



**Management
Development
Programmes**

| 2015-16



MDI
GURGAON

Management
Development
Institute



FUNCTIONAL AREA WISE

Code	MDP Title	Faculty (Prof./Dr.)	Email ID	Venue	No. of Days	Dates	Fee (Rs.)
PROGRAM WITH OVERSEAS LEARNING MODULE (OLP)							
OLP/ GM 1524	20th Advanced Management Programme (AMP)	M.P. Jaiswal / Sumita Rai	mpjaiswal@mdi.ac.in sumitar@mdi.ac.in	Campus & Europe	28	Aug. 24 – Sept.20, 2015	5,50,000/-*
OLP/ FIN 1540	Strategic Leadership for Finance Professionals	Shailendra Kumar Rai/ P.C Biswal	skrai@mdi.ac.in pcbiswal@mdi.ac.in	Campus & Europe	15	Sept. 21-Oct. 04, 2015	400,000/-*
OLP/ PPM 1542	Public Private Partnership- Global Responses for Excellence	CL Bansal/ SK Tapasvi	clbansal@mdi.ac.in tapasvi@mdi.ac.in	Campus & Europe	12	October 5-17, 2015	4,50,000/-*
OLP/ FIN/SM 1549	Strategies for Gobal Financial Services	Veeresh Sharma/ Sandeep Goel	vsharma@mdi.ac.in sandeep@mdi.ac.in	Campus & Europe	12	October 19-30, 2015	400,000/-*
OLP/MM 1547	Managing Marketing Challenges: An International Perspective	Vinod Kalia / S S Tripathi	vkalia@mdi.ac.in sstripathi@mdi.ac.in	Campus & Abroad	14	Oct. 20-Nov.02, 2015	450,000/-*
OLP/ HRM 1578	Human Resource Management: An International Perspective	J.K.Jain	jkjain@mdi.ac.in;	Campus & Australia	12	February 8-19, 2016	400,000/-*
GENERAL MANAGEMENT (GM)							
GM 1507	Facilitation for Facilitators (Train the Trainers)	Ashok Kapoor/ Neelu Bhullar	akapoor@mdi.ac.in neelu@mdi.ac.in	campus	6	June 01-06, 2015	60,000/-
GM/OLP 1525	20th Advanced Management Programme (AMP)	M.P. Jaiswal / Sumita Rai	mpjaiswal@mdi.ac.in sumitar@mdi.ac.in	Campus & Europe	28	Aug. 24 – Sept.20, 2015	5,50,000/-*
BUSINESS COMMUNICATION (BC)							
BC/HRM 1506	Mentoring & Coaching for Competency Building	Ashok Kapoor/ Tanuja Sharma	akapoor@mdi.ac.in tanujasharma@mdi.ac.in	Campus	5	May 25-29, 2015	55,000/-
BC/MM 1526	Building Customer Connect through Communication Strategies	Neera Jain/ Ritu Srivastava	njain@mdi.ac.in ritu.srivastava@mdi.ac.in	Campus	3	September 07-09, 2015	36,000/-
BC/ OB 1547	Competency Building for Leadership	Neera Jain/ Daisy Chauhan	njain@mdi.ac.in daisy@mdi.ac.in	Campus	5	October 12-16, 2015	55,000/-
BC / OB 1555	The Art of Successful Leadership and Management	Vidhu Gaur / Ajay K Jain	vidhu.gaur@mdi.ac.in akjain@mdi.ac.in	Campus	3	November 18-20, 2015	36,000/-
BC 1561	Developing Communication Competencies	Neera Jain/ Vidhu Gaur	njain@mdi.ac.in vidhu.gaur@mdi.ac.in	Campus	5	December 14-18, 2015	55,000/-
BC 1566	Negotiation Strategies: A Win-Win Approach	Neera Jain	njain@mdi.ac.in	Campus	5	January 11-15, 2016	55,000/-
BC/ OB 1570	Competency Building for Leadership	Neera Jain / Daisy Chauhan	njain@mdi.ac.in daisy@mdi.ac.in	Campus	5	January 18-22, 2016	55,000/-
BC / HRM 1569	Communication Strategies for Employee Engagement	Vidhu Gaur / Jyotsna Bhatnagar	vidhu.gaur@mdi.ac.in jyotsnab@mdi.ac.in	Campus	3	January 20-22, 2016	36,000/-
BC 1577	Effective Communication for Managers and Leaders	Neera Jain	njain@mdi.ac.in	Campus	5	February 15-19, 2016	55,000/-
ECONOMICS (ECO)							
ECO/ PPM 1510	Implementing CSR and Sustainability Framework	Rupamanjari S. Ray/ S.K. Tapasvi	rupamanjari@mdi.ac.in tapasvi@mdi.ac.in	Campus	3	June 10-12, 2015	36,000/-
ECO 1526	Game Theory Essentials for Managers	Rohit Prasad	rohit@mdi.ac.in	Campus	3	September 08-10, 2015	36,000/-
ECO 1541	Load Forecasting	Sajal Ghosh/ Sunil Ashra	sghosh@mdi.ac.in sunil@mdi.ac.in	Campus	3	October 08-10, 2015	36000/-
ECO 1571	Financing Infrastructure Projects	Atmanand	atmanand@mdi.ac.in	Campus	3	January 28-30, 2016	36,000/-
ECO/ PPM 1573	Implementing CSR and Sustainability Framework	Rupamanjari S. Ray/ S.K. Tapasvi	rupamanjari@mdi.ac.in tapasvi@mdi.ac.in	Campus	3	February 03-05, 2016	36,000/-
ECO 1582	Modeling and Forecasting in Energy and Financial Time Series	Sajal Ghosh / Sunil Ashra	sghosh@mdi.ac.in sunil@mdi.ac.in	Campus	5	March 01-05, 2016	55,000/-



Code	MDP Title	Faculty (Prof./Dr.)	Email ID	Venue	No. of Days	Dates	Fee (Rs.)
FINANCE (FIN)							
FIN 1514	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	July 20-24, 2015	55,000/-
FIN 1530	Business Analysis and Valuation	Ashutosh Dash/ P. C. Biswal	ashutosh@mdi.ac.in pcbiswal@mdi.ac.in	Campus	3	September 14-16, 2015	36,000/-
FIN 1531	Finance for Non-Finance Executives	Shailendra Kumar Rai	skrai@mdi.ac.in	Campus	5	September 14-18, 2015	55,000/-
FIN/OLP 1536	Strategic Leadership for Finance Professionals	Shailendra Kumar Rai/ P.C Biswal	skrai@mdi.ac.in pcbiswal@mdi.ac.in	Campus & Europe	15	Sept. 21-Oct. 04, 2015	400,000/-*
FIN 1540	Promoting Women Leadership through Finance Competencies	Shalini Kalra Sahi/ S. Veena Iyer	skalrasahi@mdi.ac.in s.veena@mdi.ac.in	Campus	3	October 07-09, 2015	36,000/-
FIN 1543	Advance Financial Management	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	October 12-16, 2015	55,000/-
FIN/SM/OLP 1546	Strategies for Gobar Financial Services	Veeresh Sharma/ Sandeep Goel	vsharma@mdi.ac.in sandeep@mdi.ac.in	Campus & Europe	12	October 19-30, 2015	400,000/-*
FIN 1553	Financial Modeling using MS-Excel	Ashutosh Dash/ P. C. Biswal	ashutosh@mdi.ac.in pcbiswal@mdi.ac.in	Campus	3	November 16 - 18, 2015	36,000/-
FIN 1562	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	December 14-18, 2015	55,000/-
FIN 1578	Finance for Non-Finance Executives	Shailendra Kumar Rai	skrai@mdi.ac.in	Campus	5	February 15-19, 2016	55,000/-
FIN 1580	Independent Directors & Corporate Governance	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	February 22-26, 2016	55,000/-
FIN 1581	Generating and Analyzing Business Models	S. Veena Iyer/ Meeta Dasgupta	s.veena@mdi.ac.in meeta@mdi.ac.in	Campus	3	February 24-26, 2016	36,000/-
HUMAN BEHAVIOUR AND ORGANIZATION DEVELOPMENT (HBOD)							
OB 1502	Emotional Intelligence Competencies for Effective Leadership & High Performing Teams	Radha R. Sharma	radha@mdi.ac.in	Campus	3	April 27-29, 2015	36,000/-
OB 1516	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	Campus	3	July 29-31, 2015	36,000/-
OB 1517	Managing Self and Others for Higher Performance	Daisy Chauhan	daisy@mdi.ac.in	Campus	3	August 03-05, 2015	36,000/-
OB 1521	Developing Leadership Competencies	Sumita Rai	sumitar@mdi.ac.in	Campus	3	August 17-19, 2015	36,000/-
OB 1528	Discovering Self for Managerial Excellence	Sumita Rai	sumitar@mdi.ac.in	Campus	3	September 14-16, 2015	36,000/-
OB 1532	Emotional and Spiritual Intelligence for Managerial Effectiveness & Conquering Stress	Radha R. Sharma	radha@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
OB/MM 1534	Developing Managerial Competencies for Customer Value Creation	Daisy Chauhan/ Ritu Srivastava	daisy@mdi.ac.in ritu.srivastava@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
OB 1537	Conflict Management and Negotiation Skills	Anil Anand Pathak	apathak@mdi.ac.in	Campus	3	September 28-30, 2015	36,000/-
OB 1538	Designing Work Organizations for Effective Performance	Ajay Kumar Jain	akjain@mdi.ac.in	campus	3	October 05-07, 2015	36,000/-
OB/BC 1544	Competency Building for Leadership	Daisy Chauhan / Neera Jain	daisy@mdi.ac.in njain@mdi.ac.in	Campus	5	October 12-16, 2015	55,000/-
OB 1551	Building High Performance Team	Sumita Rai	sumitar@mdi.ac.in	Campus	3	November 04-06, 2015	36,000/-
OB/BC 1555	The Art of Successful Leadership and Management	Ajay K Jain/ Vidhu Gaur	akjain@mdi.ac.in vidhu.gaur@mdi.ac.in	Campus	3	November 18-20, 2015	36,000/-
OB/ HRM 1564	Transforming Organizations through Proactive People Management	Ajay K Jain/ Debi S. Saini	akjain@mdi.ac.in debisaini@mdi.ac.in	Campus	3	December 16-18, 2015	36,000/-
OB 1567	Enhancing Leadership Competencies for Women Executives	Radha R. Sharma	radha@mdi.ac.in	Campus	3	January 18-20, 2016	36,000/-
OB/BC 1568	Competency Building for Leadership	Daisy Chauhan / Neera Jain	daisy@mdi.ac.in njain@mdi.ac.in	Campus	5	January 18-22, 2016	55,000/-



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OB 1574	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	Campus	3	February 08-10, 2016	36,000/-
HUMAN RESOURCE MANAGEMENT (HRM)							
HRM 1501	Talent Analytics : Assessment and Retention Interventions	Jyotsna Bhatnagar	jyotsnab@mdi.ac.in	Campus	3	April 22-24, 2015	36,000/-
HRM /BC 1506	Mentoring & Coaching for Competency Building	Tanuja Sharma/ Ashok Kapoor	tanujasharma@mdi.ac.in akapoor@mdi.ac.in	Campus	5	May 25-29, 2015	55,000/-
HRM 1535	People Management Interventions for Performance Excellence	Debi S. Saini / Jyotsna Bhatnagar	debisaini@mdi.ac.in jyotsnab@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
HRM/OB 1564	Transforming Organizations through Proactive People Management	Debi S. Saini/ Ajay K Jain	debisaini@mdi.ac.in akjain@mdi.ac.in	Campus	3	December 16-18, 2015	36,000/-
HRM/BC 1569	Communication Strategies for Employee Engagement	Jyotsna Bhatnagar/ Vidhu Gaur	jyotsnab@mdi.ac.in vidhu.gaur@mdi.ac.in	Campus	3	January 20-22, 2016	36,000/-
HRM 1574	Talent Analytics : Assessment and Retention Interventions	Jyotsna Bhatnagar	jyotsnab@mdi.ac.in	Campus	3	February 03-05, 2016	36,000/-
HRM/OLP 1575	Human Resource Management: An International Perspective	J.K.Jain	jkjain@mdi.ac.in;	Campus & Australia	12	February 8-19, 2016	400,000/-*
HRM 1579	Employee Engagement for Building Employees' Cooperation	Debi S. Saini	debisaini@mdi.ac.in	Campus	3	February 17-19, 2016	36,000/-
HRM 1583	HRD Interventions for Improving Organizational Performance	J.K. Jain	jkjain@mdi.ac.in	Campus	3	March 16-18, 2016	36,000/-
INFORMATION MANAGEMENT (IM)							
IT/ OM 1503	Project Management	Sangeeta S. Bharadwaj Ashok Panjwani	ssbharadwaj@mdi.ac.in apanjwani@mdi.ac.in	Campus	5	April 27 - May 01, 2015	55,000/-
IT 1518	Cyber Security: Protect Your Identity and Data	Anjali Kaushik	anjalikaushik@mdi.ac.in	Campus	3	August 06-08, 2015	36,000/-
IT 1533	Achieving Business Excellence through Business Process Management	D.P. Goyal	dpgoyal@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
IT/ OM 1558	Project Management	Ashok Panjwani / Sangeeta.S. Bharadwaj	apanjwani@mdi.ac.in ssbharadwaj@mdi.ac.in	Campus	5	Nov. 30-Dec 04, 2015	55,000/-
IT 1558	Data Analytics	N P Singh	knpsingh@mdi.ac.in	Campus	5	December 07-11, 2015	55,000/-
IT 1563	Getting Information Technology/Systems Advantages in Business	D.P. Goyal	dpgoyal@mdi.ac.in	Campus	3	December 16-18, 2015	36,000/-
IT 1565	e-Governance: Issues and Challenges	Anjali Kaushik	anjalikaushik@mdi.ac.in	Campus	3	January 07-09, 2016	36,000/-
MARKETING MANAGEMENT (MM)							
MM 1505	Accelerating Sales Force Performance	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	May 20-22, 2015	36,000/-
MM 1510	Marketing and communication strategies for Insurance professionals	Kirti Sharma	kirti.sharma@mdi.ac.in	Campus	3	June 25-27, 2015	36,000/-
MM 1519	Accelerate Sales by Strategic Channel Management	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	August 06-08, 2015	36,000/-
MM 1522	Digital Marketing for Customer Acquisition and Retention	Jaydeep Mukherjee	jmukherjee@mdi.ac.in	Campus	3	August 19-21, 2015	36,000/-
MM 1523	Enhancing B2B Marketing Skills	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	August 20-22, 2015	36,000/-
MM /BC 1525	Building Customer Connect through Communication Strategies	Ritu Srivastava/ Neera Jain	ritu.srivastava@mdi.ac.in njain@mdi.ac.in	Campus	3	September 07-09, 2015	36,000/-
MM 1527	Marketing Basics for Banking Professionals	Jaydeep Mukherjee	jmukherjee@mdi.ac.in	Campus	3	September 09-11, 2015	36,000/-
MM/ OB 1536	Developing Managerial Competencies for Customer Value Creation	Daisy Chauhan/ Ritu Srivastava	daisy@mdi.ac.in ritu.srivastava@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-



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MM 1545	Leading Sales Team for Enhanced Performance	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	October 14-16, 2015	36,000/-
OLP/MM 1547	Managing Marketing Challenges: An International Perspective	Vinod Kalia / S S Tripathi	vkalia@mdi.ac.in sstripathi@mdi.ac.in	Campus & Abroad	14	Oct. 20-Nov.02, 2015	450,000/-*
MM 1570	Managing Channels for Enhanced Sales	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	January 20-22, 2016	36,000/-
OPERATIONS MANAGEMENT (OM)							
OM/IT 1503	Project Management	Ashok Panjwani / Sangeeta S. Bharadwaj	apanjwani@mdi.ac.in ssbharadwaj@mdi.ac.in	Campus	5	April 27 - May 01, 2015	55,000/-
OM 1511	A Spreadsheet and Statistical Software Approach for Business Analysis and Optimization	Narain Gupta / Amit K Gupta	narain.gupta@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	June 29-July 01, 2015	36,000/-
OM 1513	Capacity Planning and Forecasting	Joydip Mitra / Amit K Gupta	joydip@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	July 13-15, 2015	36,000/-
OM 1515	Six Sigma for Quality Improvement	Anupama Prashar/ Amit K Gupta	anupama.prashar@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	July 27-29, 2015	36,000/-
OM 1520	Managing Services for Improved Customer Satisfaction	Narain Gupta / Manoj K. Srivastava	narain.gupta@mdi.ac.in mks@mdi.ac.in	Campus	3	August 10-12, 2015	36,000/-
OM 1542	Operational Excellence through Benchmarking	Vijay Aggarwal / Manoj K. Srivastava	vijay@mdi.ac.in mks@mdi.ac.in	Campus	3	October 12-14, 2015	36,000/-
OM 1548	Introduction to SPSS and Statistical Reasoning	Amit K Gupta / Vijay Aggarwal	amitkgupta@mdi.ac.in vijay@mdi.ac.in	Campus	3	October 26-28, 2015	36,000/-
OM 1550	A Spreadsheet and Statistical Software Approach for Business Analysis and Optimization	Amit K Gupta / Narain Gupta	amitkgupta@mdi.ac.in narain.gupta@mdi.ac.in	Campus	3	November 02-04, 2015	36,000/-
OM 1552	Creative Problem Solving and Decision Making	Manoj K. Srivastava/ Vijay Aggarwal	mks@mdi.ac.in vijay@mdi.ac.in	Campus	3	November 16-18, 2015	36,000/-
OM/IT 1556	Project Management	Ashok Panjwani / Sangeeta S. Bharadwaj	apanjwani@mdi.ac.in ssbharadwaj@mdi.ac.in	Campus	5	Nov. 30-Dec 04, 2015	55,000/-
OM 1560	Logistics and Supply Chain Management	Manoj K. Srivastava / Vijay Aggarwal	mks@mdi.ac.in vijay@mdi.ac.in	Campus	3	December 14-16, 2015	36,000/-
PUBLIC POLICY MANAGEMENT (PPM)							
PPM 1504	Legal Aspects of Contract Management	CL Bansal	clbansal@mdi.ac.in	Campus	3	May 05-07, 2015	36,000/-
PPM/ECO 1509	Implementing CSR and Sustainability Framework	S.K. Tapasvi/ Rupamanjari Sinha Ray	tapasvi@mdi.ac.in rupamanjari@mdi.ac.in	Campus	3	June 10-12, 2015	36,000/-
PPM 1529	Legal Aspects of Contract Management	CL Bansal	clbansal@mdi.ac.in	Campus	3	September 14-16, 2015	36,000/-
PPM/OLP 1539	Public Private Partnership- Global Responses for Excellence	CL Bansal/ SK Tapasvi	clbansal@mdi.ac.in tapasvi@mdi.ac.in	Campus & Europe	12	October 5-17, 2015	4,50,000/-*
PPM 1549	Legal Aspects of Contract Management	CL Bansal	clbansal@mdi.ac.in	Campus	3	November 02-04, 2015	36,000/-
PPM/ECO 1575	Implementing CSR and Sustainability Framework	S.K. Tapasvi/ Rupamanjari Sinha Ray	tapasvi@mdi.ac.in rupamanjari@mdi.ac.in	Campus	3	February 03-05, 2016	36,000/-
STRATEGIC MANAGEMENT (SM)							
SM 1508	Strategic Innovation: The Survival Mantra for Organisations in a Dynamic Business Environment	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	June 04-06, 2015	36,000/-
SM 1512	Grounded Theory Methodology in Qualitative research: Concepts and Applications	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	July 9-11, 2015	36,000/-
SM/FIN/OLP 1547	Strategies for Gobar Financial Services	Veeresh Sharma/ Sandeep Goel	vsharma@mdi.ac.in sandeep@mdi.ac.in	Campus & Europe	12	October 19-30, 2015	400,000/-*
SM 1554	Tools for Strategic Analysis and Formulation	Veeresh Sharma/ Meeta Dasgupta	vsharma@mdi.ac.in meeta@mdi.ac.in	Campus	3	November 16-18, 2015	36,000/-
SM 1557	Strategic Innovation: The Survival Mantra for Organisations in a Dynamic Business Environment	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	December 03-05, 2015	36,000/-
SM 1559	Grounded Theory Methodology in Qualitative Research: Concepts and Applications	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	December 10-12, 2015	36,000/-
SM 1576	Competitive Landscape - Role of Middle Management	Veeresh Sharma/ Meeta Dasgupta	vsharma@mdi.ac.in meeta@mdi.ac.in	Campus	3	February 15-17, 2016	36,000/-



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APRIL –MAY							
HRM 1501	Talent Analytics : Assessment and Retention Interventions	Jyotsna Bhatnagar	jyotsnab@mdi.ac.in	Campus	3	April 22-24, 2015	36,000/-
OB 1502	Emotional Intelligence Competencies for Effective Leadership & High Performing Teams	Radha R. Sharma	radha@mdi.ac.in	Campus	3	April 27-29, 2015	36,000/-
OM/IT 1503	Project Management	Ashok Panjwani / Sangeeta S. Bharadwaj	apanjwani@mdi.ac.in ssbharadwaj@mdi.ac.in	Campus	5	April 27 - May 01, 2015	55,000/-
PPM 1504	Legal Aspects of Contract Management	C L Bansal	clbansal@mdi.ac.in	Campus	3	May 05-07, 2015	36,000/-
MM 1505	Accelerating Sales Force Performance	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	May 20-22, 2015	36,000/-
BC/HRM 1506	Mentoring & Coaching for Competency Building	Ashok Kapoor/ Tanuja Sharma	akapoor@mdi.ac.in tanujasharma@mdi.ac.in	Campus	5	May 25-29, 2015	55,000/-
JUNE-JULY							
GM 1507	Facilitation for Facilitators (Train the Trainers)	Ashok Kapoor/ Neelu Bhullar	akapoor@mdi.ac.in neelu@mdi.ac.in	campus	6	June 01-06, 2015	60,000/-
SM 1508	Strategic Innovation: The Survival Mantra for Organisations in a Dynamic Business Environment	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	June 04-06, 2015	36,000/-
PPM/ECO 1509	Implementing CSR and Sustainability Framework	S.K. Tapasvi/ Rupamanjari Sinha Ray	tapasvi@mdi.ac.in rupamanjari@mdi.ac.in	Campus	3	June 10-12, 2015	36,000/-
MM 1510	Marketing and communication strategies for Insurance professionals	Kirti Sharma	kirti.sharma@mdi.ac.in	Campus	3	June 25-27, 2015	36,000/-
OM 1511	A Spreadsheet and Statistical Software Approach for Business Analysis and Optimization	Narain Gupta / Amit K Gupta	narain.gupta@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	June 29-July 01, 2015	36,000/-
SM 1512	Grounded Theory Methodology in Qualitative research: Concepts and Applications	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	July 9-11, 2015	36,000/-
OM 1513	Capacity Planning and Forecasting	Joydip Mitra / Amit K Gupta	joydip@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	July 13-15, 2015	36,000/-
FIN 1514	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	July 20-24, 2015	55,000/-
OM 1515	Six Sigma for Quality Improvement	Anupama Prashar/ Amit K Gupta	anupama.prashar@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	July 27-29, 2015	36,000/-
OB 1516	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	Campus	3	July 29-31, 2015	36,000/-
AUGUST							
OB 1517	Managing Self and Others for Higher Performance	Daisy Chauhan	daisy@mdi.ac.in	Campus	3	August 03-05, 2015	36,000/-
IT 1518	Cyber Security: Protect Your Identity and Data	Anjali Kaushik	anjaliKaushik@mdi.ac.in	Campus	3	August 06-08, 2015	36,000/-
MM 1519	Accelerate Sales by Strategic Channel Management	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	August 06-08, 2015	36,000/-
OM 1520	Managing Services for Improved Customer Satisfaction	Narain Gupta / Manoj K. Srivastava	narain.gupta@mdi.ac.in mks@mdi.ac.in	Campus	3	August 10-12, 2015	36,000/-
OB 1521	Developing Leadership Competencies	Sumita Rai	sumitar@mdi.ac.in	Campus	3	August 17-19, 2015	36,000/-
MM 1522	Digital Marketing for Customer Acquisition and Retention	Jaydeep Mukherjee	jmukherjee@mdi.ac.in	Campus	3	August 19-21, 2015	36,000/-
MM 1523	Enhancing B2B Marketing Skills	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	August 20-22, 2015	36,000/-
GM/OLP 1524	20th Advanced Management Programme (AMP)	M.P. Jaiswal / Sumita Rai	mpjaiswal@mdi.ac.in sumitar@mdi.ac.in	Campus & Europe	28	Aug. 24 – Sept.20, 2015	5,50,000/-*



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SEPTEMBER							
BC/MM 1525	Building Customer Connect through Communication Strategies	Neera Jain/ Ritu Srivastava	njain@mdi.ac.in ritu.srivastava@mdi.ac.in	Campus	3	September 07-09, 2015	36,000/-
ECO 1526	Game Theory Essentials for Managers	Rohit Prasad	rohit@mdi.ac.in	Campus	3	September 08-10, 2015	36,000/-
MM 1527	Marketing Basics for Banking Professionals	Jaydeep Mukherjee	jmukherjee@mdi.ac.in	Campus	3	September 09-11, 2015	36,000/-
OB 1528	Discovering Self for Managerial Excellence	Sumita Rai	sumitar@mdi.ac.in	Campus	3	September 14-16, 2015	36,000/-
PPM 1529	Legal Aspects of Contract Management	C L Bansal	clbansal@mdi.ac.in	Campus	3	September 14-16, 2015	36,000/-
FIN 1530	Business Analysis and Valuation	Ashutosh Dash/ P. C. Biswal	ashutosh@mdi.ac.in pcbiswal@mdi.ac.in	Campus	3	September 14-16, 2015	36,000/-
FIN 1531	Finance for Non-Finance Executives	Shailendra Kumar Rai	skrai@mdi.ac.in	Campus	5	September 14-18, 2015	55,000/-
OB 1532	Emotional and Spiritual Intelligence for Managerial Effectiveness & Conquering Stress	Radha R. Sharma	radha@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
IT 1533	Achieving Business Excellence through Business Process Management	D.P. Goyal	dpgoyal@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
OB/MM 1534	Developing Managerial Competencies for Customer Value Creation	Daisy Chauhan/ Ritu Srivastava	daisy@mdi.ac.in ritu.srivastava@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
HRM 1535	People Management Interventions for Performance Excellence	Debi S. Saini / Jyotsna Bhatnagar	debisaini@mdi.ac.in jyotsnab@mdi.ac.in	Campus	3	September 21-23, 2015	36,000/-
FIN/OLP 1536	Strategic Leadership for Finance Professionals	Shailendra Kumar Rai/ P.C Biswal	skrai@mdi.ac.in pcbiswal@mdi.ac.in	Campus & Europe	15	Sept. 21-Oct. 04, 2015	400,000/-*
OB 1537	Conflict Management and Negotiation Skills	Anil Anand Pathak	apathak@mdi.ac.in	Campus	3	September 28-30, 2015	36,000/-
OCTOBER							
OB 1538	Designing Work Organizations for Effective Performance	Ajay Kumar Jain	akjain@mdi.ac.in	campus	3	October05-07, 2015	36,000/-
PPM/OLP 1539	Public Private Partnership- Global Responses for Excellence	C L Bansal/ SK Tapasvi	clbansal@mdi.ac.in tapasvi@mdi.ac.in	Campus & Europe	12	October 05-17, 2015	4,50,000/-*
FIN 1540	Promoting Women Leadership through Finance Competencies	Shalini Kalra Sahi/ S. Veena Iyer	skalrasahi@mdi.ac.in s.veena@mdi.ac.in	Campus	3	October 07-09, 2015	36,000/-
ECO 1541	Load Forecasting	Sajal Ghosh/ Sunil Ashra	sghosh@mdi.ac.in sunil@mdi.ac.in	Campus	3	October 08-10, 2015	36000/-
OM 1542	Operational Excellence through Benchmarking	Vijay Aggarwal / Manoj K. Srivastava	vijay@mdi.ac.in mks@mdi.ac.in	Campus	3	October 12-14, 2015	36,000/-
FIN 1543	Advance Financial Management	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	October 12-16, 2015	55,000/-
OB/BC 1544	Competency Building for Leadership	Daisy Chauhan / Neera Jain	daisy@mdi.ac.in njain@mdi.ac.in	Campus	5	October 12-16, 2015	55,000/-
MM 1545	Leading Sales Team for Enhanced Performance	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	October 14-16, 2015	36,000/-
FIN/SM/OLP 1546	Strategies for Gobar Financial Services	Veeresh Sharma/ Sandeep Goel	vsharma@mdi.ac.in sandeep@mdi.ac.in	Campus & Europe	12	October 19-30, 2015	400,000/-*
OLP/MM 1547	Managing Marketing Challenges: An International Perspective	Vinod Kalia / S S Tripathi	vkalia@mdi.ac.in sstripathi@mdi.ac.in	Campus & Abroad	14	Oct. 20-Nov.02, 2015	450,000/-*
OM 1548	Introduction to SPSS and Statistical Reasoning	Amit K Gupta / Vijay Aggarwal	amitkgupta@mdi.ac.in vijay@mdi.ac.in	Campus	3	October 26-28, 2015	36,000/-
NOVEMBER							
PPM 1549	Legal Aspects of Contract Management	C L Bansal	clbansal@mdi.ac.in	Campus	3	November 02-04, 2015	36,000/-
OM 1550	A Spreadsheet and Statistical Software Approach for Business Analysis and Optimization	Amit K Gupta / Narain Gupta	amitkgupta@mdi.ac.in narain.gupta@mdi.ac.in	Campus	3	November 02-04, 2015	36,000/-
OB 1551	Building High Performance Team	Sumita Rai	sumitar@mdi.ac.in	Campus	3	November 04-06, 2015	36,000/-



Code	MDP Title	Faculty (Prof./Dr.)	Email ID	Venue	No. of Days	Dates	Fee (Rs.)
OM 1552	Creative Problem Solving and Decision Making	Manoj K. Srivastava/ Vijay Aggarwal	mks@mdi.ac.in vijay@mdi.ac.in	Campus	3	November 16-18, 2015	36,000/-
FIN 1553	Financial Modeling using MS-Excel	Ashutosh Dash/ P. C. Biswal	ashutosh@mdi.ac.in pcbiswal@mdi.ac.in	Campus	3	November 16 - 18, 2015	36,000/-
SM 1554	Tools for Strategic Analysis and Formulation	Veeresh Sharma/ Meeta Dasgupta	vsharma@mdi.ac.in meeta@mdi.ac.in	Campus	3	November 16-18, 2015	36,000/-
OB/BC 1555	The Art of Successful Leadership and Management	Ajay K Jain/ Vidhu Gaur	akjain@mdi.ac.in vidhu.gaur@mdi.ac.in	Campus	3	November 18-20, 2015	36,000/-
OM/IT 1556	Project Management	Ashok Panjwani / Sangeeta.S. Bharadwaj	apanjwani@mdi.ac.in ssbharadwaj@mdi.ac.in	Campus	5	Nov. 30-Dec 04, 2015	55,000/-
DECEMBER							
SM 1557	Strategic Innovation: The Survival Mantra for Organisations in a Dynamic Business Environment	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	December 03-05, 2015	36,000/-
IT 1558	Data Analytics	N P Singh	knpsingh@mdi.ac.in	Campus	5	December 07-11, 2015	55,000/-
SM 1559	Grounded Theory Methodology in Qualitative Research: Concepts and Applications	Shiv S Tripathi	sstripathi@mdi.ac.in	Campus	3	December 10-12, 2015	36,000/-
OM 1560	Logistics and Supply Chain Management	Manoj K. Srivastava / Vijay Aggarwal	mks@mdi.ac.in vijay@mdi.ac.in	Campus	3	December 14-16, 2015	36,000/-
BC 1561	Developing Communication Competencies	Neera Jain/ Vidhu Gaur	njain@mdi.ac.in vidhu.gaur@mdi.ac.in	Campus	5	December 14-18, 2015	55,000/-
FIN 1562	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	December 14-18, 2015	55,000/-
IT 1563	Getting Information Technology/Systems Advantages in Business	D.P. Goyal	dpgoyal@mdi.ac.in	Campus	3	December 16-18, 2015	36,000/-
HRM/OB 1564	Transforming Organizations through Proactive People Management	Debi S. Saini/ Ajay K Jain	debisaini@mdi.ac.in akjain@mdi.ac.in	Campus	3	December 16-18, 2015	36,000/-
JANUARY 2016							
IT 1565	e-Governance: Issues and Challenges	Anjali Kaushik	anjaliikaushik@mdi.ac.in	Campus	3	January 07-09, 2016	36,000/-
BC 1566	Negotiation Strategies: A Win-Win Approach	Neera Jain	njain@mdi.ac.in	Campus	5	January 11-15, 2016	55,000/-
OB 1567	Enhancing Leadership Competencies for Women Executives	Radha R. Sharma	radha@mdi.ac.in	Campus	3	January 18-20, 2016	36,000/-
OB/BC 1568	Competency Building for Leadership	Daisy Chauhan / Neera Jain	daisy@mdi.ac.in njain@mdi.ac.in	Campus	5	January 18-22, 2016	55,000/-
HRM/BC 1569	Communication Strategies for Employee Engagement	Jyotsna Bhatnagar/ Vidhu Gaur	jyotsnab@mdi.ac.in vidhu.gaur@mdi.ac.in	Campus	3	January 20-22, 2016	36,000/-
MM 1570	Managing Channels for Enhanced Sales	Vinod Kalia	vkalia@mdi.ac.in	Campus	3	January 20-22, 2016	36,000/-
ECO 1571	Financing Infrastructure Projects	Atmanand	atmanand@mdi.ac.in	Campus	3	January 28-30, 2016	36,000/-
FEBRUARY 2016							
HRM 1572	Talent Analytics : Assessment and Retention Interventions	Jyotsna Bhatnagar	jyotsnab@mdi.ac.in	Campus	3	February 03-05, 2016	36,000/-
PPM/ECO 1573	Implementing CSR and Sustainability Framework	S.K. Tapasvi/ Rupamanjari Sinha Ray	tapasvi@mdi.ac.in rupamanjari@mdi.ac.in	Campus	3	February 03-05, 2016	36,000/-
OB 1574	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	Campus	3	February 08-10, 2016	36,000/-
HRM/OLP 1575	Human Resource Management: An International Perspective	J.K.Jain	jkjain@mdi.ac.in;	Campus & Australia	12	February 8-19, 2016	400,000/-*
SM 1576	Competitive Landscape - Role of Middle Management	Veeresh Sharma/ Meeta Dasgupta	vsharma@mdi.ac.in meeta@mdi.ac.in	Campus	3	February 15-17, 2016	36,000/-
BC 1577	Effective Communication for Managers and Leaders	Neera Jain	njain@mdi.ac.in	Campus	5	February 15-19, 2016	55,000/-



Code	MDP Title	Faculty (Prof./Dr.)	Email ID	Venue	No. of Days	Dates	Fee (Rs.)
FIN 1578	Finance for Non-Finance Executives	Shailendra Kumar Rai	skrai@mdi.ac.in	Campus	5	February 15-19, 2016	55,000/-
HRM 1579	Employee Engagement for Building Employees' Cooperation	Debi S. Saini	debisaini@mdi.ac.in	Campus	3	February 17-19, 2016	36,000/-
FIN 1580	Independent Directors & Corporate Governance	Sandeep Goel	sandeep@mdi.ac.in	Campus	5	February 22-26, 2016	55,000/-
FIN 1581	Generating and Analyzing Business Models	S. Veena Iyer/ Meeta Dasgupta	s.veena@mdi.ac.in meeta@mdi.ac.in	Campus	3	February 24-26, 2016	36,000/-
MARCH 2016							
ECO 1582	Modeling and Forecasting in Energy and Financial Time Series	Sajal Ghosh / Sunil Ashra	sghosh@mdi.ac.in sunil@mdi.ac.in	Campus	5	March 01-05, 2016	55,000/-
HRM 1583	HRD Interventions for Improving Organizational Performance	J.K. Jain	jkjain@mdi.ac.in	Campus	3	March 16-18, 2016	36,000/-

Fees for the programs cover expenses in India, to and fro travel abroad and academic inputs/industry visits as estimated currently. The lodging and boarding expenses abroad will be borne by the sponsoring organization. Exact fees will be given when the detailed brochure will be sent. For programmes with overseas component, the discount scheme for the multiple participants from one organization will be applicable only for the fees of the domestic component of the program.

- NOTE:
1. The detailed venue, fee etc. are indicative and subject to change. Detailed brochures for the individual programs will be available about 3 months before the start of each program.
 2. Organizations concerned must confirm their acceptance of nominations before sending participants to program venue.
 3. Service tax as applicable will be charged extra on all the programs in addition to the program fees.
 4. We will provide 10% discount, when we receive 3 to 5 nominations for a single program from the same organization & in case of more than 5 nominations from the same organization, additional 10% discount shall be given.
 5. Total Overall discount will not exceed 20%.

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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 MDI is the first Indian B-school with Global accreditation AMBA-Association of MBAs, UK. 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 I 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 40 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 has 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 Centre for Responsible Business
- Centre for Positive Scholarship

MDI maintains high level of academic excellence in management. It has over 80 full time faculties who have several years of experience having insights and academic rigor in the classroom. MDI also has strong links with leading international B-schools. This 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, DeGroote 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, EOHEC Business School, France, The Institute d'Etudes Politiques de Paris (Sciences- Po), IAE Aix-en Provence, France, Total Professors Association (TPA). Paris, Grenoble Ecole de Management, Grenoble, Bergische Universität 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, Unversua 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 (WMS), 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.

For detail information / enquiry, please write to:

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Management
Development
Institute

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