

## About MDI

The Management Development Institute (MDI) was established in 1973 with the active support of IFCI following an initial grant received from KFW, West Germany. The Institute soon established itself as one of the earliest centers for continuing education in India.

As an endorsement of its front runner position in the field of post graduate education in management in India, MDI's PGPM (a two-year full time MBA equivalent program) has been awarded "A" Grade by the National Board of Accreditation of All India Council for Technical Education (AICTE). Various surveys have ranked MDI among the top B-Schools of the Country. The education programs comprise of two-year full-time PGPM, PGP-HR, PGP-IM, 15-month Executive PGDBM, three-year Executive Management Program, Doctoral level FPM / EFPM, Post Graduate Program in Energy Management, and PG Diploma in Public Policy and Management. In addition to its academic programs, MDI has been a pioneer as well as a market leader in the area of continuing education in management. With over 35 years in this field, MDI conducts nearly 200 weeks of intensive short-term training programs each year, aimed at executives and managers from industry. Over 3000 managers participate in these programs each year. These include open programs, as well as customized organization specific training modules. The approach integrates latest knowledge with best practices through integrated business school activities enabling organizations in 'pursuit of excellence'.

MDI offers consulting services in the different functional areas of management. The driving force at MDI is a dedicated team of distinguished faculty who have extensive experience and expertise in diverse fields. Over the years, there has been distinctive shift in emphasis from helping design and implement policies, systems and processes in functional domains to cross-functional domains. The institute is recognized by the industry (public and private), Central and State governments, and NGOs and is known for providing quality services to its clients. MDI always strives to provide high quality, cost-effective and timely services to the clients. It has remained contemporary through its primary focus on research, adapting to change and developing innovative strategies to facilitate the process of change in the dynamic business environment. The institute's clients say that it has been able to add value to them by bringing in a strong cross-functional emphasis in their approach to carry out business.

As part of its strong research focus, MDI supports the following research initiatives:

- Centre for Supply Chain Management
- Centre for Excellence in Information Management
- Centre for Entrepreneurship
- Centre for Transformational Leadership
- Centre for Corporate Governance

MDI maintains high level of academic excellence in management. It has over 80 full-time faculty who have several years of experience having worked at senior positions in the industry. The faculty is thus able to deliver a healthy mix of practical insights and academic rigor in the classroom.

MDI also has strong links with leading international B-schools, which aids in delivering a globalized management curriculum. As part of the global initiatives, student and faculty exchanges go on regularly. Joint research projects are also undertaken.

Above all, MDI has a well developed state-of-the-art infrastructure, which includes a library with a collection of over 60,000 volumes, and online access to international journals, a computer center with over 500 PCs, air-conditioned lecture halls and syndicate rooms, besides a host of other recreational facilities.

### MDI's International Partners

MDI has active linkages with McGill University, Canada, University of Waterloo, Waterloo, School of Public Policy, George Mason University, USA, University of Connecticut, USA, Cambridge College, Massachusetts, USA, DeGroot School of Business, McMaster University, Canada, Robert H. Smith School of Business, University of Maryland, USA, Marquette University, Wisconsin, USA, Bentley College, USA, The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, USA, North Carolina State University, Raleigh, North Carolina, USA, ESCP-EAP, France, EDHEC Business School, France, The Institut d'Etudes Politiques de Paris (Sciences-Po), IAE Aix-en Provence, France, Total Professors Association (TPA), Paris, Grenoble Ecole de Management, Grenoble, Bergische Universitat Wuppertal, Wuppertal, HHL Leipzig Graduate School of Management, Leipzig, International University in Germany, Bruchsal, European Business School - Oestrich-Winkel, Frankfurt School of Finance & Management, Frankfurt, Vienna University of Eco. & Business Administration, Austria, Copenhagen Business School, Denmark, Aarhus School of Business, Denmark, Solvay Business School, Brussels, The Faculty of Applied Economics, University of Antwerp, Belgium, BI Norwegian School of Management, Norway, Universita Carlo Cattaneo, (LIUC), Italy, Bocconi University, Milano, Warsaw School of Economics, Poland, Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHIFM), Warsaw, Middlesex University, London, UK, School of Management, Asian Institute of Technology, Thailand, Queensland University of Technology, Brisbane, University of the Free State, Bloemfontein, University of Otago, Dunedin, Leon Recanati Graduate School of Business Administration, LAHAV Executive Education Centre, Faculty of Management, Tel-Aviv University, Tel-Aviv, Israel, University of Tampere, Finland, Lahore University of Management Sciences (LUMS), Pakistan, RSM Erasmus University, Rotterdam, Athens University of Economics and Business, Athens, Moscow International Higher Business School "MIRBIS", Moscow, Huazhong University of Science and Technology (HUST), School of Management, China. These linkages operate in the domains of exchange of students, faculty and knowledge. Some executive education programs are co-designed and delivered along with our partners.

MDI now has developed a new niche market for foreign institutions in conducting international executive development programs at MDI campus.

# Management Development Programme

## Finance for Non-Finance Executives

September 21 – 25, 2009

MDI Campus, Gurgaon



### Management Development Institute

Mehrauli Road, Sukhrali, Gurgaon-122 007-02, Haryana, INDIA

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MANAGEMENT  
DEVELOPMENT  
INSTITUTE

## Why You Should Attend?

Operating managers, in order to be effective and result oriented should be finance savvy, able to understand and present, drive and measure business plans in terms of financial figures and communicate in a common 'business language' through financial figures. Introductory programme on finance can be instrumental to enhance the profile of operating managers. Finance cuts across levels and businesses and has unifying influence. Further, operating managers need to be equipped with a financial decision making tool kit which helps them to identify businesses to get into, take pricing decisions, decide on the product mix, identify areas for cost reduction and take a make or buy decisions. This program aims to meet the requirements of operating managers in different functional areas who would like to be well versed with the introductory nuances of finance.

## Contents

- **Understanding and Analysis of Financial Statements**
  - Balance Sheet
  - Profit and Loss Statement
  - Cash Flow Statement
  - Use of Financial Ratios as Key indicators
- **Cost information for Problem Solving and Decision-Making**
  - Types of Costs
  - Understanding of Cost Behaviour
  - Establishing Break - Even Levels
  - Using Costing for Product Pricing
- **Management of Working Capital**
  - Estimation of Working Capital Needs
  - Working Capital Cycle
- **Evaluation of Investment Projects**
  - Project Cash Flows : Estimation
  - Techniques of Evaluation
- **Integrated View of Finance Function**
  - The Global Finance Environment

## Faculty

Core faculty of Management Development Institute alongwith executives from the industry would facilitate discussions and share their valuable experience.

## Methodology

Class presentations, interactive discussions, formal lecture sessions, case studies computer exercises and simulations. Both the conceptual and practical side of finance will be stressed.

## For Whom

Managers at middle level who need to have an exposure to finance. Past programmes have been attended by professionals in corporate planning, manufacturing, marketing and sales, HRD and finance too.

## Venue and Duration

The programme is scheduled during September 21- 25, 2009 on residential basis at MDI Campus, Mehrauli Road, Sector-17, Gurgaon. Accommodation for participants would be available at MDI campus from the noon of September 20, 2009 to the noon of September 26, 2009.

## Registration and Fee

Participants should be nominated by their organisations. The enclosed nomination form should be completed and returned with all the details.

The fee for the programme is Rs. 40,000/- (Rupees Forty Thousand only) per participant which includes professional fee & all charges for lodging and board and supply of course material. Payment should be made by a crossed demand draft/cheque in favour of “**Management Development Institute, Gurgaon (Haryana)**”, and sent to the Chief Administrative Officer (Programmes), Management Development Institute, Post Box No. 60, MDI Campus, Mehrauli Road, Sector-17, Gurgaon 122 007-02, Haryana, INDIA.

## Last Date

The last date for receipt of nominations is September 14, 2009 and the last date for withdrawal of nominations is September 18, 2009. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

**Nominating organisations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.**

## Enquiry

For any Additional information / enquiry, please write to:

Chief Administrative Officer (Programmes),  
Management Development Institute,  
Post Box No. 60, MDI Campus, Mehrauli Road, Sector – 17, Gurgaon – 122 007-02, Haryana, INDIA  
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## Campus

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Website : <http://www.mdi.ac.in>

## Programme Directors

<p><b>Prof. C.P. Gupta</b> E-mail : cpgupta@mdi.ac.in Tel No.: +91-124-4560310 Mobile: +91-9818041308</p>	<p>Dr. C.P. Gupta is M.COM., M.Phil. (Finance), and Ph.D. (Finance) from Delhi School Of Economics, University of Delhi, Delhi. Before, joining MDI, he had worked as faculty in Shri Ram College of Commerce, University of Delhi and School of Management Studies, Guru Gobind Singh Indraprastha University, Delhi. He has teaching and research experience of about 30 years. His areas of re–search, teaching and consultancy include Investment Decisions, Risk Analysis, Project Appraisal, Security Analysis, Fuzzy Decision Making and Financial Modeling. He is a life member of the Opera–tional Research Society of India, Society for Capital Market Research and Development; and the Indian Financial Management Association. He has contributed a number of research articles in various Indian and international journals and he has few research based books to his credit. He is involved actively in the training programmes of NTPC, ONGC, ABB, Sapeint, and other. He is widely traveled in Europe</p>
<p><b>Prof. Shailendra Kumar Rai</b> E-mail : skrai@mdi.ac.in Tel No.: +91-124-4560338 Mobile: +91-9811791663</p>	<p>Dr. Shailendra Kumar Rai M.Com., Ph.D (Finance) (BHU), Fellow (ICSSR)Consulting: Visitng Research Fellow, School of Public Policy, George Mason university, U.S.A. Visitng Research Fellow, Max Plank Institute of Economics, Jena, Germany. Guest Researcher, Jonkoping International Business School, Sweden and Visiting Fellow, National Cheng Kung University, Taiwan. Awards &amp; Honors: Banaras Hindu University Schloarship Indian Council of Social Science Fellowship Post-Doctoral Fellowship, George Mason University, U.S.A. Post-Doctoral Scholarship, Max Plank Institute of Economics, Germany Post-Doctoral Scholarship, Jonkoping International Business School, Sweden, Teaching Areas: Corporate Finance, Management of Banks and Financial Institutions and Management of Financial Services Research Areas: Banks and Financial Institutions, Venture Capital and Corporate Finance.</p>