The Management Development Institute (MDI) was established in 1973 with the active support of IFCl 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-IR, PGP-IM, 15-month Executive PGDBM, three-year Executive Management Program, Doctoral level FPM I FPM, 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. 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 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 its 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 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 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. 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, EDHEC Business School, France, The Institute d’Etudes Politiques de Paris (Sciences-Po), IAEAix-en Provence, France, Total Professors Association (TPA), Paris, Grenoble Ecole de Management, Grenoble, Bergische Universitat Wuppertal, Wuppertal, HfB 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, (ULIC), 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, Luhore University of Management Sciences (WMS), Pakistan, RSM Erasmus University, Rotterdam, Athens University of Economics and Business, Athens, Moscow International Higher Business School “MIBS”, 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.

July 29-31, 2014
MDI Campus, Gurgaon
Objective:

The main objectives of this program would be to understand and develop the hidden potential of manager. To become an effective leader and manager, one needs to understand the real life workplace realities. Therefore, it is one of the important challenges in front of manager to make themselves more effective in the context of changing organizations. Along with the knowledge about own self-manager are also required to have an ability to understand and analyze others’ explicit behavior and also the hidden part of others’ behaviors. These behavioral aspects of self and others provide a good idea and perspective to understand the work place environment in a different paradigm. This program will capture various sets of expertise which are essential for managerial effectiveness.

Program Content:

The program would be addressing the following issues

- Understanding Self – knowing strength and weakness of oneself
- Developing interpersonal orientation
- Communication sensitivity
- Effective Decision Making
- Roles and Skills of an Effective Manager
- Team Dynamics: How people acts in team situation through outdoor exercise
- Leadership: tackling leadership issues in challenging situations

Participants:

Executive and managers at all level who want to explore and understand their potentials to manage things effectively.

Venue & Duration:

The programme is scheduled during July 29-31, 2014 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurgaon. Accommodation for participants would be available at MDI Campus from the noon of July 28, 2014 to the noon of August 1, 2014.

Registration Fees:

Participants should be nominated by their organisations. The enclosed nomination form should be completed and returned to the Chief Administrative Officer (Programmes), Management Development Institute, Gurgaon. The fee for the programme is Rs. 31,500/- (Rupees Thirty one Thousand Five Hundred only) per participant which includes professional fee and all charges for boarding and lodging and supply of course material. **Service Tax as applicable will be charged extra in addition to the programme fee.** Payment should be made by a crossed demand draft in favour of “Management Development Institute”, Gurgaon (Haryana) and mailed to the Chief Administrative Officer (Programmes), Management Development Institute, MDI Campus, Mehrauli Road, Sukhrali, Gurgaon-122007 (Haryana).

Last Date for Receipt of Nomination

The last date for receipt of nominations is July 14, 2014. The last date for withdrawal of nominations is July 15, 2014. Any withdrawal received after this date will be subject to deduction as per the Institute’s rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nomination(s) before sending the participant(s) to the programme venue.

Enquiry

For any Additional information / enquiry, please write to:
Chief Administrative Officer (Programmes)
Management Development Institute
MDI Campus, Mehrauli Road, Sukhrali, Gurgaon – 122 007, Haryana, INDIA
E-mail : caomdp@mdi.ac.in
Tel No. : +91-124-4560004

Campus

Direct Tel : +91-124-4560004, 4560534, 4560537
Tel Nos. : +91-124-4560000, 2340173, Ext. 5534, 5537, 5004
Fax Nos. : +91-124-4560005
E-mail : caomdp@mdi.ac.in
Website : http://www.mdi.ac.in

Programme Director

Prof. Sumita Rai
E-Mail: sumitar@mdi.ac.in
Phone : +91-124-4560329
Mobile: +91-9910945267

Prof Sumita Rai is a faculty of OB Area. Before joining MDI Gurgaon she has also taught at IIM Lucknow and IIM Indore. She is a Ph.D. from IIT Kanpur. She is a certified trainer of MBTI from CPP Asia Pacific. She works in the areas of Self-Development and Interpersonal skills, employee motivation, team building, Managerial effectiveness, leadership development, talent management and organization culture. She has done a large scale of training program for ABN-AMRO Bank, Nestle India, Bharat Electronics Limited, BHEL, State Bank of Indore, Petronet-LNG, UCO Bank, Canara Bank, CWRC, NTPC etc.