

Management Development Programme

on

**“EXECUTION-The Discipline of Delivering
Results on Time”**

May 30-31, 2019



Program Director: Prof. Vivek C. Pande



**International Management Institute
New Delhi**

INTRODUCTION

In today's complex world of business, strategy formulation is an arduous task. How do we derive competitive advantage? How to differentiate our products and services? Whilst organizations come up with strategies for survival and winning in the market place, their biggest dilemma remains – how to successfully implement the strategies? The biggest obstacle to achieve the desired results is – poor execution. And majority of organizations fall prey to it. Most strategies fail due to one reason alone – lack of disciplined execution. Too many companies struggle to bridge the gap between goals and results. Execution is not seen as a discipline or a business' culture. As such, this workshop shall instill in the participants the essentials of successful execution and make them 'action' managers to achieve goals in less than the planned cost and time.

OBJECTIVES

At the end of the Workshop, the participants would be able to:

- * Ensure strategies are implemented precisely and goals achieved on time
- * Eliminate non value-added activities which waste time
- * Focus on what is important to achieve timely results
- * Do effective follow thru
- * Derive competitive advantage thru better execution

CONTENTS

- * The 7 Principles of Execution
- * The 3 Core Processes of Execution
- * A Delta T
- * Creating Framework for Cultural Change
- * Putting First Things First
- * Linking HR to Business Results
- * Insisting on Realism

PEDAGOGY

Drawing on his vast professional experience of four decades in the corporate world, Program Director Prof Vivek C. Pande will share the best available literature on the topic, numerous case studies, best practices, anecdotes and contexts that emphasise the principles of execution. As the best in the industry shares his insights and wisdom, don't miss out on the opportunity to master the art and science of successful execution.

WHO SHOULD ATTEND

The Workshop will be extremely useful for CXOs, HODs, senior and middle level managers in Projects, Sales, Marketing, Business Development and HR functions in business and not-for-profit organizations in both private and public domain. Managers can be across any industry as the principles of execution are generic and cut across all sectors.

FACULTY AND RESOURCE PERSONS

IMI faculty members and eminent resource persons will share expertise and experience in various sessions.

PROGRAM DIRECTOR

Prof Vivek C. Pande is an engineering graduate from IIT Kanpur and MBA from IIM Ahmedabad. In a corporate career spanning four decades, of which last 24 years as CEO of large diversified organisations – he has had an illustrious career.

He has vast exposure in General Management, Sales, Marketing, Business Development, Retailing, Project Management, OD & HR. He is Six-Sigma Green Belt from Motorola University and has attended courses on Business Strategy at Boston University and Corporate Management at AOTS Japan.

He has exposure to diverse sectors like automobiles, consumer electronics, white goods, hospitality, IT, Telecom, industrial goods, agrochemicals, luxury and lifestyle products. He has worked in prestigious organisations like Tatas, Escorts, Onida, Xerox, Spice Telecom, and Benetton (of which he was the founder CEO). He possesses 14 years of international experience at Khimji Ramdas as CEO – one of the top companies in the Gulf. Post his working career since 2016, he has passionately devoted himself to impart skills and knowledge, besides mentoring the new breed of startups in the country.

ADMINISTRATIVE DETAILS

Dates:

May 30-31, 2019

Venue:

International Management Institute
B-10, Qutub Institutional Area
New Delhi 110016

FEE

Non-residential: Rs. 18,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and lunch

Residential: Rs. 25,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and boarding/lodging (airconditioned single room) from noon of **May 29, 2019** till noon of **June 01, 2019** at IMI Campus.

Group Discounts

- 10% discount on fee amount is available in case an organization nominates 2 or more participants to the program.
- 20% discount on fee amount is available in case an organization nominates 4 or more participants to the program.

Fee is payable in advance by way of local cheque/DD in favor of **“International Management Institute”** payable at New Delhi or through direct electronic fund transfer to IMI Bank Account, as per following details:

Allahabad Bank Account Number: 50123177738
MICR Code: 110010007, IFSC Code: ALLA0211083
Pan No. AAAT10972K; GST No. 07AAATI0972K1ZJ

Please mention the program name while making payment through electronic fund transfer.

REGISTRATION

The registration form duly filled in along with the program fee should reach us at least 7 days before the commencement date of the program. **In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed.** However, substitute(s) may be permitted with prior intimation.

CERTIFICATE OF PARTICIPATION

A certificate of successful participation by International Management Institute (IMI) will be issued to each delegate at the culmination of the program.

ABOUT IMI

International Management Institute (IMI) is India's first corporate sponsored Business School founded in 1981 with the original campus in New Delhi. The corporate sponsors included 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. Subsequently two other campuses were set up in Kolkata (2010) and Bhubaneswar (2011). In the last several years, IMI New Delhi has been consistently ranked in the top 10-15 Business Schools in the country and among the top 5 private Business Schools. It is accredited by the UK based Association of MBAs (AMBA), one of the top three international accreditation bodies for Business Schools globally.

IMI New Delhi has global linkages with leading schools in Europe, North America, and Asia. The Institute currently offers the PGDM, PGDM-HRM, PGDM-Banking & Financial Services, Executive PGDM and FPM (doctoral program). In addition, it has built a vibrant Executive Education vertical offering training to management professionals from the corporate world. The Institute has been empaneled by the Government of India to train participants from developing countries under the International Technical & Economic Corporation (ITEC) program of the Ministry of External Affairs.

IMI New Delhi puts a strong focus on high quality research by its faculty leading to publications in international peer reviewed academic journals. Its faculty have PhDs from top international and national universities/institutes, with many of them also having significant corporate experience.

For registration/any other information, please contact:

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International Management Institute

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