



INTERNATIONAL MANAGEMENT INSTITUTE
NEW DELHI

OPEN PROGRAM CALENDAR

2023 - 24

S.No	Name	Program Director	Date	No. of Days	Pricing For Non Residential	Pricing For Residential
1	Accelerated Sales Force Performance	Prof D K Batra & Prof Nalin Jain	17 th - 19 th July 2023	3	25500+GST	33000+GST
2	Effective Negotiation Skills for Business Performance	Prof Irfan Rizvi	13 th - 15 th July 2023	3	25500+GST	33000+GST
3	Managerial Communications	Prof Irfan Rizvi	24 th - 25 th August 2023	2	17000+GST	22000+GST
4	Data Analytics for Managers	Prof Kakali Kanjilal	9 th - 10 th November 2023	2	17000+GST	22000+GST
5	Women as Leaders	Prof Mamta Mohapatra	7 th - 8 th December 2023	2	17000+GST	22000+GST
6	Gender Sensitisation & Prevention of Sexual Harrasment	Prof Mamta Mohapatra	1 st - 2 nd February 2024	2	17000+GST	22000+GST
7	Leadership - Emotional Intelligence Approach	Prof Mamta Mohapatra	18 th - 19 th January 2024	2	17000+GST	22000+GST
8	HR Analytics – Making Informed Decisions	Prof Swati Dhir	25 th - 27 th October 2023	3	25500+GST	33000+GST
9	Business Forecasting for Effective Decision Making	Prof Arnab Deb & Prof Sahana Roy Chowdhury	1 st - 3 rd July 2023	3	25500+GST	33000+GST
10	Managing Digital Transfer	Prof Prema Lal	20 th - 21 st November 2023	2	17000+GST	22000+GST
11	Marketing Analytics	Prof Pinaki Das Gupta	9 th - 10 th October 2023	2	17000+GST	22000+GST
12	Digital Marketing	Prof Pinaki Das Gupta	4 th & 5 th December 2023	2	17000+GST	22000+GST
13	Leadership & Change Management	Prof Irfan Rizvi	21 st - 22 nd December 2023	2	17000+GST	22000+GST
14	Designing and managing a total reward system for excellence.	Prof Umesh Bamel	3 rd - 5 th October 2023	3	25500+GST	33000+GST
15	Art of Thinking Clearly and Deciding Effectively	Prof Umesh Bamel	1 st - 3 rd August 2023	3	25500+GST	33000+GST
16	Creating Exemplary Customer Experiences and measuring its impact	Prof Umesh Bamel	4 th - 6 th September 2023	3	25500+GST	33000+GST



Address:

B 10, Block B, Qutab Institutional Area, New Delhi 110016
For more details about the program/program brochure please write to
mdp@imi.edu or call us at (011) 4719 4172.