

Management Development Programme



Finance for Non-Finance Executives

December 18-22, 2017

MDI Campus, Gurugram



MDI
GURGAON

Management
Development
Institute

Why You Should Attend?

Operating managers, in order to be effective and result oriented should be finance savvy, able to understand and present, drive and measure business plans in terms of financial figures and communicate in a common 'business language' through financial figures. Introductory programme on finance can be instrumental to enhance the profile of operating managers. Finance cuts across levels and businesses and has unifying influence. Further, operating managers need to be equipped with a financial decision making tool kit which helps them to identify businesses to get into, take pricing decisions, decide on the product mix, identify areas for cost reduction and take a make or buy decisions. This program aims to meet the requirements of operating managers in different functional areas who would like to be well versed with the introductory nuances of finance.

Contents

- Understanding and Analysis of Financial Statements
 - Balance Sheet
 - Profit and Loss Statement
 - Cash Flow Statement
 - Use of Financial Ratios as Key indicators
- Cost information for Problem Solving and Decision-Making
 - Types of Costs
 - Understanding of Cost Behaviour
 - Establishing Break- Even Levels
 - Using Costing for Product Pricing
- Evaluation of Investment Projects
 - Project Cash Flows : Estimation
 - Techniques of Evaluation
 - Time Value of Money
- Management of Working Capital
 - Estimation of Working Capital Needs
 - Working Capital Cycle
- Contemporary Finance
 - Financial Markets and Instruments
 - Tax Planning
 - Global Financial Governance

Core Faculty

Core faculty of Management Development Institute along with executives from the industry would facilitate discussions and share their valuable experience.

Methodology

Class presentations, interactive discussions, formal lecture sessions, case studies, computer exercises and simulations would comprise the methodology of the programme. Both the conceptual and practical side of finance will be stressed upon to enhance the financial skills.

For Whom

Managers at middle level who need to have an exposure to finance. Past programmes have been attended by professionals in corporate planning, manufacturing, marketing and sales, HRD and finance too.

Venue and Duration

The programme is scheduled during December 18-22, 2017 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurugram. Accommodation for participants would be available at MDI Campus from the afternoon of December 17, 2017 to the forenoon of December 23, 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 & 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. 55,000/- (Rupees Fifty Five 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 December 11, 2017. The last date for withdrawal of nominations is December 13, 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, 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. Sandeep Goel

E-mail : sandeep@mdi.ac.in

Tel No.: +91-124-4560288 (Extn. 5288)

Mobile: +91-9899633227

Dr. Sandeep Goel is in the area of Accounting and Finance at MDI. He has more than 20 years industry and academic experience. He is a Management Trainer and Consultant to EIL, BEL, Jindal, ONGC and EXL. He holds double doctorate in Finance and in Accounting from Faculty of Management Studies (FMS), University of Delhi. He did his Hons. in Commerce from Shri Ram College of Commerce, University of Delhi. He got his Master's degree with specialization in Finance from Delhi School of Economics, University of Delhi. His areas of teaching and research interests are Financial Reporting and Analysis, Management Accounting and Control, Corporate Finance, Corporate Governance and Earnings Management. He has 6 books to his credit and over three dozen note worthy articles in national and international journals of repute. He has been the Financial Columnist to 'Purchase' (A Publication of Indian Purchase.com). His areas of teaching and research interests are Financial Reporting and Analysis, Management Accounting and Control, Corporate Finance, Corporate Governance and Earnings Management.

Dr. Shailendra Kumar Rai

E-mail : skrai@mdi.ac.in

Tel No.: +91-124-4560338

Mobile: +91-9811791663

Dr. Shailendra Kumar Rai M.Com., Ph.D (Finance) (BHU), Fellow (ICSSR) Consulting: Visiting Research Fellow, School of Public Policy, George Mason university, U.S.A. Visiting Research Fellow, Max Plank Institute of Economics, Jena, Germany. Guest Researcher, Jonkoping International Business School, Sweden and Visiting Fellow, National Cheng Kung University, Taiwan. Teaching Areas: Financial and Management Accounting, Corporate Finance, Management of Banks and Financial Institutions and Management of Financial Services Research Areas: Corporate Finance, Entrepreneurial Finance, Venture Capital and Banks and Financial Institutions.



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.



MDI
GURGAON

**Management
Development
Institute**

Mehrauli Road, Sukhrali, Gurugram 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