

**Management Development Program**  
**on**  
**“Effective Leadership & Building High  
Performance Teams”**

**September 03-04, 2020**



**Program Director: Prof. Vivek C. Pande**



## **INTRODUCTION**

The emergent business scenario characterized by growing competition, increased uncertainties, and accelerated pace of change necessitate a qualitative and fundamental transformation in the role, responsibility and accountability of managers to enable the organization to achieve global standards of performance, reduce decision response time and develop flexibility in the system so as to be responsive to changes from within and outside. The managers will need to provide leadership in their respective work spheres in such a way that employees are able to proactively respond to organizational priorities and make positive contribution toward realization of company's objectives. It will be further necessary to achieve vertical and horizontal integration by building effective teams cutting across the internal and external boundaries.

The program thus aims at enabling the managers redefine their role in the changed scenario, provide effective leadership and manage through teams so as to generate commitment amongst employees towards the vision and values of the company.

## **OBJECTIVES**

The program focusses on how to consciously develop the art of effective leadership. At the end of the workshop, the participants will:

- Possess the knowledge and tools to become a true leader.
- Understand and appreciate responsibilities of being a productive team member to achieve common goals.
- Know how to take the team along for achieving the vision.

## **CONTENTS**

- Leadership Challenges in Digital Age
- Differing Leadership Styles
- Situational Leadership
- Characteristics of an Effective Leader
- Transformational Leadership
- Team Synergy
- Practicing Win-Win
- Understanding Team Dynamics
- Team Conflict & Resolution

## **PEDAGOGY**

Drawing on his vast personal experience of over 40 years in the corporate world, Program Director Prof. Vivek Pande will share numerous case studies, anecdotes, situations and contexts that emphasizes the principles of effective leadership. As the best in the industry shares his insights and learnings, don't miss out on the opportunity to master the art of effective leadership.

## **WHO SHOULD ATTEND**

The program will be useful for middle to senior level managers in sales, marketing, purchase and human resources functions in business or not-for-profit sector

organizations in private or public domain. Critical condition to benefit from the program requires the participants to be endowed with open-minded self-analysis.

## **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 IT Kanpur and MBA from IIM Ahmedabad. He is having over 40 years of multi-functional experience of which, last 24 years as CEO of various diversified organizations. He has vast exposure in General Management, Marketing, Sales, HR, Training, TQM, Production and Project Management.

He has worked under various sectors like Automobiles, Consumer Electronics, Hospitality, Fashion, IT, Telecom, Luxury and Lifestyle Products.

He is carrying with himself exposure in diverse organizations like Tata, Escorts, Onida, Benetton etc. He is carrying with himself 14 years International experience at Khimji Ramdas as CEO - one of the Top companies in the Gulf.

## **ADMINISTRATIVE DETAILS**

### **Dates:**

**September 03-04, 2020**

### **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 **September 02, 2020** till noon of **September 05, 2020** 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:***

**Dr. Ekta Saxena**

General Manager (MDP & Online Education)

Mobile: **9911941090**

**E-mail:** [ekta.saxena@imi.edu](mailto:ekta.saxena@imi.edu), [mdp@imi.edu](mailto:mdp@imi.edu)

**International Management Institute**

**Address:** B-10, Qutab Institutional Area, Tara Crescent  
New Delhi 110016

**Phone:** (011) 4719 4172 (Direct)

**Website:** [www.imi.edu](http://www.imi.edu)