



Advanced Management Programme (AMP)

22nd Edition, 2017

4 Weeks

August 21 - September 17, 2017

Overseas Learning Programme in Partnership with

- ◆ ESCP-Europe, European School of Management, Paris, France
- ◆ Vienna University of Eco. & Business Administration, Austria
- ◆ Frankfurt School of Finance & Management, Frankfurt, Germany
- ◆ RSM Erasmus University, Rotterdam, Netherlands



MDI
GURGAON

**Management
Development
Institute**

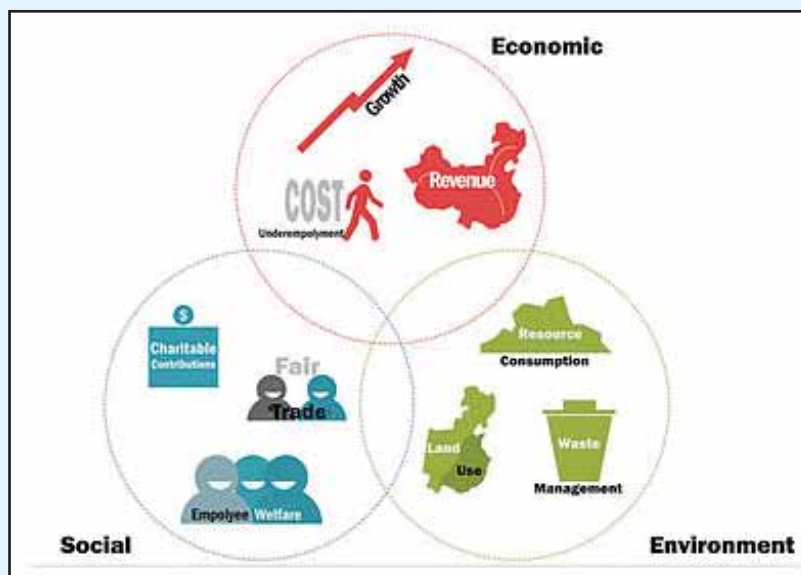
STRATEGIC LEADERSHIP FOR ORGANIZATIONAL TRANSFORMATION

With advent of technology, the concept of doing business has completely transformed. The competition is stiff, and organizations are now forced to focus on a concept of triple bottom line (TBL). The TBL requires emphasis on social, environment, and finance focus. For businesses, sustainable development is a powerful and defining idea: a sustainable corporation is one that creates profit for its shareholders while improving the lives of those with whom it interacts. It operates so that its business interests and the interests of the society are ensured. A sustainable business stands an excellent chance of being more successful tomorrow than it is today, and remaining successful for decades or generations.

Increasingly, businesses are expected to find ways to operate such that there is a balance between the TBL. The best companies are

are shrinking. A large number of manufacturing organizations earn a large part of their revenue from services. The focus on cost and process control is becoming as important as the sales.

Rapid changing business environment has increased the pressure on the key performance measures of an organization. An organization cannot merely remain competitive only in one of the few dimensions of business performances such as cost, quality, service, agility, or speed. In order to remain ahead of the competition and to continue to swim in a blue ocean, organization needs to strive for excellence in all dimensions. The international boundaries are diminishing. The entire supply chain including suppliers and customers are getting global. In order to understand the cross cultural issues and the best practices across the globe, global benchmarking is becoming the key.



Triple Bottom Line

finding ways to turn this responsibility into opportunity. We believe that when business and societal interests overlap, everyone wins. Senior management is responsible for formulating a sustainable development policy for its organization, and for establishing specific objectives. Sustainable development means more than just 'the environment'. It has social elements as well, such as the alleviation of poverty and distributional equity.

Organizations have started realizing that the increased uses of internet applications, and social media has made today's customer more aware than ever. The traditional market place has taken a shape of internet platforms. Suppliers and customers meet directly, and the middle layers are disappearing. The profit margins

The new organization transformation and process excellence bring in a change in the organization. The adaptation of change in organizational processes by its employees is the key to performance improvement and success. Most benchmarking and organization restructuring fail due to lack of people adaptation. A complete alignment of the top management, middle management, and employee at the bottom of the organization pyramid needs to be aligned. The entire management of the organization needs to lead by example, and to set the tone for the rest of the organization.

AMP 2017 - At a glance

The AMP 2017 aims at creating an enabling environment for reflective observation, abstract conceptualization and application of recent developments in management at the picturesque and serene environs of the MDI campus. The four-week, fully residential programme will allow the participants to disengage themselves from the day-to-day pulls and pressures, relocate on the campus and bask in the ambience of thinking, reflecting, learning and applying. Keeping in view the diverse set of responsibilities at the senior management level, the learning will be inter-disciplinary in nature. AMP 2017 will be covering diverse areas of management thoughts and applications such as human resource management (innovative hiring strategies, talent management, employee engagement, employee excitement and exuberance), finance (topics of contemporary importance like mergers and acquisitions, financial restructuring, financial risk management etc.), information technology (strategic role of information technologies and enterprise systems), marketing (customer and consumer attraction and retention), operations management (optimizing costs and quality) and of course, strategic foresight for competing and excelling globally. The participants of this programme would learn to integrate corporate strategy and culture with organizational structure. They will learn how to manage the interface between strategy, the marketplace and technology and regulatory framework.

Development of Creative and Lateral Thinking

The participants will be exposed to current analytical tools for assessing opportunities and risks in strategic planning and decision-making. In other words, the participants will have exposure to areas which are not necessarily connected to the day-to-day working in organizations, but will broaden the horizons of analysis and scenario building that are so essential in strategic management decision-making. Industry/ organization visits will be organized to expose the participants to the culture and the ambience of well-managed organizations in order to widen their perspectives and familiarity with various sectors of industry. The participants would also have the privilege of having inputs from diverse sources on a particular domain which would encourage them to reflect, debate, synthesize and analyze different points of view which may sometimes appear to be prima facie, contradictory and diverse. Each participant, therefore, would be able to chart out his own plan and strategies once he/she returns to his/her organization. In the AMP at MDI, all these inputs come from a combination of eminent academician, policy makers from

the government, industry leaders and other thought leaders. The objective is to enable participants to get sound foundation of theoretical inputs and research advancements in management on the one hand and diverse views on the practical aspects of organizational management from industry practitioners on the other. These varied inputs will enable a participant to benchmark his/her own organizational practices with those of others and thus set the stage for effective environmental change in their respective organizations. Throughout the Programme, the participants would be engaged in several group exercises with participants from other organizations, so as to expose group members to diverse viewpoints. This will help the participants in diagnosing their own strengths and weaknesses and thus chart out the future course of action. The primary purpose of the AMP is to spark debates and discussions among the participants of the Programme. After all, in the case of the leaders of industry or those who are on the threshold of being so, most of the learning and consequent decision is through an intensive process of debate and discussion.

Strategic Focus

- Integrated Business Perspective
- Managing Uncertainty and Leading Change

A Blend of Theory and Practice

- Sharing of Experience by Business Leaders and inputs from Academicians
- Integration of Theory & Practice through Case Studies and Simulation Exercises

Interactive Discussions

- Enrichment through Diverse Exchange of Thoughts and Experiences
- Learning through Experience Sharing and Brain Storming

Reflection and Self-Assessment

- Challenging past Mind Set and Paradigms
- Learning as well as Unlearning
- Impact on both Personal as well as Professional Life

A Charter for the Future

- Creating a Roadmap for Future Directions and Developing Action Plans

The Global View

Today's globalised business environment makes it imperative to take a closer look at developments across the world. One of the key components of MDI's AMP is the global interaction that participants would have with both academia and industry. As a consequence participants of the AMP will spend two weeks at the MDI campus in Gurugram and two weeks in the OLP of the AMP, interacting with some of the leading Business Schools in Europe. All in all, the four weeks spent in the AMP will give participants time to absorb new inputs, think and reflect. In the process, they will take stock of past achievements; assess themselves with respect to the changing business environment, and set new goals and action plans to prepare for the world of tomorrow.

Key Takeaways from AMP 2017

Based on the diverse experiences that a participant goes through, MDI's AMP 2017 is expected to help the participants to:

- Develop a strategic understanding of the issues involved in managing a globally competitive organization.
- Acquire the latest concepts in major functional areas that will be impacted by the changing and turbulent environment.
- Develop creative and lateral thinking abilities for building globally competitive organizations.
- Appreciate current-day tools and techniques, both in analytical and behavioral areas that help in managing in an uncertain, challenging environment.
- Develop a critical understanding of culture and management practices in the western world- with implications for Indian organizations
- Above all, step away from high/pressure, day-to-day operations, engage in critical thinking, re- energize the mind, and thereby think, reflect, learn, and apply.

Programme Framework

Issues faced at the senior management levels are typically highly inter-disciplinary in nature. This will become even more pronounced in the world of tomorrow. Consequently, MDI's AMP has been designed to cover a diverse range of topics of relevance. Participants will be encouraged to integrate the learning from these different areas, and apply it to determine strategies for their own organizations, as well as to create action plans based on these strategies. Some of the topics that are expected to be covered in the four week AMP are as follows:

- Strategies for internationalization
- Global competition and global strategy
- Decision making in an uncertain environment
- Business risk analysis
- Challenges in cost optimization - a top management perspective
- The changing global economy
- Maximization of shareholders' wealth
- Doing business with the European Union
- Knowledge management in geographically dispersed organizations
- Leadership and Emotional Intelligence
- Marketing in a global economy
- Sustainable Development of companies, regions & countries
- Strategic cost management
- Methods for managing intellectual capital
- Opportunities and challenges in E- Business

- Strategies for building alliances
- Management of Technological Innovation
- Innovating Management based on transition from industrial to knowledge economy in a global context

Phase I: The Indian Experience

Weeks 1 & 2

Phase of the AMP, which the participants will spend at the MDI campus in Gurugram, is over two weeks and covers issues of building global competitiveness and its impact on Business Strategy as a whole. The focus will be on anticipating change, and formulating strategies to enable the organization to grow in and adapt to the changing environment. It will also look at the link between strategy and factors such as the macro-economic environment and government policy. It also looks at finance from a top management perspective. It will delineate on various marketing issues, as well as supporting tools and techniques that senior management can use to be globally competitive. These include phenomenal advances in information technology and e-business and the link between IT and strategy. In the Indian phase, eminent guest speakers are invited to interact with the participants so that sharing of knowledge happens. The idea is to provide a top management view on various issues in the Indian phase. One industry visit may be planned in Gurugram to give a view to the participants on what is happening in the industry in order to remain sustainable and globally competitive.

Phase II : The Overseas Learning Programme Weeks 3 & 4

While phase I focuses on learning in the Indian environment, phase II is spent with key business schools and industries in Europe. The idea being to look at globalization and the consequent opportunities and issues from the other side. In weeks 3 and 4, based on what has been discussed and gathered during the first two weeks, participants will be exposed to some of the current thinking and best practices in international business. They will be provided with the opportunity to interact with contemporary managers and academicians in some of the best European business schools in Paris, France; Vienna, Austria; Frankfurt, Germany; Rotterdam, Netherlands; A few industry visits will be organized, which will help participants to not only understand how businesses are managed in Europe but also appreciate the opportunities available to Indian organizations in Europe.

What to Expect?

MDI's AMP has been designed as a fully residential programme. This has been done with a specific purpose-to enable the participants to spend sufficient time thinking and reflecting, searching the Internet, spending time in the library, interacting with peers, and of course linking all this with the discussions in the classroom. Participants will spend the first two weeks at the MDI campus in Gurugram, where adequate arrangements have been made for a comfortable stay. Subsequently, the two weeks to be spent in Europe will also be residential. In keeping with the preceding philosophy, the entire day will be filled with activities. Mornings and afternoons will be spent in the classroom, with faculty members from MDI conducting the sessions in the mornings and eminent practicing managers from industry conducting the afternoon sessions. At times, pre-dinner talks would also be arranged. Evening sessions would be devoted to working in small groups, so as to apply the day's learning to real-

world problems. Evenings would also be used in preparation for the next day's sessions. Of course, to unwind and refresh the system for the next day, MDI has several recreational facilities available on campus, such as golf, a gymnasium, badminton, basket ball & tennis. In addition, there are sessions on yoga every morning, and participants are encouraged to take advantage of these. Since participants are expected to be occupied throughout the day, they are strongly advised not to fix up official appointments or social engagements during the course of the AMP.

Industry Visits

One of the main highlights of the programme are corporate visits done in Europe - France, Germany & Netherlands. Some of the companies visited in the past in MDI's overseas programmes are FIAT, PIAGGIO, ARCELOR MITTAL, VOLKSWAGEN, DASSAULT FALCON COMPANY, EPERNAY CHAMPAGNE, CHAMPAGNE DECASTILANE, BASF, ENERGEA BIODIESEL, Energy Delta

Institute, OPAC, etc. The idea of industry visit is to learn about global practices and benchmark our own organizations in comparison to global organizations. Efforts will be made here to interact with the working managers in order to understand issues and challenges facing them and comparing it with our own issues and challenges.

Cultural & Historical Visits

The cultural & historical visits include EIFFEL TOWER, LUVRE MUSEUM in PARIS, France; Frankfurt City Centre, Germany; Amsterdam, Netherland; Jungfrauoch in Zurich, Switzerland; and many other historical places in Austria. During these visits, endeavor will be to learn about these countries culture, history and other social issues.

Participants may do shopping at their will. The visits to markets will help understand the marketing behavior and functional aspects of the working of markets in various European countries.

AMP Guest Faculty for Past Few Years

Eminent speakers from the industry & government are invited to interact with the students. Given below is a list of some of the speakers who had graced the previous AMPs. (Designations are same as at the time they came)

Ashok Lahiri
Economic Advisor, GOI

Anil K. Khandelwal
Chairman & Managing Director, Bank of Baroda

A.K. Puri
Chairman, BHEL

Aquil Busrai
ED (HR) IBM India

Ashok K. Baweja
Chairman, Hindustan Aeronautics Ltd.

Abhijit Bhaduri
Ex. Director, Microsoft India Ltd.

B.K. Chaturvedi
Former Cabinet Secretary, GOI

B.B. Bhattacharya
Vice-Chancellor, JNU

Bhaskar Chatterjee
IAS Secretary Ministry of Public Enterprise

Bharat Wakhlu
Resident Director, Tata Group, New Delhi

C. Rangarajan
Chairman, Economic Advisory Council to Prime Minister

C.P. Swarnkar
Chairman & Managing Director, Syndicate Bank

G. Parampalli
CEO, Agilent Technologies

G.G. Dwivedi,
SM, VSM & Bar, Army HQ

Jagdish Khatter
Managing Director, MUL

Jyoti Gupta
Professor, ESCP-Europe, European School of Management, Paris, France

K.G. Ramachandran
CMD, BHEL

K.C. Chakrabarty
Chairman, Punjab National Bank

M.V. Nair
Chairman & Managing Director, Union Bank

M. Damodaran
Chairman, SEBI

M.V. Kamath
Chairman & Managing Director, ICICI

Michel Caillouet
Ambassador - Head of Delegation of the European Commission in India Bank

O.P. Bhatt
Chairman, SBI

R.S. Sharma
Chairman & Managing Director, ONGC

Raj Nakra,
COO Max Healthcare

Rajiv Aggarwal
IAS Secretary, Consumer Affairs

Rajiv Bajaj
Cardiologist, Batra Heart Centre

Shaubhik Sen
Head Production Sony India Pvt. Ltd

S.S. Kohli
Managing Director, IIFCL

S.K. Roongta
Chairman & Managing Director, SAIL

S.K. Garg
Chairman & Managing Director, NHPC

S. Jayaraman
Chairman & Managing Director Nyveli Lignite Corporation

S.P. Singh
Director (HR), NTPC

Sudhir Kumar
IAS OSD, Ministry of Railways

S.Y. Siddiqui
Managing Executive - Admn. Maruti Suzuki India Ltd.

T.K.A. Nair
Chairman, PESB

T.S. Vijayan
Chairman, LIC

Vinod Rai
Secretary, Banking & Insurance Ministry of Finance

V.K. Garg
Chairman & Managing Director Power Finance Corporation

V.K. Agarwal
Former Chairman Railway Board and Ex - Officio Principal Secretary, GOI

V.P. Agarwal
Chairman, Airport Authority of India

Overseas Learning Programme - About Partner Institutions

The Management Development Institute, Gurugram has designed its AMP 2017 in close collaboration with the following International Business Schools/Organizations:

- ESCP-Europe, European School of Management, Paris, France
- Vienna University of Eco. & Business Administration, Austria
- Frankfurt School of Finance & Management, Frankfurt, Germany
- RSM Erasmus University, Rotterdam, Netherlands

ESCP - Europe, European School of Management, Paris (France)

ESCP-Europe is a business school with global aspirations and a European institution with broad ambitions. The school was founded in 1819 and is the oldest business school in Europe, indeed the first institution in the world dedicated entirely to business studies. It has formed generations of entrepreneurs and business leaders in France and in Europe. Today, with campuses in Paris, London, Berlin, Madrid and Turin, ESCP-Europe is at the cutting-edge of crossborder business education. It is also a dynamic expression of European cultures and identities. ESCP-Europe in France is a leader in Management Education, ranking among the top three Business Schools in France, and the top twenty Business Schools in Europe. With 120 permanent faculty members, ESCP-Europe constitutes the largest, cross-border Management School in Europe today. This organization enables it



to be thoroughly international in every aspect of its activity. There are over 2600 graduate students across the five campuses.

ESCP-Europe has achieved a high level of internationalization, in keeping with its mission to deliver multi-cultural experts to internationally operating businesses. To further strengthen this

aspect, the School has embarked upon a policy of global academic alliances with top-ranked institutions. At present, ESCP-Europe co-operates with 40 academic partners worldwide. Cooperation involves student exchange programmes, faculty exchange programmes, joint research, as well as joint teaching programmes. MDI is an ESCP-Europe partner in India. ESCP-Europe provides high-value Executive Education for highly experienced executives and managers from industry. ESCP-Europe programmes are attended by over 3000 such executives every year, and in addition to the regular faculty, nearly 1000 industry professionals provide practical insights as well. Of course, in addition to the academics at ESCP Europe, the cities of Turin, Berlin & Paris are tourists' delight. With the Eiffel Tower at Paris, innumerable museums, art galleries, and other sites of historical and cultural interest, Turin, Berlin and Paris are cities which no visitor can get tired of.

Vienna University of Business and Economics, Vienna (Austria)

Attaining a place as one of the world's top business and economics universities has always been a high priority at WU. With its prestigious triple international accreditation, WU has achieved this goal. Fewer than 1% of universities worldwide can claim triple accreditation by EQUIS, AACSB, and AMBA, the three most well-respected accreditation agencies. WU is one of only two universities in the German-speaking world to belong to this exclusive group of schools.

There are many different higher education rankings. Some of them are subject specific, i.e. they focus on individual disciplines, for instance business administration or physics. Other rankings are whole-university rankings that compare entire universities, regardless of their disciplinary focus. Many rankings list the top 50, 100, or 1,000 institutions according to the criteria applied, while others rank the universities covered in groups, for instance A-E, 1-3, or top, middle, and bottom groups.



Frankfurt School of Finance & Management, Frankfurt (Germany)

Frankfurt School of Finance & Management is a leading private business school based in Frankfurt am Main, Germany. We have 86 regional education centers throughout Germany and various joint ventures and programmes abroad.

We offer top class degree courses and continuing education options in seven different programme divisions. We maintain four specialist research centers and run numerous international consulting projects.

All educational, research and consulting activities are focused on finance and management. By finance, we mean cross functional financial activities at all companies that deal with financial management. And by management, we mean classical corporate leadership, where managers deploy employees and resources in such a way that the company's goals are met as cost-effectively as possible.



Frankfurt School of Finance & Management originated in the financial sector, but today our services enjoy increasing appreciation in other business sectors as well. In the future, we will be continuing to expand our national and international networking with the business community.

Frankfurt School of Finance & Management is ranked #1 in Germany and #18 in Europe for employability in the new QS Global 250 Business Schools Report 2017, which was published on January 12, 2017. The basis for the ranking is a large MBA employer survey conducted by the QS Intelligence Unit in collaboration with TopMBA.com

Over five years, 12,125 employers and HR professionals were asked to provide information on the schools they had recently attempted to recruit MBAs from, as well as the schools they regard as attractive for the purpose of hiring MBA graduates. To be able to take part in the survey, companies had to have over 50 employees.

RSM Erasmus University, Rotterdam, Netherlands

Over the past 40 years, Rotterdam School of Management, Erasmus University has firmly established its reputation as one of Europe's leading business schools.

Long before 'global' became an important descriptor for business education, RSM's students, faculty and staff were already reflecting the diversity of the globalising world.



Just like our host country, one of the world's most renowned international trading nations, RSM has continued to expand and internationalize, cementing its status as one of Europe's most international and innovative business schools.

RSM offers a distinctive intellectual culture. We believe that leadership can be taught through a combination of intellectual and practical challenge. We believe that the difficulties encountered working in diverse teams fosters creative new approaches in business. We enjoy a reciprocal, supportive relationship with multinational companies. And we encourage a flexible, broad and sometimes iconoclastic mindset in matters of business practice and research.

This distinct approach has helped RSM to establish a portfolio of top-ranked programmes, as well as one of the world's largest and most prolific management faculties.

About MDI

Management Development Institute Gurugram is one of the leading business schools of India. A host of reputed ranking agencies and publications have been consistently ranking MDI among the top B- schools of the country. The institute offers a bouquet of programmes for budding and experienced managers and six of its long duration graduate and executive graduate programmes are accredited by Association of MBAs (AMBA) London. The accreditation across the programme offering vouches for the international quality of education imparted at the institute.

The institute is dedicated to the cause of creating thought leaders and change masters. Thus it does by nurturing the four pillars of academics, namely teaching, training, research and consulting. It strives for academic excellence and continuous innovation, both at individual and organizational level. The 70 plus member strong full-time faculty body brings with it several years of experience either as academicians or as senior practitioners from industry thereby making teaching- learning process a mix of practical insights and academic rigor.

MDI's lush green campus in the millennium city of Gurugram makes it a perfect setting for nurturing thought leadership in budding managers. Its strong links with corporate and leading international business schools make the experience on campus global and cosmopolitan.

Programme Offerings

MDI offers the following long duration graduate programmes:

- Post Graduate Programme in Management (PGPM)
- Post Graduate Programme in Human Resource Management (PGP-HR)
- Post Graduate Programme in International Management (PGP-IM)
- National Management Programme (NMP)
- Post Graduate Programme in Management- Part Time (PT-PGPM)
- Post Graduate Programme in Public Policy and Management (PPM)
- Post Graduate Programme in Energy Management (EMP)

MDI is the largest school of continuing education in the country and has over the years trained nearly 74,000 managers in different functions. It offers both general programmes and customized programmes to companies in public and private sector and to several government and non-government organizations and departments.

Research and consulting at MDI are a way of to partner with the industry to resolve challenges of businesses in an ever changing environment. It is also a way to continuously strengthen the bridge between academics and practice. Faculty members' independently carryout action research and consulting, and also nurture scholars through a strong full and executive time Fellow Programme in Management.

MDI's International Partners

MDI has linkages with a large number of business schools located in various parts of the globe. These linkages operate in the domains of exchange of students, faculty and knowledge. Some executive education programs are co-designed and delivered along with our partners.

S. No. Schools / Universities

S. No.	Schools / Universities
Australia	
1	Queensland University of Technology, Brisbane
2	Royal Melbourne Institute of Technology (RMIT), Melbourne
3	University of South Australia, Adelaide, South Australia
Austria	
4	Vienna University of Economic & Business Administration, Vienna
Bhutan	
5	Royal Institute of Management, Bhutan
Belgium	
6	Solvay Business School, Brussels
7	The Faculty of Applied Economics, University of Antwerp, Antwerp
8	Louvain School of Management, Louvain-la-Neuve
Canada	
9	DeGroote School of Business, McMaster University, Ontario
10	McGill University, Montreal
11	University of Waterloo, Waterloo
12	Richard Ivey School of Business, Ontario
China	
13	Huazhong University of Science and Technology (HUST), School of Management, Wuhan

14 Antai College of Economics & Management, Shanghai Jiao Tong University, China

Cyprus

15 Cyprus International Institute of Management

England

16 Middlesex University, London

17 Aston Business School, Aston University, Birmingham

18 Newcastle University, New Castle

Finland

19 University of Tampere, Tampere

France

20 ESCP Europe, Paris

21 EDHEC Business School, Paris

22 The Institut d'Etudes Politiques de (Sciences-Po), Paris

23 IAE Aix-en Provence, Puyricard

24 Total Professors Association (TPA), Paris

25 Grenoble Ecole de Management, Grenoble

26 Sciences Po Lille, Lille

27 SKEMA Business School (SKEMA), France

Germany

28 Bergische Universitat Wuppertal, Wuppertal

29 Frankfurt School of Finance & Management, Frankfurt

30 HHL Leipzig Graduate School of Management, Leipzig

31 Munich Business School, Munich

Greece

32 Athens University of Economics and Business, Athens

Hungary

33 Hungarian Logistics Association, Budapest

34 University of Szeged, Szeged

Italy

35 Bocconi University, Milan

36 Universita Carlo Cattaneo, (LIUC), Castellanza

Japan

37 Nagoya University of Commerce & Business, Japan

Malaysia

38 Universiti Sains Malaysia, Penang, Malaysia

Morocco

39 Groupe Institut Supérieur De Commerce Et D'administration Des Entreprises - Groupe Iscae

Nepal

40 Nepal Administrative Staff College, Jawalakhel, Lalitpur, Nepal

41 Kathmandu University School of Management, Patan

The Netherlands

42 RSM Erasmus University, Rotterdam

Norway

43 Aarhus School of Business, Aarhus

44 Copenhagen Business School, Copenhagen

45 Norwegian School of Management BI, Sandvika

46 Nordic Centre in India

47 University of Oslo

Pakistan

48 Lahore University of Management Sciences (LUMS), Lahore

Poland	
49	Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw
50	Warsaw School of Economics, Warsaw
Portugal	
51	Catholic University of Portugal
Russia	
52	Moscow International Higher Business School 'MI RBIS", Moscow
Slovenia	
53	University of Maribor, School of Economics and Business, Maribor
South Africa	
54	University of the Free State, Bloemfontein
Thailand	
55	School of Management, Asian Institute of Technology, Pathumthani
United States	
56	Bentley College University
57	Marquette University, Wisconsin
58	North Carolina State University, Raleigh, North Carolina
59	Robert H. Smith School of Business, University of Maryland
60	School of Public Policy, George Mason University
61	The University of North Carolina, Kenan-Flagler Business School, Chapel Hill
62	University of Connecticut
63	Smeal College of Business, Pennsylvania State University

Who should Participate?

MDI brings together accomplished senior executives from a wide variety of public, private or joint venture organizations. Participants are drawn from both the private as well as the public sector, and represent diverse industries. In all, MDI's AMP works with about thirty to forty participants from over fifteen to twenty organizations every year. To ensure uniform levels of participation as well as contribution from everyone, the AMP participants are carefully selected along three dimensions: past achievements, current level of responsibility and upward mobility. Senior level managerial experience is a must, therefore, business consultants and other executives are not considered for this programme.

A Partial List of Sponsoring Organisations in the Previous AMPs

- Airport Authority of India Limited
- Bharat Dynamics Limited
- Bharat Earth Movers Limited
- Bharat Electronics Limited
- Central Board of Direct Taxes, Ministry of Finance
- Coal India Limited
- Department of Telecommunication
- Electronics Corporation of India Limited
- Engineers India Limited
- Hindustan Aeronautics Limited (HAL)
- Hindustan Petroleum Corporation Limited
- IFCI Limited
- Indian Council of Agricultural Research
- Indian Farmers Fertilizers Cooperative Limited
- Indian Oil Corporation Limited
- Indian Railways
- MOIL Limited
- National Aluminum Company Limited
- National Highways Authority of India
- NABARD
- NHPC Limited
- NLC India Limited (formerly Neyveli Lignite Corpn. Ltd.)
- NMDC Limited
- North Eastern Electric Power Corporation Ltd
- NTPC Limited
- Oil India Limited
- ONGC Limited
- Power Finance Corporation Ltd.
- Power Grid Corporation of India Limited
- Reserve Bank of India
- RITES Limited
- Rural Electrification Corporation Ltd.
- SAIL Limited
- Sports Authority of India

General Information about MDI's AMP 2017

Language: English

Programme Duration: 4 weeks

Dates: 21 August – 17 September, 2017

Programme Fee

The Programme fee is split into two components. The first component comprises the Indian phase of the programme and the second one covers OLP. The fee for the Indian phase is **Rs.2,40,000/- (Rupees Two Lakh Forty Thousand Only)**, which includes the fee for academic inputs, teaching material, books, and boarding and lodging for two weeks at the MDI campus. The fee for the OLP is **Rs.3,10,000/- (Rupees Three Lakh Ten Thousand Only)**. This fee covers the cost of academic inputs, economy class travel to and from Europe, local travel required for the programme within Europe, airport transfers, medical insurance and visa. The fee for the OLP does not include the cost of boarding and lodging in Europe, as well as any personal and incidental expenses incurred by each participant. These will have to be met by the respective sponsoring organization according to their TA/ DA rules. However, to facilitate logistics, the arrangements for stay abroad as well as in-city travel will be organized by MDI. **Service Tax applicable will be charged extra.**

Payment :

The fee of Rs.2,40,000/-* for the Indian phase of the AMP is payable along with the nomination for the Programme. The fee of Rs.3,10,000/- for the OLP is payable after acceptance of the nomination by MDI but must be paid before the AMP begins.

Incidentals during the Indian Phase of the Programme

Telephone usage, laundry, mail, courier, etc. handled by MDI should be settled directly with MDI before the start of the OLP. Payments can be made through cheque or bank draft.

Foreign Exchange :

Participants will be leaving Delhi for Europe on the early hours of 2nd September, 2017. They will leave Europe for India on 16th September, 2017. They are advised to draw foreign exchange accordingly.

Accommodation :

Accommodation for two weeks at the MDI campus in Gurugram is included in the fee for the Indian phase mentioned above.

Visa :

Please note that participation in the OLP is dependent on obtaining valid visas. The responsibility for obtaining visas for the countries in Europe lies with the individual participant along with his sponsoring organization. However, MDI will provide assistance in this process. Further, current procedures in various countries might lead to a delay in obtaining the Visa. Therefore, it is imperative that nominations are received latest by 02nd August, 2017. MDI will not be able to accept nominations received after this date.

Nominations and Cancellations

The last date for receiving nominations along with the programme fee of Rs. 2,40,000/- + applicable taxes (for the Indian phase) is 02nd August 2017. Payments should be made in favor of **Management Development Institute**. Nominations made may be withdrawn or cancelled any time before the last date for receipt of nominations, at a nominal handling charge of Rs. 10,000/-. Any cancellations after this date shall be subject to a charge of 50% of the full AMP Programme fee. In case the sponsoring organization substitutes one participant with another, there would be no cancellation charges or additional processing charges.

**Programmes with overseas component, discount scheme for multiple participants from one organization will be applicable only for the fees of the domestic component of the programme.*

Other Information

For more information please contact
The Chief Administrative Officer, Continuing Education, at
caomdp@mdi.ac.in or any of the programme directors at
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Application Procedure, Registration, Fees and Expenses

You are encouraged to begin the process two months ahead of time. The programme committee reviews only

complete applications. The selection process seeks to maintain comparable ability and experience and to ensure diversity in work responsibilities and place of work. You may register for AMP 2017 by filling up the enclosed application form by mail, or fax to:

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AMP 2017 Programme Directors



Dr. D.P. Goyal

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Prof. (Dr.) D.P. Goyal is Professor of Management Information Systems at Management Development Institute (MDI), Gurugram. Earlier he has been Professor & Dean-Academics at Institute of Management Technology (IMT) Ghaziabad. He has held various administrative positions in the past including Dean, Executive Graduate Programme, Chair of PGPM; Chair of Computer Centre and Computerisation initiatives at MDI. A Post-graduate in Business Management and Doctorate in Management Information Systems, Prof. Goyal has more than 30 years of corporate, teaching, and research experience to his credit. His teaching and research interest areas include Management Information Systems; IS Strategy; Knowledge Management; IS Value for Business; and Business Process Management.

Prof. Goyal has successfully supervised 14 PhD Scholars; has published over 50 research papers in refereed international/national journals of repute; has been principal investigator of sponsored research projects; has organized several conferences both at national and international level; has presented his research findings in more than 40 national/International Conferences; and published a number of books including 03 highly acclaimed text books one each on Management Information Systems: Managerial Perspectives published by Macmillan; Enterprise Resource Planning: A Managerial Perspective published by Tata McGraw Hill; and IT Project Management published by Macmillan. He has also been the editor of a couple of research journals; and is on the Editorial Board of many national/international journals. He has conducted a large number of Management Development Programmes for executives from public, private and government organizations.

Prof. Goyal has been on the expert/ assessment committees of All India Council for Technical Education/ Directorate of Higher Education/ Department of Personnel & Training, Government of Delhi and a couple of universities. He is also on the Board of Governors; Advisory Boards; and Board of Studies of a couple of business schools and universities. He is a member of a number of professional bodies including Association for Information Systems; Indian National Science Congress and Indian Society for Technical Education.



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Prof. (Dr.) Narain Gupta is a distinguished faculty of Operations Management area at Management Information Systems at Management Development Institute (MDI), Gurugram. He received his Doctoral education from Indian Institute of Management, Ahmedabad, India. He obtained M.Tech from Indian Institute of Technology, Kharagpur, India. He has been a Gold Medalist throughout his education. He has a US Copyright and a US Patent.

He has five years of rich corporate experience of people management, driving multiple initiatives towards studying and improving process efficiency as a consultant and manager. He worked on multiple international consulting assignments in the area of Strategic Sourcing at Global eProcure.

Later, he joined A P Moller Maersk, the largest logistics and liner shipping company in the world, headquartered at Denmark as a Senior Business Analyst. During his stint at Maersk, he led six different teams with 20 analysts in Procurement Analytics including Market Research, Spend Management, Presentations, Computer Systems, Contracts, and Data Analytics. He has travelled to USA, China, UAE, Singapore, European Countries, etc. for teaching, training, consulting, and conference presentations.

He has taught at Indian Institute of Management, Ahmedabad; IIMM, Pune; and MDI, Gurugram. He has taught courses on Operations Research and Quantitative Methods, Operations Management, Six Sigma Quality Control, etc. He teaches Business Statistics, Decision Sciences, and Services Operations Management at MDI, Gurugram.

He has published in national and international journals, and presented his research in international conferences. His research expertise is Strategic Integrated Supply Chain Planning, Decision Support System, Mathematical Modeling, Process Optimization, Procurement Analytics, Strategic Sourcing, etc. His extended research interests are Revenue Optimization, Project Management.

He has conducted training programmes for IOCL, and DRDO organizations on general management. He has been imparting training sessions to different organizations including IOCL, DRDO, BEL, etc.



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Enquiries and Other Information

For any additional information on any of MDI's Executive Programmes, please contact:

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