



ITEC / SCAAP Course 2018 – 19

15-Month Executive Post Graduate Diploma in Management

March 30, 2018 to March 29, 2019 (52 weeks / 12 months) course work in India.
April 13, 2019 – July 12, 2019 (12 weeks / 3 months) Project in home country.

Course Director: Prof. Jai Prakash Upadhyay

International Management Institute, New Delhi

Aims & Objectives of the Course

Aims:

The Program (**12 months in India plus 3 months in home country for ITEC candidates**) is designed for experienced executives who wish to take up leadership roles and thus enhance their skills sets and broaden their managerial horizon. The program provides general management and functional area orientation with emphasis on international and cross-cultural exposure. The program would provide an opportunity for personal as well as professional growth through a rigorous interactive learning environment alongside Indian participants from leading private and public sector organizations.

Objectives:

- ❑ To equip middle level executives with management skills necessary for leadership roles.
- ❑ To supplement existing expertise of participant with general management & functional area knowledge.
- ❑ To enhance analytical skills for effective decision making
- ❑ To provide a learning platform to handle cross-cultural issue for managing a business in a global environment
- ❑ To inculcate values and attitudes which contribute to a socially sensitive & ethical behavior.

Course Contents I Syllabus:

The program is built around 12 months of course work over 4 terms of 11 to 12 weeks each, and three months of field project at the end of the course work in the home country of the participant. The complete program is of 90 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this period students are required to complete 18 compulsory courses, 10 elective courses besides 3 months of Field project work. A student also has an option to pursue a Course of Independent Study in lieu of two elective subjects, as per the norms defined in the student's handbook.

A list of core and elective courses that are offered in Executive PGDM program are:

Core courses:

Term I	Term II
<ul style="list-style-type: none">• Data Interpretation for Managers• Financial Reporting and Analysis• Financial Markets• Managing People at Work• IT for Managers• Micro Economics• Legal Aspects of Business• Managerial Communications• Assessing and Creating Customer Value	<ul style="list-style-type: none">• Competition and Strategy• Macro Economics• Corporate Finance• Human Resource Systems and Processes• Delivering and Managing Customer Value• Strategic Operations Management• Research Method in Management• Management Information System
Term III	Term IV
<ul style="list-style-type: none">• Managerial Accounting for Decision Making• Corporate Governance• International Business	<ul style="list-style-type: none">• Sustainable Development

Elective Courses

Finance	Marketing
<ul style="list-style-type: none"> • Management of Banks • Security Analysis and Portfolio Management • Financial Derivatives and Risk Management • Project and Infrastructure Finance • Advanced Financial Statement Analysis • Management of Financial Services • Private Equity and Venture Capital • Micro Finance • Working Capital Management • Wealth Management and Financial Planning • Tax Planning and Management • Strategic Profit and Cost Management 	<ul style="list-style-type: none"> • Sales and Distribution Management • Marketing of Services • Consumer Behavior • Product and Brand Management • B2B Marketing • Digital Marketing • Customer Relationship Management • International Marketing • Strategic Marketing • Marketing to the Bottom of the Pyramid
Operations	Information Technology
<ul style="list-style-type: none"> • Research for Marketing Decisions • Logistics & Supply Chain Management • Quality Management • Service Operations Management • Simulation Modeling • Business Forecasting • Time Series Modeling • Marketing Research • Project Management • Operations Strategy 	<ul style="list-style-type: none"> • Enterprise Resource Planning • E-Business • Data & Information Security • Enterprise Data warehousing & Intelligence • Introduction to R Programming • IT Consulting (Visiting Faculty) • Software Project Management • SMAC(Social Media, Analytics & Cloud) • Enterprise & Business Simulation
Strategy and General Management	Human Resources and Organizational Behavior
<ul style="list-style-type: none"> • Business Modeling • In-organic Growth through M&A • Business in Emerging Markets • Enterprise Risk Management • Recent Trends in Corporate Governance • Competitive Strategy • Business Ethics and Ethical Behavior • Strategy Execution and Change 	<ul style="list-style-type: none"> • Employees Relations in the Global Context • Personal Growth Lab • Competency Management • Talent Management • Diversity Management • Leadership and Managerial Effectiveness • Team Building & Conflict Management • Business Negotiation Skills • Performance Management • Management of Organizational Change: Issues & Challenges • Strategic Human Resources Management • Coaching and Mentoring • Meaning, Happiness and Well-being at Work

(Courses are subject to review to suit the requirements of the course)

Mode of Evaluation

IMI follows a system of continuous assessment. The instructor can design appropriate method of evaluation as per the requirements of the course and method of instruction. Students' evaluation may comprise of preparation made for the class and participation, quizzes, mid-term examination, term

papers/projects, home assignments, end-term examination and any other criterion that the instructor concerned may decide.

Grading

IMI follows a letter grade system over a 10 point scale for evaluation of students' academic work. The minimum CGPA required for qualifying for the Diploma is 4.5 in the program, apart from meeting other qualifying parameters.

Award of Diploma

In case any student does not satisfactorily complete the Field Project or fails to comply with the defined timelines & norms specified or does not meet the academic requirements, she/he will not qualify for the award of the Institute's Diploma, till the same has been satisfactorily completed.

Participants who are unable to fulfill the Academic requirements of the program for any reason, will not be eligible for the award of the Executive Post Graduate Diploma in Management, but will be given a Certificate of Participation after the Convocation.

Attendance

IMI place high emphasis on regularity and punctuality. Hence, attendance is compulsory in all courses. This requirement formalizes the reciprocal responsibilities between students and faculty to be fully prepared for class and to contribute to joint learning. More broadly, it reinforces our belief in education as a shared exercise. The success of learning model depends on broad, regular class participation by all students. This, in turn, depends crucially upon regular attendance by all students in all classes.

The penalty for shortage of attendance in various programs is defined in the student's handbook provided to each student on enrollment.

General

The program is high in rigor, being a Post Graduate level program. Participants should be mentally prepared for a demanding working environment wherein pre-class preparation is an essential pre-requisite. Case studies, field assignments, class presentations and group work form the core of the academic rigor. Each class is of 90 minutes duration and classes usually start at 9:00 am in the morning and may extend till late evening, as per the requirements of the course and the faculty, including on Saturday & Sunday.

Eligibility Criteria for Participants

Educational Qualification

Graduation in any discipline, as a regular candidate and not through correspondence courses with a consistently high academic record. Proficiency in high-school level of Mathematics, written & spoken English as well as working knowledge of Computers is an essential requirement.

Work Experience

Post-degree, 5 years or more full time experience at senior decision making levels within Ministries or Government Departments or private sector organizations.

Age Limit

As per ITEC norms not above 40 years as on 31st March 2018

Target group (Level of participants and target ministry/department etc.)

Government Officers at the level of Director/Dy. Director /HOD

Managers from Private Sector in middle management levels, heading Profit Centers or Heads of Department.

Course Director:

Prof. Jai Prakash Upadhyay

Dr Upadhyay was Professor and head of Management Development programmers in SP Jain Institute of Management and Research, Mumbai before he joined IMI, Delhi. In all, he has more than 30 years of experience in varied organizations in India and abroad. He possesses extensive experience in training, consultancy, research as well as managing and leading large public delivery systems and capacity development programmers.

As Professor and Director in B-Schools, he has taught Organizational Behavior, Strategic HRM, Performance Management and Training & Development and conducted numerous MDPs in the areas of HRD, leadership development and workshops for trainers and facilitators for senior executives of public sector and MNCs, including international organizations like UNDP, UNICEF & WHO. He has also worked as an international staff member of the United Nations in the capacity of Institutional Development Advisor and Learning Manager in UNDP. He consulted with UNDP and the International Organization of Migration (IOM), as expert in the areas of Leadership, Learning & Development, and Performance Management.

He is a PhD in management from IIT, Delhi and a Lot of India certified 'Trainer of Trainers' in Training Needs Assessment, Design of Training, Direct Training Skills, Mentoring and Evaluation of Training through courses designed by Thames Valley University, UK.. He is certified in Competency based Training of Trainer from ITC-ILO, Turin, Italy and in Management of Training from AIT, Bangkok. He is also certified in designing and implementing Balanced Scorecard from 2GC, Australia. Prof. Upadhyay can be reached at: <jaiprakash.upadhyay@imi.edu>.

About IMI

Nestled in Quota Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in Collaboration with IMI Geneva (now IMD Lausanne). IMI is India's first corporate sponsored Business School with sponsorship from corporate houses like RPG Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Major etc. Over a period of time in the last 33 years the Institute has acquired a truly global status. The Institute received UNDP assistance for also various other international linkages with bodies like World Bank, UNDP, ILO, UNCTAD, Asian Productivity Organization etc. All our PGDM programmes are accredited by Association of MBAs (AMBA), UK as well as National Board of Accreditation (NBA), AICTE, Government of India. The National Institutional Ranking Framework, Dept. Of Higher Education, Ministry of HRD, GOI in its recent rankings (April 2016) have ranked IMI New Delhi at No.7 in India Rankings 2016 and at No.1 as a Private Business School.

To provide a global prospective to the students, the Institute's flagship two year Post-Graduate Programme in Management has a student exchange programme with various European Schools such as ESC Rennes, France, MIP School of Management France, Graz University Austria, IESEG School of Management and IDRAC Lyon, France etc.

Besides this IMI is one of the empanelled Institute of the Ministry of External Affairs, GOI, for special

Commonwealth Assistance Programme under which the Institute gets the executive MBA students from various Afro-Asian and Latin American countries for its 15 months Executive Post-Graduate Programme in Management. Today IMI enjoys the place of esteem among the leading management Institutes and the patronage of reputed business organization in the country. The aim, approach and activities of IMI are guided by all its stakeholders - students, alumni, corporate patrons and society in general.

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