

Management Development Programme



Managing Self and Others for Higher Performance

December 11-13, 2017

MDI Campus, Gurugram



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Management
Development
Institute

Background

One of the major responsibilities of managers is to manage people. To be effective at managing people, they must be able to manage self. Managing self calls for an in-dept understanding of self and self in relation to others. However, with the fast pace of business today, including rapidly changing markets, highly competitive work environments, and organisational expectations, managers hardly find the time to spend on self - understanding strengths and identifying weaknesses, knowing their potential, examining their inter-personal relationships and the impact of these on their performance. This self-examination can make a difference between being an adequate manager and being an outstanding manager/leader. Enhancing these competencies can help in preparing oneself for the next level of responsibilities. Managing self is about having a balanced approach to work and life for professional and personal development. Managing others is about developing sensitivity and improving interpersonal relations for getting the best from your people. This is facilitated when managers start reflecting on their behaviour patterns and understand their impact on others.

Objective

The objective of this 3-day programme is to enhance understanding of self and others thereby contributing to self development and managerial effectiveness. The programme is also aimed at getting the best from your people to become an effective team member and leader. Thus the ultimate purpose of the programme is to take the participants to the next higher level of performance thereby contributing to personal and organizational goals.

Contents

- Understanding Self through feedback based on psychometric assessment
- Developing people skills by enhancing Emotional Intelligence
- Communicating Effectively
- Improving interpersonal relations for team effectiveness
- Motivating others through effective leadership styles
- Time and Stress Management

Pedagogy

The methodology will be highly interactive and will involve a mix of Lectures, Group Discussions, case discussion, psychometric tests, and experiential learning through team activities.

Interested Audience

Executives at all levels in organisations such as government, public and private sectors, MNCs and NGOs etc

Venue & Duration

The programme is scheduled during December 11-13, 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 10, 2017 to the forenoon of December 14, 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 and 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. **GST 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 04, 2017. The last date for withdrawal of nominations is December 06, 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,

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Faculty Profile

Dr. Daisy Chauhan

Associate Professor, Organizational Behaviour & Chairperson (Admissions)

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Dr. Daisy Chauhan is a Science graduate from Bhopal University and has done her Masters in Psychology and Ph.D. in Psychology from Panjab University, Chandigarh. Her Ph.D. was in the area of Executive Stress. She has over 30 years of experience. Dr. Chauhan has taken part in several research/consultancy assignments and is actively involved in the teaching and training activities at MDI. She has designed and conducted training programmes for several organizations such as BEL, ONGC, IOC, Indian Railways, IRCON, Prasar Bharati, Armed Forces, MES, Cairn India, Oberoi Group of Hotels, Coca-cola, NBI, Nepal etc. She has presented papers at national and international conferences.

Dr. Chauhan has six books to her credit: "Managing Executive Stress: An Approach to Self Development", "Creating Value through People", "Developing Leaders, Teams and Organisations", "Effective Leadership: Strategies for Better Results", "Stress Mastery: The Art of Coping Gracefully" and "Motivating yourself for Achievement" and has contributed more than 30 research papers and articles in well-known refereed journals on varied topics like Stress Management, Leadership, Emotional Intelligence etc.

Dr. Chauhan's areas of interest include Stress Management, Personality Profiling, Leadership & Decision Making, Emotional Intelligence, Understanding & Developing Self, Interpersonal Skills for Team Building, Conflict Management, Managing Self for Work-life Balance etc.

Dr. Daisy Chauhan was awarded the Excellence in Continuation Education (Best Trainer) Award for four years by MDI - 2009, 2010, 2013 and 2014.



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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