		Prof. Bhupen Srivastava Prof. Mamta Mohapatra
25.	Benefits & Challenges of Implementing ERP in SMEs	14-17 Feb	4	Campus	20,000	35,000	Prof. Ramesh Behl
26.	Supply chain management for competitive advantage	20-21 Feb	2	Campus	12,000	20,400	Prof. Sidharth Varma
27.	Strategic Project Management	23-24 Feb	2	Campus	12,000	20,400	Prof. Sidharth Varma / Prof. Sanjay Dhamija
28.	Finance for Non Finance Executives	1-3 Mar	3	Campus	16,000	27,200	Prof. Sanjay Dhamija

#Cover : Expenses in India, academic input and 'to and fro travel' and 'lodging' abroad

*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.

IMI specializes in executive education. Even the first two long duration diploma programs were meant exclusively for practicing managers. Nearly two-third of IMI faculty have industry and/or international exposure. While the main thrust of continuing education programs at IMI is in-company programs, it also conducts a number of open programs based on decades of experience of faculty in concerned subject areas. I have pleasure in presenting the calendar of programs for the year 2011-2012 and invite you to sponsor your executives to those which you consider relevant. I look forward to a long and fruitful mutual learning experience in our joint efforts in building excellence and enhancing competitiveness of our respective organizations.

Abhishek Nirjar
Dean, MDP & Consultancy

INTERNATIONAL MANAGEMENT INSTITUTE

International Management Institute (IMI), established in 1981, is India's first corporate-sponsored Business School. IMI follows international standard curricula in its programs, which has been enriched in the past, by its academic collaborations with erstwhile International Management Institute, Geneva; Faculty of Management, McGill University, Montreal, and Manchester Business School, U.K, prepares participants to successfully manage and lead in an increasingly global business environment.

Academic Programmes: IMI offers following AICTE approved academic programmes:

- 2-Year full-time Post Graduate Diploma in Management (PGDM);
- 2-Year full-time Post-Graduate Diploma in Management (Human Resource) PGDM – HR;
- 15-months Executive Post Graduate Diploma in Management (Executive PGDM);
- 3-Year part-time Post-Graduate Diploma in Management (PGDM - Part Time);
- Fellow Programme in Management.

FACULTY: The faculty at IMI is an eclectic, learned and committed team of professionals drawn from varied streams of discipline. They bring with them years of experience that enrich the curricula

and contribute to the Institute's excellence. IMI has in-house training facilitators in the field of HR/IR Management, Financial Management, Operations Management, Marketing Management, Information Technology and Strategic Decision Making.

IMI CAMPUS: The aesthetically designed IMI Campus, strategically located in serene surroundings of south Delhi, offers stimulating atmosphere, conducive to all round participants' development. The amphitheatre is the nodal point of campus life around which the academic block, residence, cafeteria and recreational facilities are located.

WILLIAMSON MAGOR LIBRARY & INFORMATION SERVICE (WMLIS): The WML offers access to a wide range of both printed and electronic sources with an increasing emphasis being placed upon electronic delivery of information to users.

TATA CHEMICALS COMPUTER CENTRE: IMI has a state of the art computing facility for the students. The campus has a network of more than 400 plus computers, which is Wi-Fi enabled to ensure mobile computing at all locations including hostel rooms, amphitheatre and canteen. The campus has a 10 mbps, 24-hour high-speed internet connectivity.

IMI, Bhubneswar



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