

Management Development Programmes

MDP Calendar 2019-20 (April-March)





Indian Institute of Management Lucknow

Management Development Programme Calendar

(April 2019 to March 2020)

	Program Title	Program Director(s)	Dates	Duration	Program Fee Program fee (₹) - (₹) - non-		Venue
					residential	residential	
omm	unication						
1	Corporate Communication and Image Building	Prof. Neerja Pande	July 8-10, 2019	3 days	45,000	41,500	Noida
2	Effective Communication for Managerial Success	Prof. Neerja Pande	September 23-25, 2019	3 days	45,000	41,500	Noida
3	Leadership Communication and Image Management: Persuasion and Influence Strategies	Prof. Payal Mehra	February 24-28, 2020	5 days	70,000	62,500	Lucknow
)ecisi	on Science				"		
4	Managerial Decision Making under Uncertain Environment	Prof. B K Mohanty	December 2-4, 2019	3 days	45,000	41,500	Lucknow
inan	ce and Accounting						
5	Business Risk Management for Decision Making	Prof. Vikas Srivastava & Prof. Seshadev Sahoo	July 8-10, 2019	3 days	45,000	41,500	Lucknow
6	Strategic Cost Management for Decision Making	Prof. Seshadev Sahoo	August 1-3, 2019	3 days	45,000	41,500	Lucknow
7	Finance for Decision Making (for Non-Finance Executives)	Prof. Prakash Singh & Prof. Ajay K Garg	September 16-20, 2019	5 days	70,000	62,500	Noida
8	Financial Analysis and Valuation for Strategic Decision Making	Prof. Seshadev Sahoo & Prof. Ajay K Garg	November 18-21, 2019	4 days	60,000	54,000	Lucknow
9	Financing and Valuation of Startups and New Ventures	Prof. Prakash Singh	December 16-18, 2019	3 days	45,000	41,500	Noida
10	Finance for Decision Making (for Non-Finance Executives)	Prof. Prakash Singh & Prof. Ajay K Garg	January 20-24, 2020	5 days	70,000	62,500	Lucknow
11	Financial Analysis of Business for Decision Making	Prof. Seshadev Sahoo	February 4-7, 2020	4 days	60,000	54,000	Noida
ood &	& Agribusiness Managemen	t					
12	Agriculture Input Marketing		November 18-22, 2019	5 days	70,000	62,500	Lucknow
13	Agribusiness Supply Chain Management	Prof. Sanjeev Kapoor & Prof. Samir K Srivastava	February 6-8, 2020	3 days	45,000	41,500	Lucknow
ener	al Management						
14	Investment Planning and Customer Relationship Management	Prof. Seshadev Sahoo & Prof. Prem P Dewani	June 24-28, 2019	5 days	70,000	62,500	Lucknow
15	International Training Programme on World Bank's New Procurement Framework	Prof. Amit Agrahari & Prof. Samir K Srivastava	July 15-26, 2019	12 days	1,20,000	N.A.	Lucknow
16	Developing Leadership Excellence in Women Executives	Prof. Neerja Pande	August 5-7, 2019	3 days	45,000	41,500	Noida

Indian Institute of Management, Lucknow

Programme for Executives (with 240 hours of teaching in four on-campus modules of 9 days each)	N.A. Luckno 52,500 Luckno 54,000 Luckno 41,500 Luckno 62,500 Luckno 62,500 Luckno 61,500 Luckno 41,500 Luckno
(with 240 hours of teaching in four on-campus modules of 9 days each) 18 Business Data Analytics for Marketing Decisions 19 Strategic Thinking and Leadership through Design Thinking 20 Business Innovation through Design Thinking 21 Digital Transformation of Supply Chain 22 Creativity, Problem Solving and Decision making 23 General Management Prof. Archana Shukla Programme 24 Developing Strategic Minkset Prof. Archana Shukla December 2-13, 2019 25 Business Innovation Prof. Archana Shukla December 2-13, 2019 26 Leadership Development Prof. Anirban Chakraborty Innuary 29-31, 2020 27 Regulation and Persuasion Skills 28 Managing Self for Leadership Prof. Sushil Kumar Prof. Pushpendra Priyadarshi 29 Managing Self for Edector Prof. Pankaj Kumar Prof. September 3 days 45,000 40 August 26-28, 2019 41 Adays 60,000 42 August 27-20, 2019 42 Developing Strategic Prof. Archana Shukla December 2-13, 2019 43 August 26-28, 2019 44 August 26-28, 2019 45 August 26-28, 2019 45 August 26-28, 2019 46 August 26-28, 2019 47 August 26-28, 2019 48 August 26-28, 2019 49 Managing Self for Prof. Pankaj Kumar Prof. Sushil Kumar August 26-28, 2019 40 August 26-28, 2019 41 August 26-28, 2019 42 August 26-28, 2019 43 August 26-28, 2019 44 August 26-28, 2019 45 August 26-28, 2019 46 August 26-28, 2019 47 August 26-28, 2019 48 August 26-28, 2019 49 August 26-28, 2019 40 August 26-28, 2019 40 August 26-28, 2019 41 August 26-28, 2019 42 August 26-28, 2019 43 August 26-28, 2019 44 August 26-28, 2019 45 August 26-28, 2019 46 August 26-28, 2019 47 August 26-28, 2019 48 August 26-28, 2019 49 August 26-28, 2019 40 August 26-28, 2019 40 August 26-28, 2019 40 August 26-28, 2019 41 August 26-28, 2019 42 August 26-28, 2019 43 August 26-28, 2019 44 August 26-28, 2019 45 August 26-28, 2019 46 August 26-28, 2019 47 August 26-28, 2019 48 August 26-28, 2019 49 August 26-28, 2019 40 August 26-28, 2019 40 August 26-28, 2019 41 August 26-28, 2019 42 August 26-28, 2019 43 August 26-28, 2019 45 August 26	54,000 Luckno 41,500 Luckno 41,500 Luckno 52,500 Luckno 41,500 Luckno 41,500 Luckno 41,500 Luckno 41,500 Luckno 41,500 Luckno 41,500 Luckno
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35 Managing Self for Prof. Pankaj Kumar December 3 days N.A. 4	52,500 Luckno
Leadership Excellence 16-18, 2019	11,500 Mumba
36 Managerial Effectiveness Prof. Archana Shukla February 5 days 70,000 67	52,500 Noida
Information Technology & Systems	_
37 Data Analysis using Ms- Excel Prof. Pradeep Kumar & May 6-8, 2019 3 days 45,000 47	11,500 Luckno
38 Business Analytics and Big Prof. Pradeep Kumar July 22-24, 2019 3 days 45,000 4: Data	11,500 Luckno
Legal Management	
39 Effective Contract Prof. D S Sengar May 20-22, 2019 3 days 45,000 4: Management and Negotiation	11,500 Noida
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Marketing	1
42 Managing Digital Businesses Prof. Prem P Dewani May 13-17, 2019 5 days 70,000 62	
43 Sales & Distribution Prof. Rajesh K Aithal July 10-13, 2019 4 days 60,000 54 management excellence in Indian markets	52,500 Luckno

44	Achieving Sales Leadership & Design Thinking workshop for Middle Level Sales Managers	Prof. Prem P Dewani	July 22-26, 2019	5 days	70,000	62,500	Lucknow
45	Managing Luxury Businesses	Prof. Prem P Dewani	August 5-9, 2019	5 days	70,000	62,500	Lucknow
46	Digital Marketing	Prof. Moutusy Maity	Aug 21-25, 2019	5 days	70,000	62,500	Noida
47	Marketing to Low-Income Consumers	Prof. Rajesh K Aithal	September 4-7, 2019	4 days	60,000	54,000	Lucknow
48	Sales Leadership and Sales Force Motivation	Prof. Devashish Das Gupta	September 23-26, 2019	4 days	60,000	54,000	Lucknow
49	How to Integrate Product and Brand with Marketing Strategy	Prof. Devashish Das Gupta	November 11-14, 2019	4 days	60,000	54,000	Lucknow
50	Digital Marketing	Prof. Moutusy Maity	December 4-8, 2019	5 days	70,000	62,500	Noida
51	Sales & Distribution Management Excellence in Indian Markets	Prof. Rajesh K Aithal	January 22-25, 2020	4 days	60,000	54,000	Lucknow
52	Managing Retail Businesses	Prof. Prem P Dewani	February 10-14, 2020	5 days	70,000	62,500	Lucknow
Opera	tions Management						
53	Overcoming Managerial Challenges through Creative Thinking	Prof. Sushil Kumar (OM)	July 29-August 2, 2019	5 days	70,000	62,500	Lucknow
54	Supply Chain Analytics	Prof. S Venkataramanaiah	August 19-21, 2019	3 days	45,000	41,500	Noida
55	Project Management	Prof. Sushil Kumar (OM)	February 3-7, 2020	5 days	70,000	62,500	Lucknow
Strate	gic Management						
56	Strategic Leadership in Uncertain Environments	Prof. Sabyasachi Sinha	November 18-21, 2019	4 days	60,000	54,000	Lucknow
57	Design Thinking for Strategy and Innovation	,	January 28-31, 2020	4 days	60,000	54,000	Lucknow
58	Corporate Entrepreneurship and Innovation	Prof. Sabyasachi Sinha	February 10-13, 2020	4 days	60,000	54,000	Lucknow

DISCOUNT: A group discount of 10% on the programme fee is admissible provided an organization nominates a minimum of 5 or more of its executives for a particular programme.

EARLY BIRD DISCOUNT: Nominations received along with the programme fee upto 30 days before the programme date will be entitled to an early bird discount of 10%. Organizations sponsoring a minimum of 5 or more executives for a particular programme may avail both the discounts subject to a maximum discount of 20% provided the nominations along with the fee is received at our end 30 days before the programme date.

GST@18% or as applicable as per Govt. of India guidelines is also payable against the programme fee.

The programme dates and venue may undergo some changes.



Indian Institute of Management

Prabandh Nagar, IIM Road, Lucknow 226013 Phones: (0522) 6696001 (EPABX); Direct: (0522) 6696282-3,6696288 FAX: (0522) 2734026, 2734025 Email: mdpoffice@iiml.ac.in, mdp@iiml.ac.in

Email: mdp@iirdl:mdp.

Website: www.iirdl:mdp.ac.in

Website: www.iirdl:md.ac.in



Indian Institute of Management Lucknow (Noida Campus)

B-1, Sector 62, Institutional Area, Noida-201307, India Phone: (0120) 6678428, 6678573 Fax: (0120) 6678506