First Indian B-School Accredited by AMBA
International accreditation by the coveted Association of MBAs (AMBA) London was awarded to three Programmes of MDI: PGPM, NMP and PGPM (Part-Time) in 2006. These Programmes were re-accredited in 2011. Three other Programmes: PGP-HRM, PGP-IM and PGP-EM also received accreditation in 2011 establishing international quality standards of the Programmes of the Institute.

Ranked Consistently among the Top B-Schools of India
In the various B-School surveys, MDI has been ranked consistently amongst Top B-Schools of India.

100% Placements
MDI maintained its tradition of 100% placement this year as well. Prestigious companies from various sectors offered job profiles spanning across various functional areas.

One out of every Five PGP Students spend at least a Term Abroad
Well organized exchange programmes ensure that regular PGP students get an opportunity to spend a term abroad. An equal number of international students from as many as 48 B-Schools spend a term in MDI. This makes the experience at MDI truly international.

Post Graduate Programme in International Management
In July 2006, MDI in partnership with ESCP-EAP France (now the ESCP-Europe) successfully launched PGP-IM, a truly international programme conducted partly in India and partly in Europe. The programme provides a comprehensive international experience to budding global managers.

Largest International Exchange Programme in India
MDI has partnerships with leading B-Schools across the world. The institute is partnering with only the top 5 business schools of any country with a stipulation that the partnering B-School has an extensive international agenda for its activities.

70+ Nationally and Internationally Acclaimed Full-time Faculty
One of the largest communities of full-time faculty brings the right mix of research and industry experience to education and consultancy offered by the Institute. A number of industry leaders and practitioners who participate in various roles and capacities further enrich the offerings at MDI.

Largest School for Continuing Education in Management
With more than 91,159 manager beneficiaries, MDI is the largest training institute in the country. MDI takes pride in the growing number of strategic level programmes it conducts. These are uniquely designed to bring a global perspective through international interactions.

Lush Green Campus
MDI is located in a picturesque, serene campus 12 kilometers from the international Airport at Delhi. It provides just the right environment to step away from the mundane world to quietly imbibe, peacefully introspect and ultimately learn.

Strategically located in the Corporate Hub of India
With Gurugram emerging as the choice destination of the corporate world, MDI provides the added advantage to its community and the corporate world.
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Vision
MDI is a school for:
• Thought Leaders and Change Masters
• Academic Excellence and Continuous Innovation

Mission
Our Mission is to create, both at individual and organizational levels, cutting edge management capability through:
• Value-based Education • Best Global Practices
• Action-centric Research • Value-adding Consulting

Board of Governors

Chairman

Prof. Sanjay Govind Dhande
Chairman, Board of Governors, MDI
New Delhi

Members

Shri. Pradeep Kumar Deb
Former Secretary (Sports), GOI
Rajasthan

Prof. (Dr.) S. P. Narang
Former Secretary & CEO, ICSI
Delhi

Prof. Shekhar Chaudhuri
Former Director, IIM Calcutta
Kolkata

Prof. C. P. Shrimali
Acting Director
Management Development Institute
Gurugram

Smt. Renu Sud Karnad
Managing Director, HDFC Ltd.
Mumbai

Dr. Rajeev Uberoi
Chief Executive Officer
IDFC Financial Holding Company Limited
Mumbai

Shri. Deepak Kapoor

Prof. (Dr.) Gurudas Gupta
Director, Management Development Institute
Murshidabad
As one of the top business schools in India, Management Development Institute (MDI), Gurugram, has been a trendsetter in the field of management education, consulting, high quality research and executive development. With its global footprint already established, MDI has now set on becoming one of the top business schools in the world. Driving this ambition is a vision — to set high standards and continually strive to raise the bar, to understand and adapt to the ever-changing global business environment, and to fulfil all social responsibilities with zeal and vigour. This vision is at the very heart of everything that we do at the Institute.

MDI is continuously striving to provide best management education, not just in India, but across the globe. This desire to always strive for excellence also brings a global perspective to all its activities as we incorporate the best academic practices in all our management executive and training programmes to mould the future managers and leaders for the global corporate world.

Our strength lies in our innovative, learning-oriented teaching practices and contemporary industry-specific curriculum which is strongly supported by our sturdy corporate interface. Backed by collaborative research in cross-cultural management areas with top-level research driven institutions across the globe, this unique integration of global perspective and strong industry linkages gets reflected in MDIs world-class practices. From training programmes to action-centric research and result-oriented consulting, MDI is in the spotlight of the global business community for its integral part in business and economic development.

Highly experienced faculty members at MDI are working on global research problems as well as research oriented consulting, and have made significant contributions to corporate competence world-wide. We are proud to develop and nurture young students who have secured promising careers for themselves. Executives trained by us have equipped themselves with managerial and leadership capabilities, and many of them have made it right to the top in their respective organizations.

Thus we at MDI are working towards creating a vibrant community to ensure a lifelong learning experience and professional development.

Prof. C. P. Shrimali
Acting Director, MDI Gurugram
Milestones @ MDI

1973
• MDI set-up Training, Consulting & Research activities commenced

1977
• Development Banking Centre (DBC) started first sectoral project funded by Developmental Financial Institutions

1984
• DBC project completed

1988
• National Management Programme (NMP) – a full-time, residential programme sponsored by Department of Personnel & Training, Ministry of HRD, GOI launched

1994
• Full-time Residential Post-Graduate Programme in Management (PGPM) launched

1996
• Post Graduate Programme in Energy Management (PGPEM) established in association with the Ministry of Power and USAID
• MoU for School of Public Policy and Governance signed with Ministry of Personnel and Training, GOI
• MDI accredited by South Asian Quality Assurance System (SAQS)

2004
• AMBA (Association of MBAs) UK accredited MDI’s fulltime Post Graduate Programmes. MDI became the first and only B School in India to be internationally accredited
• Post Graduate Programme in International Management (PGP-IM) launched in collaboration with European School of Management (ESCP-Europe), France
• Post Graduate Programme in Public Policy & Management (PGP-PPM) launched

2005
• Training activities move up to include policy level programmes; Advanced Management Programme (AMP) started
• 1999 Fellow Programme in Management (FPM) launched Post Graduate Programme in Management (PGPM-PT) launched

2006
• Increased intake in Post Graduate Programmes in Management
• MoU for School of Public Policy and Governance signed again with Ministry of Personnel and Training, GOI
• MoU signed with Aston Business School, Aston University, Birmingham, UK
• MoU signed with Schneider Electric India (SEI), Maruti Suzuki India Limited & Indian Oil Corporation Limited for multiple Activities

2011

• Three of the Programmes of MDI: PGPM, NMP and PGPM Part-Time re-accredited by AMBA, UK
• Three other Programmes: PGP-HRM, PGP-IM and PGPEM also received accreditation by AMBA, UK
• Collaboration with four new Educational Institutions: Smeal College of Business (USA), Louvain School of Management (Belgium), New Castle University (UK), Munich Business School (Germany)

2012

• MoU signed with Richard Ivey School of Business, Canada

2013

• MoU signed with Hungarian Logistics Association, Hungary
• MoU signed with University of Szeged, Hungary
• International Summer University launched

2014

• Global Conference on Recovering Markets (series of conferences) organized during March 2014

2015

• Global Conference on Recovering Markets (series of conferences) organized during March 2015

2016

MoU signed with:
• Delhi Metro Rail Corporation
• Confederation of Indian Industry
• Nordic Centre in India
• University of Kashmir
• XCELserv Solutions Pvt. Ltd

2017

MoU signed with:
• Maruti Suzuki India Ltd
• SKEMA Business School, France
• Logix ITS India LLP
The Institute

MDI is one of the top B-Schools of the country. The institute integrates knowledge, research, industry experience and international exposure to offer comprehensive management programmes. MDI has the distinction of being the first internationally accredited Indian B-School. It was accredited by South Asian Quality Systems (SAQS) in 2005. The long term Education Programmes are accredited by Association of MBAs (AMBA), U.K.

The PG Programmes in Management offered by MDI are recognized and accredited by the All India Council for Technical Education (AICTE) New Delhi. Its PGPM has been awarded “A” Grade by the ‘National Board of Accreditation’ of All India Council for Technical Education. Various surveys have consistently ranked MDI amongst the top B-Schools of the country.

The Board Members of MDI include eminent personalities from both industry as well as academia. The board meets every quarter. MDI follows an organizational chart that has four layers. MDI is headed by its Director, followed by 6 Deans— Dean (Graduate Programmes), Dean (Executive Graduate Programmes), Dean (Consulting & Advancement), Dean (Continuing Education), Dean (Research & Accreditation). This is followed by Chairpersons institutional activities, management areas and academic areas. General administration is headed by the Registrar & Secretary.

All academic activities are faculty driven. The faculty decides on the curriculum content, delivery, duration and management of each programme.

Programmes on Offer

Education Programmes

Post Graduate Programmes
- Post Graduate Programme in Management (PGPM)
- Post Graduate Programme in Human Resource Management (PGP-HRM)
- Post Graduate Programme in International Management (PGP-IM)

Executive Post Graduate Programmes
- National Management Programme (NMP)
- Post Graduate Programme in Energy Management (PGP-EM)
- Post Graduate Programme in Public Policy and Management (PGP-PPM)
- Post Graduate Programme in Management Part-Time (PGPM-PT)

Fellow Programme
- Fellow Programme in Management (FPM)
Education Programmes

Post Graduate Programmes

The PGPM programme was launched at MDI in 1993. The programme is ranked among the very best in the country and is therefore one of the most sought after PGPM programmes. PGP-HRM in association with the National HRD Network was launched in 2004 and the PGP-IM was launched in 2006. The reputation of these programmes has been built over the years by a combination of three important elements; rigorous admission process, academic rigour and excellent placements. The admission process involves two stages. Students are shortlisted on the basis of CAT score and then selected on the basis of their performance in Group Discussions and Personal Interviews.

Academic rigour is reflected in the programme structure and delivery. The two year programme provides rigorous academic input combined with regular industry interactions. As a result, the final placements of the students have been very encouraging. Placements at MDI are a student driven activity supported by the faculty. 100% placements have been achieved year after year with organizations of very high repute.

Executive Post Graduate - Programmes

In 1988, the National Management Programme (NMP) was launched for Senior executives of public sector. NMP was the first PG Programme launched at MDI for executives with diverse experiences from public and private sectors to provide them with holistic business perspective and international exposure. Later in 1999, the PGPM Part-Time (PGPM-PT) was initiated to impart management education to working executives and entrepreneurs in the National Capital Region (NCR) who have not had an opportunity to get exposed to the latest managerial tools and techniques through formal in-class interaction. Energy Management is a unique offering from MDI. It is an exclusive industry-focused programme which addresses the dire need of highly skilled business professionals to sail through the management challenges in the Energy, Power and allied sector. Public Policy course offers a unique integration of management concepts, tools and techniques with stress on public policy formulation, analysis and implementation, including the design and execution of delivery systems. Admission to each of these programmes is based on a specially designed selection process. MDI’s Fellow programme encourages research in current and contemporary areas of interest in management. The primary purpose of Fellow programme is to develop scholars who will stretch the boundaries of management thought and will also impact contemporary management practices in real time.
Faculty

Accounting and Finance

The Finance Area is strongly committed to build-up financial expertise and know-how through two-way approach of Industry- Institute Interface and Research Collaborative Forum. One thrust area is to develop strong industry linkages and provide necessary exposure to industry practices and second, to strengthen the research in the area of finance at MDI. The key research areas pursued by the Finance Area are – Stock market efficiency, investment decisions under uncertainty and fuzzy environment, risk modeling, financial economics, behavioral finance, project finance, financial governance and earnings management. The Finance area is devoted to expand the knowledge horizon both at theoretical as well as applied level.

ANAND Manoj
Professor
M. Com. (First Position with distinction) & Ph. D. (UBS, Panjab Univ.), FCMA, & MBL (DED- NLSUI-8)
Areas of Interest: Financial Reporting, Management Accounting, Corporate Finance, Infrastructure Project Finance

BHUSNURMATH N.R.
Professor
M.Sc., MBA (University of Delhi), CAIIB
Areas of Interest: Asset Liability Management, Management of Financial Institutions and Project Finance

BISWAL Pratap Chandra
Professor
Chairpersons, Case Centre & Working Paper Series
M.A., M.Phil., Ph.D (Univ. of Hyderabad)
Areas of Interest: Derivatives & Risk Management, International Financial Management and Open Economy Macroeconomics

BAKSHI Sanjay
Adjunct Professor
F.C.A., M.Sc. (London School of Economics)
Areas of Interest: Behavioral Finance, Social Psychology, Business Valuation and Merger & Acquisition

DASH Ashutosh
Associate Professor
Asst Editor, MDI Journal
M.Com, MBA, M. Phil, Ph.D. (Utkal University)
Areas of Interest: Management Accounting, Business Valuation, Mergers & Acquisition

GOEL Sandeep
Associate Professor
Chairperson, Open Programs
Ph.D. (Finance), Ph.D. (Accounting) – FMS, Delhi University
Areas of Interest: Financial Reporting & Analysis, Corporate Finance, Earnings Management & Corporate Governance

IYER Veena S.
Assistant Professor
Coordinator - AICSB & AOL
M.A (Business Economics), FPM (IIM, Bangalore)
Areas of Interest: Strategic Financial Management, Business Valuation, Financial Intermediation and Banking

JAIN Anshul
Assistant Professor
Coordinator - Rankings
PGDBM (IIM Lucknow), FPM (MDI Gurugram)
Areas of Interest: Financial Market Microstructure, Financial Derivatives & Risk Management and Derivatives Pricing

MISRA Anil
Associate Professor
MBA, Ph.D. (University of Lucknow)
Areas of Interest: Security Analysis, Portfolio Management, Corporate Finance, Management of Working Capital

RAI Shailendra K.
Associate Professor
M.Com., Ph.D. (BHU), Post-Doctoral Fellow (School of Public Policy, George Mason University)
Areas of Interest: Corporate Finance & Entrepreneurial Finance

SAHI Shalini Kalra
Assistant Professor
MBE, M.Phil. (University of Delhi), FPM (MDI, Gurugram)
Areas of Interest: Behavioural Finance, Accounting, Corporate Finance

SHAIKH Imlak
Assistant Professor
Coordinator, PGPM - Part Time
M.Com. (South Gujrat University), Ph.D. (IIT Bombay)
Areas of Interest: Banking and Finance, Financial markets; Accounting and Control, Management Accounting

SHARMA Anand K.
Professor
Area Chairperson
M.Com. (Delhi School of Economics), L.L.B. (Delhi), Ph.D (University of Bombay) Visiting Scholar, Stanford University, USA, 2008 & 2013 Formerly Chair Professor, IIM Bangalore: 2007 to 2010 Member, Indian Railway Accounts Service (1981-2010)
Areas of Interest: Managerial Accounting, Public Private Partnership, Infrastructure Finance

ANAND Manoj
Professor
M. Com. (First Position with distinction) & Ph. D. (UBS, Panjab Univ.), FCMA, & MBL (DED- NLSUI-8)
Areas of Interest: Financial Reporting, Management Accounting, Corporate Finance, Infrastructure Project Finance

BHUSNURMATH N.R.
Professor
M.Sc., MBA (University of Delhi), CAIIB
Areas of Interest: Asset Liability Management, Management of Financial Institutions and Project Finance

BISWAL Pratap Chandra
Professor
Chairpersons, Case Centre & Working Paper Series
M.A., M.Phil., Ph.D (Univ. of Hyderabad)
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Asst Editor, MDI Journal
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MBA, Ph.D. (University of Lucknow)
Areas of Interest: Security Analysis, Portfolio Management, Corporate Finance, Management of Working Capital

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Areas of Interest: Corporate Finance & Entrepreneurial Finance

SAHI Shalini Kalra
Assistant Professor
MBE, M.Phil. (University of Delhi), FPM (MDI, Gurugram)
Areas of Interest: Behavioural Finance, Accounting, Corporate Finance

SHAIKH Imlak
Assistant Professor
Coordinator, PGPM - Part Time
M.Com. (South Gujrat University), Ph.D. (IIT Bombay)
Areas of Interest: Banking and Finance, Financial markets; Accounting and Control, Management Accounting

SHARMA Anand K.
Professor
Area Chairperson
M.Com. (Delhi School of Economics), L.L.B. (Delhi), Ph.D (University of Bombay) Visiting Scholar, Stanford University, USA, 2008 & 2013 Formerly Chair Professor, IIM Bangalore: 2007 to 2010 Member, Indian Railway Accounts Service (1981-2010)
Areas of Interest: Managerial Accounting, Public Private Partnership, Infrastructure Finance
MDI is one of the few business schools in India to have a full fledged Area of Business Communication. The faculty brings to the Area a judicious mix of industry and academic experience. The Area adopts a hands-on pedagogy to develop communication skills of managers and students alike and is extensively involved in corporate training. It conducts various management developments programmes workshops for several organizations. With globalization and IT revolution in full swing, the field of business communications is rapidly evolving. The faculty members keep themselves abreast of the latest developments through industry interactions and research activities. Some of the areas in which the Area faculty is pursuing research include Leadership Communication, Crisis Communication, Impact of New Media and Effects of National and Corporate Culture on Organizational Communication.

**Economics**

Economic theory and practice constitutes the underlying basis of intra and inter disciplinary learning. Such a perspective encourages application of the concepts and theoretical framework at the macro and micro economic activity level. The field of study includes economic policy formulation, implementation and evaluation, sectoral studies, international economics among others. The Economics area is also focusing on the Programme on Energy Management and the Centre for Corporate Governance. One of the Professors from the area heads the Programme on Energy Management at MDI and another heads the Centre for Corporate Governance. In addition to fundamental aspects relating to Economics, the area focuses on research, consultancy and training in the areas of Energy Policy, Telecom Policy, Transportation Policy, Corporate Governance, Sustainable Development & International Capital Flows.
Human Behaviour and Organisational Development

The vision is to build an area known for its seminal contribution in the area of (a) knowledge creation through research; (b) knowledge dissemination through teaching and training and (c) application through consulting. The mission of the area is to groom thought and action leaders capable of looking within, looking around and looking beyond for managing institutions and organizations, with the focus on larger contribution to socio-economic transformation.

AGARWAL Madhusree Nanda
Associate Professor
B.E., PGDM, Fellow (IIM Calcutta)
Areas of Interest: Organizational Theory and Design, Cross Cultural Management, Management of Creativity and Innovation

CHAUVAN Daisy
Associate Professor
Chairperson, Admissions
M.A., Ph.D. (Panjab University, Chandigarh)
Areas of Interest: Stress Management & Work-life Balance, Personality, Emotional Intelligence, Managing Self and Leadership

JAIN Ajay K.
Professor
Chairperson, PGPM - Part Time & MDPs
M.A. (Lucknow), PGDPM (KIIT Kolkata), Ph.D (IIT Kanpur), Post Doc Fellowships, Aarhus University, Denmark and ISB, Hyderabad
Areas of Interest: Distributed Leadership, Emotional Intelligence, Organizational Citizenship Behaviour, Volunteering, Change and Transformation

PATHAK Anil Anand
Associate Professor
M.A., Ph.D. (Nagpur)
Areas of Interest: Leadership, Building High Performance Teams, Recruitment, Psychometric Testing, Personal and Interpersonal Effectiveness, Careers and Survey Research

PANDA Abinash
Associate Professor
MA (Int’l Management), Japan, Fellow (MDI)

RAI Sumita
Professor
Chairperson, PGP-HRM
Chairperson, Student Counselling
M.A., Ph.D. (IIT, Kanpur)
Areas of Interest: Transformational Leadership, Employee Motivation, Social Equity Theory, Team Building and Change Management
Human Resource Management

Human Resource Management area at the Institute has been playing a catalytic role in the development of HR profession through networking with academic institutions and Industry and undertaking Management Development, Research, Consultancy and Management Education activities. The area has a number of books to its credit on themes as: Human Resource Management; Perspectives for the New Era; Personnel and Employee Relations; Labour Law and Governance; The Sociology Of Formal Organizations; Social Security Law in India; International Encyclopedia of Laws: Social Security (Kluwer Law International, The Hague); Labour Judiciary, Adjudication and Industrial Justice; and Redressal of Labour Grievances, Claims and Disputes. HRM Area faculty has International research papers to its credit in the top ten global HR journals. Area members have also published management cases in reputed Indian and International Journals. There has been active representation of area members in International and National HRM conferences as research paper presenters, sessions chairs, keynotes or plenary speakers held all over including North America, Europe, Asia, Australia, Africa and India. The area members are Visiting Professors to various business schools in Europe & other countries.

Bhatnagar Jyotsna
Professor
Chairperson, Alumni Relations
M.A. (Psychology), Lucknow University, Ph.D. (IIT, Delhi)
Areas of Interest: Innovative HRM, Talent Management & Employee Engagement, Strategic HRM, High Performance Work Systems, Organizational Learning, Entrepreneurship & HR

Bisht Nidhi S.
Assistant Professor
B.Sc. MBA, Ph. D (Kumaun University, Nainital)
Areas of Interest: Compensation and Reward management, Employee Engagement, Diversity & Inclusion, Building learning organizations and Employee Relations

Biswa Soumendu
Assistant Professor
Ph.D (IIT, Kharagpur)
Areas of Interest: Organizational Culture; International Dimensions of Organizational Behaviour and Multivariate Data Analysis Techniques with specific reference to SEM procedures

Jain Janender K.
Professor
Chairperson, NMP and Energy Management
Area Chairperson
M.A., Ph.D
Areas of Interest: Strategy, Grievance Handling, Trade Unions, Motivation, Performance Appraisal, Manpower Planning, Reforms in Electricity Boards, Management Consultancy, Training and Development & Gandhian Philosophy

Sharma Tanuja
Professor
M.B.A. (Allahabad University), Ph.D. (FMS, Delhi University)
Areas of Interest: Performance Management System, Coaching & Mentoring, Compensation Management, Corporate Social Responsibility, Social aspects of HRM, Business Ethics

Vallabhi Priyanka
Assistant Professor
B.E., Fellow (NLRI Jamshedpur)
Areas of Interest: Workplace Spirituality, Organisational Change, Decision Making, Workplace Ethics, Positive Psychology, Self-Leadership

Setter Ora
Adjunct Faculty
Tel Aviv University, Israel
MSC, Ph.D, Tel Aviv University, Israel
Areas of Interest: Organizational Development

Shrimali Chandra P.
Professor
Acting Director, MDI
M.Com., Ph.D (Udaipur University)

Sorenson Henrik B.
Adjunct Faculty, International
MSC. Ph.D Aarhus University, Demark
Areas of Interest: Organization - Interorganization Relations / HR
Information Management

Information Management area is broadly concerned with the management and use of information and associated IT in an organizational context. More specifically, the area is concerned with managerial, organizational, behavioral, financial and social implications of the supply and applications of information and IT. The mission of the area is to provide leadership and education in the successful management and use of information and relevant information technology to achieve business excellence. Consequently the focus of the area is on management of information and information systems rather than on information technology.

Marketing

The Marketing Area at MDI is keenly devoted to enhancing knowledge and skills of the marketing professionals by assimilating the latest advancements in the marketing theory with the best practices and tools used by the practitioner. The marketing area faculty is actively involved with carrying out consultancy, research and teaching activities in many thrust areas such as Distribution Channel Management, Customer Relations Management, Brand Management, Sales Management, Digital and Cyber Marketing, Consumer Behavior, Marketing Communication, Marketing Research, Marketing of Services, Business Marketing etc. The activities are aimed at helping young professionals and business organizations to deliver a superior customer value.
Operations Management

The Operations Management area is involved in teaching, training, consultancy and research in areas pertaining to the operations of manufacturing and service organizations. The courses deal with planning, design & control of the related systems that would lead to higher efficiency and productivity. In recent years, the faculty members of this area have published several books and articles in related topics.

**KAPoor Avinash**
Associate Professor
Chairperson, PGP-IM & International Relations
B.Sc, M.A., MBA, Ph.D. (University of Rajasthan)
Areas of Interest: Consumer Behaviour, Brand Management, Marketing Management, Marketing Research, Digital Marketing

**Kulsherstha Chinnaya**
Associate Professor
B.A., MBA, Ph.D. (University of Rajasthan)
Areas of Interest: Marketing Management, Rural Marketing, Consumer Behaviour, Employer Branding, Marketing Research and Sales Management

**Mukherjee Jaydeep**
Professor
PGDM, Ph.D. (IIT Kharagpur)
Areas of Interest: Marketing of New Products, Sales and Distribution Management, Marketing in Digital World, and Marketing Strategy

**Sharma Kirti**
Assistant Professor
B.Sc., MBA, Ph.D. (Kurukshetra University)
Areas of Interest: Marketing Management, Consumer Behaviour, Marketing Research, Advertising Management and Marketing of Services

**Chatterjee S.**
Professor
Dean, Continuing Education and International Relations
BE, PGDM, Ph.D. (Barkatullah University, Bhopal)
Areas of Interest: Materials Management, Operations Research and Quantitative Methods

**Gupta Amit K.**
Assistant Professor
Warden Boys Hostel & Coordinator Student Affairs
M.Tech (IIT Kanpur), Ph.D (IIT Kanpur)
Areas of Interest: Operations management, Decision Science, Supply chain management, Quantitative Techniques, Research Methods and Materials Management

**Gupta Narain**
Associate Professor
Chairperson - Accreditations & Rankings
(National & International)
M.Tech. (IIT Kharagpur), FPM (IIM - Ahmedabad)
Areas of Interest: Strategic Sourcing, Spend Management, Optimization and Modeling, Process Industries Modeling, Supply Chain Management and Decisions Support System

**Srivastava Ritu**
Assistant Professor
Area Chairperson
M.C.M, Ph.D (University of Lucknow)
Areas of Interest: Marketing Management, Marketing of Services, Relationship Marketing and Retail Management

**Srivastava Vibhava**
Assistant Professor
Coordinator - Placements Graduate Programmes
MBA, Ph.D. (MNNIT Allahabad)
Areas of Interest: Marketing Management, Marketing Strategy, B2B Marketing, Sales & Distribution Management, Pricing Strategies and Marketing Research

**GuPTA shaphali**
Assistant Professor
MBA, Ph.D (IIT, Bombay)
Areas of Interest: Marketing Management, Marketing Strategy, Advertising Management, International Marketing, Marketing Research, Relationship Marketing and Retail Management

**Chatterjee S.**
Professor
Dean, Continuing Education and International Relations
BE, PGDM, Ph.D. (Barkatullah University, Bhopal)
Areas of Interest: Materials Management, Operations Research and Quantitative Methods

**Mitra Joydip**
Associate Professor
M.Tech, Ph.D (Indian Statistical Institute)
Areas of Interest: Statistics for Management, Time Series Analysis & Forecasting and Quantitative Methods in Management

**Panjwani Ashok**
Professor
B.Tech., Fellow (IIM Ahmedabad)
Areas of Interest: Project Management, Operations Management and Quantitative Modeling for Resource Optimization

**Prashar Anupama**
Assistant Professor
Coordinator - Compliances (AMBA, AICTE, NBA & AIU)
B.E, MBA, Ph.D (Punjabi University)
Areas of Interest: Quality and Process Improvement methods, Operations Management, Business Research Methods
Public Policy Management

The Public Policy and Governance area is engaged in research, teaching, training and consultancy around issues in public management, sustainable development and natural resource management, financial inclusion & inclusive growth, health, social and financial sector policy, regulation and law, corporate governance and CSR. It offers a Post-Graduate Diploma in Public Policy and Management to mid-career civil servants. The programme combines courses in the knowledge domains of public policy, governance, development and management. As an extension of the research activities of the members of the area, it also offers a Fellow and Executive Fellow Programme to train academics and researchers in the field.
The Strategic Management Area deals with creating superior and lasting value for all the stakeholders of an organization and the society in which it operates in an ethical manner. It covers Strategy Formulation, Implementation and Control. It includes Mergers and Acquisitions, Alliances & Joint Ventures, Restructuring, International Business, Innovation, Entrepreneurship, Corporate Governance, Corporate Social Responsibility etc. The area faculty has a mix of academicians and practitioners who have, to their credit research work of highest calibre and global industry exposure at strategic level in multiple geographies.

DASGUPTA Meeta  
Assistant Professor  
B.Com — Hons (SRCC), PGDM (XIMB), FPM (MDI)  
Areas of Interest: Innovation Management and Strategy, Business Model and Service Innovations, Corporate / Business Strategy and Competitiveness of Firms, Strategic Alliances and Joint Ventures

PILLANIA Rajesh K.  
Professor  
B.Sc. MBA, Ph.D. (Punjab University), Visiting Fellow, Harvard (Boston)  
Areas of Interest: Strategy in India, Emerging markets, Global strategy and Innovation strategy

ROY Ankur  
Assistant Professor  
B.Com (Hons), PGDBM, Ph.D.  
Areas of Interest: Competitive strategy, SME strategy, and International Business

SHARMA Veeresh  
Professor  
Chairperson, PGPM  
Area Chairperson  
Ph.D. (Faculty of Management Studies, University of Delhi)  
Areas of Interest: Environmental uncertainty, Hypercompetition

TRIPATHI Shiv Shankar  
Assistant Professor  
Coordinator - Placements Executive Graduate Programmes  
PhD (IIT Kharagpur), MBA  
Areas of Interest: Product & Service Innovations, Ambidexterity, Growth strategies, Open innovations

TRIPATHY Arun K.  
Assistant Professor  
Coordinator, Admissions  
B.Tech (Marine), FPM (Corporate Strategy and Policy), IIM, Bangalore  
Areas of Interest: Corporate Governance, Growth Strategies, Corporate Social Responsibility.
Post Graduate Programmes

Post Graduate Programme in Management (PGPM)

The two year full-time Post Graduate Programme in Management (PGPM), which was launched in 1994, is the flagship programme of MDI. The Programme is designed to develop professional managers ready to work at responsible positions in a global environment.

Prof. Veeresh Sharma
Chairperson, PGPM

Objectives

MDI’s PGPM is designed to nurture students and help them build and enhance their managerial competence. The meticulously structured programme helps students:

- Understand the social, economic, political, technological and ecological environment of modern society and its characteristic values
- Become effective leaders, who can achieve results beyond expectations and transform organizations
- Think out of the box, so that they come out with innovative answers, create alternative solutions, and develop entrepreneurial skills
- Imbibe values of integrity, justice and fairness so that they promote and maintain high ethical standards in management
- Develop a global mindset so that as future managers they can meet the challenges from international competition

Programme Learning Goals (LGs) and Learning Objectives (LOs)

LG1: Value Based Education

LO1. Be able to identify and describe issues (challenges/opportunities/concerns) relating to business value and ethics
LO2. Be able to analyze the impact of identified issues (related to business value and ethics) on stakeholders and overall business using methods/models learnt over the course

LG2: Global Management Perspective

LO1. Be able to identify and describe global management issues related to policies, culture, cross border trade, competition, customer, suppliers, global markets, etc.
LO2. Be able to analyze impact of global management issues (as opposed to the domestic environment) and their impact on management decisions

LG3: Team Building and Communication

LO1. Be able to identify and communicate issues/views at an individual/group levels through oral/written/non-verbal modes in a management context
LO2. Be able to analyze group member’s views in management context leverage differing opinions of the group members for effective synergy and achieving the group objectives.

LG4: Functional Competencies

LO1. Be able to understand and explain fundamental framework/concepts/competencies of the functional area and their application on overall management decision making.
LO2. Be able to analyze and relate functional knowledge with the other functional areas

LG5: Analytical and Integrative Thinking

LO1. Be able to identify symptoms and key factors of the business problem. Clearly define a business problem using key facts.
LO2. Be able to critically analyze defined business problem using widely used analytical techniques, models, or frameworks in order to integrate different aspects of business.

LO3. Be able to propose potential alternative solution, evaluate them and recommend an appropriate solution.

The Programme envisages grooming and building well-rounded managers with:
- Global mindset and sensitivity;
- Holistic business perspective;
- Capability to manage uncertainty and complexity;
- Capability to lead change;
- Capability to create wealth; and
- Capability to manage diversity.

The Curriculum Design

The PGPM curriculum design and pedagogy emphasize the development of students’ skills and abilities to apply management theories and concepts to live problems of business and industry. Students are expected to achieve high standards of excellence. The teaching methods include—lectures, case studies, seminars, assignments, live projects, group discussions, business games, outbound based experiential learning activities, educational excursions, role plays, simulation exercises, structured and unstructured group work, and field visits. The emphasis is on involving the students in learning and helping them to relate concepts and theories to business realities. The programme enables students to acquire skills to identify and deal with complex problems of management. Consistent with advances in teaching technology, the programme integrates the use of computers (IT) in the learning processes. The students undertake several field-based projects so that they can get better insights into workplace reality. The curriculum is revised on an ongoing basis through discussions with practising managers from the industry. This is done to reflect current business needs in the curriculum.

Programme Structure

Core Courses

The PGPM course curriculum is spread across six terms of about three months each. The core (compulsory) courses are covered in four terms, with the bulk covered in the first three terms. These core courses enhance the ability to communicate, analyze situations and make decisions using both quantitative and qualitative considerations, and also help them develop a holistic view of business management and the business environment. During this period, students choose courses in general management and various functional areas, such as finance and accounting, marketing, operations management, information technology management, organizational behaviour and strategic management. They are also exposed to the basic disciplines of economics, behavioural sciences, managerial communication, business law, quantitative methods and decision sciences.

Summer Internship

At the end of the first three terms, the students go for a summer internship with an organization. The internship usually spans over a period of eight to ten weeks. This is a compulsory component of the
curriculum and is an essential part of the academic requirements. It is designed to provide exposure to organizational working, to develop an understanding of business realities, and to learn how to apply theory to real life business situations.

**Specializations**

In the second year, the students may take elective/optional courses to specialize in a maximum of two functional areas. These areas could be any of the following: Finance, Information Management, Marketing, Strategy and Operations Management. All elective packages, however, may not be offered, as this would be determined by the number of students showing interest in specializing in a given area. The Institute may also consider new electives in line with the latest developments and availability of expertise to offer the same. To specialize in an area, a student must take a minimum of five elective courses (15 credits) offered by that Area. Students shall be allowed to opt for between 14 to 17 electives (42 to 51 credits). However, the CGPA would be arrived at by taking into account the best 14 electives (42 credits) from electives taken by the student.

**Student Exchange Programme**

The Student Exchange Programme (SEP) enhances the competencies of students by promoting a better understanding of management challenges in an interdependent, globalized environment. An exposure to global and multi-contextual circumstances is much needed by transnational companies and Indian corporate houses. SEP provides a unique opportunity for the students to enrich their academic experience and widen their career horizons.

Students with academic and/or professional interest in other parts of the world and keen to understand the global context of business can apply for the student exchange programme. Depending on the nature of the collaborative partnership, a student can study for one or two terms in these foreign institutions in lieu of his/her study term(s) at MDI.

Details on the selection process and various opportunities will be made available to interested students when they join MDI. Selection of students for exchange programme is done by the International Relations Office through a comprehensive selection process.

**Evaluation**

The evaluation system for the PGPM has been designed to achieve the following:
- Evaluate the progress of learning of each student
- Prescribe and promote certain acceptable and uniform standards of comprehension
- Encourage healthy and constructive competition among the students

MDI follows a system of continuous evaluation. Throughout the term, students are tested on their ability to understand concepts, learn techniques and apply them to problems in the real world. At each stage of the course, the students would be in a position to assess their performance and take measures to make improvements. In each course, a student is awarded a letter grade. The weighted average of courses taken by a student in the programme gives the Cumulative Grade Point Average (CGPA).
Scholarships

MDI Scholarships
• O.P. Jindal scholarship of INR 1,50,000 for second year students.
• At the end of the second year, MDI awards five merit scholarships of INR 10,000/- each to the top five students.

International Scholarships
A number of international scholarships are available for the students of MDI who go on the exchange programme to MDI’s partner Universities/Business Schools.

During 2016-17, MDI added two more member to its list of international partners when we signed a Memorandum of Understanding (MoU) with University of Oslo, Norway and Skema Business School, Paris, a triple-crown business school.

Recognition
On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Management, PGDM, which has the approval of the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree of an Indian University.

International Accreditation
MDI is the first Indian Business School and second only in Asia to get this programme accredited by an International body the ‘Association of MBAs’ (AMBA), UK. MDI has also been accredited by a South Asian Quality Assurance System (SAQS).

Course curriculum

First Year 2018-19

Term-I (June – Mid September)
• Human Behaviour in Organizations
• Legal Aspects of Business
• Management Accounting-I
• Managerial Communication-I
• Marketing Planning
• Microeconomics
• Statistics for Management

Term-II (Mid September - December)
• Economic Environment & Policy-I
• Human Resource Management
• Management Accounting-II
• Management Science Models
• Managerial Communication-II
• Marketing Practices and Implementation
• Operations Management

Term-III (January - March)
• Business Ethics
• Corporate Finance
• Corporate Social Responsibility
• Management Information Systems
• Organizational Design and Change
• Research Methods in Business
• Strategic Management-I
Summer Internship (April - June)
Second Year (2019-20)
Term-IV (June - August)
Core Course
• Strategic Management-II
Electives
Multiple courses offered. Students choose to study 4 to 6 courses.
Term-V (September – December)
Electives
Multiple courses offered. Students choose to study 4 to 6 courses.
Term-VI (December - March)
Electives
Multiple courses offered. Students choose to study maximum 6 courses.

List of Electives
(Offered in Term IV, V and VI)

Business Communication
• Effective Communication through Theatre Techniques

Finance
• Investment Management
• Derivatives and Risk Management
• Management of Banking and Financial Institutions
• Corporate Restructuring & Business Valuation
• Strategic Cost Management
• Alternative Funds Management
• Risk Modeling & Simulation
• International Corporate Finance
• Forensic Accounting & Corporate Governance
• Behavioural Finance and Business Valuation I
• Project Appraisal and Structured Finance
• Treasury Management
• Behavioural Finance and Business Valuation II
• Corporate Tax Planning
• Personal Financial Planning

Strategic Management
• Advance Competitive Strategy
• Strategic Alliances and Joint Ventures
• Mergers & Acquisitions
• Entrepreneurship and new venture creation
• Innovation Strategy
• International Business
• Emerging Markets Strategy

Marketing
• Sales Distribution Management
• Product Management
• Consumer Behaviour
- Rural Marketing
- Marketing of Consumer Financial Products
- Business Marketing
- Marketing for Virtual World
- Brand Management
- Customer Relationship Management
- Consumer Behaviour
- International Marketing
- Retailing & Franchising
- Advertising Management
- Marketing of Services

**Economics**
- Application of Game Theory to Business
- Foreign Direct Investment
- Economics of Emerging Markets
- Economic Environment and Policy 2
- Modeling and Forecasting of Energy & Financial Markets
- Financing and Managing Infrastructure Development
- Economics of Competition Law
- Environmental Management and Green Accounting
- Energy Market and Business Management
- International Macroeconomics and Forex Management
- Economics of Real Estate

**Information Management**
- Business Process Management
- Business Development in IT Industry
- Big Data Applications in Management

- Business of Telecom
- Enterprise Systems
- Customer Relationship Management
- Information Security Management
- Business Intelligence

**Organizational Behaviour**
- Influencing and Negotiation Skills
- Leadership and Emotional Intelligence
- Leading Change through Emotional Intelligence
- Self Development and Interpersonal Relations
- Team Building for High Performance

**Operations Management**
- Management of Quality
- Supply Chain Management
- Advanced Operations Management
- Project Management
- Operations Strategy
- Service Operations Management
- Time Series Analysis & Forecasting

The above list of electives is tentative and not binding on the Institute. Actual offerings will depend on the size of the group which shows interest in a course/package. The Institute also considers new electives in line with recent developments and availability of expertise to offer the same. It may also not offer some of the courses for relevant reasons. The final offer is announced to students once they join.
Fierce competition and the need for continuous change have created a critical role for HR professionals in business organizations. MDI offers a unique PGP-HRM programme to develop HR professionals with well-rounded business perspective.

**Objectives**

PGP-HRM attempts to groom holistic business managers with:

- Capability to manage uncertainty & complexity
- Sensitivity to people, potential and their needs: Local and Global
- Capability to create innovation in people practices
- Capability to manage diversity in thought and action
- Capability to network among peers and industry thought leaders
- Global mindset with flexibility and resilience

The PGP-HRM programme is designed and reviewed by faculty members and continuously draws from the contemporary business developments, and ensures a rich academia-industry blend.

**Program Learning Goals (LGs) and Learning Objectives (LOs)**

**LG1: Value Based Education**

- LO1. Be able to identify and describe issues (challenges/opportunities/concerns) relating to business value and ethics
- LO2. Be able to analyze the impact of identified issues (related to business value and ethics) on stakeholders and overall business using methods/models learnt over the course

**LG2: Global Management Perspective**

- LO1. Be able to identify and describe global management issues related to policies, culture, cross border trade, competition, customer, suppliers, global markets, etc.
- LO2. Be able to analyze impact of global management issues (as opposed to the domestic environment) and their impact on management decisions

**LG3: Team Building and Communication**

- LO1. Be able to identify and communicate issues/views at an individual/group levels through oral/written/non-verbal modes in a management context
- LO2. Be able to analyze group member’s views in management context leverage differing opinions of the group members for effective synergy and achieving the group objectives.

**LG4: Understanding People Practices & Processes**

- LO1. Be able to identify and describe issues related to people practices & processes, and relate them with the overall organizational performance
- LO2. Be able to benchmark best people practices & processes in order to address the identified issues

**LG5: Leveraging Human Potential**

- LO1. Be able to identify and describe HR competencies, and functional roles.
- LO2. Be able to analyze and relate HR competencies and the functional roles in order to measure and leverage the same.
Programme Structure
The programme is spread over six terms of three months each. The first four terms are devoted to core courses encompassing various managerial functions, essential for HR managers to develop into future business partners. The remaining terms focus on inputs in HR and OB through a rich offering of electives from HRM/OB/Strategy/Finance/areas. Students have the opportunity of interacting with internal faculty mentors and industry guest faculty who facilitate their leadership, change management and networking competencies.

Pedagogy
Pedagogy is ‘learning centric’ and not ‘teaching centric’. It is interactive and participative involving fieldwork, case studies, business games, role-plays, simulation exercises, group discussions, experiential exercises, film reviews, application of concepts and structured and unstructured group work and hands-on projects with the industry. Eminent Business and HR professionals, consultants interact with the students besides the faculty from eminent International business schools.

Evaluation
The evaluation system in the PGP-HRM has been designed to foster healthy competition among the students. Students are tested on their ability to understand concepts, acquire behavioural tools, techniques and skills. Application skills are tested through case studies and live projects in organizations. Close to 20 percent of the course is taught by industry practitioners. The evaluation is done by the faculty on a continuous basis. In each course students are awarded a letter grade. The weighted average for all the courses taken by a student in the entire programme would constitute his/her Cumulative Grade Point Average (CGPA).

Recognition
On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Human Resource Management, which has the approval of the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree awarded by an Indian University.

Course Curriculum
First Year (2018-19)
Term I (June – Mid September)
• HR Systems and Processes
• Human Behaviour in Organizations
• Management Accounting-I
• Marketing Planning
• Managerial Economics
• Managerial Communication-I
• Statistics for Management

**Term II (Mid September - December)**
• Economic Environment & Policy
• Employee Relations
• Human Resource Planning
• Employment Law-I
• Management Accounting-II
• Managerial Communication-II
• Performance Management System

**Term III (January - March)**
• Strategic Management-I
• Compensation Management
• Organizational Planning and Design
• Learning and Development
• Human Resource Information Systems
• Corporate Finance
• Research Methods

**Summer Internship (April - June)**

**Second Year (2019-20)**

**Term IV (June - August)**
• Employment Law-II
• Business Ethics and Corporate Governance
• Strategic Management-II
• Journey to Self
• Recruitment and Selection
• Operations Management
• Strategic Challenges in Marketing Professionals
• Social Conscientization and CSR

**Term V (September - December)**
Students will study 8 electives, which are offered over term V and Term VI. These electives are to be chosen from an Indicative list of 18 electives.

**Electives - 4**

**Term VI (December - March)**

**Electives - 4**

**List of Electives (Indicative)**
• Leadership and Managerial Effectiveness
• Consulting Skills
• Talent Management and Competency Framework
• Negotiation Skills
• Psychometric Testing and Measurement
• Management Across Cultures
• Organizational Transformation
• Team Building for High Performance
• Coaching, Counseling & Mentoring
• International HRM
• Employer Branding
• Mergers and Acquisitions
• Management of Creativity and Innovation in Organizations
• Management Control Systems
• Diversity and Inclusion
• Human Capital Management
• Strategic Human Resource Management
• Managing Discipline, Grievance and Collective Bargaining: IR Perspective
The primary objective of the PGP-IM is to provide students with the ability to look at this bigger picture and the associated dynamics. This programme prepares managers and future leaders to develop a global mindset so as to enable to appreciate global economic, political, legal and cultural realities, build networks across geographies, and live and work across cultures.

In the latter half of the last decade, possibly for the first time after the Great Depression, the world at large and its economies of varying proportions came to terms with their vulnerabilities to economic forces. Globalization, competition, greed, irrational fear — you name it and it has been arraigned as the cause. It’s a no brainer that managers of today need to be equipped with contextual abilities and skills to perform effectively across markets that span vast geographies. Also, imperceptibly but surely, terms such as competition, market share grab and profit maximization are yielding to co-opetition, maximization of collective value and sustainability.

Regardless of the size of a company, the scale of operations, or the industry, globalization is no longer an option but a strategic imperative. Opportunely, the complexion of internalization in India has moved beyond mere imports and exports or the entry of foreign companies into the Indian markets. Indian companies are a force to reckon with in the international arena.

The Post Graduate Programme in International Management, launched by MDI in 2006, was the first of its kind in India. The programme is currently offered under an arrangement with European School of Management (ESCP Europe), which has been ranked 2nd in Europe by the Financial Times. MDI is looking to add to the list of partnerships in order to afford its students greater choice of place of study.

The PGP-IM is a programme delivered partly in India (MDI) and partly in Europe (ESCP Europe campuses). The first phase of the programme is delivered at the MDI campus in Gurugram, while the second phase is currently delivered in ESCP Europe at the Paris, Berlin, Madrid, London, Warsaw & Torino campuses (English Track). The students have an option to earn another degree offered by the partner institute on completion of a minimum number of credits and fulfillment of other conditions.

For MBA Programme in ESCP Europe the applicant must have minimum of 2 years work experience and a previous 4 Year degree with a non-business educational background.

For Masters in International Management in ESCP-Europe the eligibility criterion of minimum 2 Years work experience is not applicable.

At the end of the on-campus part of the programme, the students carry out industry internships, predominantly in Europe. Living and working overseas make the students understand and appreciate other cultures and develop global mindsets.

Recognition
On successful completion of the Programme requirements, a student is awarded a Post Graduate Diploma in International Management, which has the approval of the All India Council for Technical Education (AICTE), government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree awarded by an Indian University.

About ESCP Europe — Partner School for PGP-IM
Established in 1819, ESCP Europe is the oldest business school in the world. Its mission is to develop the next generation of transnational business leaders, preparing them to embrace the opportunities offered by cultural diversity.
With its six urban campuses in Berlin, London, Madrid, Paris, Turin and Warsaw, ESCP Europe’s true European identity enables the provision of a unique style of cross-cultural business education and a Global Perspective on international management issues.

Through a combination of innovative pedagogy, cross-campus programmes and a research-active faculty, ESCP Europe is an essential contributor to the development of the transnational management culture so essential in today’s global business environment.

It’s network of 120 partner universities extends the School’s reach from European to worldwide. Triple-crown accredited (EQUIS, AMBA, AACSB), ESCP Europe welcomes 4,600 students and 5,000 executives from 100 different nationalities every year, offering them a wide range of general management and specialised programmes (Bachelor, Master, MBA, PhD and Executive Education).

The School’s 50,000-strong alumni network counts members from 150 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP Europe to provide unique career opportunities on an international scale.

The aspiration of ESCP Europe is the credo of Europe: to remain faithful to its humanistic values while at the same time anticipating the new ways of the world

**Six Campuses in Europe**

There really is something for everyone; be it exploring the historical sites of the Bastille, Buckingham Palace, the Plaza Mayor or the Brandenburg Gate, or discovering the endless shows, theatres, operas, festivals and impressive markets. Each city is the political, cultural, economic or financial capital of their native country. However, each campus offers its own unique characteristics, which qualifies the applicants for the MBA in International Management to suit their individual preferences. With extensive campus facilities and over 50 active students’ clubs and associations, a strong sense of school spirit and community prevails.

**PARIS:** The Paris campus is conveniently located in the centre of the city. It is the largest of the five campuses and hosts the greatest number of faculty and students. The school’s outstanding reputation and close relationships with leading international companies promote internship and career prospects for students.

**BERLIN:** The ESCP Europe’s Berlin campus is located near one of the historical centre-pieces of Berlin. The Charlottenburg Castle, which is located in baroque gardens, overlooks the school’s beautiful late 19th Century building. Throughout the year there are events and conferences conducted on contemporary business issues. The Berlin campus is a “staatlich anerkannte wissenschaftliche hochschule” with a degree-awarding charter.

**WARSAW:** Located at the Heart of Europe, Warsaw is the capital and largest city of Poland. The Warsaw campus is located on the premises of Kozminski University (KU), the only Polish Business School with triple accreditation (AMBA, EQUIS, AACSB). KU’s modern campus is comprised of: lecture theatres, classrooms, IT facilities, a library, study rooms, meeting rooms, a gym, a bookstore, a post office, photocopying facilities, and student canteens. KU is an internationally renowned and accredited private business school. Our students come from over 60 nationalities, creating a truly international atmosphere. KU links theory, group work, and practice into the programmes.

**LONDON:** The London campus is situated in Hampstead, in the Borough of Camden. It offers students state-of-the-art facilities in a traditional Victorian building dating back to the late 19th century. The bright city lights and the business community are only a tube ride away, whilst the fashionable area of Hampstead offers a broad cultural experience away from the hustle and bustle of inner city life.

**TORINO:** The Torino campus is located in a beautiful building equipped with modern facilities. Torino is one of the main business centers of Italy as well as a masterpiece of architecture and one of the favourite student cities in Italy. The Torino campus has strong relationships with a number of Italian and international companies, which contribute to its governance.

**MADRID:** Located in a residential suburb, the Madrid campus is an ideal place for students to focus their energy on the demands of the MBA in International Management programme. The surrounding gardens and parks set the scene for the hard work and personal reflection necessary during the development of managerial competencies. The close personal attention of the staff in Madrid provides an open and friendly environment for the best results in the programme.

**Programme Objective**

The key objective of the programme is to groom global leaders with:

- Competencies to work across cultures
- Ability to work in unfamiliar markets
- Strong general management orientation
- Adequate grounding in various management functions

**Programme Learning Goals (LGs) and Learning Objectives (LOs)**

**LG1: Value Based Education**

LO1. Be able to identify and describe issues (challenges/opportunities/concerns) relating to business value and ethics

LO2. Be able to analyze the impact of identified issues (related to business value and ethics) on stakeholders and overall business using methods/models learnt over the course

**LG2: Global Management Perspectiv**
LO1. Be able to identify and describe global management issues related to policies, culture, cross border trade, competition, customer, suppliers, global markets, etc.

LO2. Be able to analyze impact of global management issues (as opposed to the domestic environment) and their impact on management decisions

LG3: Team Building and Communication

LO1. Be able to identify and communicate issues/views at an individual/group levels through oral/written/non-verbal modes in a management context

LO2. Be able to analyze group member’s views in management context leverage differing opinions of the group members for effective synergy and achieving the group objectives.

LG4: Managing Diversity Across Cultures

LO1. Be able to identify and describe various diversity traits across cultures in order to understand an unfamiliar business situation

LO2. Be able to analyze an unfamiliar business situation, and proposes the best business practices in the context

Pedagogy

Several pedagogical tools such as case studies, simulations, lectures, discussions and role plays are employed for the classroom teaching. Direct exposure to workplace realities is provided through consultancy assignments and internships in the corporate sector. An integrated batch of ESCP Europe students and MDI students attend the entire programme. Close interactions of this kind develop understanding, appreciation and tolerance of differences across cultures and the skills to work globally.

Programme Structure

The PGP-IM programme is spread over two years. The first semester comprising four terms is delivered at the MDI campus. The focus during the first semester is to provide basic inputs in qualitative and quantitative domains and develop analytical and communication skills. Semester two is held at ESCP Europe Campus on one of the allocated locations – Paris, Madrid, Berlin, London, Warsaw & Torino. In the second semester, the focus shifts to giving an International Management perspective to the students. The third & fourth semesters are dedicated to providing in-company exposure in a global context. Semester three constitutes of internship in Europe/India while the focus during Semester four is towards finalization and submission of dissertation work.

Course Curriculum

First Year 2018-19

Semester 1 (Term - 0) (For MDI Students only)
• Business Society and Government
• French/German/Spanish/Italian Language
• Introduction to Management
• Business Communication

Semester 1 (Term - I)
• Quantitative Methods for Business
• Organizational Planning and Design
• Financial Accounting and International Reporting
• French/German/Spanish/Italian Language
• Management Information System (MIS)
• India Immersion (For European Students) (Optional For European
• Management Skills for International Business
• Fundamentals in Mathematics (For European Students)
• International Marketing Decisions
• Hindi Language (For European Students)

Semester 1 (Term - II)
• Consultancy Project - I
• Problem Solving, Decision Making and Project Management
• International Economics for Managers
• Legal Aspects of Business (Indian Aspect)
• French/German/Spanish/Italian Language
• Principles of Finance
• Marketing In the Digital World
• Research Methods in Business

Semester 1 (Term - III)
• Introduction to Indian Business
• Consultancy Project-II
• International Business Strategy
• French/German/Spanish/Italian Language
• Mergers & Acquisitions
• Operations Management & Supply Chain
• Big Data & Tech Trends
• Spreadsheet Analytics

Semester 2 (ESCP-Europe) 2019-20
• Business Game or Team Building
• Marketing and Business Analytics
• Management Accounting & Control
• Corporate Finance
• Leading Teams and Organisations
• Ethics and CSR
• Entrepreneurship, Creativity & Innovation
• Electives: (4 Electives of 12h/2 ECTS each)
• Company Project 2
• Closing Seminar on Creativity

Semester- 3 Company Internship: Minimum 3 months

Semester- 4 Dissertation

Award of Diploma / Degree
Within the overall 60 seats for PGP-IM, the division of seats between the MBA & Masters in International Mgmt degree will depend on the availability of seats at the partner Institution (ESCP Europe).

On successful completion of the PGP-IM programme requirements, a student will be awarded a Post-Graduate Diploma in Management, PGDM (IM) and a MBA in International Management/MIM (Masters in International Management) from ESCP Europe (For more information please visit ESCP website www.escpeurope.eu).

Students going to ESCP Europe Berlin campus will have an option to get an additional M.Sc. degree from ESCP Europe. Students will also have an option to get a certification of “Grade de Master” from the French Ministry of Education at any campus.

Note: MDI reserves the right to make any changes to the design of the programme.

• Students do not have to pay any tuition fee at ESCP Europe locations. However students have to bear visa fee, visa assistance fee, social security, travel cost, lodging & boarding at ESCP Europe. Only in case students who opt for the extended track (MSc in Berlin) have to pay an additional fee to ESCP-directly.

• ESCP Europe will assist students by providing information about the availability of accommodation. However, students will have to make final arrangements on their own. Cost of stay in Europe is approximately Euros 600-800 per month approx.

• Students are advised to possess a current valid passport (valid for at least one year) at the time of joining the institute.
Admission Process for PGPM/PGP-HRM/PGP-IM

Important Dates for Admission to the PGPM/PGP-HRM/PGP-IM Programme

MDI Online Application : Tuesday, September 5, 2017 to form availability Friday, November 24, 2017

Last Date for submission of Application Form at MDI : Friday, November 24, 2017, 17:00 Hrs

CAT Test date : Sunday, November 26, 2017

Eligibility for PGPM & PGP-HRM

- The candidates must have 50% marks or equivalent CGPA in both X and XII.
- The candidate must have minimum 3 year’s Bachelor’s Degree, with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India. The Bachelor’s Degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. Candidates appearing for the final examination for the Bachelor’s degree (or equivalent examination) and completing all requirements for obtaining the Bachelor’s degree by 30th June, 2018 can also apply, subject to furnishing evidence to that effect latest by 1st October, 2018; otherwise they may be asked to withdraw from the programme.

Eligibility for PGP-IM

- For PGP-IM, on successful completion of the programme requirements, student will be awarded a Post Graduate Diploma in Management, PGP-IM and a MBA in International Management / MIM (Masters in International Management) from ESCP Europe.
- For PGP-IM, MDI and MBA in International management (ESCP Europe): Candidates must have 50% marks or equivalent CGPA in both X and XII along with Masters or Bachelors (4 years minimum with non-business education of background) with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India and Minimum of 2 years of work experience post qualification as on December 31, 2017.
- For PGP-IM, MDI and Masters in International management-MIM (ESCP Europe), Candidates must have 50% marks or equivalent CGPA in both X and XII along with Masters or Bachelors (4 years minimum with non-business education of background)) with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.
qualification as on December 31, 2017 is NOT applicable for PGP-IM and MIM degree of ESCP Europe.

The basis for computing the percentage obtained by the candidate would be based on the practice followed by the university/ institution/ board from where the candidate has obtained the degree/certificate. In case of the candidates being awarded grades/CGPA instead of marks, the equivalence would be based on the equivalence certified by the university/ institution/ board from where they have obtained bachelor’s degree/certificate. In case the university/ institution/ board does not have any scheme for converting CGPA into equivalent marks, the equivalence would be established by MDI by dividing obtained CGPA with the maximum possible CGPA and multiplying fraction so obtained by 100.

Online Application

Applicants have to apply online by visiting MDI website https://www mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration will be Open till Friday, November 24, 2017, 17:00 hrs. Candidates have to make an online payment of Rs.2596 (inclusive of 18% GST) using Credit/Debit card/Net Banking.

NOTE: Applicants have to fill single application form. The preferences of PGPM/PGP-HRM/PGP-IM will be taken only from the shortlisted candidates in the month of January/ February 2018. The shortlisted candidates have to login at MDI website and enter their order of preference for PGPM/PGP-HRM/PGP-IM. Preferences once filled will not be changed at any stage later on.

Selection Process

Candidates who have appeared for the CAT (2017) will be short listed on the basis of the details filled in the application form and their CAT scores. Only the shortlisted candidates will then be called for Group Discussion and Personal Interviews during February and March 2018 at one of the centres, viz. Bangalore, Gurugram, Kolkata, Hyderabad, Chennai and Mumbai (centres other than Gurugram are tentative).

Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (taken not before Sunday, 1st January, 2017 and not later than Monday, 20th November, 2017). Applicants have to apply online by visiting MDI website https://www mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration for Foreign/NRI/PIO Applicants will be Open till Friday, November 24, 2017, 17:00 hrs.

Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants shortlisted on the basis of their GMAT score will be interviewed by MDI. NRI Applicants who are residing in India during the period of admission process i.e. July-December, 2017 will have to appear for the CAT and will not be considered for admission on the basis of their valid GMAT scores. Government of India (GOI) guidelines will be applicable in determining the NRI status of applicants. Candidates have to make an online payment of Rs.8496 ((inclusive of 18% GST) using Credit/Debit card/Net Banking.

Admission Offer

Successful candidates will be intimated of their final selection in April –May 2018. The fees and schedule of payment details are given below:

<table>
<thead>
<tr>
<th>Fee and Other Expenses for PGPM/PGP-HRM/PGP-IM 2017 – 19</th>
<th>PGPM / PGP-HRM</th>
<th>PGP-IM* 1st &amp; 2nd Year (Combined)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nomenclature of Fees</td>
<td>1st Year</td>
<td>2nd Year</td>
</tr>
<tr>
<td>Tuition Fees</td>
<td>Rs 7,50,750</td>
<td>Rs 7,50,750</td>
</tr>
<tr>
<td>Boarding Charges</td>
<td>Rs 63,525</td>
<td>Rs 63,525</td>
</tr>
<tr>
<td>Lodging Charges</td>
<td>Rs 71,610</td>
<td>Rs 71,610</td>
</tr>
<tr>
<td>Reading Material Fees</td>
<td>Rs 36,960</td>
<td>Rs 36,960</td>
</tr>
<tr>
<td>Students Welfare Activities</td>
<td>Rs 20,790</td>
<td>Rs 20,790</td>
</tr>
<tr>
<td>Library Fee</td>
<td>Rs 28,875</td>
<td>Rs 28,875</td>
</tr>
<tr>
<td>Alumni Fee</td>
<td>Rs 12,600</td>
<td>___</td>
</tr>
<tr>
<td>Security Deposit</td>
<td>Rs 23,100</td>
<td>___</td>
</tr>
<tr>
<td>Total</td>
<td>Rs 10,08,210</td>
<td>Rs 9,72,510</td>
</tr>
<tr>
<td>Grand Total of Two Year</td>
<td>Rs 19,80,720</td>
<td>Rs 23,96,400</td>
</tr>
<tr>
<td>Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)</td>
<td>US $ 35,832</td>
<td>US $ 35,831</td>
</tr>
<tr>
<td>Grand total of Two year for NRI/Foreign students</td>
<td>US $ 71,663</td>
<td>___</td>
</tr>
</tbody>
</table>
PGP-IM Students do not have to pay any tuition fees at ESCP-Europe location. However, students have to bear visa fees, visa assistance fees, social security, travel cost, lodging & boarding at Europe. ESCP-Europe will assist students by providing information about accommodation availability. However, students will have to make final arrangements on their own. At present, the approximate cost of stay in Europe is 600-800 Euros per month. This amount is in addition to the fees mentioned in the table PGP/PGP-HRM/PGP-IM 2018-20.

Note: MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.

### Schedule of Payments for PGP/PGP-HRM (General/Indian Students)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>May-18</td>
<td>3,00,000</td>
</tr>
<tr>
<td>Jun-18</td>
<td>3,90,970</td>
</tr>
<tr>
<td>Aug-18</td>
<td>3,17,240</td>
</tr>
<tr>
<td>Mar-19</td>
<td>3,38,030</td>
</tr>
<tr>
<td>Jun-19</td>
<td>3,17,240</td>
</tr>
<tr>
<td>Sept-19</td>
<td>3,17,240</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>19,80,720</strong></td>
</tr>
</tbody>
</table>

### Schedule of Payments for PGPIM

<table>
<thead>
<tr>
<th>Installments</th>
<th>Fee Amount (in Rs.)</th>
<th>NRI Fee Amount (in $)</th>
</tr>
</thead>
<tbody>
<tr>
<td>May-18</td>
<td>3,00,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Jun-18</td>
<td>3,90,970</td>
<td>10,000</td>
</tr>
<tr>
<td>Aug-18</td>
<td>8,52,715</td>
<td>38,204</td>
</tr>
<tr>
<td>Oct-18</td>
<td>8,52,715</td>
<td>38,204</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>Rs. 23,96,400</strong></td>
<td><strong>$ 96,408</strong></td>
</tr>
</tbody>
</table>

Some important dates regarding CAT bulletins & CAT are given below:

- Starting Date for CAT 2016 registration: August 09, 2017
- Closing date for CAT 2016 registrations: September 20, 2017
- Common Admission Test Date: November 26, 2017

Applicants are required to appear for the COMMON ADMISSION TEST (CAT) conducted by the IIMs. Applicants must refer to the CAT Advertisement for further details. MDI uses CAT for short listing the candidates for its programmes. IIMs have no role either in the selection process or in conducting the programme.
National Management Programme (NMP) is accredited by AMBA, the Association of MBAs (UK). It focuses on developing leaders who will excel in the rapidly changing business environment, become agents of change and be charged with a customer-centric orientation. The Post Graduate Programme in Energy Management (PGP-EM) is uniquely designed for young managers of the Energy / Power & allied sectors.

Prof. J.K. Jain
Chairperson, NMP & Energy Management

MDI is pioneer in starting 15 months Executive Graduate Program in 1987 named National Management Programme (NMP). The NMP focuses on developing visionary leaders for the rapidly changing business environment. The focus of the program is to build skills and competencies necessary to lead change as leaders. The NMP attracts talents from diverse industries, cultures and geographies.

Objectives
The key objectives of the programme are to develop:
• a recognition of current business realities
• a holistic business perspective
• an ability to recognize and seize opportunities in a competitive environment
• global sensitivity and mindset
• skills of communication, leadership and teamwork
• commitment towards the betterment of society.

Programme Learning Goals (LGs)
• Value Based Education
• Global Management Perspective
• Leadership Orientation
• Consultative and Collaborative Mindset

Pedagogy
The pedagogy employed in the programme demands substantial participation as it is highly interactive. Teaching is based on recent research studies and experience gathered from around the world. Teaching methods include lectures, case studies, seminars, group discussions, business games, role plays, simulations exercises, structured and unstructured group work and field visits. The emphasis is on motivating the participants to integrate the concepts, learned across the core curriculum and apply them to their own work experience and contemporary business situations.

Group Activities
Group activities provide excellent opportunities to examine a business problem collectively and to learn from the varied cross functional experiences of the participants. The group learning activities can be broadly classified as group assignment/submissions of case analysis and presentations and group tasks in learning by doing.

International Component (Optional)
After completion of 12 months of the course at the MDI campus, participants are given an international exposure for a period of 2/3 weeks in European Business Schools.

Evaluation
Participants are evaluated on a continuous basis. There is a final examination at the end of each term. Course evaluation is in terms of letter grades. Participants are required to achieve a minimum
cumulative grade point average in each term, as well as a minimum letter grade in each course. The overall performance in the programme would also include the evaluation of the dissertation project work. The dissertation/project report is required to be submitted within 3 months of completion of the course, else the candidate shall stand debarred from the programme.

All components of the NMP are to be completed within a period of maximum two years from the date of start of the batch programme.

**Diploma**

Participants who successfully complete the Programme are awarded the Post-Graduate Diploma in Management (National Management Programme) recognized by AICTE.

**Awards**

- Prime Minister’s Medal - awarded for the best overall performance in the programme
- Finance Minister’s Medal - awarded for the best performance in the Finance elective courses
- The Department of Personnel, Government of India Medal - awarded for the best performance in the Human Resource Management elective courses
- ITC Medal - awarded for the best performance in the Marketing elective courses

**Term Schedule**

<table>
<thead>
<tr>
<th>Term</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>First term</td>
<td>April – June, 2018</td>
</tr>
<tr>
<td>Second term</td>
<td>July – September, 2018</td>
</tr>
<tr>
<td>Third term</td>
<td>October – December, 2018</td>
</tr>
<tr>
<td>Fourth term</td>
<td>January – March, 2019</td>
</tr>
<tr>
<td>Foreign Module</td>
<td>April – May, 2019</td>
</tr>
<tr>
<td>Dissertation/Project</td>
<td>June – August, 2019</td>
</tr>
<tr>
<td>Dissertation Presentation</td>
<td>September – October, 2019</td>
</tr>
</tbody>
</table>

**Course Curriculum 2018-19**

**Term I**

- Organizational Behavior
- Organizational Design and Change
- Micro Economics
- Accounting for Business Decision Making
- Quantitative Techniques in Management
- Human Resource Management
- Legal Aspects of Business
- Marketing Planning
- Business Communication

**Term II**

- Macro Economics
- Management Accounting
- Corporate Finance for Enhancing Value
- Research Methods
- Decision Sciences
- Operations Management
- Marketing Practices and Implementation
- Management Information System

**Term III**

- Strategy Formulation and Implementation

**Elective* (five to six)**

**Term-IV**

**Elective* (five to six)**

**List of Electives**

**Business Communication**

- Managing Image and Corporate Reputation
- Negotiation Skills
- Effective Communication through Theatre Techniques

**Finance**

- Financial Risk Management
- Investment Management
- Corporate Restructuring and Business Valuation
- International Corporate Finance
- Project Appraisal and Structured Finance
- Corporate Tax Planning
- Financial Modelling
- Strategic Cost Management
- Personal Financial Planning
Strategic Management
• Mergers and Acquisition
• Strategic Alliances and Joint Ventures
• Innovation
• Entrepreneurship & New Venture Creation
• International Business
• Corporate Governance
• Emerging Markets Strategy
• Advance Competitive Strategy

Marketing
• Business to Business Marketing
• Marketing of Services
• Rural Marketing
• Strategic Marketing Management
• Advertising Management
• Consumer Behaviour
• International Marketing Management
• Marketing Insights
• Sales & Distribution Management
• Strategic Brand Management
• Customer Relationship Management (with IT Area)

Economics
• Financing & Managing Infrastructure Projects
• Applied Game theory to Business
• Economics of Competition Policy
• International Macro and For Foreign Exchange Markets
• Real Estate Markets
• Environment Economics and Green Accounting
• Economics of Emerging Markets
• Energy & Carbon Markets
• Modelling & Forecasting Energy & Financial Markets
• Foreign Direct Investment

Information Management
• Business of Telecom
• Business Process Management
• Enterprise Systems
• Business Intelligence / Data Analytics
• Information Security Management
• Management of IT Projects
• Customer Relationship Management
• e Business
• Big Data Analytics for Managers
• Strategic Management of IT
• Business Development in IT Industry

Organizational Behaviour
• Organizational Transformation
• Negotiation Skills
• Leadership and Emotional Intelligence
• Team Building
• Managing Across Culture
• Self Development and Interpersonal Relations

Human Resource Management
• Performance Management
• Compensation Management
• Strategic HRM
• Talent Management
• Training & Development
• Consultancy & Change Management
• Diversity and Inclusion
• Collective Bargaining, Discipline & Managing Grievances
• Managing Assessment Center Practices and Methods

Operations Management
• Management of Quality
• Project Management
• Operations Strategy
• Service Operations Management
• Supply Chain Management
• Systems Approach to Materials Management

Public Policy & Management
• Corporate Social Responsibility
• Corporate Governance

The list of electives is tentative and not binding on the Institute. Actual offerings will depend on the size of the group which shows interest in a course. The Institute also considers new electives in line with recent developments and availability of expertise to offer the same.
Objectives of the Programme
To cope with new realities and changing contours of the Energy/Power & allied sector in India, MDI’s Energy Management Programme focuses on developing future leaders who:

• Believe in leading change rather than managing change
• Integrate thoughts with action
• Create an impact to make a difference wherever they go
• Are trained and developed as the best talent to meet the challenges of developing and managing Energy/Power & Allied sector in India
• Would be well-equipped with the salient features of functional areas of management
• Would share experiences on national and international best practices and innovations in community-based participative model
• Would be facilitators for awareness, understanding and implementation of enactments related to energy/power.

Thus, the mission of the programme at MDI is to prepare global leaders who create, manage and effectively lead change in the energy/power & allied sector. These leaders are expected to create winning institutions in the emerging corporate Olympiad. The programme also sensitizes them on ethical issues.

Pedagogy
Teaching is based on recent research material and experience gathered from around the world. The pedagogy is highly interactive. It envisages substantial participation and action learning. Teaching methods include lectures, cases, seminars, group discussions, business games, role plays, simulations, exercises, structured and unstructured group work and field visits. The emphasis is on involving each participant to make learning participant-centric and help them relate the concepts, ideas, and theories to their own experiences. Consistent with recent advances in training technology, the programme integrates the use of latest IT and computing technologies with learning in different functional areas.

Group Activities
Substantial work is assigned to the participants in small groups. This provides an opportunity to examine a problem collectively and to learn from each other’s experiences. The group learning activities can be broadly classified into two:

• Group assignments with presentations and case analysis
• Group tasks-assignments that involve learning by doing.

Industry Visits
In order to have the first hand experience of the best practices in energy/power & allied sector in India, MDI organizes industry visits for the benefit of the participants.

Evaluation
The first four terms are residential on Campus and the fifth term is devoted exclusively to the dissertation work. The tentative term dates are as follows:

Term Schedule

<table>
<thead>
<tr>
<th>Term</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Term</td>
<td>April-June, 2018</td>
</tr>
<tr>
<td>Second Term</td>
<td>July-September, 2018</td>
</tr>
<tr>
<td>Third Term</td>
<td>October-December, 2018</td>
</tr>
<tr>
<td>Fourth Term</td>
<td>January-March, 2019</td>
</tr>
<tr>
<td>Fifth Term</td>
<td>April-June, 2019 (Dissertation)</td>
</tr>
</tbody>
</table>

Recognition
On successful completion of the Programme requirements, participants are awarded a Post Graduate Diploma in Management (Energy Management) which has the approval of the All India Council of Technical Education, Government of India. The Programme is also accredited by AMBA.

Course Curriculum
2018-19

Term I

• Organizational Behavior
• Organizational Design and Change
• Micro Economics
• Accounting for Business Decision Making
• Quantitative Techniques in Management
• Human Resource Management
• Legal Aspects of Business

Term II

• Macro Economics
• Marketing Management
• Management Accounting
• Corporate Finance for Enhancing Value
• Research Methods
• Decision Sciences

Term III

• Operations Management
• Strategy Formulation and Implementation

Electives (five to six)

Term IV

Elective* (five to six)

• Renewable Energy
• Energy Society, Economics and Policy or Energy Policy, Regulation and Taxation
• Energy Law and Corporate Responsibility
• The Fundamentals — The Oil, Gas & Power Business
• Managing Urban Energy Systems for Green Transition
• Carbon Footprinting
• Smart Grid

The list of electives is tentative and not binding on the Institute. Actual offerings will depend on the size of the group which shows interest in a course. The Institute also considers new electives in line with recent developments and availability of expertise to offer the same.
Admission Process for National Management Programme (NMP)/ Energy Management Programme (PGP-EM)

Important Dates for Admissions to the NMP and PGP-EM Programmes

<table>
<thead>
<tr>
<th>Event</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDI Information Brochure along with Application</td>
<td>Tuesday, September 05 to Wednesday, December 6, 2017</td>
</tr>
<tr>
<td>Last Date of submission of Application Form at MDI</td>
<td>Wednesday, December 6, 2017, 17:00 Hrs</td>
</tr>
<tr>
<td>CAT Test Date</td>
<td>Sunday, November 26, 2017</td>
</tr>
<tr>
<td>MDI Test Date</td>
<td>Sunday, December 17, 2017</td>
</tr>
<tr>
<td>GMAT Test</td>
<td>Taken not before 1st January, 2016 and not later than 30th November, 2017</td>
</tr>
<tr>
<td>Date of Personal Interview</td>
<td>Sunday, January 28, 2018 (tentative)</td>
</tr>
<tr>
<td>Commencement of the programme</td>
<td>First Week of April 2018</td>
</tr>
</tbody>
</table>

Eligibility

- The candidates must have 50% marks or equivalent CGPA in both X and XII.
- The candidate must have minimum 3 years Bachelor’s Degree, with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.
- A minimum of 5 years of post qualification executive work experience as on December 31, 2017.

Self Sponsored Candidates through CAT/ MDI Test/GMAT

Applicants are required to appear for either Common Admission Test (CAT-2017)/ MDI Test-2017/ GMAT. The Common Admission Test (CAT-2017) is conducted by the IIMs on Sunday, November 26, 2017. Applicants must refer to the CAT Advertisement for further details.

MDI Test 2017 will be conducted on Sunday, December 17, 2017 in Gurugram, Bangalore and Mumbai (all centres except Gurugram are tentative).

GMAT Test should be taken not before 1st January, 2016 and not later than 30th November, 2017

Selection Process

Applicants would be shortlisted on the basis of their CAT scores/ MDI test scores/GMAT scores. The candidates will be interviewed on Sunday, January 28, 2018 (tentative) at Gurugram, Bangalore and Mumbai (all centres except Gurugram are tentative).

Online Application

Applicants have to apply online by visiting MDI website https://www.mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration will be Open till Wednesday, December 6, 2017, 17:00 hrs. Candidates have to make an online payment of Rs.2596 (inclusive of 18% GST) using Credit/Debit card/Net Banking. After the payment has been made an
application receipt is generated, the candidates must take the printout of the application receipt and bring along with them at the time of their Personal Interviews. The candidate will not be allowed to appear in the Personal Interviews without submitting the application receipt duly signed.

NOTE: Applicants who wish to apply in more than one programme NMP and PGP-EM, can do so by filling a single application form. The preferences will be taken in the month of January 2018. Preference once filled will not be changed at any stage later.

Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (taken not before Sunday, 1st January, 2016 and not later than Thursday, 30th November, 2017). Applicants have to apply online by visiting MDI website https://wwwmdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration for Foreign/NRI/PIO Applicants will be Open till Wednesday, December 6, 2017, 17:00 hrs. Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants shortlisted on the basis of their GMAT score will be interviewed by MDI. Government Of India (GOI) rules will be followed related to admission of these categories of candidates. GOI guidelines will be applicable in determining the NRI status of applicants. Candidates have to make an online payment of Rs.8496 (inclusive of 18% GST) using Credit/Debit card/Net Banking.

Admission Offer

Successful candidates will be intimated of their final selection in second week of February 2018. The selected candidates must pay the first installment of fees by 4th week of February, 2018, failing which the offer for admission will be considered withdrawn without any further intimation and an offer will be made to the next candidate on the waiting list.

Fee and other Expenses for NMP and PGP-EM (2018-19)

<table>
<thead>
<tr>
<th>Part A – Domestic Component</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nomenclature of Fees</strong></td>
</tr>
<tr>
<td>Tuition Fees</td>
</tr>
<tr>
<td>Boarding Charges</td>
</tr>
<tr>
<td>Lodging Charges</td>
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<td>Alumni Fee</td>
</tr>
<tr>
<td>Security Deposit</td>
</tr>
<tr>
<td>Total</td>
</tr>
<tr>
<td>Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)</td>
</tr>
</tbody>
</table>

Schedule of Payments NMP/PGP-EM (2018–19)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb-18</td>
<td>75,000</td>
</tr>
<tr>
<td>Mar-18</td>
<td>3,48,050</td>
</tr>
<tr>
<td>Jun-18</td>
<td>3,64,650</td>
</tr>
<tr>
<td>Sep-18</td>
<td>3,64,650</td>
</tr>
<tr>
<td>Dec-18</td>
<td>3,64,650</td>
</tr>
<tr>
<td>Total</td>
<td>15,17,000</td>
</tr>
</tbody>
</table>

Part B – International Component 2018-19

Tuition fees for overseas Learning programme, boarding, lodging and incidental expenses for 2/3 weeks to be paid as per communication from Office. Airfare, Visa fees & Insurance charges will be paid on Actual basis.
At a time when the forces of technology and globalization are pushing societies to redefine their paradigms in all areas of critical concern, the field of public policy and governance has gained utmost importance. Recognizing the strategic significance of this field, MDI established The School of Public Policy & Governance in 2005. The Post Graduate Programme in Public Policy & Management (PGP-PPM) is the flagship initiative of the School.

PGP-PPM is an initiative to create a programme of excellence for practice, teaching & research in the field of public policy, governance and public management. The prospective participants are civil servants and public officials from central and state governments as well as participants from the development/policy sector. All the participants in the programme are key stakeholders in our mission to develop a professionally sound public policy and public service delivery which meets the needs of inclusive development by strengthening the learning and capacity building needs of officials / executives working in the field of public affairs and public service delivery.

PGP-PPM offers a unique integration of management concepts, tools and techniques with stress on public policy formulation, analysis and implementation, including the design and execution of delivery systems. It is a fifteen month programme designed in collaboration with Department of Personnel and Training, Government of India. Several Cadre Controlling Authorities (CCAs) of the Government of India regularly sponsor their service officers for this programme. In the past, participants have usually been from the three All India Services and Group A (Class–I), Central and State Services.

The first year of the programme is full-time residential and includes a 2 weeks term in an international public policy school with an objective to expose the participants to global governance perspectives and challenges. There is a provision for domestic attachment to organisations relevant for public policy profession. During the second year, participants would return to their respective work locations but would continue to work on a dissertation / policy paper on a topic of their interest having significance for public policy discourse. The Post Graduate Diploma in Management with specialization in Public Policy and Management will be granted only when the dissertation/ policy paper is approved by the evaluation committee.

Programme Learning Goals (LGs) and Learning Objectives (LOs):

LG1: Value Based Education
LO1. Be able to identify and describe issues (challenges/opportunities/concerns) relating to public value and ethics
LO2. Be able to analyze the impact of identified issues (related to public value and ethics) on stakeholders

LG2: Global Management Perspective
LO1. Be able to identify and describe global management issues related to policies, culture, cross border trade, competition, customer, suppliers, global markets, etc.
LO2. Be able to analyze impact of global management issues (as opposed to the domestic environment) and their impact on management decisions

LG3: Leadership Orientation
LO1. Be able to identify and describe leadership related issues and challenges in a difficult situation in policy domain
LO2. Be able to analyze the importance of key leadership traits in order to address the identified leadership related issues and challenges in policy domain
LG4: Evidence Based Policy Analysis
LO1. Be able to identify a public policy problem, and assess different policy alternatives
LO2. Be able to make evidence based policy choice, and plan the implementation process

LG5: Citizen Centricity
LO1. Be able to appreciate citizen’s engagement for effective policy
LO2. Be able to make policy choices responsive to citizen’s need, and suggest mechanisms for citizen’s engagement in policy implementation
LO3. Be able to develop strategy for engaging with citizens in policy making

Programme Design
PGP-PPM is designed to emphasize self-learning and collective deliberation. Some of the key features of this Programme are:
• Thrust on strategic thinking, global mind-set, sensitivity and innovation;
• Experiential learning through outdoor activities
• Interdisciplinary approach and learning
• Leveraging of personal and collective experience through reflection and dialogue
• Integration of global trends with local realities
• First hand experience of a global way of working through the foreign-study tour.
• In depth understanding and testing of ideas through an application oriented dissertation / policy paper
• Rural immersion for exposure to micro-realities

The Academic Schedule
• The PGP-PPM curriculum comprises of three components: the Course Work, an International Module and a Dissertation/policy Paper. During the Course Work, the participants will be expected to take a set of core and elective courses, which will be supplemented by Guest Lectures by practitioners. On successful completion of the courses, the participants will be exposed to an International Module and then they will work on a dissertation/policy paper during the last three months of the fifteen month period.
• The participants would be required to compulsorily stay on MDI campus during the course work. They would continue to work on their dissertation/policy paper after completing the course work and reporting to their respective organisations.
• The courses will provide a wide range of theoretical as well as application-based inputs on various aspects of managing public policy and public-systems including leadership, negotiation skills and ethics in governance.

Recognition
On successful completion of the programme requirements, a participant is awarded a Post-Graduate Diploma in Management, with specialization in Public Policy Management which has the approval of the All India Council for Technical Education, Government of India.

Admission Process
Important Dates: (Tentative)
Admission process for DoPT sponsored candidates:
Announcement by DoPT : Tuesday, October 3, 2017
Announcement by MDI : Friday, October 06, 2017
Last date for receipt of applications : End December
Date of Personal Interview : End January
Commencement of the programme : First/ Second week of April 2018

Eligibility Criteria
All India Services and Class I Service officers from Central and State Governments, sponsored by DoPT, Govt. of India.

For DoPT Sponsored candidates:
The programme is open to officers of All India Services, Central Services (organized, non-organized, technical and non-technical), faculty members of State ATIs and State Civil Service Officers subject to the following eligibility conditions:
Age: The officers should have at least three years remaining service after the completion of the programme.
Length of Service: Officers should have completed 5 years of Group A service as on commencement of the programme.
Earlier Training: The officer should not have undergone a training programme of 12 weeks or more duration in India during a period of five years preceding the date of commencement of the programme. The officer should not have undergone a programme of training abroad of more than two weeks in preceding two years, more than one month in preceding three years or more than six months in the preceding five years.
Venue: Management Development Institute, Gurugram.

How to apply
After announcement of 12th PGP-PPM by DoPT the application forms can be downloaded from MDI website www mdi.ac.in or the DoPT website and completed applications must be sent to:
Joint Secretary (Training)
Department of Personnel & Training
Government of India
Old JNU Campus
New Delhi 110067
with a copy to:
The Chairperson (Admissions)
Management Development Institute
Mehrauli Road, Sukhrali
Gurugram 122007, INDIA
Admission process for Self Sponsored candidates:

<table>
<thead>
<tr>
<th>Information Brochure along with Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form availability</td>
</tr>
<tr>
<td>Last Date of submission of Application Form at MDI</td>
</tr>
<tr>
<td>CAT Test Date</td>
</tr>
<tr>
<td>MDI Test Date</td>
</tr>
<tr>
<td>GMAT Test</td>
</tr>
<tr>
<td>Date of Personal Interview</td>
</tr>
<tr>
<td>Commencement of the programme</td>
</tr>
</tbody>
</table>

Eligibility
The candidates must have 50% marks or equivalent CGPA in both X and XII.

The candidate must have minimum 3 years Bachelor's Degree, with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.

A minimum of 5 years of post qualification executive work experience as on December 31, 2017.

Self Sponsored Candidates through CAT/ MDI Test/GMAT
Applicants are required to appear for either Common Admission Test (CAT-2017)/ MDI Test-2017/ GMAT. The Common Admission Test (CAT-2017) is conducted by the IIMs on Sunday, November 26, 2017. Applicants must refer to the CAT Advertisement for further details.

MDI Test 2017 will be conducted on Sunday, December 17, 2017 in Gurugram.

GMAT Test should be taken not before 1st January, 2016 and not later than 30th November, 2017

Selection Process
The shortlisted candidates will be called for Personal Interview at Gurugram (Date to be announced later)

Online Application
Applicants have to apply online by visiting MDI website https://www.mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. Online registration will be Open till Wednesday, December 6, 2017, 17:00 hrs. Candidates have to make an online payment of Rs 2596/- (incl. of 18% GST) using Credit/Debit card/Net Banking. After the payment has been made an application receipt is generated, the candidates must take the printout of the application receipt and bring along with them at the time of their Personal Interviews. The candidate will not be allowed to appear in the Personal Interviews without submitting the application receipt duly signed.

Fee and Other Expenses for Public Policy and Management*

<table>
<thead>
<tr>
<th>Nomenclature of Fees</th>
<th>PGP-PPM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition Fees</td>
<td>Rs 4,84,000</td>
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<tr>
<td>NGO attachment</td>
<td>Rs 49,910</td>
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<tr>
<td>Boarding Fees</td>
<td>Rs 81,000</td>
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<tr>
<td>Lodging Fees**</td>
<td>Rs 1,20,000</td>
</tr>
<tr>
<td>Reading Material Fees</td>
<td>Rs 46,200</td>
</tr>
<tr>
<td>Students Welfare Activities</td>
<td>Rs 21,450</td>
</tr>
<tr>
<td>Library Fees</td>
<td>Rs 29,700</td>
</tr>
<tr>
<td>Alumni Fees</td>
<td>Rs 13,200</td>
</tr>
<tr>
<td>Security Deposit</td>
<td>Rs 23,760</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>Rs 8,77,310</td>
</tr>
</tbody>
</table>

*Wherever MoUs are signed between MDI & sponsoring organizations, MoU fees shall be applicable.

** Few Studio apartments are also available for which Lodging Charges will be extra Rs. 6,000 p.m.

Note : The above fee does not include international immersion charges/fares/fees.

Schedule of Payments PGP-PPM 2018

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Installment</td>
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<td>2nd Installment</td>
<td>2,25,560</td>
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<td>3rd Installment</td>
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</tr>
<tr>
<td>4th Installment</td>
<td>2,88,375</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>8,77,310</td>
</tr>
</tbody>
</table>

Note: MDI reserves the right to increase the fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.
Post Graduate Programme in Management Part Time (PGPM-PT)

MDI’s Post Graduate Programme in Management (Part Time) is a rigorous, demanding and relevant programme for the working executives who have no prior exposure to formal management education. It attracts participants with “entrepreneurial orientation” from the corporate world in the National Capital Region. It is approved by AICTE, Government of India. It is also accredited by Association of MBAs (AMBA), UK.

Prof. A. K. Jain
Chairperson, Part Time – PGPM

The Programme is targeted at working executives and entrepreneurs who have not had an opportunity to get exposed to the latest managerial tools and techniques through formal in-class interaction. Apart from filling this gap, it also equips managers for assuming higher responsibilities and enables them to perform more efficiently and effectively in the context of the changed domestic and international business environment.

Programme Learning Goals (LGs)
- Value Based Education
- Global Perspective
- Entrepreneurial and Leadership Orientation
- Functional Competencies
- Action Centric Mindset

Programme Structure

Duration
Three-year (spread over nine terms) Post Graduate Programme in Management (Part Time) is at par with the regular PGPM programme in its coverage and rigour. Each year is split into four terms (of 3-months each). Each term is of 12-weeks duration which includes two weeks for examinations (mid-term & end-term). In order to provide flexibility to the students, they are permitted to drop a term(s) and may also opt to complete the programme on fast track basis in subject to prior intimation/ approval. However, they would be required to complete all the remaining courses/dissertation work within a maximum time limit of five years from the date of joining (subject to their having paid all the fee installments as applicable). In such cases, the fee payable subsequent to their re-joining/joining back will be that applicable to the batch with which they are joining the term. Re-registration fee will also be levied in such cases.

Pedagogy
The pedagogy is a balanced mix of lectures, group discussions, presentations, case analyses, simulation exercises, business games, field visits and project work. The primary emphasis would be on interactive and participative methods of learning. In line with the recent advances in training methodology, the programme also integrates the use of technology with the learning of basic principles in different functional areas of management. The participants get the opportunity of interacting with eminent academics, policy makers and industry leaders who delve into the current business and policy issues.

Course Work*
The programme comprises of 36 courses of thirty contact hours each, of which eighteen are core courses and eighteen are elective courses. The core courses are compulsory for all students. Students are required to complete 18 elective courses out of a larger list. The students are free to choose elective courses of their choice. The elective courses are offered in the following functional areas: Finance, Operations Management, Marketing, Information Management, HRM/ OB and Strategy.
The scheme of course work is as follows: in the first year (initial four terms) 16 core courses are offered, comprising of four core courses in each term, in the second year (fifth term only), there are two core courses and two electives. Electives start from fifth term onwards. From the second term of the second year (sixth term onwards) only elective courses are offered. During the ninth term of course work students work on the compulsory dissertation / project.

Specialization
In order to do specialization in a functional area, a minimum of five electives must be taken from that area. Dual specialization is also permitted; in which case additional minimum five electives must be chosen in the second area of specialization. Thus out of 18 elective courses, 10 must be from the two areas in which students wish to specialize. Remaining elective courses can be taken from any functional area or from the pool of stand-alone electives which may or may not have inter-linkages with other courses. If a student has not taken 5 or more elective courses in any functional area, he will not be considered as having specialized in any functional area and will be given a General Management specialization. The elective courses offered in a term shall be announced towards the end of the previous term to enable pre-registration for courses as also to decide which electives will be offered and which shall not be offered on account of inadequate number of students wanting to enroll/opt for the same.

Dissertation/ Project Work
In addition to core and elective courses, each student is required to complete dissertation/ project work, equivalent to two credit loads. In this dissertation he/she will address a clearly defined live problem of an organization/ business. Normally this dissertation/ project work requires one-term equivalent effort and can be started earliest in the ninth term. A faculty member from MDI will have to be chosen to provide guidance for the project work. Students also have to choose one guide from the industry for their project work. The students submit copies of their typed dissertation report and will defend their work before a panel of examiners.

The dissertation work is evaluated and the grade obtained is counted for the final CGPA.

Course Curriculum

Term–I
- Business Communication
- Management Accounting–I
- Managerial Economics
- Quantitative Methods in Management–I

Term–II
- Management Accounting–II
- Marketing Management
- Organization Behavior–I
- Quantitative Methods in Management–II

Term–III
- Financial Management
- Human Resource Management
- Management Information Systems
- Production & Operations Management

Term–IV
- Macro Economics
- Organization Behavior–II
- Research Methodology
- Strategic Management

Term–V
- International Business
- Legal Aspects of Business
- Electives (min 1 : max 3)

Term–VI
- Electives (min 3 : max 5)

Term–VII
- Electives (min 3 : max 5)

Term–VIII
- Electives (min 3 : max 5)

Term–IX
- Electives (min 3 : max 5)

Dissertation

Electives (Tentative)
(At least five electives need to be taken from a specialization stream to qualify for that specialization)

Business Communication
- Effective Communications through Theatre Techniques
- Negotiation skills
• Managing Image & Corporate Reputation

Marketing
• Advertising & Marketing Communications
• Consumer Behavior
• Customer Relationship Management
• International Marketing
• Rural Marketing
• Marketing of Services
• Sales & Distribution Management
• Strategic Brand Management
• Strategic Marketing Management

Strategic Management
• Corporate Governance
• Corporate Social Responsibility
• Entrepreneurship & New Venture Creation
• Innovation Strategy
• Mergers & Acquisitions
• Strategic Alliances and Joint Ventures
• Emerging Market Strategy
• Advance Competitive Strategy

Operations Management
• Management of Quality
• Operations Strategy
• Project Management
• Service Operations Management
• Supply Chain Management

Finance
• Financial Risk Management
• International Corporate Finance
• Investment Management
• Project Appraisal and Structured Finance
• Corporate Restructuring & Business Valuation
• Corporate Tax Planning
• Modelling and Forecasting of Energy and Financial Markets

HRM/Organizational Behavior
• Compensation Management
• Organization Transformation
• Performance Management
• Self Development and Interpersonal Relations
• Talent Management
• Team Building : Issues and Challenges
• Training & Development
• Management Consulting
• Negotiation Skills
• Coaching Counselling & Mentoring

Information Management
• Business Process Management
• Data Analytics

Customer Relationship Management
• Enterprise Systems
• Information Systems Analysis & Design
• Business Development in IT Industry
• Knowledge Management
• Management of IT Projects
• Strategic Management of IT
• IT & Governance
• E-commerce
• Big Data Application in Management
• Information Security Management

Economics
• Financing and Managing Infrastructure Development
• Application of Game Theory to Business
• Environmental Management and Green Accounting
• International Macroeconomics and Foreign Exchange Markets
• Economics of Emerging Markets
• Foreign Direct Investments
• Energy and carbon Markets

Public Policy
• Microfinance & Digital finance for Financial Inclusion: Customers, Models & Policy

Note: The above list is only tentative and not binding on the Institute. Actual offerings will depend on the number of students showing interest in a Course/Area. The Institute may also consider new electives according to latest development and availability of faculty to offer the same.

Class Schedule
In the first year (initial four terms) the classes are held on three days every week. These three days are Friday, Saturday and Sunday. Second year (fifth term onwards) classes are held throughout the week and for an individual the class schedule depends on the electives chosen by him/her. Classes are held in the evenings from 6.30 PM to 9.45 PM on weekdays, consisting of two sessions of 90 minutes each and from 10.00 AM to 1.15 PM and from 2.00 PM to 5.15 PM on Sundays, four sessions of 90 minutes duration; with a lunch break from 1.15 PM to 2.00 PM.

Diploma
On successful completion of the requirements of the programme, a student is awarded Post-Graduate Diploma in Management (Part Time), which has the approval of the All India Council for Technical Education (AICTE), Government of India. It is also accredited by Association of MBAs (AMBA), UK.

Executive Corporate Connect Cell
The purpose of this cell is to provide a platform to the participants to develop their network in various organizations in order to explore the opportunities for their personal and professional development.
Alumn's perception about the programme

The learning's from this Programme helped me to become a successful change agent in my organisation. I took a lot of innovative HR initiatives pertaining to Culture, Commitments and Competencies of organisation, which resulted in recognition by internal & external authorities.

(Prem Kohli, Corporate Head- Human Resources Luxottica Group - India)

I always look upon my association with MDI with a deep sense of pride and gratitude. The course, no doubt, is demanding in terms of time and effort but the rigour is meant to prepare the students to face the real world outside. My experience at MDI was quite enriching and fulfilling. The case study based education, in particular, helped us to develop a holistic view of the business. Today I can say this with a fair amount of confidence that MDI brought about a transformation in my approach from being tactical to being a strategic thinker. If I was to describe my learning from MDI in one sentence, I would say that MDI prepared us to think and act likes a business person.

(Mukund Trivedy, Head of Corporate Communications, SRF Group)

I am extremely thankful to MDI where I gained the knowledge and the skill set to understand and appreciate the various aspects of running a business entity. It changed the way I could evaluate and work on my career prospects, eventually brought in a holistic reform and fine betterment in my professional as well as personal life. MDI is one of the best thing that happened in my life.

(Gaurav Bahl, Founder - ROI, YKOPS, Ampersand, Imagine Foundation)

It’s a gem of a course for working executives. I came to study for this program because I needed to understand the intricacies about the business world that I couldn't learn in 12 years of consulting. This programme allowed me to learn new dimensions to understand business and there is no alternative to getting a new perspective. It's like getting new pair of eyes. I sincerely recommend doing this programme if MDI is in reach and you want to make a difference.

(Som Shekhar, Founder & Director, Prasora Private Limited)

“My journey with MDI has been a game changer. The perspectives which the course provided on the various facets of business helped me graduate from being a hardcore finance professional to general management. In my first interview 20 years back, I was asked a question- ‘What’s your career goal? and I said- To be a CEO of repute. MDI has contributed majorly in realising my dream.'

(Rakesh Bohra, Director, Urban Ecoinfra Pvt. Ltd, Gurugram)

MDI PGPM-PT program is excellent opportunity for Experienced Professional, like me, to 'fine tune' my Managerial & Leadership skills. Coming back to school after years in the corporate world, was not only ‘fun’ but also excellent learning experience. Apart from enhancing my Leadership Skills/ Traits, the PGPM-PT program help me learn about Management Best Practices, from my professors & batch mates, who were from reputed & diverse Management Schools & Corporations.

MDI has one of the best Faculty, Infrastructure & Environment, that helped me build confidence & become better Leader. . . . . . personally I cherished every day that I spent in MDI.

(Tej Nirmal Singh, Director Head - LAS, Ericsson India, GFB EShared Services Organization)

Consider myself fortunate to have gone through this intensive and rigorous course. It added immense value, widened perspectives and enabled better and more informed decision making. Thanks to the faculty and my batchmates, with whom I continue to have strong bonds, even after years.

(Rajesh Goel, Chairman and Managing Director -Hindustan Prefab Limited)

Academic Advisory Council of the Programme:

The programme consists of an academic advisory body that includes five CEO’s/Head’s and the Director, the Dean, Area Chairpersons, Alumni and participants. Currently the council has following members:

- Anurag Kaul (CEO, JK Insurance, NOIDA)
- Deepak Bahri (CEO, Sentiss Pharma, Gurugram)
- Sanjay Mehta (CEO, Teleperformance, Gurugram)
- Sumil Jain (CEO, Hero Future Energy)
- Manoj Kumar (CEO, GSK Healthcare)
- Sanjay Vidyarthi (MD, iQor India)
- Rajesh Goel (Chairman & MD, Hindustan Prefab Ltd.)

The focus of this council is in the following areas.

- Reviewing the course curriculum
- Offering new electives based on industry needs
- Organizing conferences and workshop
- CEO’s meetings
- Sports/cultural events

Students’ Activities:

- Sports Days on National Holidays (26th Jan, 15th Aug and 2nd October)
- Annual Get-together for Alumni & Current students
- Celebrations of festivals (New Year, Holi, Diwali, and Teacher’s Day)
- Start up Conclave and Workshops on entrepreneurship development
Admission Process for PGPM (Part Time)

Managers/Executives of Private, Public, and Government Undertakings and State and Central Government Departments are eligible to apply. Entrepreneurs from family businesses are also eligible to apply.

Eligibility
An applicant should have:
- A minimum of 3-year Bachelor's Degree or equivalent in any discipline recognized by the Association of Indian Universities/AICTE,
- A minimum of 50% marks in 10th, 12th, and Bachelor's Degree or equivalent CGPA, and
- A minimum of 2 years of post qualification executive work experience (excluding stipendiary/training period) as on 31 March 2018 for April 2018 Batch and 30th September, 2018 for October 2018 Batch.

Selection Process
The selection would be based on a written test conducted by MDI in MDI Campus, Gurugram. Successful candidates will be called for Interview to MDI Campus, Gurugram. The Post Graduate Programme in Management (Part-time) is currently offered twice a year (viz. April and October).

Sponsorship
The programme would admit both organization-sponsored as well as self-sponsored candidates. A sponsorship letter from the organization would be required in the case of organization-sponsored candidates. A no objection letter from the organization will be required from self-sponsored candidates.

Important Dates for Admissions to the PGPM (Part-Time) Programme

<table>
<thead>
<tr>
<th>For April 2018 Admission</th>
<th>Online Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDI Information Brochure along with Application Form available from Monday, December 04, 2017 to Thursday, February 15, 2018</td>
<td>Applicants have to apply online by visiting MDI website <a href="https://www.mdi.ac.in">https://www.mdi.ac.in</a>. Online registration will be open from Monday, December 04, 2017 to Thursday, February 15, 2018 for April 2018 batch and from Friday, June 01, 2018 to Friday, August 24, 2018 for October 2018 batch. Candidates have to make an online payment of Rs.2596 (inclusive of 18% GST) using Credit/Debit card/Net Banking.</td>
</tr>
<tr>
<td>Last Date of submission of Application Form at MDI Thursday, February 15, 2018</td>
<td></td>
</tr>
<tr>
<td>MDI Entrance Test &amp; Personal Interview Sunday, February 24, 2018</td>
<td></td>
</tr>
<tr>
<td>Induction Programme Sunday, April 09, 2018</td>
<td></td>
</tr>
<tr>
<td>Class Commencement Friday, March 31, 2018</td>
<td></td>
</tr>
<tr>
<td>Weekly Class days during First Year Friday, Saturday, Sunday</td>
<td></td>
</tr>
</tbody>
</table>

Entrance Test & Personal Interview
The candidates will have to appear for a written test & Personal Interview to be conducted by MDI in its Gurugram Campus. This test is on similar lines/of the same pattern as the Common Admission Test (CAT). The tentative dates for the Entrance (written) Examination & Personal Interview are February 25, 2018 (Sunday) for April 2017 Batch and September 2, 2018 (Sunday) for the October 2018 Batch.

Admission Offer
Successful candidates will be intimated of their final selection individually and through our website. The selected candidates will have to pay the first instalment of fee by the given deadline, failing which their offer of admission would be forfeited, without any further intimation.

Session Commencement Date
The classes will start from, March 31, 2018 (Friday) for April Batch and September 29, 2018 (Friday) for the October Batch. The classes will be held from 6.30PM to 9.45PM on Fridays and Saturdays and 10:00 am to 5:15pm on Sundays for the first year. Thereafter the classes will be held as per their selection of electives. An Induction Programme will be held on April 09, 2018 (Sunday) at MDI Campus for the April Batch and on October 08, 2018 (Sunday) for the October Batch.
### Nomenclature of Fees

<table>
<thead>
<tr>
<th></th>
<th>1st Year</th>
<th>2nd Year</th>
<th>3rd Year</th>
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<tbody>
<tr>
<td>Tuition Fees</td>
<td>Rs 2,20,000</td>
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<td>Boarding Charges</td>
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<td>Lodging Charges</td>
<td>NA</td>
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<tr>
<td>Reading Material Fees</td>
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<td>Students Welfare Activities</td>
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<td>Library Fee</td>
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<td>Alumni Fee</td>
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<tr>
<td>Security Deposit</td>
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<tr>
<td>Total</td>
<td>Rs 2,99,000</td>
<td>Rs 3,03,000</td>
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<td>Grand Total (3 Years)</td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)

|                          | US $ 14,500 | US $ 14,500 | US $ 16,500 |

### Schedule of Payments PGPM (Part Time) - 2018 (April)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
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<td>Sep-18</td>
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<td>Mar-19</td>
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<tr>
<td>Sep-19</td>
<td>147,500</td>
</tr>
<tr>
<td>Mar-20</td>
<td>171,600</td>
</tr>
<tr>
<td>Sep-20</td>
<td>163,600</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>937,200</strong></td>
</tr>
</tbody>
</table>

### Schedule of Payments PGPM (Part Time) - 2018 (October)

<table>
<thead>
<tr>
<th>Installments</th>
<th>Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep-18</td>
<td>167,500</td>
</tr>
<tr>
<td>Mar-19</td>
<td>131,500</td>
</tr>
<tr>
<td>Sep-19</td>
<td>155,500</td>
</tr>
<tr>
<td>Mar-20</td>
<td>147,500</td>
</tr>
<tr>
<td>Sep-20</td>
<td>171,600</td>
</tr>
<tr>
<td>Dec-20</td>
<td>163,600</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>937,200</strong></td>
</tr>
</tbody>
</table>

**Note:** MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.
MDI takes pride in its fellow programmes, the Fellow Programme in Management (FPM) encourages rigorous interdisciplinary research in contemporary areas of management.

Prof. Radha R. Sharma
Dean, FPM

Fellow Programme in Management:
The Fellow Programme in Management was started with the objective of developing outstanding scholars for careers in teaching and research at leading business schools and management departments of universities. To accomplish this, the programme provides scholars with scholarly knowledge and research skills that help them become specialized researchers, with adequate depth of knowledge in various knowledge domains of management.

Programme Overview:
The FPM programme is largely residential in nature and would take approximately three to four years to complete. During this period, the scholar undergoes the course work, and submits a thesis at the end of the programme. The thesis should make a significant theoretical and practical contribution to the discipline of management or to one of its source disciplines.

The FPM programme consists of two phases. The first phase of the programme involves course work, followed by a Comprehensive Examination. The second phase requires scholars to work on their thesis, which involves the preparation of a thesis proposal, writing of
the thesis, and finally an examination based on this thesis.

Course Work

1. Courses from the Post-Graduate Programme in Management
This component of the course work aims at providing inputs in various areas of management, which the student might have missed (or might not have covered to a sufficient level of detail) in his/her Master’s level qualification. The student is required to take First Year courses of the Post-Graduate Program in Management (PGPM). These courses are approximately of three months duration. Completion requirement is similar to Post Graduate Programme in Management (PGPM). Only after completion of PGPM level course work, the research student can start with FPM level course work.

Scholars who already hold an MBA degree are exempted from this course work requirement.

2. Fellow-level courses
The course work constitutes three levels:
(a) Core Courses
(b) Area Core
(c) Electives

(a) Core Courses:
These courses are aimed at providing basic knowledge and skills that FPM scholars require for their role as researchers. For this role, the scholar must be familiar with conducting research in emerging issues of management, using the latest methodologies/softwares/research tools. To accomplish this, the scholar is required to take the following core courses:
1. Research Method I (Qualitative)
2. Research Method II (Quantitative)
3. Case Writing
4. Crafting Research Output/ Course of Independent Study

(b) Area Core Courses:
These courses are designed to provide the scholars in-depth subject knowledge in the broad area of his/her specialization. These constitute 2 core courses in the domain of specialization.

(c) Electives:
Fellow Programme level electives are designed to give scholars a meaningful exposure to contemporary issues. FPM scholars are required to take such electives from their own domain of specialization as well as from other areas subject to their relevance for the proposed thesis work.

Comprehensive Assessment
On completion of all requirements of course work, scholars need to go through a comprehensive assessment based on the FPM courses taken by them, through a written and oral examination.

Thesis Work

1. Thesis Proposal: The scholar’s research work would start with the identification of a thesis topic (usually based on guidance/advice of faculty members), and getting a Thesis Committee constituted for supervision of the research to be done. The Thesis Committee is a three members committee consisting of a Chair, one member from the allied areas within MDI and one external member from reputed overseas university. The student is required to work with this committee to develop a research design, leading to the development of a thesis proposal. He/she will then be required to deliver an open seminar on the thesis proposal to the MDI academic community. In case modifications to the proposal are suggested, the scholar has to carry out the modifications and a revised proposal has to be presented within a given time frame. Once the proposal is approved, the scholar may proceed with the research work towards his/her thesis.

2. Presentations: The scholar is further required to make two presentations on his/her progress – every three months – where the faculty community and fellow scholars give feedback and suggestions for improvement. The feedback given has to be incorporated within the given time frame. The scholar has to submit the progress report with necessary documents and proof of evidence of progress achieved to the thesis committee members, with a copy to the FPM office.

3. Thesis Writing: Work on the thesis represents the phase of the Fellow Programme. The thesis work of the scholar, in consultation with the Thesis Advisory Committee, is expected to provide some original contribution to knowledge on the subject using a robust research design and methodology and should provide evidence of new knowledge.

4. Thesis examination: Once the Thesis Committee has approved the thesis, the Dean / Chair (FPM/EFPM) would appoint a Thesis Examination Committee consisting of the TAC Chair and two external examiners, of which one can be from a reputed institution abroad. This Committee would examine the thesis and then subject the candidate to an exhaustive and rigorous viva voce examination based on the thesis. Based on the comments of the examiners and the oral examination, the thesis may be either accepted as it is or accepted after modifications, or rejected. At all the stages the work of the scholar is subjected to an anti-plagiarism check.

5. Publication Requirement: The Research undertaken by an
FPM scholar is expected to provide sufficient basis for writing papers in refereed academic journals. One of the objectives of the Fellow Programme is to prepare scholars for academic work and research. Hence the final requirement for qualifying for the title of Fellow is to have at least two papers in reputed peer reviewed International journals in well known classification lists like Thomson Reuters / Harzing / ABDC etc. Out of the two papers, one may be a management case published in Richard Ivey Case publishing / Harvard Business School Publishing / ACRC etc. The scholar should be either single author or the first author for this purpose. The scholar has to be aware of the anti plagiarism clause, and may submit the teaching case with teaching notes to one of the abovementioned case collections at one point of time.

6. **Requirement for Research / Teaching Assistantship:**
Since the purpose of the FPM Programme is to rigorously prepare scholars for outstanding careers in teaching/ research, there is a need to build collaborative research / teaching skills. Therefore, each scholar is required to work with a faculty member as a 'research assistant' and document the outcome of this collaborative work as a research paper/ report. Besides, a research scholar also expected to work with a faculty member as a 'teaching assistant' supporting the faculty in teaching which may include teaching, lecturing / case material preparation, course design, curriculum design, grading, etc. FPM scholars are expected to work up to 40 hours as research / teaching assistant.

**Programme Learning Goals (LGs) and Learning Objectives (LOs)**

**LG1: Knowledge Creation**

- LO1. Be able to publish in PRJ
- LO2. Be able to articulate the business decision dilemma as business case studies

**LG2: Research Competencies**

- LO1. Be able to define the research problem (Identify the symptoms of the problem, define the research statement, review the relevant literature with adequate citations and referencing, identify the research gap, and state the objectives, and describe the hypothesis).
- LO2. Be able to apply appropriate research methodology (suggest and apply appropriate research methodology including design and selection of appropriate data collection instruments, conduct the data collection with a valid research instruments, and analyze the data in the context of the research problem towards achieving the defined objectives).
- LO3. Be able to conclude and interpret the research findings, clearly state the limitations of the research, and describe the future scope of research.

**LG3: Teaching Ability**

- LO1: Be able to demonstrate the classroom management (board management, handle Q&A, eye to eye contact, body language, fluent public speaking communication, effective facilitator, etc.)
- LO2: Be able to connect the theory with the practice and demonstrate thorough knowledge of the tools, techniques, frameworks of the subject.

**Award of the Title of Fellow**

A scholar must complete the following requirements to qualify for the award of the title of Fellow:

1. successfully complete the FPM course-work
2. successfully complete the comprehensive exam
3. successfully complete the thesis work
4. complete the publication requirement
5. complete the research / teaching assistantship requirement

In addition, the scholar must obtain clearance from various functionaries of the Institute as per guidelines.

On qualifying for the award of the title, scholars receive the title of “Fellow of the Management” at the Institute’s Annual Convocation.

**Duration of the Programme**

The programme should be completed within three years from the date of registration (four years for students registered to do PGPM coursework).
Financial Support
MDI provides one of the best financial stipends for FPM scholars. Apart from the stipend, the Institute may provide accommodation on a chargeable basis (limited accommodation, is reserved for the FPM scholars). There is also a contingency grant given to the scholars for stationary etc.

Support for Attending Conferences
Scholars are encouraged to take part in conferences organized by institutions/associations of repute. The institute supports the scholar(s) to attend up to two conferences held within India. Substantial support is offered for participation in one International conference outside India during the first three years of the FPM program, subject to the scholar clearing his/her thesis research proposal stage.

Knowledge Domains for the FPM Programme

Business Communication
- Organizational Communication
- Cross-cultural Communication
- Leadership Communication
- Computer Mediated Communication

Economics
- Advanced Macro Economics
- Advanced Micro Economics
- Basic Econometrics
- Advanced Econometrics
- Money, Market and Banking

Finance
- Advanced Accounting and Control
- Advanced Corporate Finance
- Strategic Financial Management
- Behavioural Finance

Human Behavior & Organizational Development
- Advances in Micro OB
- Advances in Organizational Design and Change
- Psychological Testing & Case Study Research
- Personality Theories: Implications at the work place
- Leadership for Innovation & Change
- Spirituality & Human Behavior
- Research on Creativity and Innovation in Organizations
- Qualitative and Case Study Research

Human Resource Management (HRM)
- Strategic HRM: Advances in Research
- Talent Management
- Performance Management Systems
- Multivariate Data Analysis through Structural Equation Modelling

Information Management
- Information Systems-I
- Information Systems-II
- Information Security Planning and Management
- Digital Innovation Strategy
- Business Agility and IT Strategy

Marketing
- Advances in Marketing Management
- Marketing Models
- Marketing Theory & Contemporary Issues
- Theories and Research in Consumer Behavior
- Measurement in Marketing

Operations Management
- Models & Methods in Management Science
- Strategic Operations Management
- Emerging Trends in Manufacturing Operations
- Supply Chain Management

Strategic Management
- Organization & Strategy
- Global Strategy
- Strategy in India
- Strategy in Emerging Markets.
- Entrepreneurship
- Innovation Strategy
- Strategic Alliances and Joint ventures

Public Policy & Governance
- Public Management and Policy Processes
- State and Civil Society
- Public Policy Implementation
- Natural Resource Management for Sustainable Development
- Social Entrepreneurship
- Institutions and Development
- Partnership for Inclusive Growth
Admission Process for Fellow Programme in Management (FPM)

* The programme will be on offer subject to the AICTE Approval 2018-19.

**FPM (Full Time) Programmes**

MDI is looking for candidates with a consistently good academic record, professional accomplishments and a strong desire to contribute to knowledge creation and dissemination in the field of management.

**Eligibility Criteria**

- A master’s degree in any discipline with at least 60% marks or equivalent grade point average recognized by AICTE /AIU with a Bachelor’s degree / equivalent qualification after completing higher secondary schooling (10+2)

  OR

- Five year integrated Masters Degree Programme in any discipline with at least 60% marks, obtained after completing higher secondary schooling (10+2)

  OR

- B.Tech (4 years/8 Semesters) / MBBS / CA / CS / ICWA with at least 60% marks or equivalent grade point average and minimum two years post qualification industry experience in the managerial cadre.

Those appearing for their final examinations in the respective disciplines can also apply. Candidates have to complete the requirement for the course before June 30, 2018 and produce original certificate /mark sheets by September 30, 2018 failing which they may be asked to withdraw from the programme.

**Selection Process**

Candidates are required to take Standard Tests like CAT/GMAT/ GRE/ UGC-JRF. Candidates must have taken the above mentioned tests during January 01, 2016 –December 31, 2017. The shortlisted candidates will be called for the interview in April/May 2018 to MDI Campus, Gurugram.

**Note:** For full-time two-year PGP alumni from MDI, IIMs & XLRI standard test scores may be waived.

**Online Application**

Applicants have to apply online by visiting MDI website https://www.mdi.ac.in. They can click on the programme they wish to apply for and follow the instructions given on the website. The date of opening of online registration will be intimated later. Candidates have to make an online payment of Rs.2596 (inclusive of 18% GST) using Credit/Debit card/Net Banking.

The Institute usually provides furnished studio apartments for all FPM students both married/single on payment basis. In case there is a shortage of accommodation, and if the institute is unable to provide alternative accommodation arrangements, students may be permitted to make their own arrangements and reside outside the Campus.

**Fee and Other Expenses for FPM (Full Time)**

<table>
<thead>
<tr>
<th>Nomenclature of Fees</th>
<th>FPM (Annual)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition Fees</td>
<td>Rs 1,26,500</td>
</tr>
<tr>
<td>Boarding Charges</td>
<td>On actual basis</td>
</tr>
<tr>
<td>Lodging Charges**</td>
<td>Rs 66,000 per student on double occupancy</td>
</tr>
<tr>
<td>Reading Material Fees</td>
<td>Rs 19,800</td>
</tr>
<tr>
<td>Students Welfare Activities</td>
<td>Rs 18,700</td>
</tr>
<tr>
<td>Library Fee</td>
<td>Rs 25,850 with 10% hike annually</td>
</tr>
<tr>
<td>Alumni Fee (One Time)</td>
<td>Rs 8,800</td>
</tr>
<tr>
<td>Security Deposit (One Time)</td>
<td>Rs 22,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>Rs 2,87,650</strong></td>
</tr>
</tbody>
</table>

* Subject to availability

**Note:** The Institute reserves the right to charge any other fees from the students or increase the above fees if considered necessary. Due notice would be given, while making such changes.
Research is an important constituent of MDI’s vision and mission. Consequently, MDI expects its entire academic community to be research active and to carry out research work of a consistently higher international standard that can contribute to the national goals of innovation, socio-economic development and environmental sustainability.

Research involves three essential components for its sustained growth: research projects, research management, and research outcomes. MDI supports all the three components. Furthermore, research can be undertaken directly by one or more faculty members, or through Centres of Excellence, which are independent entities within MDI that carry out research through their members.

Research Publication

Faculty members at MDI engage in basic, applied and action-centric research whereby organizational problems are solved with academic rigor. Many faculty members have maintained their focus of research on certain key areas and have established their expertise and credibility nationally and internationally. MDI encourages its faculty and doctoral students to publish their papers in quality journals classified as Class A, B & C based on ISI Thomson Scientifics’ Journal Impact Factor.

Case Publication

MDI has MOUs with Asia Case Research Centre (ACRC) Hong Kong to promote India Business series and with Richard Ivey School of Business (Ivey Publishing), Canada for case development, publication and distribution. MDI faculty and doctoral students have been publishing their cases with Ivey Publication as well as in ACRC and the cases are being distributed through Harvard Publishing.

Research Projects

Faculty members at MDI are involved in action-centric research and encourage to carry our research project funded by external agencies. Broadly, the research projects are funded as follows:

- Seed or development research funded internally by MDI: MDI provides financial support to faculty members to take up research in a new area that can be a potential basis for externally funded projects or the basis for further in-depth investigation and analysis.
- Research externally funded by National Organizations / Institutions: The research project which are funded externally by Government, public, private, national agencies and autonomous bodies. Such projects are also commonly referred to be as ‘funded projects’.
- Research externally funded by International Organizations / Institutions: The research project which are funded externally by international agencies such as European Union, World Bank, World Health Organisation, United Nations etc. Such projects are also commonly referred to be as ‘funded projects’.

Research Conferences and Workshops

MDI faculty members are collaborating with leading institutions and societies for organizing international conferences, workshops and seminars which turn out to be means of producing high quality publications such as books and research articles and research reports.

Research Week

MDI organises research week, attended by faculty and doctoral
students from India and abroad. The activities in the research week includes case writing workshop, research seminar, paper presentation, panel discussion etc.

**Centres of Excellence and Multi-Disciplinary Research**

A Centre of Excellence (CoE) is generally a physical or virtual centre of research which focuses on existing capability and resources to enable researchers to collaborate across disciplines and institutions on projects that are locally relevant and internationally challenging in order to enhance the pursuit of research excellence and capacity development. In the context of MDI, Centres of Excellence are consortia of MDI academics, industry experts and member companies that advance knowledge and industry practices in an 'areas of expertise'. Winning companies and their leaders often report that part of their success comes from shaping and expanding their expertise and insight by learning, sharing and engaging with others. These centres foster and support that spirit of knowledge creation, insight and implementation. The defining feature of 'expertise area' and a CoE in the area is: (a) the collaboration between / among a number of experts within or outside MDI such that a distinct 'expertise' is clearly present. This is achieved by sharing of knowledge and other resources not normally available for each business school; (b) the existence of (or the potential for) maintaining sustained programmes in the area, which are characterized by excellence in publication and in advancing industry practices.

MDI faculty members across various functional areas are actively engaged in research on a number of subjects closely aligned with their areas of teaching, training and consulting. Apart from functional areas, MDI encourages the development of Centres of Excellence so that they can become a focal point of MDI’s research effort and promotion. This is because establishing Centers of Excellence:

- Promotes multi-disciplinary academic as well as practice-oriented research and encourages the formation of strong research groups;
- Recognizes true excellence in research, having high impact on various stakeholders;
- Supports research in broad fields that MDI identifies as priority themes

At present there are the following five Centres of Excellence at MDI presented in alphabetical order:

1. **Centre for Entrepreneurship (CFE)**
   **Coordinator: Prof. Nakul Gupta**
   The center for entrepreneurship was established to make visible contribution in the field of entrepreneurship for the startup business venture. The center aims to serve as a platform for the professionals, students, potential entrepreneurs and family members towards establishing a business, how it can sustain, solve and manage the situational problems in the most dynamic nature of markets and environment to make the venture an advantageous source and means of business.

   **Objectives of the Centre:**
   - A variety of services, on a non-profit basis, to encourage, plan for, and link up
   - Entrepreneurs, firms, and organizations in India and abroad
   - Facilities and networking to entrepreneurs under an ‘Outreach Program’
   - Training to students aspiring to be entrepreneurs
   - Services and training that may facilitate entrepreneurs to operate in emerging areas
   - Platform for various national international centers.

   ![Prof. Rajesh K. Singh](image.png)
   **Chairperson, Research**

   ![Prof. S. Veena Iyer](image.png)
   **Coordinator, AACS & AOL**
2. Centre for Financial Inclusion
Chair: Prof. Alok Misra
The Centre undertakes research and publications in the field of Financial inclusion and offers courses on Regulation, policy and practice in Financial Sector, Microfinance and Digital Finance. It published Responsible Finance India, 2016 Report which was released by CMD, NABARD and MD, SBI at Inclusive Finance Summit on 5th December, 2016.

The Centre also organises seminars. A Seminar on Prime Minister Jan Dhan Yojana (PMJDY) on July 14, 2017 at MDI. The speaker was Dr. Alok Pande, Additional Mission Director- PMJDY, Ministry of Finance. A Seminar by Mr. Vijay Mahajan, Founder and Chairman of the BASIX Group.

3. Centre for Excellence in Information Management (CEXIM)
Chair: Prof. Sangeeta Bharadwaj
This Centre has been created in response to the growing need for bringing technological awareness to Indian business and industry as well as building expertise in managing and using information and knowledge for achieving business excellence. The major competence domain of the Centre is in enterprise systems, business process management, e-government and business process and IT outsourcing. The Centre is a ‘competency centre’ on ERP systems, as the faculty with the Centre is certified consultant on the two ERP packages and IFS.

• Bringing technological awareness to Indian business and industry
• Building expertise in managing and using information and knowledge in order to achieve business excellence.
• Contributing in the major competence domain like enterprise systems, business process management, e-government and business process and IT outsourcing.
• Contributing towards implementation and usage of ERP systems

4. Centre for Positive Scholarship for Organizational Sustainability
Chair: Prof. Radha R. Sharma
The changing business environment, economic uncertainties and economic meltdown have brought about plethora of unprecedented challenges before industry and organisations across the globe in recent years affecting individual well-being and organisational sustainability and virtuousness. This has provided impetus to establish a Centre for Positive Scholarship for Organisational Sustainability. Research work of the centre has been acknowledged by United Nations’ PRME initiative, International Consortium for Research on Emotional Intelligence in Organisations, USA; Humanistic Management Network and a project supported by World Health Organisation and Ministry of Health.

The centre focuses on unexplored and under researched fields of
positive scholarship, humanistic management, spirituality and well-being, and responsible management. The goals of the center are i) Knowledge Generation through research, ii) Knowledge Dissemination teaching and publication and iii) Knowledge Utilization through management development and consulting.

Objectives of the Centre

- To conduct research on emerging areas of positive scholarship, sustainability and related themes
- To develop awareness through participation in seminars / symposia / conferences
- To disseminate research findings through journal papers / books / book chapters / case studies on the themes
- To design and deliver management development programmes / workshops
- To collaborate on knowledge generation, dissemination and promotion of positive scholarship and responsible management nationally and internationally.

5. Centre for Responsible Business (CRB)
Chair: Prof. S. K. Tapasvi
Concern for social responsibility of corporations has grown during last two decades. The issues related to responsible business are commonplace in the business press and a significant body of academic literature has developed around these issues. These areas of inquiry have attracted the attention of global scholarship in business schools across the world with a challenge to devise effective business practices leading to good corporate citizenship in rapidly transforming business landscape around the world. However, there is very scant theoretical attention paid to understanding why or why not corporations act in socially responsible ways. In fact, much of the literature on social responsibility has been more descriptive and normative in emphasis rather than based on sound theoretical and empirical research.

Objectives of the Centre:

- To carry out research on responsible business practices in corporate and state-owned enterprises;
- To examine the corporate philanthropic practices in the family-owned businesses in large, medium, small and micro enterprises;
- To study the role of strategic governance in promoting responsible business practices;
- To design and deliver training programmes for corporate clients on responsible business practices and global standards;
- To develop cases on issues related to corporate governance and social responsibility in emerging economies.

Vision: The Journal of Business Perspective
Vision-The Journal of Business Perspective is a quarterly peer-reviewed
The journal of the Management Development Institute, Gurugram, India published by SAGE Publications. The editorial board of the journal consists of eminent scholars from various reputed Indian and Foreign institutions. The Institute is committed towards developing a culture of research and publication and performs a leading role in India by publishing a peer reviewed journal, Vision: The Journal of Business Perspective. This journal is a scholastic platform for sharing of ideas, developing the culture of academic & industrial research and beginning the trend of debates through publishing articles of varied genre in one go.

**VISION is indexed in the following databases:**
- DeepDyve
- EBSCO
- Global Institute for Scientific Information
- Indian Citation Index (ICI)
- J-Gate
- OCLC
- Proquest: Business Premium Collection
- Proquest: Central
- Scopus

- The journal is subscribed by renowned Management Institutes around the world besides being admired and respected by an array of Indian institutes and educational institutions.
- As the journal covers a wide range of topics, it is gaining popularity in the corporate world as well.
- VISION has got registered for Scopus evaluation. Scopus is a bibliographic database containing abstracts and citations for academic journal articles covering nearly 22,000 titles from over 5,000 publishers, of which 20,000 are peer-reviewed journals. It is the largest abstract and citation database of peer — reviewed literature to track and analyze research.

**Working Paper Series**

In the past, MDI had launched working paper series. These preliminary research papers are available for further discussion among the faculty members, doctoral students, scholars of the specific academic areas and other participants of various programmes. This gives an opportunity to the researchers and the academic fraternity to provide valuable feedback and continue research on specific areas of business and management.

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**Organizations**

- Africa
- Asia
- Australasia
- Eastern Europe
- Middle East
- North America
- South America
- United Kingdom
- United States
- Western Europe
Management Development Programmes

Business organisations in today’s world are competing in an extremely dynamic and complex environment. There is a critical need for continuous upgradation of individual and organizational capabilities in order to successfully meet the challenges in internal and external business environment.

MDI is a pioneer in continuing education in India. The programmes are designed with careful planning and substantial research. These programmes help executives broaden their understanding and improve their skills to face challenges at higher positions. MDI has alliances with international business schools, industry and individual experts to offer joint programmes to address the diverse needs in continuing education.

Open Programmes

MDI has been a leader in providing working executives with learning opportunities through its wide range of Open MDPs. The Open MDPs are programmes offered to Executives of different companies, both public and private. The programmes are carefully designed on topical themes to create value for participants from diverse backgrounds.

An Overview of the Important Programmes Conducted In 2016-17

Some of the important programmes held during the year are given in the following paragraphs, which would reveal the diversity and the depth of the various programmes.

(a) Advanced Management Programme [AMP]

The Advanced Management Programme [AMP] was launched in 1996 for the corporate leaders and top level executives holding board or just-below the board level positions. The Programme aimed at broadening their understanding of not only the national but also the global business scenario and to make them more responsive to competitive management strategies and transformational leadership.

The 21st programme was conducted during 22nd August to 18th September, 2016 in association with the ESCP-Europe Business School, Paris (France), ESCP Europe Business School, Torino (Italy), SDA Bocconi School of Management, Milano (Italy), Vienna University of Economics and Business, Vienna (Austria). The first two weeks schedule provided an opportunity to the participants for academic reflection, introspection and learning at the MDI Campus, followed by two-week Overseas Learning Programme. The programme was conducted with 31 participants.

(b) Finance for Non-Finance Executives

Three programmes on Finance for Non-Finance Executives were organized during 11-15 April, 2016, 13 - 17 June, 2016 & the last one held during 19 -23 September, 2016 for the middle level managers to give an exposure to finance and also enhance the profile of the operating managers. The programme aimed to meet the requirements
of operating managers in different functional areas to be well versed with the introductory nuances of finance. 31 participants attended in all the three programmes from various public sector and private sector organizations in India.

(c) Managerial Effectiveness
Four programmes were held during July 11-13, 2016, August 4-6 & 8-10, 2016 & February 6-8, 2017. The programmes aimed to provide an opportunity to the participants to know about multiple perspectives of emotional intelligence and its role in personal and managerial effectiveness and effective stress management and to orient the participants with personal and social competencies of emotional intelligence through experiential learning sessions. The participants had also got opportunity to map emotional intelligence competencies and develop an action plan and role of emotional intelligence in reducing toxicity and enhancing organizational productivity and effectiveness. 76 participants in all programmes from Indian public and private sector organizations attended the programmes.

(d) Negotiation Strategies: A WIN-WIN Approach
One programme was organized during January 16-18, 2017 for senior and middle level executives in sales, marketing, HR and other functional areas for general management. The objective of the programme were to help participants to equip with strategies, tactics and techniques of planning, conducting, analyzing business negotiations and develop a holistic approach to negotiations. 18 participants attended the programme from various organizations.

(e) Conflict Management & Negotiation Skills
The programme was organized during November 2-4, 2016 for junior and middle level executives in various functional areas of management and for leaders in different kinds of organizations like Police, PSUs, NGOs etc. The objective of the programme were to impart conflict management and negotiation skills to the participants so that they become more functional in their roles in general and in business negotiations in particular. 12 participants attended the programme.

(f) The Art of Successful Leadership & Management
The programme was organized during November 21-23, 2016 for Managers and Executives at all the levels in Private Sector Companies, Public Sector Units, Central and State Government and Multi National Companies etc. The Objective of the Programme were Personality Rehabilitation, comprehend the art of micro and macro managing, Understanding spiritual intelligence, Understanding of subjective management which leads to proper/ improper operational management, to make the individual/manager understand holistically to gain the greatest comprehensions within the limitations of individual’s/manager’s own psychological prowess and to inculcate the passion to love one’s work. 10 participants attended the programme.

(g) Transforming Organizations through Proactive People Management
The programme was designed and organized during December 15-17, 2016 for the senior and middle-level line managers, functional executives, HR managers, and department and section heads from Private, Public and Multi National Companies (MNCs) that are concerned about developing and implementing effective people policies. The Objective of the Programme were to understand the Changing business complexities in the era of globalization, transformational change dynamics, Strategic people issues for promoting exponential performance, Organization Design considerations for enhancing organizational excellence, Managing collective emotions for organizational turnaround, Promoting psychological contract through employee engagement culture and Continuing transformational paradigm through learning organization. 12 participants attended the programme.

(h) Developing Managerial Communication Competencies
The programme was organized during December 12-16, 2016 for the executives at all levels in organizations such as government, public and private sectors, MNCs and NGOs etc. The Objective of the Programme were to facilitate managers to identify managerial competencies, Developing competencies of a higher order as it will add to their effectiveness and thereby contribute more towards their organizations. 12 participants attended the programme.

(i) Effective Communication for Managers & Leaders
The programme was organized during February 13-15, 2017 for the executives at all levels in Public, Private Sector Organizations and Government organizations and NGOs. The Objective of the Programme was to help managers and leaders acquire communication skills for building and enhancing competencies that would help them attain a competitive advantage. 12 participants attended the programme.
In-Company Programmes

MDI conducts 121 specially designed executive development programmes for top, senior and middle level managers of different organizations. Such programmes involve extensive study of the client organization, preparation of specific teaching materials including cases and simulations towards the delivery of a customized course designed to suit organizational. These programmes are of short as well as of long duration and attempt to upgrade the conceptual abilities and operational skills of participants to help the organization develop a culture conducive to organizational excellence. MDI has training alliances with business organizations such as Allahabad Bank, Armed Forces, Apollo Tyres Ltd., Aviva, Bank of India, BEL, BOB, Canara Bank, CRPF, CEA, CWC, CPWD DAE, ESCP-Europe, EXL, FIA executive MBA, Brazil, Flextronics Software, ECIL, Cadila Health Care, Pepsi, Hewlett Packard, Hindustan Copper, IBM Daksh, IOB, ITIs, JPCl, Jindal Steel, LIC, Mahindra & Mahindra, Maruti Udyog Ltd, MNIT Jaipur, Ministry of Finance, Kabul, N.A.A.I., N.S.B., NASA, NHPC, ONGC, PNB Housing Limited, Punjab State Electricity Board, LNG Petronet, Promed Experts, CBDI, Schneider Electric India, Geological Survey of India, NRPC, IIFCL, Ultra-tech cement, Voith Hydro, Shyam Networks, PGCIL, PNB, PSEB, Roche, RBI, SAPIENT, SAIL, UCO Bank, DOT and DRDO, Bacardi India, iQor, IOCL Retail Dealers, National Rural Livelihood Mission, Oriental Bank of Commerce, NBCC, Vardhman, NSPCL, J K Tyres, RBI, Coca-cola, National Banking Institute (NBI), Nepal, Bajaj Corporation, SAG, Kerela, Indian Economic Services (IES), Power Finance Corporation of India (PFC), Sapiert, Canon India, DFCCIL, Bhutan Druck Holdings, RBL Bank, Mahindra Conviva, Usha International, Magneti Mareli Pvt. Ltd., DIAL (Delhi International Airport Limited), DMRC (Delhi Metro Rail Corporation), THDC etc.

MDI has taken a one-of-its-kind initiative of conducting a series of workshops for executives at the levels of Executive Directors/Senior Vice-Presidents/Group General Managers of large corporations and financial institutions.

(a) Executive Programme in Business Management for Armed Forces Officers (AFO)

MDI has been conducting six-months Executive Programme in Business Management for the officers of Armed Forces sponsored by the Directorate General of Resettlement (DGR). The 19th Executive Programme in Business Management for Armed Forces Officers, sponsored by Director General Resettlement, Ministry of Defence, Govt. of India was conducted during April 4 – September 16, 2016 at MDI Campus, Gurugram on non-residential basis. It was a full-time 24 weeks Management course divided into 3 terms of 8 weeks each. The objective of the programme was to enhance the professional competence of participants in different areas of Management for enabling them to transit into a Second Career in Corporate World. The programme was attended by 55 Armed Forces Officers from three Defence services, i.e., Indian Army, Indian Navy and Indian Air-Force.
(b) 12 Weeks Executive Programme in Business Management (HR & Finance) for Armed Forces Officers (AFO)

The 12 weeks Executive Programme in Business Management (HR & Finance) for Armed Forces Officers, sponsored by Director General Resettlement, Ministry of Defence, Govt. of India was conducted during December 26, 2016 to March 17, 2017 at MDI Campus, Gurugram on non-residential basis. It’s a full-time 12 weeks Management course divided into 2 terms of 6 weeks each. The objective of the programme was to enhance the professional competence of participants in HR & Finance areas of Management for enabling them to transit into a Second Career in Corporate World. The programme was attended by 26 Armed Forces Officers from three Defence services, i.e., Indian Army, Indian Navy and Indian Air-Force.

(c) OneMBA - Asian Residency 2016

This was a unique programme held during May 12–14, 2016, in India. MDI designed, organized and delivered it successfully. The programme aimed to provide an in-depth understanding and insights into various aspects of life in an emerging country. The goals of this programme were to provide participants with a good overview of the economy, government, social, cultural and business environment of India and to introduce participants to a series of companies/representatives of the institutional and economic systems in India. The programme was specifically designed to provide comprehensive understanding of the issues peculiar to India through interactions with specialist from different fields. 125 participants attended the programme.

(d) ESCP-Europe Regional Leadership Seminar

A group of 40 students and faculty visited India during October 20-21, 2016. The programme was organized by MDI in association with ESCP-Europe, European School of Management, Paris (France), under the Students Exchange Programme between MDI and ESCP-Europe. The main objectives of this tour were to provide the opportunity to the students to develop a thorough understanding of the Indian business environment, become acquainted with Indian business management practices and Indian culture, develop and implement a practical research project and to study in a very interactive learning environment through lectures, group discussion, management games, case discussion and industry visits etc.

(e) Leadership and Communication for National Banking Institute (NBI), Nepal

Two programmes were held for National Banking Institute (NBI) Executives, Nepal during January 31-February 4, 2017 and March 15-19, 2017 at Nepal (Kathmandu). Total 58 participants attended in both the programmes.

Some Organizations that have trusted MDI for Continuous Development of their Personnel are:

- Airport Authority Of India
- Apollo Tyres Limited
- Asean Brown Boveri Ltd. (ABB)
- Asian Development Bank (ADB)
- Ballarpur Industries Ltd.
- Bank of Baroda
- Bank of India
- Bharti Tele-Ventures Ltd.
- Bongaigaon Refinery & Petrochemicals
- BPL Ltd.
- Cadila
- CBDT
- CEA
- Central Warehousing Corporation
- CRPF
- CPWD
- CK Birla
- Dabur India Limited
- Dena Bank
- Dept of Science & Technology
- Directorate of Industries, Uttar Pradesh
- Directorate of State Resource Centres
- DST- Women Scientists
- DCM Limited
- Denso International Limited
- ESPC, France
- FAIRTRADE
- ECIL
- GENESIS PR Ltd.
- Geological Survey of India
- Government of Manipur
- HECL
- Hero Honda Motors Limited
- Hewlett Packard
- Hindustan Coca Cola
- Hindustan Lever Limited
- HPCL
- IBP Limited
- IFCI Limited
- IIS Infotech Ltd.
- Indian Council of Agricultural Research
- Indian Forest Service
- Indian Oil Corporation Limited
- Indian Overseas Bank
- Indian Petrochemicals Corporation Ltd.
- Indian Infrastructure Financial Corp. Ltd.
- Indian Railways
- Indian Statistical Services, Probationers, (NASA)
• Industrial Pollution Prevention Project (IPPP), Ministry of Environment & Forests
• Institutes of Hotel Management (Sponsored by NCHM)
• ISGEC
• ITI’s Principal’s
• IRCON Limited
• J. Sagar Associates Pvt. Ltd.
• Jaiprakash Industries Limited
• Jan Siksha Sansthan
• Jindal Organisation
• JK Organisation
• KIRIBHCO
• Larsen & Toubro Limited
• LIC of India
• Maruti Udyog Limited
• Mahatma Gandhi Institute of Public Administration
• Ministry of Defence
• MNIT, Jaipur
• National Academy of Customs, Excise & Narcotics (NACEN)
• National Bank for Agriculture & Rural Development (NABARD)
• National Housing Bank
• Mitsubishi Heavy Industries Ltd., Japan
• Mahindra & Mahindra
• National Hydroelectric Power Corpn. Ltd.
• National Regional Power Committee
• National Project Implementation Unit
• Navodaya Vidyalaya
• NESTLE India Limited
• NSB Sri Lanka
• Oil & Natural Gas Corporation Ltd.
• Oriental Bank of Commerce
• PEPSI
• Promed Experts
• Power Grid Corporation Ltd.
• Punjab National Bank
• PNB Housing Finance Ltd.
• Punjab State Electricity Board
• Pernod Ricard India Limited
• Reserve Bank of India
• Revenue Department, Ministry of Finance, Kabul, Afghanistan
• Senior Executive Development program for Nepalese Executives
• Schneider Electric India Limited
• Shyam Networks
• SIEMENS Power Engineering Pvt. Ltd.
• State Bank of India
• Steel Authority of India Limited
• Tele Atlas Ltd.
• Telstra India Pvt. Ltd.
• Teijin, Japan
• The Oberoi Group of Hotels
• Tourism Finance Corpn. of India
• Uco Bank
• Ultra Tech Cement
• Unitech Limited
• Usha International Ltd.
• Voith Hydro
• Vodafone
• WIPRO
• Bacardi India
• iQor
• IOCL Retail Dealers
• National Rural Livelihood Mission
• Oriental Bank of Commerce
• NBCC
• Vardhman
• NSPCL
• J K Tyres
• RBI
• Coca-cola
• National Banking Institute (NBI), Nepal
• Bajaj Corporation
• SAG, Kerela
• Indian Economic Services (IES)
• Power Finance Corporation of India (PFC)
• Sapient
• Canon India
• DFCCIL
• Bhutans Druck Holdings
• RBL Bank
• Mahindra Conviva
• Magneti Mareli Pvt. Ltd.
• DIAL (Delhi International Airport Limited)
• DMRC (Delhi Metro Rail Corporation)
• THDC
Consulting & Advancement

Consulting is our passion. We have been breaking new grounds in consultancy work for around 3 decades. We work together with our clients to shake things up. The heart of our mission is to contribute to the success of organizations by partnering with them to enhance their performance and to create innovative solutions to their challenges. We are committed to supporting our clients’ requirements by delivering cost effective, ethical, reliable and high quality solutions of strategic value.

Prof. Atmanand
Dean, Consulting, MDI-M Affairs,
MDI Jammu & New Initiatives

MDI has the distinction of being involved in large, complex and high quality consulting projects which have helped the Industry. It has always been in the forefront of providing its consulting expertise to the social sector. Faculty members at MDI remain contemporary through consultancy and continuous research. Through these endeavors they develop innovative strategies to facilitate the process of managing a dynamic business environment.

MDI’s motto is to provide high quality, cost effective and timely consultancy services to its clients. The faculty members offer consulting services in functional and cross functional areas of business management. The major areas of consultancy are Enterprise Resource Planning (ERP) enabled business process re-engineering, e-Governance, IT Strategy, financial management, human resource management, marketing management, operations management, productivity management, strategic management, supply chain management, systems design, reputation studies & organizational communication, competency assessment, counseling & feedback, leadership development and organization diagnostics. Through these consulting interventions, the Institute has contributed to the productivity improvements, preparation of plans for expansion, diversification and growth as well as for leadership development. A large number of consultancy projects have also been carried out for the Social Sector.

MDI has carried out more than 385 consultancy projects for the industry and corporate, central and state governments and international bodies. The major clients include Indian Oil Corporation, PowerGrid Corporation of India, Gujarat State Fertilizers Corporation, Hero MotoCorp, Dedicated Freight Corridor Corporation, HCL Infosystems, NIIT, Samsung Electronics India Limited, HUDCO, Rural Electrification Corporation of India, Berkedia India Limited, PDIL, Fenwel India Limited, SEBI, Bajaj Auto, Petronet LNG, SACLWaters, SPMCIL, Directorate of Adult Education, NTPC, NHPC, PSPCL, HPPCL, NSTFDC, HPSEB, Bokaro Steel Plant, NSPCLHPPPCL, Hindustan Copper Limited, UNICEF, IRFC, CBSE, ABN-AMRO CES Pvt. Ltd., Central Bank of India, Corporation Bank, DuPont India Pvt. Ltd., Ericsson India Ltd., EXL Service, HP, Fortis, Indian Overseas Bank, IRCON International, Ispat Industries Ltd., Jindal Stainless, KIRIBHCO, Maruti Udyog Ltd., Ministry of Micro, Small & Medium Enterprises, NALCO, National Academy of Direct Taxes, Nestle, Ranbaxy, SAIL, Tata Chemicals Ltd., Team Computers, UCO Bank, Union Bank of India, Usha Breco Ltd., Pragati Power Corporation Limited, Delhi Transco Limited etc. The driving force behind all the consulting activity is a team of distinguished faculty who have extensive experience and expertise in diverse fields. The Institute is widely recognized by the industry (private and public), Government (Central and State), NGOs and international bodies as an institution that provides quality services to its clients.
The International Relations Office attempts to provide an unparalleled multicultural edge to the excellent business education offered at MDI.

As of now, the Institute has collaborative partnerships with leading B-Schools in several regions of the world. One of the criteria for engaging in a partnership is that the particular B-School is among the front rankers in its country and has quality as well as an extensive international agenda for its activities.

The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange.

In 2006, MDI became the first Indian business school and the second in Asia to get its programmes accredited by AMBA, London, United Kingdom. In 2011, all its six programmes, namely, Post Graduate Programme in Management (PGPM), Post Graduate Programme in Human Resource Management (PGP-HRM), Post Graduate Programme in International Management (PGP-IM), Executive Post Graduate Programme in Management (also called National Management Programme, NMP), and Post Graduate Programme in Energy Management (PGP-EM) were awarded reaccreditation by AMBA — again a first in India.

MDI is also accredited by the South Asian Quality Assurance System (SAQS).

The thriving international exchange programme accounts for one out of every five students enrolled in the PGPM & PGP-HRM getting an opportunity to study abroad for one or two terms. In turn, students from the overseas partner institutions study one term or more at the MDI campus. The PGPIM is essentially a double degree programme with the MEB degree being conferred by ESCP Europe and the Post Graduate Diploma in Management given by MDI. The Executive Post Graduate Programme in Management and Post Graduate Programme in Public Policy Management have significant international component inputs.

Some of the Key Business Schools that MDI collaborates with are:

**Australia**
- Queensland University of Technology, Brisbane
- Royal Melbourne Institute of Technology (RMIT), Melbourne
- University of South Australia, Adelaide, South Australia

**Austria**
- Vienna University of Economic & Business Administration, Vienna

**Bhutan**
- Royal Institute of Management – Thimphu, Bhutan

**Belgium**
- Solvay Business School, Brussels
- The Faculty of Applied Economics, University of Antwerp, Antwerp
- Louvain School of Management, Louvain-la-Neuve
Canada
- DeGroote School of Business, McMaster University, Ontario
- McGill University, Montreal
- University of Waterloo, Waterloo
- Richard Ivey School of Business, Ontario

China
- Huazhong University of Science and Technology (HUST), School of Management, Wuhan
- Antai College of Economics & Management, Shanghai Jiao Tong, Shanghai

Cyprus
- Cyprus International Institute of Management – Nicosia, Cyprus

England
- Middlesex University, London
- Aston Business School, Aston University, Birmingham
- Newcastle University, New Castle, UK

Finland
- University of Tampere, Tampere

France
- ESCP Europe, Paris
- EDHEC Business School – Roubaix Cedex 1, Paris
- The Institut d’Etudes Politiquesde, (Sciences-Po), Paris Cedex
- IAE Aix-en Provence, Puyricard
- Total Professors Association (TPA), Paris
- Grenoble Ecole de Management, Grenoble
- Sciences Po Lille, Lille
- SKEMA Business School, France

Germany
- Bergische Universitat Wuppertal, Wuppertal
- Frankfurt School of Finance & Management, Frankfurt
- HHL Leipzig Graduate School of Management, Leipzig
- Munich Business School, Munich

Greece
- Athens University of Economics and Business, Athens

Hungary
- Hungarian Logistics Association, Budapest
- University of Szeged, Szeged

Italy
- Bocconi University, Milan
- Universita Carlo Cattaneo, (LIUC), Castellanza (VA) Italy

Japan
- Nagoya University of Commerce & Business – Nagoya, Japan

Malaysia
- Universiti Sains Malaysia, Pinang, Malaysia

Morocco
- Groupe Institut Superieur De Commerce Et D’administration Des, Morocco

Nepal
- Nepal Administrative Staff College, Jawalakhel, Lalitpur, Nepal
- Kathmandu University School of Management, Patan, Lalitpur, Nepal

The Netherlands
- RSM Erasmus University, Rotterdam

Norway
- Aarhus School of Business, Aarhus
- Copenhagen Business School, Copenhagen
- Norwegian School of Management BI, Sandvika
- Nordic Centre in India
- University of Oslo, Norway

Pakistan
- Lahore University of Management Sciences (LUMS), Lahore

Prof. Avinash Kapoor
Chairperson, International Relations
Student Exchange Programme

The Student Exchange Programme (SEP) enhances the competencies of students by promoting a better understanding of management challenges in an interdependent globalized environment. An exposure to global and multi-contextual circumstances is much needed by transnational companies and Indian corporate houses. SEP provides a unique opportunity for the students to enrich their academic experience and widen their career horizons.

Students with academic and/or professional interest in other parts of the world and keen to understand the global context of business can apply for the student exchange programme. Depending on the nature of the collaborative partnership, a student can study for one or two terms in these foreign institutions in lieu of his/her study term(s) at MDI. MDI has dual degree agreements with few of the partner schools.

Details on the selection process and various opportunities will be made available to interested students when they join MDI. Selection of students for exchange programme is done by MDI.

Scholarships

A number of international scholarships are available for the students of MDI who go on the exchange programme to MDI’s partner Universities/Business Schools. These include Eiffel Scholarships for students going for dual degree programme in France by French Embassy in India, and from Sciences Po Lille, Lille.

During 2015–16, MDI has signed a Memorandum of Understanding (MoU) with the Nordic Centre, New Delhi in order to increase collaboration with schools in the Nordic countries.
Having established its footprint worldwide, MDI, Gurugram launched the MDI International Summer University in April 2013. The programme is a first of its kind in India, and underlines MDI Gurugram’s commitment towards academic excellence and continuous innovation. Through this initiative, MDI chose to develop a multilateral network of bonding and sharing amongst the academic community both at national and international levels. The first edition of this Summer University in 2013 brought 40 students from Indian institutions spanning Kottayam to Kashmir. There were six Indian B-Schools which benefited from the MDI International Summer University-2013.

**Objective**

While increasingly the focus has been on adding an international flavour to the Indian management education scene, the first batch of MDI-ISU provided a platform to meritorious students across universities and colleges throughout India, to gain invaluable international exposure. The basic idea behind this initiative is to provide meritorious Indian students from remote corners and small towns an exposure to the increasingly global nature of businesses, with a multicultural classroom guided by faculty from reputed international B-Schools and Universities.

With this diverse and international profile, the courses on offer are also international in context and zest. By pursuing these courses, the students get an opportunity to supplement their learning at their home campuses and creating new networks with peers from across the world.

**The objective of the MDI ISU is to give an opportunity to:**

- Overseas students and executives to understand India, a BRICS country and an emerging economy.
- Students from partner institutions in India to interact with overseas students, faculty and learn their thoughts and pedagogy.

The fourth batch of MDI International Summer University at MDI campus at Gurugram was held from 23 May 2016 to 10 June 2016 brought in a new flavour in the form of the Research Week. This week, from 30th May to 3rd June 2016 saw international faculty conducting workshops on case teaching and case writing, research methodology and qualitative research methods. Doctoral scholars and faculty from various schools in India also got an opportunity to present their research work and have them critiqued by eminent researchers.

Presently, MDI is in the process of restructuring the format of ISU and will organize future editions once the same has been decided upon.
Campus Placement

MDI Gurugram stood out among the premier business schools in the country through its phenomenal Final Placements for the batch of 2015 – 2017. A total of 343 students participated in the placement process, with 238 students from the flagship PGPM course, 60 students from the PGP-HRM course and 45 from the PGP-IM course. MDI students have proved their mettle through their high quality performance by bagging a total of 100 Pre-Placement Offers either from their summer internship organizations or through various B-school competitions. The regular recruiters at MDI reinforced their faith in the quality of talent by opening more of their coveted roles, in addition to their regular roles on offer. A total of 143 companies confirmed participation for the final placement process. The average CTC across the three courses stood at INR 18.89 LPA with the highest domestic CTC being INR 28.74 LPA. 15 students have also bagged international offers across industries. Tolaram Group extended 4 international offers with the package of 55 LPA which is the highest overall CTC offered in this season. The placement season saw an overwhelming response from companies spanning across various functions such as Consulting, General Management, Finance, Strategy, Sales and Marketing, Operations and HR. A plethora of startups also opened their niche profiles to leverage the talent pool at MDI Gurugram. The stellar placements at MDI amidst the increasingly volatile economic scenario stand testimony to the faith shown by industry stalwarts in its pedagogy, faculty, alumni and students.

Prof. Kanwal Kapil
Chairperson, Placements (Graduate & Executive Graduate Programmes)

Prof. Shiv S. Tripathi
Coordinator, Placements Executive Graduate Programmes

Prof. Vibhava Srivastava
Coordinator, Placements Graduate Programmes
The following is the list of some of our recruiters:

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Infrastructure

MDI has a well developed state-of-the-art infrastructure, which includes a library with a collection of over 50,000 volumes, and online library providing access to 13,000 international journals and databases, a computer center with over 656 PCs, air conditioned lecture halls and syndicate rooms, besides a host of other recreational facilities. State of the art classrooms, IT infrastructure, hostels, library and other facilities set amidst sylvan surroundings create a conducive environment for studies.

State of the Art Classrooms

The campus hosts, air-conditioned lecture halls, syndicate rooms, faculty and administrative blocks, a state-of-the-art computer centre, and one of the best management libraries of the country. MDI provides just the right environment to the students to step away from the mundane world to quietly imbibe, peacefully introspect and ultimately learn. PGP Classes are hosted in buildings Gurukula, Nalanda and Lakshya (3rd Floor). PGP in Energy Management, PGP in Public Policy and Management classes are held in the Parthenon and Nalanda Buildings. Classrooms in Scholars Building, Auditorium Block and Lakshya are designed for Executive training programmes and host the incompany training and management development programmes for executives. The Campus also has residential accommodation for academic and administrative staff.

Students’ Hostels

Students of PGPM, PGP-HR and PGP-IM stay on Campus and are provided with accommodation on twin-sharing/ four-sharing) basis in Change Masters, Takshashila and Kshitij. There are separate hostel blocks for the girl students called Oddyessy & Kaveri. Students are required to bring their own PC with LAN card. The rooms are provided

Prof. Sangeeta S. Bharadwaj
Dean, Computer Centre, Website & ERP
with a bed, a study table, a chair, a cupboard and the usual fixtures. The students may bring their own mattress, bed linen, toiletries and locks for almirah and hostel rooms though these are also available in the student run Co-operative Store “MART”.

Takshashila is also an executive hostel for the participants of executive graduate programmes (NMP) with reception halls, air-conditioned dining halls and air-conditioned Semi-furnished rooms.

**Note:** MDI doesn’t provide parking facility to students.

### Executive Hostels

The executives of Management Development Programmes are accommodated in Parthenon and Nalanda hostels which have been especially designed to suit the needs of executives. The rooms are air-conditioned and are fully furnished with modern gadgets. The rooms are provided with Internet connection to facilitate extended study hours for the participants. They may bring their PCs with LAN card to fully capitalize on opportunities offered by the programme.

**Note:** MDI doesn’t provide parking facility to participants.

### Library

The Library holds a rich collection of printed as well as electronic resources which include books, journals, databases, audio-visual materials, CDs/DVDs, e-journals, reports, case studies, training manuals, etc. The Library with its modern collection of knowledge resources and innovative information services plays an essential role for the academic community in their intellectual pursuits.

MDI Library is a hybrid library with the state-of-the-art technological applications. Users can access the vast eLibrary on anytime anywhere basis. The library offers a range of information services set to the highest professional standards.

The library has a collection of over 60,000 volumes while the online library provides access to 17,000 international journals. The electronic library, which is accessible across the campus network includes major international online databases such as Proquest’s ABI/INFORM, Business Source Complete (EBSCO), Sage Online Journals collection, Elsevier collection, JSTOR, CMIE databases, Capitaline, ACE Equity, APA databases, ISI Emerging Markets, Bloomberg Terminal, Datamonitor, Financial Times database, etc. The library is open seven days a week.

### Computer Centre

MDI has a state of art computing facility consisting of 661 PC nodes / laptop includes 13 IBM Pentium based servers, connected on a high speed Gigabit Ethernet Fiber Optic/UTP based network in a distributed Windows XP and Linux environment.

**Computer Labs:** MDI has 2 nos. Computer Labs equipped with the 130 numbers state of the art computing facilities along with 3 Network LaserJet printers, scanners. 3 nos. projector systems are installed in these computer labs which are being used by students and executives and also conducting the classes for the student & executives.

### Class rooms

All the class rooms are equipped with Projection Systems and Computer System with Internet connectivity.

### Facilities for MDI members

Desktop/ Laptop, printer is being provided to the all MDI members with internet/Intranet connectivity. All the MDI members have access to online software package being used for students Grading, Feedback & administrative applications i.e. Leave management system, accounts, admissions & placement.

**DATA Center:** MDI data center has a 10 IBM Pentium based servers, connected on a high speed Gigabit Ethernet Fiber Optic/UTP based network in a distributed Windows XP and Linux environment as per details given below:
Firewall: The Campus Network is protected using Cyberoam MTU CR 500i - Appliance based Firewall. Email virus protection is provided through Trend Micro Inter Scan Messaging Suite. The MDI implements a very strict security policy to ensure the highest levels of network health and safety.

E-mail system: The e-mail system, which is the most widely, used service on the MDI campus, offers a very user-friendly web based e-mail system allows users to access mails, both from inside the campus and outside.

Internet Connectivity: MDI has 65 Mbps dedicated Internet leased line offers high speed and uninterrupted Internet connectivity from anywhere on the campus, through the campus LAN.

Wi-Fi Facility: To provide flexibility & convenient access to network facilities Wi-Fi Network facilities has been provided at the various locations in campus i.e. Graduate Program Academic Block, Auditorium, Graduate Program Hostel Mess, Boards Room & Conference Room, Takshashila & Lakshay Buildings etc.

Video Conferencing Facility: MDI has ISDN based Video Conferencing Facility setup in the Auditorium. The video conferencing facility comprising of Polycom 4 way multiparty 7,800 Presenter and Visual Concert. This facility is used for holding global seminars inviting eminent speakers, placement interviews, and virtual student seminars in various programs especially for International Management students.

Hostel Rooms Facilities: All the Executive hostels are provided Computer System in their room with Internet connectivity. Laser jet printers also being provided in the Executive hostels common room. Network & Internet connectivity is being provided in the students hostels.

Digital Signage’s: Digital Signage’s are installed at various locations which displays the information about MDI activities i.e. corporate movie of MDI, latest information about MDI events etc.

Software Packages

Windows 8/Windows 7/WINDOWS Vista / XP
Office XP / MS Office 2007 / 2003 Professional
Primavera Ver 6.0
MS Project 2010
Adobe Acrobat
Adobe PageMaker
Adobe Photoshop
SAP
Trend Micro Office Scan Corporate Edition
SPSS Version 20.0, Amos 17.0, Answer Tree
SPSS Text Analysis
ABBY Fine Reader
SQL Server 2000
EVVIEW 5.0
LIBSYS
Tally (Accounting Software Package)
Prowess
Assessment (Students Grading, Online Quiz, Feedback reports)
MS Visio Pro
MS Dream Spark Premium
What’s Best Commercial
Online Software for the Admin Application
Lingo
Turnitin Anti-Pluralism software
Gauss Software
Nvivo Software

Recreational Facilities: A Golf Course, Lawn Tennis, Badminton, Table Tennis, Billiards, Gymnasium, Recreation Room, T.V. Lounge and Canteen are some of the facilities provided on campus. Yoga classes are conducted for the fitness freaks. Facilities like ISD / STD Telephone, Fax, E-mail, Internet and Medical aid are also available on the campus.

Climate: Mid-July to September are monsoon months, followed by pleasant weather till November. December-January is a cold phase and one may need heavy woolens during this period. April-June are quite warm and the temperature sometime goes up to 40 degrees centigrade or above.
Students at MDI do not believe in just excelling in the classroom but the emphasis is on holistic learning both within and outside the classroom. The main motto of student Affairs is “to enhance the happiness & well being of the entire MDI community.”

For an all-round development of the students, a gamut of clubs has been set up under the purview of the Students’ Council. These include Monetrix for Financial freaks, Marquity for Marketing gurus in the making, ThinC for the IT savvy, Opsession for the Operations enthusiasts, HR Direction for HR Professionals in the making and Strategist for those interested in strategy. MDI also hosts Imperium, its annual inter B-school management fest, Illumina the marketing mela & Delphique, the management convention, through which students undertake activities to give back to society and to organize cultural events. Other major activities include Placements, Alumni Relations, Corporate Communications and International Relations. Yet others include Unnati, M.A.R.T., Samaritans, Sanskriti, Sports Committee, Hostel & Mess Committee, Aarambh (E-Cell) & Web Committee. Each club and activity functions as a platform for students to pursue a broad spectrum of interests and enables them to excel at whatever they pursue.

Events at MDI

**IMPERIUM**

Imperiums, annual inter B-school management and cultural fest of MDI is a confluence of the finest brains of the country. Every year, Imperium, the flagship event of MDI brings excitement and thrill to the entire management fraternity of India. Organized independently by the students of the institute, the event with its cartloads of activities and games provides the perfect opportunity to form networks, test managerial skills and put classroom knowledge to practice.

The activities at Imperium include highly competitive case study competitions across all the management domains – Marketing, Strategy, Operations, Information Technology, HR etc. and engaging discussions by thought leaders and events for corporate executives. More than that, the stimulating event gamers a huge amount of attention and brings together talent from all over the nation, to celebrate everything from academics to management to music and arts.

In the year 2015, Imperium was nothing short of a grand carnival. It all started with an energetic inaugural function held on the opening day which was graced by Mr. Sutanu Sinha, Chief Executive, The ICSI, Dr. Preeti Jain, Joint Director, Petroleum Federation of India, and Mr. Ranjit Shastri, MD & Joint Partner, X-PM Transition Partners.

Among a plethora of excellent events, two highlights of Imperium 2015 were “GREEN-O-VISION” and “BEYOND KARMA”. While GREEN-O-VISION provided students with an opportunity to showcase their business plans on a profitable green initiative to help businesses attain sustainable development, BEYOND KARMA focused on spreading awareness about stem cell donation and encourages donors. The flagship events of the various academic clubs like Adhigrahan, Biz-Czar, Beyond Karma, Colossus, Eleusis, Opniscient and Sans Pareil were like previous years were on at full blast. Throughout the duration of the event, participants also enjoyed the numerous on the spot events arduously conducted by academic clubs and special interest groups of MDI.

Imperium was never all work and no play. Keeping in mind the stress and pressure that students are constantly in the grip of, the organizing
committee initiated the event with many fun-filled and exciting programs to help them unwind and loosen up. It was a perfect blend of management activities and cultural activities. All the stakeholders were revitalized by the two star attractions on display on first and second nights respectively – Comedy Night by Abish Mathew and DJ night by DJ Lloyd.

A new event held as a part of Imperium this year was Conflux’15, where a panel of industry key persons addressed the students. On the last day, there was a key note address by Mr. Atul Khosla, Former Partner, Oliver Wyman. The event ended with a closing ceremony on the third day, graced by Ms. Bhakti Sharma, an open water swimmer.

Flagship Events:

Nautica
Fired up to test your entrepreneurial, tactical and risk taking capabilities? Eager to know where your strategy stands against the best business minds of the nation?

Like every year, Nautica brings the platform where you can put your strategic intellect into real life scenario to come up with the most optimum way of survival from the ruthless twists & turns of the business world.

One of India’s oldest & most revered online management game, Nautica is the flagship event of Imperium. Management students across the country eagerly wait for this National Level one-of-a-kind 3-day online business simulation game which constantly challenges their management knowledge, presence of mind, flexibility of decision making & above all the strategic planning.

Winner:
• Team Soup Boys, IIM Lucknow

PhalanX
The Last man standing!!

The Phalanxes in the Greek army were formations with the motto “Always move forward, never step back”. It is in the embodiment of this spirit that Imperium 2015, PhalanX was conducted.

It brings along all your Sun Tzus and Byzantines because this trial of strength, intelligence, composure, adaptability and competitiveness will push you to your limits. It unleashes the leader in you as you hunt for “The Alpha”. The quest for the best tests you from building a team to keeping it together, from strategizing to execution, from defence to offence and finally from failures to success.

Winner:
• Himanshu Jain, IIM Lucknow
• Shanmukh Vadrevu, MDI Gurugram

India Speaks
“I love argument, I love debate. I don’t expect anyone just to sit there and agree with me, that’s not their job”– Margaret Thatcher

They say, in democracy everyone has the right to speak and words are the most powerful weapon to bring in a change. So speak up because the nation needs you to take a stand. The stage is set for a grand debate.

Because if you don’t speak now, then when?

INDIA FIRST- The Parliamentary Debate

Green-O-Vision

Are you the one who always wanted to make a contribution towards society? You came up with a green idea but always missed a platform to present? Here is an opportunity to showcase your ideas on a national platform in between the brightest minds of the country. The main goal of the event is to find out business ideas which not only generate profits but also promote greener initiatives and find ways to protect planet from its depleting natural resources. The event “Green-O-Vision” is for students to showcase their business plans on a profitable green initiative which is focused on starting a business which can help attaining sustainable development in various fields of environmental concern.

Winner:
• Team Synergia, Banasthali University

Beyond Karma

A challenge for the sharp minded to live up to the demands of the
social causes of today. Each participating team is tied up with an NGO/cause to work with for a time period prior to the event. Discussions, calls, visits, direct action—the teams do what the issue at hand calls for and finally present a strategic action plan suggesting dynamic ideas to take the cause forward in a substantial way.

**Winner:**

- Team Ignite, IIM Lucknow

**Cricketainment**

Cricketainment is a simulation game based on the concept of IPL bidding. It is a complete management game, involving choosing the right mix of players based on the database and within the constraints provided, performing the financial analysis to ensure that your expenses are within the budget, analysing the competitors’ position in the live bidding scenario, adjusting your strategies based on the competitors’ strategies, etc. Above all one experiences being an IPL team owner. Based on the teams and the players bought and the money saved, teams earn points.

**AKSHAYAM 2015 – SPORTSCOM**

You think you’ve won and we test you again, just keep going, forget the pain, you have to again, Rise to the Challenge . . . .

Sports Com ensures smooth organization of the sundry sporting events in MDI as well as undertakes initiatives towards improving the sporting culture inside the campus by providing every sport loving Mandevian an opportunity to engage in his sport of choice. The campus is gifted with a mini Golf Course and has various health/sporting facilities like Gymnasium, Cricket/Football field, Volleyball, Badminton and Lawn Tennis courts, a basketball court and a sports room with facilities for indoor games like carom, TT, chess and snooker/pool. Sports Com along with the cultural club Sanskriti conducts MDI’s flagship Sports and Cultural fest ‘Akshayam’, with participation from some of the top B-schools in the country. It organizes intra MDI tournaments like King of Kings and Runbhoomi and it introduced franchise style bidding format for cricket and football tournaments, MPL and FPL.

It also organizes sports events with a humane touch like the annual intra MDI marathon ‘Mandevian Miles’, where people run in support of a social cause, volleyball matches in association with MDI’s social initiative club Samaritans, involving the non-teaching and mess staff and cricket matches with children from local NGOs to generate awareness about pressing social issues. Many of these events form a memorable part of the student life, which makes Sports Com a vital and equally passionate and decorated teams across sports such as TT, Basketball, Lawn Tennis. It is hence not a surprise that over the years the MDI Sports team has consistently secured Winners and/or Runners up positions in all these sports during events organised by prestigious institutes such as FMS, IIM L, SPJIMB, IIM Rohtak, IMT G, BIMTECH etc. and of course MDI’s own ‘Akshayam’.

**DELPHIQUE**

Delphique is MDI’s National Management Convention hosted every year. In its 20th year now, Delphique is India’s only B-school event which focuses on strong research in various domains of management. Derived from the famous ‘Delphi’ method, the event provides the perfect platform for practitioners & thought leaders from the industry, academia and the student populace to come together to discuss contemporary issues faced by the industry. Famously known as the Red Carpet event of MDI, Delphique is a confluence of three events:

1. Research Panel Discussions – Faculty mentored research coupled with a high profile panel discussion
2. Vincenza – International Business Plan competition
3. Cerebro – National Case Study Challenge.

Delphique plays host to leading companies and numerous high profile corporate leaders every year. Over the years Delphique has had a healthy association with leading dailies and newspapers such as The Economic Times, The Financial Express, Business Standard and online media partners such as Dare2Compete.

**Delphique (2015-16)**

Delphique 2015-16 played host to 22 companies and 50+ corporates over three days of the event, Nov 20th to Nov 22nd, in association with title partner Reliance Industries Ltd. and associate partner Oriental Bank of Commerce. Delphique got extensive corporate participation from knowledge partners such as Western Union, Air France KLM, Reckitt Benckiser, Uber, Michael Page, IBM, Reliance, ShopClues.
Day 1 of the convention was inaugurated by Mr. Shri R K Bahuguna, CMD RailTel India. The scheduled Finance and Marketing domain research panels witnessed the presence of keynote speakers like Mr. Prabhjeet Singh, Head – Strategy & Planning, Uber India, Ms. Sabina Chopra, Co-Founder, Yatra.com, and Mr. Prabhakar Tiwari, Chief Marketing Officer, PayU.

Day 2 saw interesting discussions on topics like “HR practices that drive innovation and employee engagement in R&D organizations”, and “Evolving Business Ecosystem in India” with speakers like Mr. Anurag Batra, Chairman, Business World, Shri Rajiv Yadav, IAS, Secretary (Sports), Ministry of Youth Affairs and Sports, Mr. Amit Ghugre, Head of Trade Economics, Dr. C. S. Mohapatra, Advisor (FS), Ministry of Finance, Dept. of Economic Affairs, Ms. Kashmira Chadha, Former Director Marketing, Coca-Cola India, and Mr. Pranay Gupta, Partner – 91Springboard.

Day 3 provided a platform for students to hone their entrepreneurial skills by interacting with successful leaders like Mr. Biju Sebastian, Head HR (India Operations), Apollo Tyres Ltd., and Mr. B. Ashok, Chairman IOCL & Head-PetroFed.

Apart from the entrepreneurship panel discussion, the research panels also witnessed the presence of speakers like Mr. Anurag Batra, Chairman, Business World, Shri Rajiv Yadav, IAS, Secretary (Sports), Ministry of Youth Affairs and Sports, Mr. Amrit Ghugre, Head of Trade Marketing, Reckitt Benckiser India, and Mr. Ankur Sharma, Head of E-commerce and Digital Marketing, Reckitt Benckiser India.

With 8 research panels on board, Delphique provided a wonderful opportunity to students to interact with the corporates. The research panel discussions provided a platform for students to present their ideas and research findings across to the corporates and thereby learn from their experiences. The case study competition Cerebro, partnered with ShopClues, saw participation from over 400 teams. The B-plan competition Vincenza, in association with 91 SpringBoard and Stern Fisher, was an exhibition of over 100 innovative ideas and business plans.

The convention also witnessed support from companies like Oracle and The Royal Bank of Scotland. Online media partners MBAUniverse, EconomyDecoded, Digital Vidya and campfestiva helped in the promotions for a successful event. Other media partners such as Impact, InsideIIM, MBAclubindia, MBASkool also covered the event.

**ILLUMINA**

Every puzzle has a solution. But, when the puzzle is about delving into the consumer psyche, it is a tough nut to crack. Illumina, the disguised market research festival organised by MDI has been providing companies that unique opportunity to study consumer behaviour. With a successful track record of 18 years, Illumina is a cost effective medium of research conducted in the heart of Gurugram attracting a footfall in excess of 8000. Illumina consists of four different formats.

Urban Illumina is celebrated as a “Diwali Mela” in the MDI grounds with glimmering lights and huge fanfare. Publicity throughout the NCR ensures an enormous footfall of people from all walks of life. With an aim to gauge the mind-set of the rural consumer, Rural Illumina is conducted at the Dussehra Mela in the village of Pataudi. Conducted for the school children in the NCR, Expressions is the prelude to Urban Illumina. Realizing the importance of kids as consumers, market research is conducted for them. Competitions such as extempore, arts etc. are organized too. As the mall culture in India is ever expanding, Mall Illumina conducts disguised research in one of the leading malls in Gurugram. All the research is validated by the faculty at MDI and also by our Knowledge Partners. Illumina 2015 saw for the first time, Flipkart setup it’s “Mobile Experience Zone”. Other reputed brands like Dunkin Donuts, Yo China, Chocolate Room, Freshter Foods also pulled crowds with their mouthwatering delicacies. The visitors also enjoyed numerous game stalls, mehendi stalls, puppet show and many more. The Mela ended on a high note with performances by dance groups from SRCC and Hansraj College and a Bollywood Night by TARKASH.

The year 2015, saw the 19th edition of this legacy. It began with the Rural Illumina on the 22nd October in the Pataudi village with a Market research for Airtel Money. The insights for the mall going market research is conducted at the Dussehra Mela in the village of Pataudi. Conducted for the school children in the NCR, Expressions is the prelude to Urban Illumina. Realizing the importance of kids as consumers, market research is conducted for them. Competitions such as extempore, arts etc. are organized too. As the mall culture in India is ever expanding, Mall Illumina conducts disguised research in one of the leading malls in Gurugram. All the research is validated by the faculty at MDI and also by our Knowledge Partners. Illumina 2015 saw for the first time, Flipkart setup it’s “Mobile Experience Zone”. Other reputed brands like Dunkin Donuts, Yo China, Chocolate Room, Freshter Foods also pulled crowds with their mouthwatering delicacies. The visitors also enjoyed numerous game stalls, mehendi stalls, puppet show and many more. The Mela ended on a high note with performances by dance groups from SRCC and Hansraj College and a Bollywood Night by TARKASH.

The year 2015, saw the 19th edition of this legacy. It began with the Rural Illumina on the 22nd October in the Pataudi village with a Market research for Airtel Money. The insights for the mall going audience was captured through Indulge (Mall Illumina) for Flipkart. The children from the various schools of Haryana and Delhi spent a great Sunday on 8th October as Expressions began with a drawing competition and other fun filled games amidst a disguised market research for Axis Bank. The finale event, Urban Illumina was the perfect Diwali celebration as we saw a footfall of more than 8000 people from various walks of life gathering at MDI lawns which was transformed into an ocean of glimmering lights and fanfare. The Market research partners for the event were Flipkart, Axis Bank, Deyor Rooms, Coca Cola, SnapDeal and Payback. The event ended with a bang with a rocking performance by the band TARKASH. The other Market research partners included Idea (Rural Illumina), Inner Chef (Mall Illumina) and Axis Bank (Expressions). We had the 19th year of this legacy as successful and a memorable one.
Why Illumina?

- High quality research from students of a premier B-School
- Disguised format: no self-reporting-bias as found in conventional ways
- Branding (optional) along with MR in a cost effective way
- High credibility: All MRs closely monitored by Senior MDI faculty
- Impressive track record of 19 years

Clubs at MDI

MARQUITY

The Marketing club of MDI, MarQuity is known for its Marketing quotient or what is popular on the campus as MQ. MarQuity aims to create an atmosphere to promote a thorough understanding of marketing fundamentals by a series of activities. The major objective of the club is to instil marketing knowledge in the students at the campus in the most fun and engaging way. But being an academic club, fun is not the only component of the activities, learning forms an integral part as well.

The club stood true to its promise of delivering something for everything round the year. Offline activities included a monthly-updated board in the student mess that would take up a concept and through real-time examples, pictures and infographics explain it to all those who care to see it. The senior team created a marketing compendium for the new-comers to read which served as knowledge repositories. During the Annual Management Fest of MDI, MarQuity hosts the flagship marketing event, Sans Pareil, which saw entries from all over India. Apart from the case-study, this year also tested the Marketing Quotient through informal on the spot activities – Mad Ads and Brand Wagon.

The year also saw MarQuity’s extensive growth online. The Facebook and Twitter pages were constantly showered by new followers and their posts from the outside. The online teams worked day and night (usually night) to make the pages interactive. The content included pictographically explained concepts of marketing, our take on the campaigns by various companies, news, trivia and what-not. What deserves a special mention are “MarQuity Original” by the creative team that creates unconventional and innovative ads and posters for different brands. During the fest, the surge of activity on these pages was unstoppable.

The club activities both guide the students and keep them interested in the wide field of marketing. Aspects like advertising, branding, sales and more took the front seat. During the summer placement process, MarQuity undertook the task of creating company cheat-sheets for the benefit of the students. Team members and non-team members alike contributed to this task, creating a vast repository of company information for future use. Before the Summer Internship, club shares Internship dairies which contain the experience of passing out batch and help the current batch to make most from upcoming summer internship.

For the junior team members, the learning curve was a total roller-coaster, except that it only went up. All the activities were conducted under the mentorship of the senior team. The intellectual discussions as well as the informal conversations added value to the juniors in terms of knowledge and ownership of tasks. Think of it as learning made fun, or fun tuned into learning. Either way, it was a healthy-tasty snack!

Selection process of the club is quite stringent, which not only tests the marketing knowledge of the members, but also how creatively the knowledge can be applied in the real life situations. At the end of the selection process, one emerges as a Marqued Knight.

“MarQed for life.”

OPSESSION

Formed as a unifying platform for Operations Management enthusiasts in 2004, Opsession has been helping the student community gain new perspectives and insights about the field of operations management ever since. The Club has moved from strength to strength and now contributes to the knowledge repository of the students with monthly newsletters, annual magazine, simulation games, flagship events, industry exposure and much more.

We continuously redefine our meaning of success by coming up with innovative ways to constantly engage students which in turn helps them to add to their knowledge about the subject area. Known for the amazing bonding between the team members, the growth of the club can be attributed to the enthusiasm, vigour, coordination and dedication of the subsequent Opsession teams over the years.

Publications

Publications by team Opsession are known for industry focussed knowledge sharing has been the highlight of the publications,
helping students gain perspectives about the operations of particular industries they are about to enter. Over the past year Opsession published its monthly magazine Optonic covering a wide variety of current happenings and discussions in the area of Operations. Annual magazine titled OpStakes was launched by the club in which had contributions from students of eminent B-Schools like IIM-K, XLRI Jamshedpur, NITIE Mumbai and XIMB. Industry specific compendiums were also brought out by the club to help the students during Summer and Final Placements.

Events

Trying to blend mind bending exercises with fun filled activities, Opsession organised a number of events throughout the year to keep the students engaged. During Imperium Opniscient the flagship event of Opsession was organised. This Operations management Case study competition attracted participation from more than 150 teams across all eminent b-schools like NITIE Mumbai, NMIMS Mumbai. Other on-the-spot events organised by Opsession were Just-In-Time and Oponomics. Other than that Mean-o-Lean and Kaiser were conducted intra-college during the year.

Industry Interaction

The club floated live projects for the batch to improve industry interaction and help students apply their learning in real time situations. Other than that the club, over the previous year forged collaboration with SCNext (ISCEA Young Supply Chain Professional Association). The organization provides aspiring leaders in the supply chain industry with a platform to explore their leadership potential, while developing the skills sets and knowledge desired by corporations, small and large. The SCNext is a member-run organization – for young professionals by young professionals with members spanning five continents. This collaboration would help students from MDI having interest in Operations by enhancing the formal education through global certifications, events, debates, gain a global perspective on business.

Social Media Presence

The club makes use of different social media platforms like Facebook, Twitter and a blog to serve as a medium to share relevant articles and news in the field of operations management

SANSKRITI

“All work and no play doesn’t just make Jill and Jack dull, it kills the potential of discovery, mastery, and openness to change”

Never has a statement had more relevance than this one has, in a B-school. Life at a B-school is tough. Assignments, projects and what not aim at sapping the life out of each and every one of us. Sometimes, we all just want to sit back and relax. Pick up a guitar and hum our own tune. Dance to our own beat or stand in the middle of a classroom and yell out old Amitabh Bachan dialogues. Sanskriti, is the embodiment of this sentiment. It is nurtured through every activity of Sanskriti, be it conducting music or dance workshops, celebrating different festivals, showcasing talent in national level competitions, organizing Akshayam (the sports-cultural extravaganza) & Aarohan (the Mandevian engagement week) or keeping the MDI tradition alive through Soul-Kitchens.

Amidst the daily hustle bustle, Sanskriti, the Cultural club of MDI is undoubtedly the most active club on campus. The club is broadly made up of four verticals: the Core Team or the Judgaadus: in charge of all events and activities on campus, Mukhautey: the drama team, Mandolins: the music team and Soul to Sole: the dance team. The goal of this club is simple: to provide a stage to all, novice or veteran, to voice themselves, in any language of their choosing: music, dance or drama. We try to keep the Mandevian spirit alive, while also putting up those sweet little some things, that you would remember when you look back to your days on campus.

Sanskriti conducts a number of competitions during Imperium, the flagship event of MDI Gurugram, such a War of Bands, Solo & Duet Singing, Instrumentals, Solo, Duet & Group Dance, Street Dancing, Stage Play, Nukkad, Stand up Comedy, Treasure Hunt, 60 seconds to fame, Fashion Show, T shirt painting, Face painting, Poster making.

Soul Kitchen: Open air jamming sessions often acting as stress busters pre or post exams. Soul Kitchens, perhaps one of the oldest Mandevian traditions still active, provide a seamless way to get everyone involved. It gives you the opportunity, to sit down with a microphone and a guitar on the steps of our college and sing out any song your heart craves.

Aarohan: Sanskriti associates itself with Aarohan, the flagship event of the Samaritans – the Social Awareness Club of MDI, by arranging music, dance and drama workshops. Aarohan, is among the biggest events conducted by Sanskriti, in collaboration with the social initiative club of MDI, Samaritans. This week witnesses a melange of cultural events
and fine arts, with the mission of creating awareness on various social issues. Cultural performances by under-privileged children, lectures by social activists, street plays on social issues are some examples of some of the events conducted during this week.

Directors’ Dinner Post Induction and Pre Farewell: Sanskriti arranges cultural nights on the occasions of Director’s Dinner for the Incoming batch and the outgoing batch.

Festivals Celebrated by Sanskriti include – Holi, Independence Day, Onam, Ganesh Chaturthi, Dandiya Night, Halloween, Diwali, Christmas, Republic Day, Makar Sankranti, Pongal.

Strategist- The Consulting Club of MDI

STRATEGIST is the strategy and consulting club of MDI. The club strives to retain, extend and leverage the interest of the students in the area of strategy beyond classrooms. It acts as a pillar of the strategic activities in the institute. As strategy fits with all the functional areas – finance, marketing, IT, and HR; Strategist works closely with all other academic clubs to gain synergies and provide a holistic approach. Members engage and promote various activities like M&A Vista, deals analysis, sector study, regular discussions on varied topics including consulting to develop strategic bent of mind. The club comes up with theoretical compendium and games to make learning strategy more fun and interesting. The club has strong ties with the industry and invites prominent CXOs as guest speakers. The club undertakes regular consulting assignments under the guidance of eminent professors. These projects provide an opportunity to students to apply theoretical knowledge to practical problems and come out with innovative solutions.

MDI Gurugram has a tradition of developing consulting talent. About a quarter of last year’s batch were recruited for Strategy roles. Some global consulting firms are regular recruiters from the campus. Such a feat cannot be achieved without an emphasis on strategy as a subject. Mandevians, as we call ourselves, are a highly motivated lot and are in a constant pursuit to make problem solving a core competency. Thus, we offer an exceptionally talented pool of prospective consultants for established firms and start-ups alike. The diversity of the institute ensures that we can pool in people who can serve in various domains necessary for business. We offer our skills in strategic, finance, marketing, IT, HR and operations consulting.

Strategist is oriented to reach greater heights with the efforts put in by the students. The vision of the club is to grow to the stature of an independent consulting firm operating out of MDI.

Monetrix Events 2015

Monetrix is the Economics and Finance Club of MDI. It exists to stimulate logical thinking, to spread awareness in the area of Economics and Finance, and to provide opportunities to put theoretical foundations to practice. The vision of this club is to help MDI students understand the world of economics and finance and thereby demonstrate superior knowledge and grasp of concepts in the domain. Each activity performed by the club is a step towards this shared goal. Following is a brief overview of our activities:

- Adhigrahan: The flagship event of Monetrix, organised as a part of Imperium every year. The competition has two rounds, the first being an online quiz and the second being a case study presentation on valuation concepts
- Quibble: An On the Spot economics quiz organised for the first time as a part of Imperium in 2015. Tests participants’ knowledge on all aspects of economics, pure and applied
- FinDiscussions: A series of 5 articles published in January 2015, where each article focused on a major economic event/policy and its impact on the global scale. Topics covered were GST and its impact, Brazilian economy, Chinese economy and devaluation of Yuan, Japanese economy etc.
- Ultimate Business Quiz: Organised in association with the quizzing society, it focussed not only on economics/finance but also on business fundamentals
- Phalanx: A simulation based game that tested knowledge of the banking industry

Thinc Events 2015

Technology is one aspect that ties all the various management and business domains together. There is not one area in today’s business scenario that hasn’t felt the impact of technology. ThinC —The Business Technology Club of MDI, stands at the very intersection of Business and Technology and helps business students remain up to date about the exciting happenings in the field of Business Technology — ranging from Information Consulting to Analytics to Product Management.

We at ThinC undertake various academic and extra-curricular activities that help the students gain very valuable insights about all the cool stuff in the field of Business Technology and Information Management. The year 2015-16 was a remarkable one for ThinC, as we continued with our existing activities and also came up with quite a few new
initiatives as well. Following is a brief overview of our activities from last year:

**Colossus – the flagship event at Imperium**

Colossus, the pan-India flagship event of ThinC, is conducted during the annual event of MDI, Imperium. It provided a platform for business students from all over India to prove their mettle and showcase their skills in the field of Mobility. The event turned out to be a huge success, with over 80 teams and was judged by some of the best in the field of Business Consulting. The team from MDI Gurugram turned out to be winners in what was an exciting contest. We also did other events like Neuro-Trix (a technology based quiz) and Phalanx as part of Imperium.

**Profile-Of-The-Week (POTW)**

POTW is a weekly release and showcases the profiles of some of the MDI alumni working in different companies. In this segment, the alums also share some useful information regarding their profile and other things that might help the students during the placements—like details of the interview process, necessary skill sets, recommended electives etc.

Also we had our own students share their internship experiences, starting from the selection process to working in the company. This was shared before the summer internship placements.

**Magazines and Newsletters**

We also launched SMACit! - the yearly magazine from ThinC, which provides analysis of some of the latest trends and events in the field of Business Technology. We covered some of the key business news and the applications of the now trending SMAC (Social media – Mobility – Analytics – Cloud) in various fields like Finance, FMCG and E-Commerce.

We have also published quarterly newsletters covering various topics in the world of business technology.

**Live Projects**

It is our aim to bring in corporate live projects to the campus—which could help the students gain hands-on experience on some exciting corporate projects. We floated a live project with ClickEinstein—which is a simple tool for creating fun quizzes for students to respond to in real-time. The analytics received from these quizzes provide teachers with insights on learning patterns in their classroom. The Live project was completed successfully and the students were handed the certificates.

**Tech Bits and Tech Trenz**

Tech Bits, one of our latest initiatives, is a weekly emailer sent to the students with the top 10 technology news from across the globe published in a lucid format.

We have also sent a report called Tech Trenz to the students before they joined their companies for the summer internships. The report was published in two parts with each of the parts covering topics on influence of technology on various sectors, industries and companies.

In addition to these activities, ThinC also sent the compendium to the junior batch for helping them out with important business technology topics—a document containing necessary information in an easily understandable format, which could serve as a quick reference for students during the placement process. We were also very active in the social media with our own Facebook and Twitter accounts—where knowledge sharing was done frequently.

We at ThinC strive to constantly improve and are keen to do our bit in keeping the MDI family abreast of all technology aspects of Business. An exciting year awaits in which we have planned many events and activities to keep the learning interesting!

**Prizes Won By The Students**

- A team comprising of Rahul Rastogi, Rajul Khare and Rishabh Gupta won the first prize in HRIDDHI organized by Institute of Rural Management
- Gurpreet Singh, winner of Prof. Ram Charan Young HR Icon Award organized by NHRDN
- A team comprising of Sahil Garg, Animesh Gupta, Atul Mishra, Chirag Mahajan won the first prize in UNLEASH – Case Study Competition organized by Novartis
- A team comprising of Rahul Rastogi and Rajul Khare won the first prize in THRONE- HR Case Study Competition organized by Narsee Monji Institute of Management Studies, Hyderabad
- A team comprising of Dhruv Gupta and Gunjan Bhagowaty won the first prize in Colussus by Thinc organized by MDI, Gurugram
- A team comprising of Shatadal Ghosh, Raghveer Santosh and Raunaq M Bhatija won the first prize in Biz Czar organized by MDI, Gurugram
The Academia-Industry Interface:
Over the years the INCENDO has served as a forum for the exchange of stimulating ideas between Business Leaders and the rich pool of talent at MDI. It has been stalwarts from the industry sharing their practical experience with the students who look forward to embark on their career in the industry. The year also saw ITC Union coming and interacting with the students on Employee Relations. The following is an indicative list of Leaders who enriched the learning experience of MDI students in the past academic years:

- A team comprising of Niharika Sharad and Vagisha Goindi won the first prize in Manfest Varchasva organized by IIM Lucknow
- A team comprising of Niharika Sharad and Vagisha Goindi won the first prize in Akshayam, organized by MDI, Gurugram
- Heena Pahuja, winner of India Speaks’ Debate Competition organized by NHRDN
- A team comprising of Shweta Sharma and Vinti Narula won the first prize in Cinepact, organized by S P Jain Institute of Management and Research, Mumbai
- Gourav Baldewa runner up in Antarnaad (Stage Play Competition) organized by IIM Lucknow

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<thead>
<tr>
<th>SPEAKER</th>
<th>DESIGNATION</th>
<th>COMPANY</th>
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<tbody>
<tr>
<td>Mr. Aaditya Gutgutia</td>
<td>Vice President</td>
<td>Axis Capital</td>
</tr>
<tr>
<td>Mr. Abhishek Anand and Ms. Monica Agarwal</td>
<td>Partner</td>
<td>Korn Ferry</td>
</tr>
<tr>
<td>Mr. Ajai Chawdhary</td>
<td>Founder</td>
<td>HCL</td>
</tr>
<tr>
<td>Mr. Anoop Pabby</td>
<td>Managing Director &amp; CEO</td>
<td>DHFL Pramerica Life Insurance</td>
</tr>
<tr>
<td>Mr. Anurag Singh</td>
<td>Business Director, South Asia</td>
<td>DuPont</td>
</tr>
<tr>
<td>Mr. Arun Maira</td>
<td>Former India Chairman</td>
<td>The Boston Consulting Group</td>
</tr>
<tr>
<td>Mr. Arunabh Das Sharma</td>
<td>President</td>
<td>Bennett, Coleman and Co. Times Group</td>
</tr>
<tr>
<td>Mr. Ashu Malhotra</td>
<td>Chief Human Resource Officer</td>
<td>Jabong</td>
</tr>
<tr>
<td>Mr. Chris Oberoi</td>
<td>Managing Director Global Investment Research</td>
<td>Goldman Sachs</td>
</tr>
<tr>
<td>Mr. Deep Kalra</td>
<td>Founder &amp; CEO</td>
<td>MakeMyTrip.com</td>
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<tr>
<td>Mr. Gordon D’Souza</td>
<td>Associate Director</td>
<td>IDFC Alternatives</td>
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<tr>
<td>Mr. Koichi Ikegami</td>
<td>Managing Director</td>
<td>Nomura</td>
</tr>
<tr>
<td>Mr. Prakash Prabhu</td>
<td>Director — Capital Markets and Treasury Solutions</td>
<td>Deutsche Bank</td>
</tr>
<tr>
<td>Mr. Richard Manley</td>
<td>Managing Director</td>
<td>Goldman Sachs</td>
</tr>
<tr>
<td>Mr. Rohit Rajput</td>
<td>Managing Consultant</td>
<td>Hay Group</td>
</tr>
<tr>
<td>Mr. Sanjay Gupta</td>
<td>Head of Marketing, Wellness and Youth</td>
<td>Marico</td>
</tr>
<tr>
<td>Mr. Sharat Goyal</td>
<td>Managing Director</td>
<td>AMP Capital India</td>
</tr>
<tr>
<td>Mr. Shruti Madaan</td>
<td>Director, Risk Services India</td>
<td>RBS</td>
</tr>
<tr>
<td>Mr. Sreedhar Prasad</td>
<td>Partner</td>
<td>KPMG</td>
</tr>
<tr>
<td>Mr. Vivek Gambhir</td>
<td>Managing Director</td>
<td>Godrej Consumer Products Ltd.</td>
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HR Direction

The academic club for HR at Management Development Institute, Gurugram was launched in 2005. In keeping with the spirit of the name, HR Direction conducts regular industry sessions and organizes competitions for management students across the country. The members of the club invite corporate heads in HR, as well as leading academics to help students gain insights into the latest developments in Human Resources.

HR Direction also facilitates Live Projects to give the students hands on experience in the world of Human Resource Management. It works on increasing corporate interactions as well and facilitating brainstorming sessions headed by Alumni on burning issues in this area.

The club also organizes regular events the flagship event being Eleusis. This is a three day event, organized under the umbrella of Imperium — the annual B-School Fest at MDI Gurugram. The event comprises a multitude of sub events like:

Enthaa

Quest of Leonidas
A Game to test the participants’ logic, strategic thinking and decision making abilities; entails a case study, presentation and business scenario simulation.

Tarak
It is a HR simulation game which takes the participant to a different level of simulation games every year. It is an event to test your expertise gained in MBA along with analytical skills, and ability to think on feet.

IR Challenge
The participating teams are given a typical Industrial Relations problem & they try to negotiate their way to a mutually beneficial agreement working either as management or as the union.

Human Reflection
HR Direction also comes out with a monthly newsletter — which expounds on new and relevant themes in the HR domain to enrich the knowledge base of the student body. The magazine comprises of articles by the Editorial team, faculty members& coverage of the best corporate talks of the month.

HR Conclave
MDI, Gurugram in association with Club HR Direction conducted its first ever HR Conclave on 6th February 2016. The HR Conclave intended to bring industry stalwarts, corporate leaders, academicians and budding future HR managers on a single platform of knowledge creation and sharing. The theme for the first edition of our HR Conclave was ‘Reinventing HR: An extreme makeover’ in light of the transformational role of HR and its business impact in the current VUCA world. The event had Dr. shalini Lal as the chief guest and several renowned industry stalwarts like Ester Martinez, Bimal Rath, Biren Misa, Prakash Rao, Kamlesh Vyas, G P Rao & Rajan Kalia presenting their thoughts on the theme based on their experiences. The sponsors of the event were Knolskape – knowledge partner, Giftxoxo.com- gift partner, and People Matters- Media Partner. The event was a grand success and HR programme Chairperson Prof Sumita Rai played an influential role in the success of the event.

Sports Committee
Is the rigor of the course getting the better of you? Need entertainment and health in a single package? Or are you just a diehard sports fan? All you need to do is to dial the Sports Com. Sports Com ensures smooth organization of the sundry sporting events in MDI as well as undertakes initiatives towards improving the sporting culture inside the campus by providing every sport loving Mandevian an opportunity to engage in his sport of choice.

The campus is gifted with a mini Golf Course and has various health/sporting facilities like Gymnasium, Cricket/Football field, Volleyball, Badminton and Lawn Tennis courts, a Basketball court and a sports room with facilities for indoor games like carom, TT, chess and snooker/pool. Sports Com along with the cultural club Sanskriti conducts MDI’s flagship Sports and Cultural fest “Akshayam”, with participation from some of the top B-schools in the country. It organizes inter MDI tournaments like King of Kings and Runbhoomi and it introduced franchise style bidding format for mini cricket and football tournaments, MPL and FPL.

It also organizes sports events with a humane touch like the annual inter MDI marathon Mandevian Miles, volleyball matches with MDI’s social initiative club Samaritans involving the non-teaching and mess staff and cricket matches with local NGOs to generate awareness about pressing social issues. Many of these events form a memorable part of the student life, which makes Sports Com a vital students’ body on campus.

Hostel and Mess Committee
The Hostel and Mess committee (HnM) is responsible for the smooth functioning of the hostel and mess facilities at MDI Gurugram. It is a committee that touches the lives of Mandevians the most, and functions relentlessly 24x7 for the entire year.

Acting as liaisons between the administration, the caterers, the hostel authorities on one side and the students on the other, the HnM committee members facilitate the addressing of issues that the students have and communicate the same to the concerned authorities. They ensure that the administration’s concerns are communicated to
the students and act for the benefit of all stakeholders involved. They take numerous initiatives for the betterment of lives of the students and implement the same by bringing the authorities in confidence.

One of the major tasks of the committee includes preparing the Menu for each month. They need to ensure that the needs of the whole batch are addressed, their cuisine preferences are satiated, and they negotiate with the Mess authorities keeping these constraints in mind. Further, the committee keeps a check on the daily issues regarding the hostel infrastructure, the housekeeping issues, etc. Another important task the HnM committee does is to help the hostel administration with allocation of rooms for the junior and senior batches. The committee members ensure that a fair and smooth process is adopted for the room allocations.

Last year a number of new initiatives were undertaken taken by the HnM committee. Everyday there is a lot of food wastage in message. To reduce it, a pilot awareness campaign called “Love Food… Hate waste” was introduced. As part of the campaign, data on food wastage for every single meal was displayed with an aim of discouraging the students from wasting it. The campaign managed to achieve its goals as the wastage had reduced. The committee now plans to make it a regular affair. Headway was also made in improving the courier services with the “Courier Notification” initiative.

Apart from this, the HnM committee caters to the generic issues related to campus. The work done by HnM committee touches the lives of Mandevians every single day, thus making it one of the indispensable committees at MDI Gurugram.

### Samaritans

Samaritans is the social initiatives club of MDI. Apart from fundraising, the team has been involved in volunteering as well as managerial commitments with partner NGOs. Over the years, the team has been associated with many NGOs with variety of agendas. Some of the agendas include education, empowerment of women, serving the differently abled and blood donation.

Samaritans is one of the elite clubs from business school to be recognized and awarded for regularly conducting blood donation camp in the campus. The club has also received media attention from local newspapers like Hindustan and national newspapers like Indian Express.

**Vision and Mission:**

- Harness the Management acumen of Mandevians in making a difference to the society.
- Nurtures a sense of Social Responsibility amongst budding managers through various initiatives

**Our NGO Associations:**

- Prayatna School of Excellence, GeneBandhu, READ India, Score Foundation, Medhavi Foundation, HOPE Senior Citizens’ Home, Teach For India, Chetana, We The People, Rhythm of Life, National Thalessemia Welfare Society, Youth for Sewa, Goonj, India Vidyarthi, Alandey School, Green Peace and SOIL.

<table>
<thead>
<tr>
<th>Activities</th>
<th>Frequency / Date of activity</th>
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</thead>
<tbody>
<tr>
<td>Live projects</td>
<td>4 live projects floated</td>
</tr>
<tr>
<td>Blood donation camp</td>
<td>6th August, 2015</td>
</tr>
<tr>
<td>Newspaper &amp; Clothes Collection drive with Rhythm of Life</td>
<td>2 times. One in August 2015 and the other in December 2015</td>
</tr>
<tr>
<td>Illumina (Prayatna students at MDI)</td>
<td>Annual — during Illumina</td>
</tr>
<tr>
<td>Prayatna – Education drive</td>
<td>Weekly — Saturdays and Sundays</td>
</tr>
<tr>
<td>Beyond Karma — Imperium (Case study)</td>
<td>Annual — during Imperium</td>
</tr>
<tr>
<td>Aarohan – Sanskriti Samaritans Week</td>
<td>Annual — March 2016</td>
</tr>
<tr>
<td>NGO Talks</td>
<td>3-4 times a year</td>
</tr>
<tr>
<td>Mandevian Miles Marathon</td>
<td>Twice a year</td>
</tr>
<tr>
<td>Cleanliness Drive</td>
<td>Twice a year</td>
</tr>
<tr>
<td>Monday Motivator series</td>
<td>Every Monday</td>
</tr>
<tr>
<td>CSR Compendium</td>
<td>4-6 times a year</td>
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<table>
<thead>
<tr>
<th>Competition</th>
<th>Winner(s)</th>
<th>Runner(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beyond Karma – Imperium</td>
<td>IIM Lucknow</td>
<td>Delhi School of Economics</td>
</tr>
<tr>
<td>Case Study Competition – Aarohan</td>
<td>MDI Gurugram</td>
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</tbody>
</table>
• The case study competition in Imperium was conducted in association with National Thalassemia Welfare Society and the Case Study Competition conducted in AROHAN was in association with Goonj.

Apart from these regular activities, Samaritans has also organized many one-time activities such as debate competition “Vaad Vivaad” in association with ONGC, sign language workshop on Word Disability day, Computer workshops for the less privileged, drawing competition in association with the Coca-cola Company and Hygiene workshop for mess workers.

Events:

• AROHAN — The Social Awareness Week At MDI Gurugram: Samaritans in association with Sanskriti organize AROHAN during the first week of February. As part of this initiative, every year the students of MDI strive to address various social issues and conduct events for the welfare of the society.

• AIMS Week — AIMS National Management Week is celebrated during the first week of August. Various activities ranging from rural and community development activities, Educational Activities, Health care and Blood Donation camps and other activities creating social awareness are conducted this week.

Other Activities:

• Case Study Competitions — Beyond Karma, the social case study competition is conducted at Imperium which gives participants a chance to provide solutions for a live social issue.

• Volunteer at Prayatna School of Excellence — Students from MDI visit Prayatna school every weekend and teach primary class students the basics of English and Maths.

• Awareness Campaigns once a month — Various awareness campaigns like save water campaign and aids awareness campaign are conducted once a month to sensitize the locals.

• Live Projects — Various NGOs like Medhavi Foundation, Youth For Seva, Chetana Foundation and NTWS have floated Live Projects which has involved MDI Students from the ground level.

• CSR Compendium — Samaritans document the various activities done by companies under Corporate Social Responsibility.

• NGO Talks — Mr. George Abraham - Founder of Score Foundation, Mr. Ayush Bansal, Co-Founder, Medhavi Foundation, Mr. Kuldeep Choudhary, Founder of India Vidyarthi have come and interacted with the students of MDI Gurugram in our NGO Talks series.

• Others — Mandevian Miles (Run for a Cause), Volleyball match vs Hostel Mess workers, Clothes and Newspaper collection drive, Tree plantation Drives, Blood Donation Camps, visit to orphanages etc.

Web Committee

Web Committee is the technology club of MDI which brings technology to several aspects of a student’s life at MDI — be it academic or extra-curricular. It also works on creating & managing online forums for next batch of students to ensure they are well updated about MDI before coming to MDI. Web Committee also ensures that the official MDI website is updated periodically. Web committee also arranges for bulk deals of Laptops and hard disks for the incoming batch. Weekly to fortnightly movie screenings, cricket and football match screenings are also arranged by us as per feasibility of the same. It teamed up with clubs like Akshayam and Vagmi for celebration of festivals like Halloween by arranging movie screening. It is the task of Web comm to act as an interface between the admin and students regarding network related issues.

A major initiative which Web Committee has undertaken last year was to integrate websites/blogs of various clubs under one domain - mandevian.com making it one stop solution to all club related information. Another achievement of Web Committee was the creation of “Vidya Sagar” — an online academic system to manage & archive all course and study material for students. Web committee is looking forward to conducting sessions by experts on how technology can be leveraged to improve efficiency in various aspects of management. It also ensured VPN connectivity for the summer interns outside the campus. It worked on creating & managing online forums for next batch of students to ensure they are well updated about MDI before coming to campus.

Aarambh (The Entrepreneurship Cell)

The latest entry in the Clan of “Clubs” and “Committees” – Aarambh, has laid the foundation stone of Entrepreneurial Culture at MDI once again. In its ambition of spreading the culture of Entrepreneurship, Aarambh was unveiled in August, 2013. Dedicated efforts have been put into till date in order to do justice with its mission and vision. The main vision of this club is to create shift in the mind set of student from being a job seeker to job creator and thus promoting MDIpreneurship. In this way, we want to bring MDIpreneurs and current students on the same platform to start the new ventures.
Aarambh has invited several eminent speakers/Entrepreneurs to share their experience with the students of MDI. Some of the speakers include Gautam Mohanka, Varun Talwar, Gautam Chikermane, Manish Verma and others. Aarambh in association with Delphique conducted Vincenza, a national level B plan competition in which students across the country participated. The club’s core belief is in making an environment where people learn from experiences of others and seek help, if needed, in fulfilling their dreams.

**Student Committees at MDI**

**The Placement Committee**

Placement Committee at MDI is a student driven initiative. Comprised of a few hand-picked students the Placement Committee, not only performs the vital function of ensuring the placement of students in prestigious positions, but also acts as a platform for training its members in the nuances of leadership. For more details please refer to the Placements section.

**The Alumni Committee**

The MDI Alumni Committee comprising of representatives of batches of the PGPM, NMP, Part-time PGPM, EMP, PPM and the FPM Programs, undertakes the responsibility of initiating, maintaining and renewing communication with the MDI alumni. One of the critical elements of business relations is networking. As MDI charts its upward climb rapidly, a strong and healthy relationship with the alumni and the industry helps in providing newer avenues for growth across various sectors for the students. For more details please refer to the Alumni Relations section.

**The Corporate Communications Committee**

The Corporate Communications Committee at MDI Gurugram is the interface between the institute and multiple stakeholders which include aspiring students, alumni and industry practitioners among others. As the custodian of the Institute’s digital media assets, CorpCom ensures accurate and timely information regarding the institute and its campus activities is made available to the outside world. It also enables internal communication among students of all programmes and provides a channel for interaction with students from other B-schools and colleges. Most of all, it is tasked with showcasing brand MDI beyond the campus’ boundaries through newspaper articles, magazine profiles, blogs and interviews.

**The International Relations’ Committee**

The International Relations Committee is a team of students from the PGP batch which moderates the partnership of MDI with coveted international universities. These partner institutes offer international immersion programs where the students from each of the colleges come to MDI as well as students from MDI visit the partner colleges. The team facilitates these exchange programs under the guidance of the office of international relations. MDI has around 60 partner universities, for more details refer to the International Relations Portion.

**Student Interest Groups (SIGs)**

**Unnati**

Unnati Investment Management and Research Group is India’s oldest and largest student-run mutual fund with a bifurcation into Diversified and Mid-cap mutual funds. The group’s methodology is — value investing through fundamental analysis. The fund tracks 11 sectors ranging from Banking, Financial Services and Insurance to Metal, Cement and Paper.

Each sector is handled by a second year student, senior security analyst, helped by two first year students, junior security analysts. The group conducts monthly review meetings to analyze the portfolio stocks and discuss potential picks. Moreover, to keep the fellow students abreast of the latest sector happenings and to provide detailed information about the fund performance, Unnati circulates a monthly newsletter and NAV sheet.

In 2015–16, the equities market, buoyed by the arrival of the new central government, scaled unprecedented highs. The growth in the markets was translated into exceptional performance by Unnati. Unnati, with its value pickings, continued to outperform the market. The diversified and the mid-cap fund grew over 35% and 45%, respectively, beating the nifty indices. The fund currently holds 29 NSE-listed stocks in the diversified sector and 34 NSE-listed stocks in the mid-cap fund.

The new team of junior security analysts were selected through a rigorous selection procedure, comprising a written round followed by multiple interview rounds by the senior team. Unnati continued to exhaustively research the eleven sectors under its purview, and review meetings were conducted every fortnight. More so, sector reports and timely newsletters were distributed to keep the investors well informed. Information and queries of hundreds of investors were handled with utmost promptness and discretion.

The month of January and February were marked by the appointment of the new senior team by the graduating team through a rigorous interview process coupled with the evaluation of the stock recommendations by the junior security analysts and their past performance.

From the new academic year, to further broaden the fund’s scope, a new sub-sector, Building Materials, will be added to the Real Estate, Construction & Infrastructure sector.

The new team will be persistent in its efforts to match the expectations of its investors and deliver the desired results.

**Merchandizing and Retail Team (M.A.R.T)**

M.A.R.T is a student run co-operative store on campus which provides basic necessities. The team members continuously work towards
procurement of items, inventory management and managing accounts on a regular basis despite the gruelling course schedule. Also, to be involved in social causes, M.A.R.T contributes to the initiatives organized by Samaritans.

**WSH – The Quizzing Club**

Ever wondered Where, What, When, Why, Where or How about anything?

We at WSH – MDI’s Quiz Club sure have, as have you, we’ll bet!

Over the past few years, we’ve partnered with “Avinash Mudaliar”, one of India’s renowned Quizmasters, to take quizzing mainstream with the Haryana Quizzers Forum. Representing MDI, we won quizzes at IIFT, NSIT, FMS, Great Lakes, IIM L, reached the quarterfinals of NDTV’s national Tech Grandmasters quiz, were in the finals of every open business quiz in NCR and just missed out on the buzzer at Tata Crucible.

With mini quizzes on fun topics like “Ads” and “Comics” to the more ‘normal’ Business quizzes, WSH aims to entertain Mandevians and spread the joys of being curious and learning something new.

**Focus**

Focus is primarily a Student Interest Group, with an aim of collective learning. We are a bunch of enthusiastic amateurs who want to learn more on photography and video making. Apart from the regular photo sharing of our individual escapades, we also cover most of the events (official and unofficial) that happen in the campus. In addition to it, there are photography trips to nearby places that are coordinated to accomplish the dual benefits of travelling and also learning some new photography tricks. We believe that photography is not about cameras, gadgets or gizmos; Photography is about photographers.

**Impulse**

Impulse is an initiative by the students of MDI, Gurugram to gain and share sensitivity towards cross-cultural knowledge and develop interest towards international business, policies, issues, developments and research through activities, events and magazine. Impulse sends international news bites every fortnight to keep everyone aware of international business affairs along with cross cultural fun facts to spread awareness about cross cultural practices. Impulse organizes a number of events during Imperium, with the arduous and successful ‘Negotiation Games’ – wherein two diverse groups negotiate a business agreement; being the flagship event. Other events activities include Exotica, Travel Barter, weekly news story analysis, maintaining the impulse blog and online presence via Facebook and twitter.

**Vagmi**

Have a voice, speak out, and bring your words to the table.

From political to social, from economics to technology-if there is a brewing issue, we will take it up. Vagmi is MDI’s literary society, an SIG special interest that is committed towards developing the art of writing, public speaking and debating in students.

There is an orator in each one of us, there is a writer in each one of us, we all love to express, and we at Vagmi help you explore it. Vagmi’s activities include but are not limited to debating and writing competitions, but are so much more than that. They’re about expressing yourself; they’re about being ‘YOU’.

Vagmi is about expression and creation, we are about ideas and thoughts, and we are about the words which are on your tongue, on your paper and most importantly in your mind.

**STUDENTS COUNSELLING CELL**

Management Development Institute has a counseling cell which takes care of students’ need of advice/support during the turmoil they might face because of performance pressure or personal problems. The cell gives them space to vent out their stress anxiety concern(s) and if the need arises they are advised for the corrective and /or preventive actions. The cell is headed by a Professor as Chair-Student Counseling.
05:30 Morning happens, and as the stars fade into the gradually brightening sky, we see early risers and late sleepers getting ready to prepare for the day. The joggers make their way around the asphalt track, passing those who prefer to amble instead, relishing the clear air that only the morning can provide.

08:00 Around the time the classes start, everyone flocks to the mess to grab that quick bite of breakfast to help them sustain through the morning classes. Lakshya and Gurukul become the centers of activity; lectures, case discussions, quizzes and presentations keep everyone busy, straining and exercising grey cells to their limit.

13:30 A delicious lunch awaits the weary children, and the usual college chatter ensues, punctuated frequently by intellectual talk. The post-lunch sessions are varied, and live projects, industry tours, corporate interactions with industry honchos are frequent.

17:00 As the sessions end, students either unwind with a game of football at the MDI Greens, or basketball or volleyball at their respective courts. Mandevians take their sports extremely seriously. Cricket continues for as long as the light permits, late night tennis and badminton matches under powerful lamps are a norm, and table tennis frenzies in the basement are regular.

22:00 A quick nap, serious talks, random walks, happen around. Some prefer to study in the solitude and comfort of their rooms, some prefer the silence and sanctity of the library. The night plays host to groups discussions for assignments and case presentations, and club meetings and activities are as eclectic as they come by.

02:00 The nocturnals’ hunger is sated by three night canteens providing everything from everyone’s favorite plain maggi and ginger tea to stuffed paneer kulcha and cheese capsicum toast well into the wee hours of the morning.
Alumni Relations

An institute is known by the laurels of its alumni and the impact they make to the world around them. Over the years, MDI has developed a strong and influential network of professionals around the globe; many of them are in the position of transforming and leading companies, creating and building industries, creating and driving startups and entrepreneurial ventures and serving the nation. They have made a inimitable mark for themselves and their alma mater, and MDI is proud of their achievements and success.

Prof. Jyotsna Bhatnagar
Chairperson, Alumni Relations

The MDI alumni network has members from all post graduate programs of MDI. With more than 700 members joining the group every year, the alumni network with more than 7000 members currently is growing stronger every year. Members are spread all over the country as well as in all other parts of the world. Their contributions have been acknowledged by organizations and institutions, as they have marched ahead creating value along the way. MDI values this community and its relationship with itself. To strengthen links and build long lasting relations with the alumni the Institute has an Alumni Office that is completely devoted to this cause. The office constitutes of a students’ Alumni Committee, and a faculty chairperson to provide a platform for meaningful interactions, dialogues, and relationship building.

MDI’s Alumni Committee organizes an Annual Alumni Meet at MDI and also regional alumni meets in different metros in the country and informal coffee meetings in National and International locations. The Alumni contributes to the development of the student community through mentorship, career guidance, industry visits and guest lectures. MDI is keen to further strengthen the bond with alumni through reunion meets, group interactions, and by involving alumni in various MDI activities. MDI keeps in touch with its Alumni through an Alumni Portal. The link to this portal is www.alumni.mdi.ac.in. Through this portal Alumni connect with MDI and it’s activities as well as with their friends and classmates. The portal includes news about MDI, events at MDI, events for Alumni, photo albums, and new happenings about eminent Alumni.
At MDI, the focal point of Corporate Communication is to ensure that the institute stays connected with all the stakeholders, both internal as well as external, in order to create a positive and meaningful bond with them.

Prof. Neera Jain
Chairperson, Corporate Communication

In today's highly competitive and information driven business environment, thoughtful, consistent and well articulated communication has become critical to connecting people. The Corporate Communications Committee at MDI brings forth the Institute's different aspects and their applicability in today's business world. Through regular e-mails, media coverage of important events and individual achievements, digital signage at different places across the campus, we try to keep our internal audience involved and further their identification and purpose with the Institute. Similarly, we seek to establish rapport and build relationships with our external stakeholders through various mass media channels, like website posts, information brochure and advertisement.

Communication is an ongoing and ever evolving process. Keeping this in mind, the Corporate Communication Committee at MDI, Gurugram continually evolves by trying to create and foster more formal and informal channels of communication.

The committee headed by a faculty Chairperson, consists of students from both the first and second years is dichotomized into four intertwined verticals — Admissions, Content, Design & Media. Through an extensive presence on traditional as well as online platforms, the committee has become a connecting vein between the alumni, existing students, and prospective candidates. The Committee is thus the custodian of brand image, identity and culture of MDI.
### MDI Programmes : A Snapshot (Tentative)

<table>
<thead>
<tr>
<th>Name of The Programme</th>
<th>Post-Graduate Programme in Management (PGPM)</th>
<th>Post-Graduate Programme in Human Resource Management (PGP-HRM)</th>
<th>Post-Graduate Programme in International Management (PGP-IM)</th>
<th>National Management Programme (NMP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DURATION</td>
<td>2 years</td>
<td>2 years</td>
<td>2 Years</td>
<td>15 Months</td>
</tr>
<tr>
<td>ELIGIBILITY EDUCATION</td>
<td>3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks</td>
<td>3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks</td>
<td>Masters or Bachelors (4 years minimum) with at least 50% marks or equivalent CGPA</td>
<td>3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum 50% marks</td>
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<tr>
<td>WORK EXPERIENCE</td>
<td>Suitable work experience desirable</td>
<td>Suitable work experience desirable</td>
<td>Minimum 2 years of work experience (as on December 31, 2017) for PGP-IM &amp; MBA. Not applicable for PGP-IM &amp; MIM ESCP Europe</td>
<td>Minimum 5 years of post-qualification executive work experience as on 31st December, 2017</td>
</tr>
<tr>
<td>ENTRANCE TEST/ DATE</td>
<td>CAT Date Sunday, November 26, 2017</td>
<td>CAT Date Sunday, November 26, 2017</td>
<td>CAT Date Sunday, November 26, 2017</td>
<td>For sponsored and self sponsored Candidates CAT Date November 26, 2017 MDI Admission test Sunday, December 17, 2017 GMAT taken not before 1st January 2016 and not later than 30th November 2017</td>
</tr>
<tr>
<td>SELECTION PROCEDURES</td>
<td>CAT, Group Discussion, Interview, Written Analysis Test</td>
<td>CAT, Group Discussion, Interview, Written Analysis Test</td>
<td>CAT, Group Discussion, Interview, Written Analysis Test</td>
<td>CAT / or MDI's Entrance Test / GMAT, Personal Interview</td>
</tr>
<tr>
<td>COMMENCEMENT DATE/INTAKE</td>
<td>June 2018, 240 students</td>
<td>June 2018, 60 students</td>
<td>June 2018, 60 students (Within the overall 60 seats for PGP-IM, the division of seats between the MBA &amp; Masters in International Mgmt degree will depend on the availability of seats at the partner Institution (ESCP Europe))</td>
<td>April 2017, 120 students</td>
</tr>
<tr>
<td>COST/ISSUE DATE OF PROSPECTUS</td>
<td>Rs.2596 (inclusive of 18% GST) Tuesday, Sep 05 2017 – Friday, November 24 2017</td>
<td>Rs.2596 (inclusive of 18% GST) Tuesday, Sep 05 2017 – Friday, November 24 2017</td>
<td>Rs.2596 (inclusive of 18% GST) Tuesday, Sep 05 2017 – Friday, November 24 2017</td>
<td>Rs.2596 (inclusive of 18% GST) Tuesday, Sep 05 2017 – Wednesday, December 6 2017</td>
</tr>
<tr>
<td>LAST DATE FOR SUBMISSION/ RECEIPT OF APPLICATION FORMS AT MDI, Gurugram</td>
<td>Friday, November 24 2017, 17:00 Hrs</td>
<td>Friday, November 24 2017, 17:00 Hrs</td>
<td>Friday, November 24 2017, 17:00 Hrs</td>
<td>Wednesday, December 6, 17:00 Hrs</td>
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<tr>
<td>Post Graduate Programme in Energy Management (PGP-EM)</td>
<td>Public Policy and Management Programme (PGP-PPM)</td>
<td>Post Graduate Programme in Management - Part Time (PGPM-PT)</td>
<td>Fellow Programme in Management (Full Time)</td>
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<tr>
<td>15-Months</td>
<td>15-Months</td>
<td>3 years (Non-Residential)</td>
<td>3-4 Years</td>
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<td>3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum 50% marks</td>
<td>Officers should have completed 5 years of Group A service as on commencement of the programme.</td>
<td>3 years Bachelor’s degree or equivalent in any discipline recognized by AIU/AICTE with minimum 50% marks</td>
<td>A Master’s degree in any discipline with at least 60% marks or B.Tech (4 years/8 Semesters) / MBBS / CA / CS / ICWA with at least 60% marks</td>
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<tr>
<td>Minimum 5 Years of post qualification executive work experience as on 31st December, 2017</td>
<td>7 years in Group “A” service for all India/Central civil service officers, 9 years in group ‘A’ service for state civil service officers and 5 years for self and corporate sponsored candidates</td>
<td>Minimum 3 years of Post-qualification Executive work experience</td>
<td>Suitable work experience desirable</td>
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<tr>
<td>For sponsored and self sponsored Candidates CAT Date Sunday, November 26, 2017</td>
<td>MDI Test to be held on Campus on Sunday, February 24, 2018 (tentative) for April batch &amp; Sunday, September 02, 2018 (tentative) for October batch</td>
<td>Candidates who have appeared/are appearing CAT/GMAT/GRE/UGC-JRF qualified</td>
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<tr>
<td>CAT/MDI's Entrance Test/ GMAT &amp; Personal Interview</td>
<td>Nomination should be sent to MDI and DoPT/Application through proper channel. Academic and technical screening, personal interviews. Self &amp; corporate sponsored candidates should send their applications directly to MDI</td>
<td>MDI Entrance Test and Personal Interview</td>
<td></td>
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<tr>
<td>April, 2018 60 Students</td>
<td>April 2018 &amp; October 2018 (180 students)</td>
<td>July 2018 (20 students)</td>
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<tr>
<td>Rs.2596 (inclusive of 18% GST) Tuesday Sep 05, 2016 – Wednesday December 6, 2017</td>
<td>Friday, October 6, 2017 – Wednesday December 6, 2017</td>
<td>Rs.2596 (inclusive of 18% GST) (For April batch– Monday, 04 Dec 2017 to Friday, February 15, 2018 and for Oct batch– Friday, 01 June 2018 to Friday, 24 August 2018)</td>
<td>Rs.2596 (inclusive of 18% GST) Dates will be specified later</td>
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<tr>
<td>Wednesday December 6, 2017</td>
<td>Wednesday December 6, 2017</td>
<td>Dates will be specified later</td>
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