

# 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.

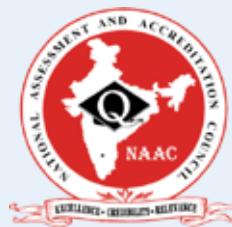




## IMI Bhubaneswar

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.



# Strategic Business Negotiation and Effective Communication

## Programme Overview

In today's competitive and dynamic business environment, strategic negotiation and effective communication are key drivers of success. This comprehensive programme is designed to equip professionals with the essential skills to negotiate successfully and communicate persuasively across diverse business contexts. Combining the art of negotiation with the science of communication, the programme focuses on building key competencies that will empower participants to achieve favourable outcomes, foster strong relationships, and influence key stakeholders at every level.

## Key Takeaways:

- Advanced Negotiation Skills
- Persuasive Communication Techniques
- Emotional and Behavioural Intelligence
- Conflict Resolution Mastery
- Strategic Decision-Making Frameworks

## Participants Profile:

- This programme is designed for mid-to-senior-level professionals who are looking to enhance their negotiation and communication skills in order to navigate complex business environments, influence key stakeholders, and drive organisational success.

## Programme Objectives:

- To provide participants with the strategic tools and frameworks required to handle high-value negotiations, maximise value creation, and navigate complex business deals.
- To refine communication techniques that enable participants to present ideas with clarity, persuade effectively, and foster collaboration.

## Content Coverage:

Day 1: Strategic Business Negotiation, Advanced Negotiation Strategies and Tactics, Emotional Intelligence in Negotiation.

Day 2: Effective Communication for Business Leaders, Building interpersonal connection and networking, Effective Business Presentation, Art of Listening & Storytelling.



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## Dr. Swati Dhir

Associate Professor – OB & HR

Ph.D. - Indian Institute of Management Lucknow  
Areas of Interest – Developing Leadership skills, Developing positive Mindsets, Talent Management, Team Building, Experiential Learning, Creativity, Innovation and Design Thinking, HR analytics, Business Negotiation and effective Communication

- Dr. Swati Dhir has been working as an Associate Professor at IMI Delhi. She is a fellow of IIM Lucknow, has worked as Assistant Professor at IIM Ranchi before joining IMI Delhi. She has total 12 years of corporate and academic experience.
- She has been an active researcher and trainer for executive education vertical. She is certified DiSC trainer created by John Wiley & Sons Inc. DiSC is the world's leading assessment tool used to improve productivity, teamwork and communication.
- She has trained executives from various organisations as Vivo India, IOCL, Delhi Metro, UNO Minda, Airport Authority of India, Roop Automotives Limited, NBCC Limited, NSIC Limited, GAIL, Petronet LNG, Power Grid, The Military Engineer Services (MES) under Ministry of Defence. She has also trained International executives under ITEC programs which includes countries like Cambodia, Islamic Republic of Afghanistan, Laos, Bangladesh, Niger, Namibia and so on.



## Dr. Priya Chaudhary

Assistant Professor – Organisational Behaviour  
and Human Resource Management

Ph.D. - Delhi School of Economics, University of Delhi  
Areas of Interest – Employee Well-being, Learning  
and Development, HR analytics

- Dr. Priya Chaudhary is an accomplished academic and corporate trainer with over a decade of experience in teaching, executive education, and research in Organisational Behaviour, Leadership, and Human Capital Development. Currently serving as an Assistant Professor at International Management Institute (IMI), New Delhi.
- She holds a Ph.D. in Organisational Behaviour from the prestigious Delhi School of Economics and is a graduate in Business Studies from Shaheed Sukhdev College of Business Studies, University of Delhi.
- She has successfully designed and delivered MDPs and customized learning interventions for Fortune 500 companies, including Petronet LNG, with consistently high feedback ratings for interactive facilitation, application-based learning, and measurable impact.

Workshop Name	Program Director	Fees (inclusive of GST)	Start Date	Mode of Delivery	Register
Strategic Business Negotiation and Effective Communication	Prof. Swati Dhir Prof. Priya Chaudhary	<b>29,500/-</b>	16/3/26 and 17/3/26	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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## IMI Delhi

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 [imi.delhi](https://www.instagram.com/imi.delhi)

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## Vishwesh Ranjan

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## IMI Bhubaneswar

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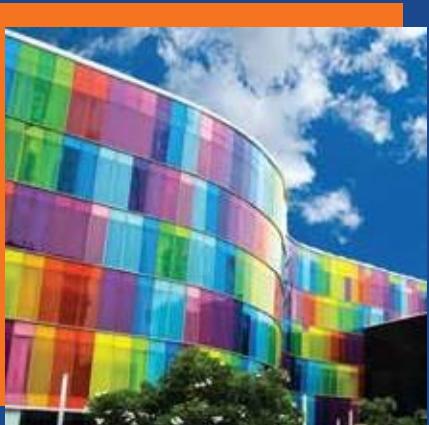
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