

# IMI Executive Education

(Management Development  
Programmes)



# About IMI

IMI is India's first corporate-sponsored Business School founded in 1981 in New Delhi. The corporate sponsors include RPG Enterprises (lead sponsor), ITC, Nestle, Tata Chemicals, British Oxygen, SAIL, and Williamson Magor. It was set up in collaboration with the then-IMI Geneva, now IMD Lausanne.

Over the years, IMI has continued to expand its footprint to help aspiring management professionals build a solid foundation for a stellar career in management practice, consulting, and entrepreneurship. IMI Kolkata was established in 2010, and IMI Bhubaneshwar in 2011. IMI has global linkages with leading schools in Europe, North America, and Asia.



## IMI Delhi

IMI Delhi is located in the Qutab Institutional Area of South Delhi. The Institute offers AICTE-approved, two-year Post Graduate Diploma in Management (PGDM), PGDM (HRM), PGDM (B&FS), and the Fellow Programme in Management (FPM). Owing to its location, the Institute enjoys strong industry linkages with organisations across sectors such as IT, Consulting, Financial Services, Consumer Goods, E-commerce, and Automotive. IMI Delhi is accredited by AACSB, AMBA, SAQS, and NBA.

## IMI Kolkata

Located strategically in the heart of the 'City of Joy', IMI Kolkata offers a unique blend of rigorous academic experience, rewarding industry exposure, and rich cultural immersion. The Institute offers a two-year full-time AICTE-approved two-year Post Graduate Programme in Management (PGDM). The institute features a world-class infrastructure and very strong industry linkages, and has consistently produced some of the brightest management professionals. IMI Kolkata is accredited by AMBA, and NBA, and is an active member of AACSB and EFMD.







## IMI Bhubaneswar

Nested in an ecologically invigorating ambience and sculpted by a renowned architect, IMI Bhubaneswar epitomizes a “gurukul”. IMI Bhubaneswar offers Post Graduate Diploma in Management (PGDM), PGDM (Online) and Fellow Programme in Management (FPM). The flagship PGDM programme is accredited by AMBA, NBA, NAAC and has received equivalence from AIU.



# Accreditations



# About IMI Executive Education

With the pace of change around us today, professionals need to make learning and unlearning a continuous process to stay relevant. Organisations too need to invest in the growth of their people through learning. It is imperative that both individuals and organisations invest in learning that is relevant, competitive, productive and futuristic.

At IMI our endeavour is to address the needs of individuals and organisations that are seeking more meaningful learning experiences from Executive Education offerings. We bring together the best of faculty, pedagogical tools and participative learning to dwell on issues that matter and are value-drivers for individuals and organisations.

We work towards upskilling, behavioural changes and developing leadership competencies through our offering working with corporates, government, not for profit sector to upskill their people with latest technologies, required Behavioural attributes to manage effective ever-growing workforce and also pre-empting where their specific industry is moving and how to be prepared for future.

Our programmes are designed to help professionals to apply their learning back at their workplace, which enables them to create an impact and grow within the ecosystem.

## **A few of the key highlights are:**

**Andragogy:** Cohort-based programmes curated for experienced executives who can enrich, as well as benefit from the experience of their peers.

**Customized:** Customized course delivery and use of role plays, case study, simulations for high degree of peer-to-peer and student-faculty engagement.

**Technology Enabled:** Tech enabled learning models that leverages technological advancements effectively

**Lifelong Impact:** Action learning projects, frameworks and new age tools for ensuring the right impact of learning and applications at the workplace.

**Engagement:** Well-defined pre- and post-programme engagement; post-programme actionable and one on one faculty connects.

**Global Focus:** Global business orientation is rooted throughout our curriculum. Cutting-edge topics and inter-disciplinary learning are an integral part of the course offering.

If you are looking to upskill, transform, develop specific competencies in your workforce or as an individual, request to get in touch with us to get more information.

# Management Development Programmes (MDPs)

Below is a list of **Management Development Programmes** curated for high-impact executive learning interventions designed to equip managers, leaders, and working professionals with cutting-edge business knowledge, practical tools, skills and contemporary leadership capabilities.

Delivered by experienced faculty and industry experts, MDPs blend conceptual insights with real-world application through case studies, discussions, and experiential learning. These programs help participants enhance their strategic thinking, strengthen managerial effectiveness, and stay future-ready in an evolving business landscape.





# Finance for Decision Making (Non-Finance Executives)

## Introduction & Objective

Decisions made by executives working across different departments have significant financial implications. However, executives with non-finance and accounting backgrounds get puzzled by the numbers when they deal with these for decision-making. Therefore, it is necessary to develop an accounting and finance acumen for such executives to improve the quality of their decision-making.

To this end, the programme Finance for Decision Making (for Non-financial Executives) is specially designed to provide basic knowledge of accounting and finance for executives working in marketing, operations, human resources, information technology areas; entrepreneurs; and self-employed professionals with non-finance backgrounds. This programme provides a logical framework to gain insight into the understanding and analysis of financial statements, capital budgeting, working capital and cost control to help managers make better strategic and operational decisions. The programme will equip the participants with appropriate skills in finance to deal with the changing business environment.

## COVERAGE

The programme will cover the following broad areas of accounting and finance:

### 1. Finance Fundamentals for Managers

- Role of finance in managerial and business decisions
- Key financial concepts relevant for non-finance executives
- Linking functional decisions to financial outcomes

### 2. Understanding and Interpreting Financial Statements

- Managerial understanding of Balance Sheet, Profit & Loss Statement, and Cash Flow Statement
- Understanding the difference between profit and cash
- Using financial statements to assess business health

### 3. Cost Analysis for Decision Making

- Understanding cost structure and cost behaviour
- Break-even analysis and contribution concept

- Using cost information for decision making

### 4. Working Capital and Cash Flow Management

- Concept of working capital and operating cycle
- Managing receivables, inventory, and payables
- Cash flow challenges faced by growing businesses

### 5. Evaluating Investment Decisions

- Understanding investment decisions from a managerial perspective
- Conceptual understanding of the time value of money
- Basics of project evaluation techniques such as Payback, NPV, and IRR
- Sensitivity analysis, Scenario analysis for incorporating risk

### 6. Integrating Finance into Managerial Decision-Making

- Financial implications of marketing, HR, and operation decisions
- Developing a financially informed managerial mindset

## PEDAGOGY

The course uses participative discussion, cases and practical assignments to achieve the learning objectives. Participants are encouraged to bring their problems to the course to learn through discussion and experience sharing.

**No prior knowledge or background in finance/ accounting is required.**

## WHO MAY ATTEND

This is a “fundamental” programme specially designed for:

- Non-finance executives (from production, sales, marketing, IT and HR areas) seeking an understanding of finance and accounting.
- Heads of various Divisions and Functions.
- Managers who wish to update their knowledge on the basics of Finance and Accounting.
- Owners of small and mid-sized businesses.



## FACULTY AND RESOURCE PERSONS



### Dr. Chhavi Mehta

Associate Professor, Finance & Accounting  
Doctor of Philosophy (Indian Institute of Technology, Delhi)  
PGDM (T. A. Pai Management Institute, Manipal)  
Empirical Financial and Accounting Research Program  
(IIM, Calcutta)  
Ivey Case Writers' Advanced Training Program  
(Richard Ivey School of Business and IMI, New Delhi)

Dr. Chhavi Mehta is a Ph.D. from IIT Delhi and a PGDM from T. A. Pai Management Institute Manipal. She has nearly 29 years of diverse experience in teaching, training, research, and consultancy. Prior to joining IMI Delhi, she worked with FORE School of Management and Bhartiya Vidya Bhavan. She teaches core and elective papers – Financial Reporting and Analysis, Cost and Management Accounting, Financial Management, Business Valuation, Security Analysis, and Portfolio Management.

She has a keen interest in conducting training programs and has trained executives of TCS Ltd., Gujarat Ambuja Cement Ltd., IREDA, HPCL, IOCL, NBCC, CPWD, Bharti Telecom, SRF Ltd., Dell, Wipro, Alstom Power Solutions, A to Z, Tupperware India Private Ltd., Flex Industries Ltd., IFCI Ltd. JWT, Druk Holding & Investments Ltd., Bennett Coleman & Company, Minda Industries Ltd., Nokia India Sales Pvt. Ltd. And various NGOs. She regularly conducts training programs for the senior management of GAIL (India) Ltd. She also conducts training sessions for NTPC managers at Power Management Institute, Noida. She has been invited to conduct training at the Indian Institute of Public Administration (IIPA), Management Development Institute (MDI), and IIT (Delhi) in their management development programs.

She has published various research papers in journals of national and international repute. She conducted a research project on health insurance granted by the Insurance Regulatory and Development Authority of India (IRDAI) and also worked as a consultant with an education company.

Workshop Name	Program Director	Fees (inclusive of GST)	Start Date	Mode of Delivery	Register
Finance for Decision Making	Prof Chhavi Mehta	<b>17,700/-</b>	4/3/26 to 6/3/26	IMI Delhi Campus	<a href="#">Register Now</a>

# About PGDM (Online)

IMI – a pioneer in PGDM offering with a legacy of 4 decades, also offers PGDM (Online) programme which is at par with any other MBA program.

PGDM (Online) offers you an understanding of management concepts equips you with leadership skills, steps you up with industry-specific knowledge. It is highly beneficial for candidates, working professionals, entrepreneurs as it offers flexible, career-focused, and cost-effective pathway to advanced management skills. The programs are designed to accommodate a busy schedule, allowing candidates to advance their careers without taking a break from their jobs and other personal and professional commitments.

Flexibility and convenience

**Anytime – Anywhere Learning:** Online PGDM programs provide flexible learning schedules that allow candidates to balance their studies with work, family, and other commitments.

Career growth and practical skills

**Industry-relevant curriculum:** The curriculum for Online PGDM programme is designed to reflect the latest market trends and business practices. Also gives you an opportunity to apply concepts learnt to their work in real-time.

**Diverse specializations:** Specializations offered are in regular streams like marketing, finance, human resources, evolving areas like - business analytics, supply chain, Data Science, ESG etc. This allows candidates to develop expertise in evolving new age subjects creating newer job opportunities for growth.

**Career advancement:** PGDM (Online) equips candidates with leadership and strategic skills that can lead to growth and higher-paying positions along with equipping them for skillsets for newer opportunities.

**Affordability and accessibility:** Online PGDM programme is more affordable and accessible and serves the job right for working professionals and candidates who wishes to continue learning while they earn or focus on other priorities.

**Access to expert faculty & Industry leaders:** Get an access to expert faculty and industry leaders as PGDM (Online) offers a blend of experienced academics and industry experts as faculty and guest speakers, providing students with high-quality instruction and knowledge.

## Considerations for PGDM (online) candidates

While offering many advantages, PGDM (Online) programme require self-motivation and discipline. And it offers you:

- **Networking Opportunities:** It offers you opportunities for networking through virtual forums, webinars, and alumni events. And also gives you diverse perspectives from industry, geography and profile of other candidates of the batch.
- **Career services:** Career assistance services is provided through alumni connects, counselling sessions and resume building and LinkedIn profiling. Cross collaboration amongst your peers also helps in exploring newer opportunities.
- **Technology reliance:** Candidates must have a reliable internet connection and the necessary devices to participate in a technology-driven learning environment.

**For more information on PGDM (Online); please visit – [www.imi.edu](http://www.imi.edu)**

And go to programs tab and click on PGDM (Online) for more programme related information

# For Details & Queries, Please Contact:

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