



**MANAGEMENT
DEVELOPMENT
PROGRAMMES
2022-23**

MANAGEMENT DEVELOPMENT PROGRAMMES 2022-23

S.No.	MDP Title	Faculty (Prof./Dr.)	E-mail ID	Date	No. of Days	Venue	Fees (Rs.)
APRIL 2022							
1	Data-driven Decision Making	Divya Sharma Abhishek Behl	divya.sharma@mdi.ac.in abhishek.behl@mdi.ac.in	April 20-22, 2022	3	Campus	37500
MAY 2022							
2	Project Management	Ashok Panjwani Sangeeta S.Bhardwaj	apanjwani@mdi.ac.in ssbhardwaj@mdi.ac.in	May 02-06,2022	5	Campus	55000
3	Gamifying Business Processes	Abhishek Behl	abhishek.behl@mdi.ac.in	May 02-04,2022	3	Campus	37500
4	Managing Digital Transformation	Divya Sharma	divya.sharma@mdi.ac.in	May 11-13, 2022	3	Campus	37500
5	Data-Driven Research in Management	Abhishek Behl	abhishek.behl@mdi.ac.in	May 13-15, 2022	3	Campus	37500
6	Philanthropy, CSR and Sustainability	Rupamanjari Sinha Ray S. K. Tapasvi	rupamanjari@mdi.ac.in tapasvi@mdi.ac.in	May 25-27, 2022	3	Campus	37500
JUNE 2022							
7	Environmental Social and Governance (ESG)	Rupamanjari Sinha Ray Avanish Kumar	rupamanjari@mdi.ac.in avanish@mdi.ac.in	June 13-17, 2022	5	Campus	55000
8	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	June 13-17, 2022	5	Campus	55000
9	Business & Technical Writing Skills	Niva Bhandari	niva.bhandari@mdi.ac.in	June 15-17, 2022	3	Campus	37500
10	Supply Chain Analytics for Resilient Operations	Amit kumar Gupta Rajesh Singh	amitkgupta@mdi.ac.in rajesh.singh@mdi.ac.in	June 22-24, 2022	3	Campus	37500
11	Water Governance and Management	Vishal Narain	vishalnarain@mdi.ac.in	June 28-30, 2022	3	Campus	37500
JULY 2022							
12	Competency Building for Leadership Roles	Jyotsna Bhatnagar Neera Jain	jyotsnab@mdi.ac.in njain@mdi.ac.in	July 04-06, 2022	3	Campus	37500
13	Conflict Management and Negotiation Skills	Anil A. Pathak	apathak@mdi.ac.in	July 18-20, 2022	3	Campus	37500
14	Operations Strategy for Lean and Sustainable Systems	Rajesh Singh Anupama Prashar	rajesh.singh@mdi.ac.in anupama.prashar@mdi.ac.in	July 27-29, 2022	3	Campus	37500
AUGUST 2022							
15	Business Presentations and Public Speaking Skills	Vidhu Gaur Niva Bhandari	vidhu.gaur@mdi.ac.in niva.bhandari@mdi.ac.in	August 01-03, 2022	3	Campus	37500
16	Decision-Making for Strategic Alliances	Meeta Dasgupta S.S. Tripathi	meeta@mdi.ac.in sstripathi@mdi.ac.in	August 17-19, 2022	3	Campus	37500
17	Cyber Security: Issues and Challenges	Anjali Kaushik Prageet Aeron	anjaliikaushik@mdi.ac.in prageet.aeron@mdi.ac.in	August 18-20, 2022	3	Campus	37500
18	Operational and Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	August 22-24, 2022	3	Campus	37500
19	Lean Management and Process Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	August 24-26, 2022	3	Campus	37500
20	Business Analytics for Problem Solving and Decision Making	Amit kumar Gupta Rajesh Singh	amitkgupta@mdi.ac.in rajesh.singh@mdi.ac.in	August 24-26, 2022	3	Campus	37500
SEPTEMBER 2022							
21	Communication Styles for Professional Success	Niva Bhandari	niva.bhandari@mdi.ac.in	September 07-09, 2022	3	Campus	37500
22	Problem Solving and Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	September 12-14, 2022	3	Campus	37500
23	The Art of Successful Leadership	A. K. Jain Vidhu Gaur	akjain@mdi.ac.in vidhu.gaur@mdi.ac.in	September 12-14, 2022	3	Campus	37500
24	Artificial Intelligence and Machine Learning: Applications in Marketing	Kirti Sharma Abhishek Behl	kirti.sharma@mdi.ac.in abhishek.behl@mdi.ac.in	September 13-15, 2022	3	Campus	37500
25	Six Sigma for Quality Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	September 15-17, 2022	3	Campus	37500
26	Building Consumer Connect through Communication Strategies	Ritu Srivastava	ritu.srivastava@mdi.ac.in	September 19-21, 2022	3	Campus	37500
27	Digital Marketing	Kanwal Kapil Avinash Kapoor	kanwalkapil@mdi.ac.in avinashkapoor@mdi.ac.in	September 19-21, 2022	3	Campus	37500

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28	The Art of Persuasive Communication	Neera Jain Niva Bhandari	njain@mdi.ac.in niva.bhandari@mdi.ac.in	September 21-23, 2022	3	Campus	37500
29	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	September 28-30, 2022	3	Campus	37500
OCTOBER 2022							
30	Data Analytics without Coding	Abhishek Behl	abhishek.behl@mdi.ac.in	October 03-05, 2022	3	Campus	37500
31	Insights into Mergers and Acquisitions in the age of Startups	Meeta Dasgupta S.S. Tripathi	meeta@mdi.ac.in sstripathi@mdi.ac.in	October 05-07, 2022	3	Campus	37500
32	Machine Learning for Business	Divya Sharma Abhishek Behl	divya.sharma@mdi.ac.in abhishek.behl@mdi.ac.in	October 05-07, 2022	3	Campus	37500
33	Developing Empowered Women Leaders for Strategic Roles	Jyotsna Bhatnagar Neera Jain	jyotsnab@mdi.ac.in njain@mdi.ac.in	October 10-12, 2022	3	Campus	37500
34	Advanced Managerial Communication Skills	Niva Bhandari	niva.bhandari@mdi.ac.in	October 10-14, 2022	5	Campus	55000
35	Healthcare Analytics	Vanita Singh	vanita.singh@mdi.ac.in	October 14-16, 2022	3	Campus	37500
36	Supply Chain Management	Manoj K. Srivastava	mks@mdi.ac.in	October 17-19, 2022	3	Campus	37500
NOVEMBER 2022							
37	Macroeconomics for Managers	Leena Ajit Kaushal	leena.kaushal@mdi.ac.in	November 03-05, 2022	3	Campus	37500
38	Failure and Success of the Organizations	Ruchi Agarwal Neetu Yadav	ruchi.agarwal@mdi.ac.in neetu.yadav@mdi.ac.in	November 04-05, 2022	2	Campus	25000
39	Transforming Organizations Through Proactive People Management Strategies	A. K. Jain	akjain@mdi.ac.in	November 07-09, 2022	3	Campus	37500
40	Team Building for High Performance	Sumita Rai	sumitar@mdi.ac.in	November 07-09, 2022	3	Campus	37500
41	Negotiation Strategies: A Win-Win Approach	Neera Jain Niva Bhandari	njain@mdi.ac.in niva.bhandari@mdi.ac.in	November 09-11, 2022	3	Campus	37500
42	Problem Solving and Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	November 14-16, 2022	3	Campus	37500
43	Risk Governance and Sustainability	Ruchi Agarwal Neetu Yadav	ruchi.agarwal@mdi.ac.in neetu.yadav@mdi.ac.in	November 18-19, 2022	2	Campus	25000
44	Customer Engagement and Digital Marketing Communications	Ritu Srivastava Vidhu Gaur	ritu.srivastava@mdi.ac.in vidhu.gaur@mdi.ac.in	November 21-23, 2022	3	Campus	37500
45	Validating Strategy like a Military General	Ankur Roy	ankur.roy@mdi.ac.in	November 23-25, 2022	3	Campus	37500
46	Corporate Governance	Arun K Tripathy	arun.tripathy@mdi.ac.in	November 23-25, 2022	3	Campus	37500
47	Entertainment Analytics	Abhishek Behl	abhishek.behl@mdi.ac.in	November 23-25, 2022	3	Campus	37500
49	Water Governance and Management	Vishal Narain	vishalnarain@mdi.ac.in	November 28-30, 2022	3	Campus	37500
48	Project Management	Ashok Panjwani Sangeeta S. Bhardwaj	apanjwani@mdi.ac.in ssbharadwaj@mdi.ac.in	November 28- December 02, 2022	5	Campus	55000
DECEMBER 2022							
50	Behavioral Approach to Public Policy	Vanita Singh	vanita.singh@mdi.ac.in	December 02-04, 2022	3	Campus	37500
51	Managing Competence at Work for High Performance	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	December 07-09, 2022	3	Campus	37500
52	Soft Skills and Business Communication for Executives	Niva Bhandari	niva.bhandari@mdi.ac.in	December 07-09, 2022	3	Campus	37500
53	Design Thinking in HR Innovation- Using AI	Jyotsna Bhatnagar Nakul Gupta	jyotsnab@mdi.ac.in nakul.gupta@mdi.ac.in	December 07-09, 2022	3	Campus	37500
54	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	December 12-16, 2022	5	Campus	55000
55	Strategic Financial Analysis for Value-Enhancing Decisions	S. Veena Iyer Shalini Kalra Sahi	s.veena@mdi.ac.in skalrasahi@mdi.ac.in	December 14-16, 2022	3	Campus	37500
56	Effective Management of Public Health Programmes	Vanita Singh	vanita.singh@mdi.ac.in	December 18-20, 2022	3	Campus	37500
57	Leading with Emotional Intelligence for Stress Management	A. K. Jain	akjain@mdi.ac.in	December 19-21, 2022	3	Campus	37500

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S.No.	MDP Title	Faculty (Prof./Dr.)	E-mail ID	Date	No. of Days	Venue	Fees (Rs.)
58	Mastering Managerial Communication Competencies	Neera Jain Vidhu Gaur	njain@mdi.ac.in vidhu.gaur@mdi.ac.in	December 21-23, 2022	3	Campus	37500
JANUARY 2023							
59	Managing and Scaling Digital Platforms	Divya Sharma	divya.sharma@mdi.ac.in	January 04-06, 2023	3	Campus	37500
60	Operational and Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	January 09-11, 2023	3	Campus	37500
61	Effective Communication for Engaging Teams for Improved Productivity	Vidhu Gaur	vidhu.gaur@mdi.ac.in	January 11-13, 2023	3	Campus	37500
62	Developing Leadership Competencies	Sumita Rai	sumitar@mdi.ac.in	January 16-18, 2023	3	Campus	37500
63	Developing Women Leaders: A Communication Perspective	Neera Jain	njain@mdi.ac.in	January 16-18, 2023	3	Campus	37500
64	Customer Centric Marketing: Data and Tools	Kirti Sharma Abhishek Behl	kirti.sharma@mdi.ac.in abhishek.behl@mdi.ac.in	January 18-20, 2023	3	Campus	37500
65	Leadership for Impact	Anil A. Pathak	apathak@mdi.ac.in	January 23-25, 2023	3	Campus	37500
66	Digital Marketing	Kanwal Kapil Avinash Kapoor	kanwalkapil@mdi.ac.in avinashkapoor@mdi.ac.in	January 23-25, 2023	3	Campus	37500
FEBRUARY 2023							
67	Branding and Content: A Communication Perspective	Niva Bhandari Vibhava Srivastava	niva.bhandari@mdi.ac.in Vibhava.srivastava@mdi.ac.in	February 01-03, 2023	3	Campus	37500
68	Total Quality Management (TQM)	Manoj K. Srivastava Anupama Prashar	mks@mdi.ac.in anupama.prashar@mdi.ac.in	February 06-08, 2023	3	Campus	37500
69	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	February 08-10, 2023	3	Campus	37500
70	Business & Technical Writing Skills	Niva Bhandari	niva.bhandari@mdi.ac.in	February 08-10, 2023	3	Campus	37500
71	Effective Communication for Managers and Leaders	Neera Jain	njain@mdi.ac.in	February 13-15, 2023	3	Campus	37500
72	Young Leadership Program for Managers	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	February 15-17, 2023	3	Campus	37500
73	Decision-Making for Strategic Alliances	Meeta Dasgupta S.S. Tripathi	meeta@mdi.ac.in sstripathi@mdi.ac.in	February 15-17, 2023	3	Campus	37500
74	Winning over Competition	Arun K Tripathy	arun.tripathy@mdi.ac.in	February 22-24, 2023	3	Campus	37500
MARCH 2023							
75	Developing People at Workplace: Catalyst for Change	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	March 01-03, 2023	3	Campus	37500
76	Logistics and Inventory Management	Manoj K. Srivastava Ashok Panjwani	mks@mdi.ac.in apanjwani@mdi.ac.in	March 06-08, 2023	3	Campus	37500
77	Managing Difficult Negotiations	Anil A. Pathak Neera Jain	apathak@mdi.ac.in njain@mdi.ac.in	March 15-17, 2023	3	Campus	37500
78	Effective Interviewing Skills: Perspective and Skills for Both Interviewee and Interviewer	Vidhu Gaur	vidhu.gaur@mdi.ac.in	March 15-17, 2023	3	Campus	37500
79	Leadership and Marketing Communication through Story Telling and Theatre Techniques	Ritu Srivastava Neera Jain	ritu.srivastava@mdi.ac.in njain@mdi.ac.in	March 20-22, 2023	3	Campus	37500

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%.



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.



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