

IIM Lucknow

announces
a Management Development Programme
on

Decision Making Techniques for Managers

Duration

July 27-31, 2009

Venue

IIM Lucknow

Programme Director

Prof. Sushil Kumar



Indian Institute of Management, Lucknow

Prabandh Nagar, Off Sitapur Road, Lucknow 226 013

www.iiml.ac.in

INTRODUCTION

Effective decision making is an essential skill for career success in general. One can often lead a team to a well-deserved success with the knowledge of how to make timely and well-considered decisions. However, if you make poor decisions, your team risks failure, and your leadership may suffer a setback.

The motivation for this programme comes from the realization that every organization has people who are technically very competent in their functions, but lack the necessary skills for good decision-making. Various problems arising in organizations need to be solved by taking effective decisions. A manager may often take an inappropriate decision due to a lack of clarity and understanding of various issues involved in the process of decision making.

The programme looks into such issues, and helps you arrive at better decision within the boundary of the available information. You would be exposed to a number of tools and techniques to get the best out of available information in order to appreciate the likely consequences of decisions, work out the importance of individual factors, and choose the best course of action.

The programme will emphasis on participants learning to use a variety of analytical tools and techniques leading to better decisions: both at the individual level as well as at the organizational level.

OBJECTIVES

Programme objectives are to empower the participants with the knowledge of the tools and techniques for better decision-making. The programme would enable the participants to:

- Understand the process of decision-making
- Identify and overcome the barriers in the decision-making process
- Developing decision-making skills
- Appreciate different perspectives of the decisions and their implications
- Learn proven decision-making tools and techniques to help arrive at better decisions

CONTENTS

- Identifying Alternatives for Action
- Enhancing Decision-Making Skills
- Problem Solving Approach to Decision-Making
- Analytic Hierarchy Process
- Decision-Making in Uncertain Environments
- Quantitative Tools for Decision-Making
- Implementation Issues of the Decision-Making Process

EXPECTED PROFILE OF PARTICIPANTS

This programme is designed for the ambitious middle-level managers from diverse backgrounds. Participants from different areas such as HRD, Marketing, Operations, Finance and others will benefit from this programme. Employees with the progressive public and the government sectors would also benefit.

DURATION & VENUE

Five days during July 27-31, 2009. The programme is residential and the participants will stay in air-conditioned rooms at the IIM Campus, Lucknow, on single occupancy basis. Programme sessions will be held at “Manthan” – our Management Development Programme center.

INVESTMENT

The programme fee is @ Rs.35,000/- per participant (residential). The fee includes the cost of programme material, tuition, board and lodging in air-conditioned single occupancy basis at our Executive Enclave, use of Institute Computer Centre, Library and other facilities.

The fee may also be paid by Bank Wire Transfer (ECS) as per the details given below:

A/c No. 053010100046446 of IIM Lucknow with Axis Bank, Lucknow main branch, Lucknow (IFSC code UTIB0000053). In such case, the remitter may inform us his/her name, name of participant, name of MDP against which the payment has been made, etc.

I T EXEMPTION CERTIFICATE

The Institute holds Income Tax Exemption Certificate under sub-clause (iv) of clause (23C) of section 10 of the Income Tax Act, 1961 (43 of 1961). Therefore, tax on programme fees may not be deducted at source. Our PAN No. is AAATI2622Q. The copy of I T Exemption certificate can be provided on demand.

REGISTRATION

The nomination form duly filled in along with the requisite programme fee by a demand draft drawn in favor of "Indian Institute of Management, Lucknow" should be sent to the Programme Manager, Indian Institute of Management, Prabandh Nagar, Off Sitapur Road, Lucknow 226 013, at least 15 days before the commencement date of the programme.

In the event of cancellation of nomination, only 50 per cent of the fee would be refunded provided we receive such information at least 10 days before the commencement of the programme. However, the nominating organization could recommend change(s) in the nominee(s).

CERTIFICATE OF PARTICIPATION

The Institute issues a certificate of participation on conclusion of the programme.

PROGRAMME DIRECTOR

Dr. Sushil Kumar is a faculty member in the Operations Management Group at Indian Institute of Management Lucknow. He did his Ph.D. and M. Tech in the area of Industrial Engineering from IIT Delhi, and B.Sc. (Engg.) from NIT Kurukshetra. He has been a Post-Doctoral Fellow at Waseda University, Tokyo, Japan for a period of 1½ years. His teaching interests are in the area of Operations Management, Industrial Engineering and Productivity Improvements. His research interests are in System performance studies, System dependency, and Reliability analysis.

Dr. Sushil Kumar has over 10 years of teaching, training and consulting experience. He has conducted a number of training programmes for the managers of public/private sector organizations in the area of problem solving, productivity improvements, project management, decision making, etc.

ABOUT THE INSTITUTE

- Indian Institute of Management Lucknow (IIML) is one of the premier business schools in India. From the sprawling 200 acres purpose-built campus, the Institute offers world class education in major areas of management and provides an ambience for genuine intellectual pursuit, excitement and professional growth.
- The Institute's carefully designed and high impact Management Development Programmes train business leaders, senior executives, and practicing managers from various sectors of the economy in all disciplines of management education and thought.

The Institute provides cooperation and support to Industry and the Government through its large number of prestigious Consulting Assignments and Research Projects.

- The Institute has an internationally acclaimed Postgraduate Programme in Management, Agri-business Management, & Fellow Programme in Management known for its quality, rigor and global orientation. Many of its illustrious alumni hold leading positions in both industry and academics in top organizations across the world.
- The Noida campus, as an extension of IIM Lucknow (IIML-NC), has been established to provide globally competitive management education to the professionals. The new campus aims to cater with growing need of facilitating upgrading of knowledge, skill and attitude of large number of executives in both public and private sectors.
- The Institute has an evening programme leading to PGDBM for Working Managers (WMP), which was started as the introductory programme of the Noida campus at Plot No. B1, Sector 62. The International Programme in Management for Executives (IPMX) is the first residential one year full time programme which has commenced in April 2008. In addition to these, IIML-NC has launched distance learning programmes (e-MDPs), besides many other short duration programmes. The Noida Campus is being developed as a centre of excellence focused on Executive Education. It is the IIML way of contributing to the industry. In future this centre will be a vibrant nodal centre of corporate training and industry conventions.
- The Institute has well equipped air-conditioned lecture rooms and comfortable on-campus air-conditioned board and lodging arrangements on single occupancy basis for the Management Development Programme participants at both the campuses.
- IIM Lucknow has collaborations with a number of Business Schools in Europe, Australia and Canada for Faculty and Students exchange.
- The Institute enjoys enormous respect and patronage from the corporate world, International Agencies and Government. Many leading organizations have generously donated funds in the form of Chair Professorships for academic pursuit and research.
- The Institute is located about 19 KMs away from the Railway Station and 33 KMs from the Airport, on the Lucknow-Sitapur highway & Hardoi-Sitapur bypass.

To reach us, please contact:

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