

Management Development Programme



Managerial Perspective: Towards Building Smarter Organizations

January 09-11, 2018

MDI Campus, Gurugram



MDI
GURGAON

Management
Development
Institute

Why you should attend?

This training offers to participants a wide range of very useful information and techniques in solving problems creatively, making rational decision, ensuring effective communication and managing stress at work.

The increasing complexity of business environment has made managerial decision-making difficult. Success as a manager boils down to one's ability to make decisions. Wise decisions get you and your company ahead; poor choices stymie your career and damage your team's performance. This has resulted in an acute need for a more in-depth understanding of issues at hand and to find the feasible solution to the business problem. This program seeks to improve your decision making skills and avoid common traps that lead to bad results. Moreover, the programme will also identify the key factors on how to develop effective communication skills, minimize conflict among employees and promote a healthy work environment.

Who should attend?

This program is aimed at potential high performers who are in the early or mid stages of involvement in organisational decision making. The program is also aimed at managers transitioning from performing only functional roles to managers performing cross functional roles in organizations.

Learning Outcomes

After completion of the program the participant should be able to:

- Communicate the issues/decisions clearly and succinctly.
- Examine the process and content of decision making in large corporations
- Identify and evaluate the potential threats to rational decision making
- Offer practical insights into potential problem solving
- Examine the cultural, social and institutional barriers to decision making and decision communication
- Explore and specify the nature of links between decision making and risk management
- Use interpersonal tact, influence, and communication
- Promote a favourable environment conducive to higher productivity/outcomes.

Methodology

- The program will use full length cases, real-life examples, videos, role plays etc. to facilitate learning. Faculty will lead the discussion on cases.

Venue & Duration

The programme is scheduled during January 09-11, 2018 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of January 08, 2018 to the forenoon of January 12, 2018.

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 & Fees

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, Gurugram (Haryana)", and send to the Chief Administrative Officer (Programmes), Management Development Institute, Sukhrali, Mehrauli Road, Sector-17, Gurugram 122001, Haryana, INDIA.

Important Dates

The last date for receipt of nominations is January 02, 2018. The last date for withdrawal of nominations is January 04, 2018. 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, Gurugram – 122 007, 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. Niva Bhandari

Assistant Professor, Business Communication

Coordinator - Corporate Communications

Email : niva.bhandari@mdi.ac.in

Phone : +91-124-4560175

Biography

Dr. Niva Bhandari is Assistant Professor in Business Communications and a Corporate Communications co-ordinator at MDI Gurgaon. She has been teaching and training in Management for last 14 years. For her trainings she has received appreciation honours from Bharat Heavy Electronics Limited (BHEL), Deutsche Bank, Hotel Centaur, Raipur Development Authority (RDA) and NetAmbitt Infosource.

For her participants in a training programme, Dr. Niva Bhandari uses a combination of Management and Simulation Games, Case-Based Industry Learning and Relevant Fun based exercises to drive home the importance of how communication strategies should be evolved, ensuring that each training-activity is relevant, in terms of application beyond the training premises and actual transferability to future situations at the workplace. Through a combination of Group Discussions, mentoring exercises and Role Plays, experiential learning is imparted to the participants thus ensuring training-retention for the employees.

Dr. Leena Ajit Kaushal

Assistant Professor, Economics

Email: leena.kaushal@mdi.ac.in

Phone: +91-124-4560280

Biography

Dr. Leena A. Kaushal holds PhD in Economics from School of Future Studies & Planning, Devi Ahilya University, and Indore. She is Associate Fellow of the UK Higher Education Academy. Her teaching and research interest lies in Macroeconomics, Development and International Economics. She is credited with research publications, case studies and books both with national and international publishers. Prior joining academia she was into investment consulting with a US based organization.



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 Universität 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, Unlversua 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 (RUST), 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.



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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