



Management Development Programmes

2023-24

CALENDAR



MANAGEMENT DEVELOPMENT PROGRAMMES 2023-24

S. No.	MDP Title	Faculty (Prof./Dr.)	Email id	Dates	No. of Days	Venue	Fees (Rs.)
1	Managing Digital Transformation	Divya Sharma	divya.sharma@mdi.ac.in	April 05-07, 2023	3	Campus	40000
2	Gamifying Business Processes	Abhishek Behl	abhishek.behl@mdi.ac.in	April 10-12, 2023	3	Campus	40000
3	Behavioural Economics in Business & Pricing Applications	Sunil Ashra	sunil@mdi.ac.in	April 10 -13, 2023	4	Campus	79000
4	Data Visualization, Tableau and PowerBi for Managers	Nakul Gupta	nakul.gupta@mdi.ac.in	April 13-15, 2023	3	Campus	40000
5	Data-driven Decision Making	Divya Sharma Abhishek Behl	divya.sharma@mdi.ac.in abhishek.behl@mdi.ac.in	April 19-21, 2023	3	Campus	40000
6	Winning with Digital Platforms	Divya Sharma Neetu Yadav	divya.sharma@mdi.ac.in neetu.yadav@mdi.ac.in	April 26-28, 2023	3	Campus	40000
7	Project Management	Ashok Panjwani	apanjwani@mdi.ac.in	May 01-05, 2023	5	Campus	65000
8	Macroeconomic Environment & Policy for Businesses (with Case Studies)	Sunil Ashra	sunil@mdi.ac.in	May 01-03,2023	3	Campus	59000
9	Marketing Analytics	Vibhava Srivastava	vibhava.srivastava@mdi.ac.in	May 01-03, 2023	3	Campus	40000
10	Supply Chain Analytics for Resilient Operations	Amit kumar Gupta Rajesh Singh	amitkgupta@mdi.ac.in rajesh.singh@mdi.ac.in	May 24-26, 2023	3	Campus	40000
11	MARKTECH	Vibhava Srivastava	vibhava.srivastava@mdi.ac.in	June 05-07, 2023	3	Campus	40000
12	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	June 19-23, 2023	5	Campus	65000
13	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	June 19-21, 2023	3	Campus	40000
14	Competency Building for Leadership Roles	Jyotsna Bhatnagar Neera Jain	jyotsnab@mdi.ac.in njain@mdi.ac.in	July 03 -05, 2023	3	Campus	40000
15	Conflict Management and Negotiation Skills	Anil A. Pathak	apathak@mdi.ac.in	July 05-07, 2023	3	Campus	40000
16	Operations Strategy for Lean and Sustainable Systems	Rajesh Singh Anupama Prashar	rajesh.singh@mdi.ac.in anupama.prashar@mdi.ac.in	July 05-07, 2023	3	Campus	40000
17	Locational AI, Mapping and Geospatial Business for Managers	Nakul Gupta	nakul.gupta@mdi.ac.in	July 06-08, 2023	3	Campus	40000
18	Behavioural Economics in Business & Pricing Applications	Sunil Ashra	sunil@mdi.ac.in	July 12-14,2023	3	Campus	79000
19	Managing Across Borders and Cultures	Madhushree Nanda Agarwal	madhushree@mdi.ac.in	July 19-21,2023	3	Campus	40000
20	Effective Public Speaking and Presentation Skills	Vidhu Gaur Niva Bhandari	vidhu.gaur@mdi.ac.in niva.bhandari@mdi.ac.in	August 02-04, 2023	3	Campus	40000
21	26th Advanced Management Programme (AMP)	S. K. Tapasvi & Neera Jain	tapasvi@mdi.ac.in njain@mdi.ac.in	August 21-September 17, 2023	28	Campus & Abroad	7,00,000
22	Data Analytics without Coding	Abhishek Behl	abhishek.behl@mdi.ac.in	August 23-25, 2023	3	Campus	40000
23	Lean Management and Process Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	August 23-25, 2023	3	Campus	40000
24	Business Analytics for Problem Solving and Decision Making	Amit kumar Gupta Rajesh Singh	amitkgupta@mdi.ac.in rajesh.singh@mdi.ac.in	August 23-25, 2023	3	Campus	40000
25	The Art of Successful Leadership	A. K. Jain Vidhu Gaur	akjain@mdi.ac.in vidhu.gaur@mdi.ac.in	September 11-13, 2023	3	Campus	40000
26	Advances in Forensic Analytics	Sandeep Goel	sandeep@mdi.ac.in	September 11-13, 2023	3	Campus	40000
27	Communication Styles for Professional Success	Niva Bhandari	niva.bhandari@mdi.ac.in	September 11-13, 2023	3	Campus	40000
28	Six Sigma for Quality Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	September 13-15, 2023	3	Campus	40000
29	Team Building for High Performance	Sumita Rai	sumitar@mdi.ac.in	September 20-22, 2023	3	Campus	40000
30	The Art of Persuasive Communication	Neera Jain Niva Bhandari	njain@mdi.ac.in niva.bhandari@mdi.ac.in	September 20-22, 2023	3	Campus	40000
31	Drafting, Negotiating and Managing Commercial Contracts	Parul V Gupta	parul.gupta@mdi.ac.in	September 27-29, 2023	3	Campus	40000
32	Validating strategy like a Military General	Ankur Roy	ankur.roy@mdi.ac.in	September 28-30, 2023	3	Campus	40000
33	Conducting Fair and Proper Domestic Enquiry	Parul V Gupta	parul.gupta@mdi.ac.in	October 03-06, 2023	4	Campus	52000
34	Driving Business towards Sustainability	Rupamanjari Sinha Ray Neetu Yadav	rupamanjari@mdi.ac.in neetu.yadav@mdi.ac.in	October 04-06, 2023	3	Campus	40000
35	Digital Marketing	Kanwal Kapil Avinash Kapoor	kanwalkapil@mdi.ac.in avinashkapoor@mdi.ac.in	October 09-11, 2023	3	Campus	40000
36	Negotiation Strategies: A Win-Win Approach	Neera Jain Niva Bhandari	njain@mdi.ac.in niva.bhandari@mdi.ac.in	October 16-18, 2023	3	Campus	40000

MANAGEMENT DEVELOPMENT PROGRAMMES 2023-24

S. No.	MDP Title	Faculty (Prof./Dr.)	Email id	Dates	No. of Days	Venue	Fees (Rs.)
37	Leadership for Impact	Anil A. Pathak	apathak@mdi.ac.in	November 08-10, 2023	3	Campus	40000
38	Digital Marketing	Kanwal Kapil Avinash Kapoor	kanwalkapil@mdi.ac.in avinashkapoor@mdi.ac.in	November 08-10, 2023	3	Campus	40000
39	Problem Solving and Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	November 20-22, 2023	3	Campus	40000
40	Transforming Organizations Through Proactive People Management Strategies	A. K. Jain	akjain@mdi.ac.in	November 20-22, 2023	3	Campus	40000
41	Labour Laws for HR Professionals (Comprehensive Module)	Parul V Gupta	parul.gupta@mdi.ac.in	November 20-December 02, 2023	11	Campus	143000
42	Machine Learning for Managers	Divya Sharma Abhishek Behl	divya.sharma@mdi.ac.in abhishek.behl@mdi.ac.in	November 22-24, 2023	3	Campus	40000
43	Customer Engagement and Digital Marketing Communications	Vidhu Gaur Ritu Srivastava	vidhu.gaur@mdi.ac.in ritu.srivastava@mdi.ac.in	November 22-24, 2023	3	Campus	40000
44	Project Management	Ashok Panjwani	apanjwani@mdi.ac.in	27 November- 01 December,2023	5	Campus	65000
45	Environmental Social and Governance (ESG)	Rupamanjari Sinha Ray Avinish Kumar	rupamanjari@mdi.ac.in avanish@mdi.ac.in	29 November – 01 December, 2023	3	Campus	40000
46	Supply Chain Management	Manoj K. Srivastava	mks@mdi.ac.in	December 04-06, 2023	3	Campus	40000
47	Managing Competence at Work for High Performance	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	December 06-08, 2023	3	Campus	40000
48	Strategic Financial Analysis for Value-Enhancing Decisions	S. Veena Iyer Shalini Kalra Sahi	s.veena@mdi.ac.in skalrasahi@mdi.ac.in	December 13-15, 2023	3	Campus	40000
49	Leading with Emotional Intelligence for Stress Management	A. K. Jain	akjain@mdi.ac.in	December 18-20, 2023	3	Campus	40000
50	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	December 18-22, 2023	5	Campus	65000
51	Mastering Managerial Communication Competencies	Neera Jain Vidhu Gaur	njain@mdi.ac.in vidhu.gaur@mdi.ac.in	December 18-20, 2023	3	Campus	40000
52	Developing Women Leaders: A Communication Perspective	Neera Jain	njain@mdi.ac.in	January 10-12, 2024	3	Campus	40000
53	The Powerful Business Writing Skills	Niva Bhandari	niva.bhandari@mdi.ac.in	January 17-19, 2024	3	Campus	40000
54	Customer Centric Marketing: Customer satisfaction, loyalty and relationship	Kirti Sharma	kirti.sharma@mdi.ac.in	January 17-19, 2024	3	Campus	40000
55	Developing Leadership Competencies	Sumita Rai	sumitar@mdi.ac.in	January 17-19, 2024	3	Campus	40000
56	Engaging Teams for Improved Productivity	Vidhu Gaur	vidhu.gaur@mdi.ac.in	January 17-19,2024	3	Campus	40000
57	Operational and Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	January 22-24, 2024	3	Campus	40000
58	Managing Difficult Negotiations	Anil A. Pathak	apathak@mdi.ac.in	January 23-25, 2024	3	Campus	40000
59	Labour Laws for HR Professionals (Advance Module)	Parul V Gupta	parul.gupta@mdi.ac.in	January 23-26, 2024	4	Campus	52000
60	21st Human Resource Management: An International Perspective	A. K. Jain & Madhushree Nanda Agarwal	akjain@mdi.ac.in madhushree@mdi.ac.in	February 05-17, 2024	13	Campus & Abroad	600,000*
61	Corporate Communications and Branding	Vibhava Srivastava Nakul Gupta	vibhava.srivastava@mdi.ac.in nakul.gupta@mdi.ac.in	February 05-07, 2024	3	Campus	40000
62	New-age technologies for Customer Marketing	Kirti Sharma	kirti.sharma@mdi.ac.in	February 07-09, 2024	3	Campus	40000
63	Effective Communication for Managers and Leaders	Neera Jain	njain@mdi.ac.in	February 12-14, 2024	3	Campus	40000
64	Young Leadership Program for Managers	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	February 14-16,2024	3	Campus	40000
65	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	February 19-21, 2024	3	Campus	40000
66	Developing People at Workplace: Catalyst for Change	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	March 06-08,2024	3	Campus	40000
67	Fraud Risk Management & Governance	Sandeep Goel	sandeep@mdi.ac.in	March 18-20, 2024	3	Campus	40000



About MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management- knowledge-base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation.

It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases.



It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the

alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. 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. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.

NOTE:

1. Detailed brochure for the individual programs will be available about 3 months before the start of each program.
2. Organizations concerned must confirm their acceptance of nominations before sending participants to program venue.
3. GST as applicable will be charged extra on all the programs in addition to the program fees.
4. We will provide 10% discount, when we receive 3 to 5 nominations & 20% discount on more than 5 nominations for single programme. The overall discount will not exceed 20%. (applicable in Nepal also)





MDI
GURGAON

Management
Development
Institute

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