

Management Development Programme



Managerial Effectiveness

February 06-08, 2017

MDI Campus, Gurgaon



MDI
GURGAON

Management
Development
Institute

Introduction

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

Program Content

The program would be addressing the following issues:

- Understanding Self – knowing strength and weakness of oneself
- Developing Effective Interpersonal Relationship
- Effective Communication Skills
- Managerial Decision Making
- Roles and Skills of an Effective Manager
- Team Dynamics: How people act in team situation through outdoor exercise
- Conflict Management & Negotiation

Participants

Executives and managers at all level who want to explore and understand their potential to manage things effectively.

Venue & Duration

The programme is scheduled during February 06-08, 2017 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurgaon. Accommodation for participants would be available at MDI campus from the afternoon of February 05, 2017 to the forenoon of February 09, 2017.

Discount Policy

With a view to our long term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions:

1. 10% Discount against 3-5 nominations
2. 20% Discount against more than 5 nominations

Registration & Fee

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details.

The fee of the program is **Rs. 36,000/- (Rupees Thirty Six Thousand only)** per participant which includes professional fee and all charges for lodging and boarding and supply of course materials. **Service Tax as applicable will be charged extra in addition to the programme fee.** Payment should be made by a crossed Demand Draft/Cheque/NEFT/RTGS in favour of "Management Development Institute, Gurgaon (Haryana)", and send to the Chief Administrative Officer (Programmes), Management Development Institute, Sukhrali, Mehrauli Road, Sector-17, Gurgaon 122001, Haryana, INDIA.

Important Dates

The last date for receipt of nominations is January 30, 2017 and the last date for withdrawal of nominations is February 01, 2017. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

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

Enquiry

For any Additional information / enquiry, please write to:

Chief Administrative Officer (Programmes),
Management Development Institute,
Post Box No. 60, MDI Campus, Mehrauli Road, Sector – 17, Gurgaon – 122 001, Haryana, INDIA
E-mail : caomdp@mdi.ac.in
Tel No. : +91-124-4560004

Campus

Direct Tel : +91-124-4560004, 4560534, 4560550
Tel Nos. : +91-124-4560000, 2340173
Fax Nos. : +91-124-4560005
E-mail : caomdp@mdi.ac.in
Website : <http://www.mdi.ac.in>

Faculty Profile:

Dr. Sumita Rai
Professor, OB
Chairperson - PGP-HRM
E-Mail: sumitar@mdi.ac.in
Phone : +91-124-4560329
Mobile: +91-9910945267

Dr. Sumita Rai is Professor in the area of organizational Behavior at MDI. She is a Ph.D in Organizational Behavior from Indian Institute of Technology (IIT) Kanpur, India. Before joining MDI, Prof. Sumita Rai was a member of faculty of Human Resource Group at Indian Institute of Management (IIM), Indore and Indian Institute of Management (IIM), Lucknow.

Consulting & Training

She has consulted extensively with various Public, Private, and MNCs in India such as Power Grid Corporation of India Ltd., Petronet-LNG, Nestle India Ltd., Bharat Electrical Ltd., ABN-Amro Bank, RBS Bank, BHEL, State Bank of Indore, Hindustan Motors, HPPCL, BSNL, DMRC, Indian Oil and NTPC etc.

She has been program director for trainings to IAS & defense officers, UCO Bank, Armed Force Programme, BEL, Canara Bank, HP, DAE, Nestle India, NHPC, ECIL, PSEB, CWC, Vodafone on competency mapping and profiling; understanding self, Motivation, Team building, cross cultural training, exploring personality and Leadership Development.

She is a certified trainer of MBTI from CPP Asia Pacific.

Research

Dr. Rai has published more than 40 research papers in various national and international journals. She has co-authored a book titled "Millennials and the workplace: Challenges for Architecting the Organization of Tomorrow" which has been published by Sage International in May 2012. She has also been actively involved in joint research at national and international levels.

She has participated in various international conferences hosted in countries like, Japan, France, Singapore, China, Bangkok and Hong Kong.

Awards

Dr. Rai was awarded the Excellence in Continuing Education (Best Trainer) Award by MDI in the year 2016

Recipients of Emerald Literati Network Award (UK) for Highly Commended Paper 2012.

Selected for Rotary International Group Study Exchange Program for the Year of 2001-2002.



About MDI

The Management Development Institute (MDI) was established in 1973 with the active support of IFCI following an initial grant received from KFW, West Germany. The Institute soon established itself as one of the earliest centers for continuing education in India.

As an endorsement of its front runner position in the field of Post Graduate Education in Management in India, MDI's PGPM (a two-year full time MBA equivalent program) has been awarded "A" Grade by the National Board of Accreditation of All India Council for Technical Education (AICTE). Various surveys have ranked MDI among the top B-schools of the Country. The MDI is the first Indian B-school with Global accreditation AMBA-Association of MBAs, UK. The education programs comprise of two-year full-time PGPM, PGP-HR, PGP-IM, 15-month Executive PGDBM, three-year Executive Management Program, Doctoral level FPM I EFPM, Post Graduate Program in Energy Management, and PG Diploma in Public Policy and Management. In addition to its academic programs, MDI has been a pioneer as well as a market leader in the area of continuing education in management. With over 43 years in this field, MDI conducts nearly 200 weeks of intensive short-term training programs each year, aimed at executives and managers from industry. Over 3000 managers participate in these programs each year. These include open programs, as well as customized organization specific training modules. The approach integrates latest knowledge with best practices through integrated business school activities enabling organizations in pursuit of excellence'.

MDI offers consulting services in the different functional areas of management. The driving force at MDI is a dedicated team of distinguished faculty who has extensive experience and expertise in diverse fields. Over the years, there has been distinctive shift in emphasis from helping design and implement policies, systems and processes in functional domains to cross-functional domains. The institute is recognized by the industry (public and private). Central and State governments, and NGOs and is known for providing quality services to its clients. MDI always strives to provide high quality, cost-effective and timely services to the clients. It has remained contemporary through its primary focus on research, adapting to change and developing innovative strategies to facilitate the process of change in the dynamic business environment. The institute's clients say that it has been able to add value to them by bringing in a strong cross-functional emphasis in their approach to carry out business.

As part of its strong research focus, MDI supports the following research initiatives:

- Centre for Supply Chain Management
- Centre for Excellence in Information Management
- Centre for Entrepreneurship
- Centre for Transformational Leadership
- Centre for Corporate Governance
- Centre for Responsible Business
- Centre for Positive Scholarship

MDI maintains high level of academic excellence in management. It has over 80 full-time faculties who have several years of experience

having worked at senior positions in the industry. The faculty is thus able to deliver a healthy mix of practical insights and academic rigor in the classroom. MDI also has strong links with leading international B-schools. This aids in delivering a globalized management curriculum. As part of the global initiatives, student and faculty exchanges go on regularly. Joint research projects are also undertaken. Above all, MDI has a well developed state-of-the-art infrastructure, which includes a library with a collection of over 60,000 volumes, and online access to international journals, a computer center with over 500 PCs, air conditioned lecture halls and syndicate rooms, besides a host of other recreational facilities.

MDI's International Partners

MDI has active linkages with McGill University, Canada, University of Waterloo, Waterloo, School of Public Policy, George Mason University, USA, University of Connecticut, USA, Cambridge College, Massachusetts, USA, DeGroote School of Business, McMaster University, Canada, Robert H. Smith School of Business, University of Maryland, USA, Marquette University, Wisconsin, USA, Bentley College, USA, The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, USA, North Carolina State University, Raleigh, North Carolina, USA, ESCP-EAP, France, EOHEC Business School, France, The Institute d'Etudes Politiques de Paris (Sciences-Po), IAE Aix-en Provence, France, Total Professors Association (TPA), Paris, Grenoble Ecole de Management, Grenoble, Bergische Universitat Wuppertal, Wuppertal, HHL Leipzig Graduate School of Management, Leipzig, International University in Germany, Bruchsal, European Business School - Oestrich-Winkel, Frankfurt School of Finance & Management, Frankfurt, Vienna University of Eco. & Business Administration, Austria, Copenhagen Business School, Denmark, Aarhus School of Business, Denmark, Solvay Business School, Brussels, The Faculty of Applied Economics, University of Antwerp, Belgium, BI Norwegian School of Management, Norway, Unversua Carlo Cattaneo. (LIUC), Italy, Bocconi University, Milano, Warsaw School of Economics, Poland, Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw, Middlesex University, London, UK, School of Management, Asian Institute of Technology, Thailand, Queensland University of Technology, Brisbane, University of the Free State, Bloemfontein, University of Otago, Dunedin, Leon Recanati Graduate School of Business Administration, LAHAV Executive Education Centre, Faculty of Management, Tel-Aviv University, Tel-Aviv, Israel, University of Tampere, Finland, Lahore University of Management Sciences (WMS), Pakistan, RSM Erasmus University, Rotterdam, Athens University of Economics and Business, Athens, Moscow International Higher Business School "MIRBIS", Moscow, Huazhong University of Science and Technology (HUST), School of Management, China. These linkages operate in the domains of exchange of students, faculty and knowledge. Some executive education programs are co-designed and delivered along with our partners. MDI now has developed a new niche market for foreign institutions in conducting international executive development programs at MDI campus.



MDI | Management
GURGAON | Development
Institute

Mehrauli Road, Sukhrali, Gurgaon 122001, Haryana (India)
Direct Tel. : (+91-124) 4560004, 4560534, 4560550
Tel No. : (+91-124-4560000, 2340173, Ext. 5534, 5550, 5004
Fax Nos. : +91-124-4560005
E-mail: caomdp@mdi.ac.in, website: www.mdi.ac.in