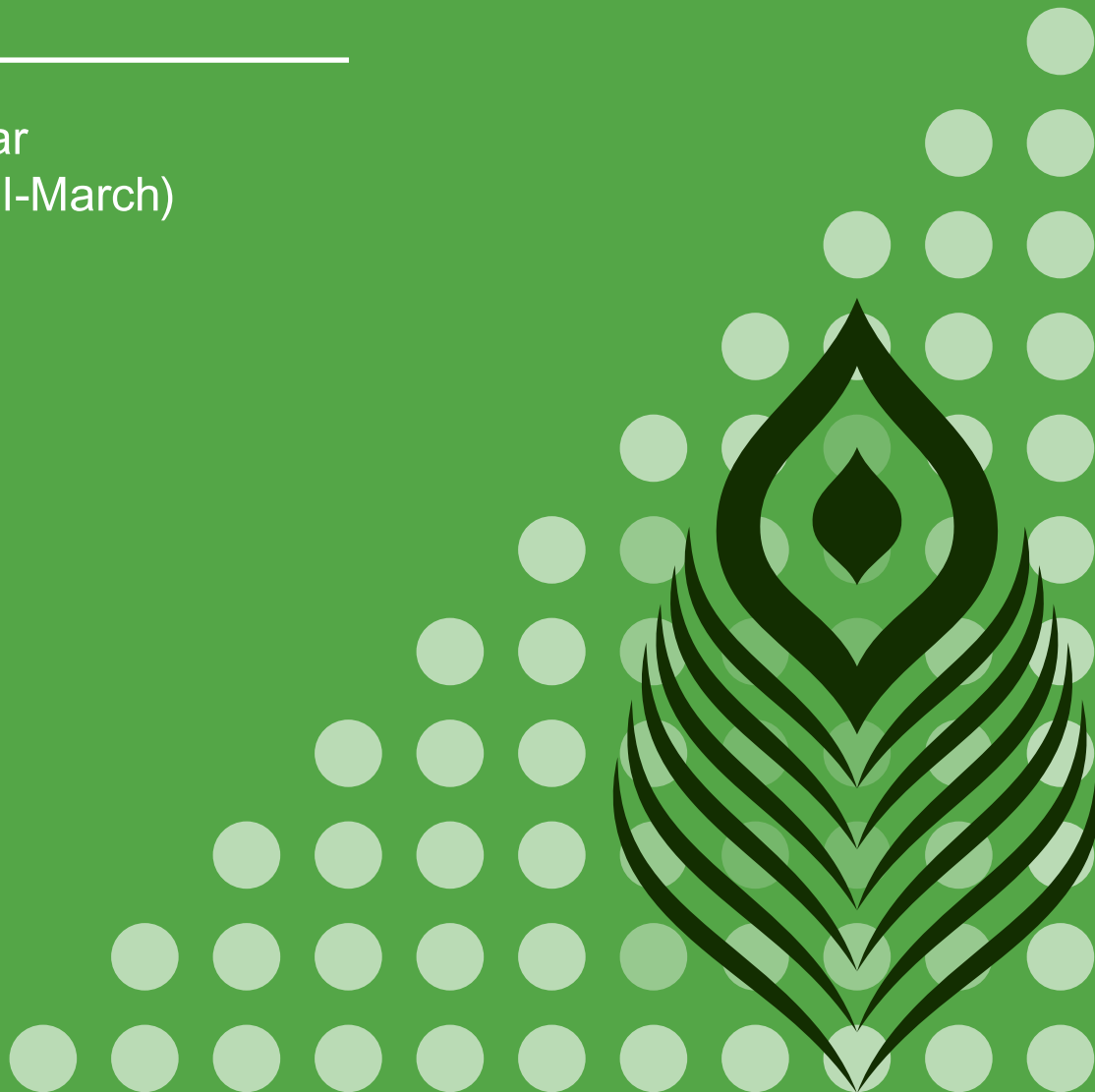


MDP



Management Development Programmes

MDP Calendar
2019-20 (April-March)



Management Development Programmes

Established in 1984, Indian Institute of Management Lucknow, since its inception, has been a leading authority in quality enhancement among corporate and public systems by influencing leadership and management practices. Creation of Management Development Programme (MDP) department in 1985 was one such initiative. The MDP department has initiated a wide variety of programmes and activities aimed at developing leadership and competitiveness in the industry. Each programme is designed to address the distinct needs of specific executives at various points in their career, helping them enhance their skill sets and progress.

The main objectives of the Management Development Programmes (MDP) are:

- Provide education, training, and consultancy to corporate and public systems.
- Develop and enhance leadership through people.
- Upgrade management skills.
- Improve the competitiveness of the private and public sectors by catalyzing innovation of new methods, building capacity and quality enhancement.

The programmes offered by MDP pertain to general management as well as all functional areas like finance, marketing, strategy, operations, etc. Programmes conducted by IIM Lucknow mainly are of three types-

- Faculty-driven open programmes.
- Customized programmes to cater to the specific needs of the industry.
- Certification programmes.

These programmes are designed with the intention of offering individuals and organizations' area focused industry-integrated learning, which would be relevant across bands, roles and job definitions in any vertical or sector. The programmes can be conducted at either of our campuses (Lucknow or Noida) or the location desired by the client organization.

IIM Lucknow conducts internationally patterned certification Programmes for executives of corporate and government officials. One-year part-time Certificate Management Programmes are designed as part of long-term executive education. These programmes have been meticulously developed to inculcate strong conceptual frameworks in business and management skills to integrate advanced management theories with real-world business practices. At present IIM Lucknow is conducting four such programmes namely General Management Programme for Executives (GMPE) and Certificate Programme in Business Analytics for Executives (CPBAE) at its Lucknow campus and Advanced Programme in Strategy for Leaders and Advanced Programme in Human Resource Management at the Noida campus in association with NIIT Imperia. Additionally, as part of the corporate social responsibility, IIM Lucknow also conducts six months General Management Programme for defense officers. The objective of this programme is to facilitate smooth second career transition of the defense officers into the corporate world and familiarize them with contemporary management practices.



Indian Institute of Management Lucknow

Management Development Programme Calendar (April 2019 to March 2020)

	Program Title	Program Director(s)	Dates	Duration	Program Fee (₹) - residential	Program fee (₹) - non- residential	Venue
Communication							
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
Decision Science							
4	Managerial Decision Making under Uncertain Environment	Prof. B K Mohanty	December 2-4, 2019	3 days	45,000	41,500	Lucknow
Finance 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
Food & Agribusiness Management							
12	Agriculture Input Marketing	Prof. Sanjeev Kapoor	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
General 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

17	General Management Programme for Executives (with 240 hours of teaching in four on-campus modules of 9 days each)		August 17, 2019 to July 12, 2020	240 hours	4,00,000	N.A.	Lucknow
18	Business Data Analytics for Marketing Decisions	Prof. Pradeep Kumar & Prof. Prem P Dewani	September 16-20, 2019	5 days	70,000	62,500	Lucknow
19	Strategic Thinking and Leadership	Prof. Neeraj Dwivedi	September 18-21, 2019	4 days	60,000	54,000	Lucknow
20	Business Innovation through Design Thinking	Prof. Anirban Chakraborty	September 19-21, 2019	3 days	45,000	41,500	Lucknow
21	Digital Transformation of Supply Chain	Prof. Amit Agrahari & Prof. Indranil Biswas	November 7-9, 2019	3 days	45,000	41,500	Lucknow
22	Creativity, Problem Solving and Decision making	Prof. Sushil Kumar (OM)	November 25-29, 2019	5 days	70,000	62,500	Lucknow
23	General Management Programme	Prof. Archana Shukla	December 2-13, 2019	12 days	1,25,000	1,08,500	Lucknow
24	Developing Strategic Mindset	Prof. Archana Shukla	January 20-22, 2020	3 days	45,000	41,500	Noida
25	Business Innovation through Design Thinking	Prof. Anirban Chakraborty	January 29-31, 2020	3 days	45,000	41,500	Lucknow
Human Resource Management							
26	Leadership Development	Prof. Pushpendra Priyadarshi	July 1-3, 2019	3 days	45,000	41,500	Lucknow
27	Negotiation and Persuasion Skills	Prof. Pushpendra Priyadarshi	July 18-20, 2019	3 days	45,000	41,500	Lucknow
28	Managing Change	Prof. Sushil Kumar	August 5-7, 2019	3 days	45,000	41,500	Lucknow
29	Managing Self for Leadership Excellence	Prof. Pankaj Kumar	August 26-28, 2019	3 days	45,000	41,500	Lucknow
30	Coaching and Mentoring for Effective Leadership	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	September 5-7, 2019	3 days	45,000	41,500	Lucknow
31	Negotiation and Persuasion Skills	Prof. Pushpendra Priyadarshi	October 21-23, 2019	3 days	45,000	41,500	Lucknow
32	Leadership Development	Prof. Pushpendra Priyadarshi	November 11-13, 2019	3 days	45,000	41,500	Lucknow
33	Strategic Human Resource Management	Prof. Pankaj Kumar	November 27-29, 2019	3 days	45,000	41,500	Lucknow
34	Inspired Leadership	Prof. Sushil Kumar & Prof. Pushpendra Priyadarshi	December 2-6, 2019	5 days	70,000	62,500	Lucknow
35	Managing Self for Leadership Excellence	Prof. Pankaj Kumar	December 16-18, 2019	3 days	N.A.	41,500	Mumbai
36	Managerial Effectiveness	Prof. Archana Shukla	February 3-7, 2020	5 days	70,000	62,500	Noida
Information Technology & Systems							
37	Data Analysis using Ms-Excel	Prof. Pradeep Kumar & Prof. Vivek Gupta	May 6-8, 2019	3 days	45,000	41,500	Lucknow
38	Business Analytics and Big Data	Prof. Pradeep Kumar	July 22-24, 2019	3 days	45,000	41,500	Lucknow
Legal Management							
39	Effective Contract Management and Negotiation	Prof. D S Sengar	May 20-22, 2019	3 days	45,000	41,500	Noida
40	Effective Contract Labour Management	Prof. D S Sengar	September 23-25, 2019	3 days	45,000	41,500	Noida
41	Effective Contract Management and Negotiation	Prof. D S Sengar	November 18-20, 2019	3 days	45,000	41,500	Noida
Marketing							
42	Managing Digital Businesses	Prof. Prem P Dewani	May 13-17, 2019	5 days	70,000	62,500	Lucknow
43	Sales & Distribution management excellence in Indian markets	Prof. Rajesh K Aithal	July 10-13, 2019	4 days	60,000	54,000	Lucknow

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
Operations 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
Strategic 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	Prof. Sabyasachi Sinha	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



INDIAN INSTITUTE OF MANAGEMENT LUCKNOW

भारतीय प्रबन्ध संस्थान लखनऊ

Management Development Programme प्रबन्ध विकास कार्यक्रम

NOMINATION FORM नामांकन प्रपत्र

Name of the Programme कार्यक्रम का नाम			
Duration, Date and Venue अवधि, दिनांक तथा स्थान			
Name of the Participant प्रतिभागी का नाम			
Designation पदनाम			
Name of the Organisation Complete address for tax invoice purpose	PIN : पिन :		
GSTIN No.			
Please tick: Residential <input type="checkbox"/> Non-residential <input type="checkbox"/>	Phone (R): _____ फोन (निवास): _____	MOBILE : _____ मोबाइल : _____	
Phone (O) : _____ फोन (कार्यालय) : _____	E-mail : _____ ई-मेल : _____		
Present Area of Responsibility : Production/Marketing/HRD/Materials/F&A/MIS/R&D/Project Management/General Management/Other (Please specify) उत्तरदायित्व का वर्तमान क्षेत्र : उत्पादन/विपणन/मानव संसाधन विकास/भौतिक (आर्थिक)/वित्त एवं लेखा/प्रबन्ध सूचना तंत्र/शोध एवं विकास/परियोजना प्रबंध/सामान्य प्रबंध/अन्य (कृपया विवरण दें।)			
(Signature of the Participant) (प्रतिभागी के हस्ताक्षर)			
We enclose a Demand Draft/UTR No. _____ dated : _____ for ₹ _____ towards Residential/Non-residential fee drawn in favour of "INDIAN INSTITUTE OF MANAGEMENT LUCKNOW" payable at "LUCKNOW" मैं आवासीय/गैर आवासीय शुल्क ₹. _____ का डिमाण्ड ड्राफ्ट संख्या/यूटीआर संख्या : _____ दिनांक : _____, जो "भारतीय प्रबन्ध संस्थान लखनऊ" के पक्ष में देय है, और "लखनऊ" में युगताम योज्य है, संलग्न कर रहे हैं।			
In Case of NEFT/RTGS transfer, please email UTR No. & Date to mdpoffice@iiml.ac.in; mdpfin@iiml.ac.in Beneficiary Indian Institute of Management Lucknow (भारतीय प्रबन्ध संस्थान लखनऊ) Saving Bank Account No. (बैंक का बचत खाता नं.) 07231450000294 Bank Name (बैंक का नाम) HDFC Bank Limited (एच.डी.एफ.सी. बैंक लिमिटेड) Bank Address (बैंक का पता) AR Centre, Dr. B.N. Verma Road (ए. आर. सेंटर, डॉ. बी.एन. वर्मा रोड) Opposite Gulmohar Hotel, Lucknow-226 018 (गुलमोहर होटल के पीछे) Bank Branch (बैंक की शाखा) Aminabad Branch (अमीनाबाद ब्रांच) IFSC Code (आईएफएससी कोड) HDFC 0000723			
We would like you to tell us how did you come to know about this programme? Please tick the appropriate box alongside and give names where applicable: <input type="checkbox"/> Direct Mail <input type="checkbox"/> Institute website <input type="checkbox"/> Newspaper <input type="checkbox"/> LinkedIn <input type="checkbox"/> Others (Please specify) _____			
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