Background

Problem solving and decision-making are important skills for business and life, and are especially important for management and leadership. There are processes and techniques to improve decision-making and the quality of decisions. Decision-making is more natural to certain personalities, so these people should focus more on improving the quality of their decisions. People that are less natural decision-makers are often able to make quality assessments, but then need to be more decisive in acting upon the assessments made. Problem-solving and decision-making are closely linked, and each requires creativity in identifying and developing options.

A manager’s responsibility as a decision maker is very important. While all managers are called upon to make decisions, the kinds of decisions that are required will vary with their level of authority and type of assignment. Poor decisions can be disastrous to a department and an organization. Good decisions help work to flow and enable the organization to achieve its goals. Skill as a decision maker is a distinguishing characteristic of most successful managers.

Thus there is a need to understand this decision dynamics in a systematic approach. Tools and techniques in this regard will give manager a better discretion and control over otherwise seemingly a complex and uncontrollable situation.

Objectives

This programme would assist participants:

- To develop an understanding of variables affecting decisions and premises around which decisions are made
- To apply the general problem-solving process to systematically analyze and resolve organizational challenges.
- To use creativity-enhancement techniques to generate innovative ideas and solutions to business problems.
- To impart analytical and problem solving skills necessary to develop solutions for a variety of management and business decisions both at strategic and tactical levels
- To understand the complexity of decision making, uncertainty and risk factor involved in it
- To understand the mathematical reasoning, modeling and analysis to quantify subjectivity in decision making to the level of human cognition.
- To simplify and innovate problem solving in a methodological way by applying system dynamics approach.

Contents

- Precepts for Creative Problem Solving
- Imagination Engineering for problem solving
- Why Decision Fails: Decision Dilemmas?
- Managerial Decision Making Process
- Tools and Techniques of Decision Making (AHP, Decision Tree, DMUU)
- Innovating Decisions through Creative Problem Dissolving
- Balancing Complexity, Risk and Uncertainty: A Case

For Whom

This programme is designed for executives making decisions mainly at middle and top level management. The generic systems approach makes it relevant for any decision maker who wants to analyze and see the dynamics of risk and uncertainty in any organizational context.

- Middle and Senior Level Managers making decisions at various strategic and function levels, Marketing, Finance, Supply chain, Human Resource etc.
- Researchers and Analytics, who want to understand patterns of reality and predicting system behavior having significance for decision makers

Faculty

Core faculty of MDI and experts in this field will facilitate discussions and share their experience.

Venue & Duration:

The programme is scheduled during November 25-27, 2019 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurgaon. Accommodation for participants would be available at MDI campus from the noon of November 24, 2019 to the forenoon of November 28, 2019.

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. 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, 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 November 13, 2019. The last date for withdrawal of nominations is November 15, 2019. 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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Facility Profile
Prof. (Dr.) Manej K Srivastava
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Tel: 0124-4560377

Prof. (Dr.) Manej K Srivastava is Associate Professor of Operations Management at Management Development Institute, Gurgaon. He obtained his B.E. (Mechanical Engineering) from IIT-Roorkee in 1993 and M.Tech. (Management & Systems) from IIIT-Delhi in 1995. He received his Ph.D. in Supply Chain Management from BITS-Pilani. Prior to join MDI-Gurgaon, he was faculty in Management Department at BITS-Pilani. He has handled various positions at MDI like Area Chairperson (Operations Management) Chairman of Executive Management Programme, Chairman of Alumni Affairs and Placement Coordinator for Executive Programmes

He has been recipient of SEVEN excellence awards at MDI, namely Best Trainer (2008-09), Best Teacher (2009-10), Best Teacher (2011-12), Best Trainer (2012-13). Best Teacher (2014-15), Best Teacher (2016-17) and Best Teacher (2018-19) in last 10 years.


He has taken training sessions in on-campus and in-company MDPs conducted for executives of more than 80 Companies like ABB Limited, ACC Limited, Advanced mid-career training programme for IRS officers (Additional and Joint Commissioners of Income tax), AGI Glaspac-Hyderabad, Airports Authority of India (AAI), Amway India Enterprises Limited, Areva, Assam Civil Services, Avon Cosmetics, Bajaj Auto Ltd, Bajaj Corp Ltd., Bank of Rajasthan, Bharat Electronics Limited (BEL), Bharat Petroleum Corporation Limited (BPCL), Border Security Force (BSF), BSES Rajdhani, Cairn India, Canara Bank, Central Public Works Department (CPWD) (Ministry of Urban Development, Government of India), Central Warehouse Corporation (CWC), Chambal Fertilizers, Confederation of Indian Industry (CII), Corporation Bank, CREST Leadership Academy (Coca Cola-India), DCM Shriram, Defense Research & Development Organisation (DRDO) Ministry of Defence, Government of India, Delhi International Airport (P) Limited (DIAL), Department of Atomic Energy (DAE), Department of Posts (Ministry of Communications & Information Technology, Government of India), Department of Science and Technology (DST) (Ministry of Science & Technology, Government of India), Electronics Corporation of India Limited (ELID), Eli Lilly, EXL Service, Food Corporation of India (FCI), Fortis Healthcare, Gencap-India, Geological Survey of India (GSI), Hewitt International, Hindustan Zinc Ltd., Indian Armed Forces, Indian Railway Personnel Service (IRPS), Indian Statistical Services (ISS), Indian Oil Corporation Ltd. (IOCL), IQor, Jindal Steel, Jones Lang LaSalle, JSW Energy Ltd., LIC of India, Magneti Marelli India, Mahindra & Mahindra, Maruti Suzuki India Ltd. (MSIL), Mid-Career Training Programme (Level IV for SAG) of Indian Ordnance Factories (OFB), National Banking Institute-Nepal, National Buildings Construction Corporation Ltd. (NBCC), National Cooperative Development Corporation (NCDCC), National Thermal Power Corporation (NTPC), Nestle India Ltd., NK Minda Group, NTPC-SAIL Power Company Private Limited (NSPCL)-Bhilai, Oil and Natural Gas Corporation (ONGC), Oriental Bank of Commerce (OBC), Perfetti Van Melle, Pernod Ricard-India, Petronet LNG Limited, Punj Lloyd, Punjab National Bank, Punjab State Electricity Board (PSEB), Religare, Roche Pharma, Samsung-India, SAS-India, SBI Cards & Payment Services Pvt Ltd.-Gurgaon, Tehri Hydro Development Corporation (THDC) India Limited, Valvoline Cummins Private Limited, Water and Power Consultancy Services Limited (WAPCONS), Wipro, Birlasoft (India) Limited-NOIDA and Xerox Money Services.

He has been Programme Director for more than 205 MDPs as well, namely Bharat Electronics Limited (BEL), Advanced mid-career training programme (Overseas, Duke University-USA) for IRS officers, Indian Armed Forces, ONGC (Overseas, Groningen, Antwerp, Paris and Frankfurt), Corporation Bank, Central Warehouse Corporation (CWC), NK Minda Group, Punj Lloyd. Defence Research & Development Organisation (DRDO), Airports Authority of India (AAI), Magneti Marelli India, Maruti Suzuki India Limited (MSIL), Indian Ordnance Factories, SBI Cards & Payment Services Private Limited-Gurgaon, Delhi International Airport (P) Limited (DIAL) and Global Executive MBA Programme, India Module (in partnership with HHL Leipzig Graduate School of Management, Germany and EADA, Spain).

He has also designed and delivered customized training programme as resource person for companies like Petronet LNG Limited, Jones Lang LaSalle, Samsung, SAS-India, Hewitt International, Perfetti Van Melle, Eli Lilly, Indian Oil Corporation Limited (IOCL), NTPC-SAIL Power Company Private Limited (NSPCL)-Bhilai, JSW Energy Limited, Cairn Oil & Gas vertical of Vedanta Limited, Gencap-India, Bajaj Auto Limited-Funing, Amway India Enterprises Private Limited, Valvoline Cummins Private Limited-Gurgaon, SBI Cards & Payment Services Private Limited-Gurgaon, Birlasoft (India) Limited-NOIDA.

He is visiting professor at IIM-Lucknow, IIM-Ranchi, IIM-Kashipur, NIM-Sambalpur, Shiv Nadar University-Dadri, Fore School of Management-New Delhi, Centre for Organization Development (COD)-Hyderabad and Haryana Institute of Public Administration (HIPA)-Gurgaon for Supply Chain Management and Operations Management courses. He is also associated with many consulting assignments in the area of Operations and Supply Chain Management and developing training modules for the client by assessing their training needs.

He has guided more than 235 dissertations in management field for the students of various post-graduate programmes. Three FPM (Ph.D.) thesis in supply chain management have been successfully completed under his supervision and presently other Two FPM (Ph.D.) thesis are in-process under his guidance. He has published research papers and case studies in supply chain field in various national and international journals and authored study material on World Class Manufacturing.

He can be reached through these coordinates: +91-124-4560377 | +91-9910337312 | http://www.mks507.890m.com | mks@mdi.ac.in
MDI’s International Relations

MDI nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, MDI realized the emerging role of international markets and the need for B-school to groom managers with an international perspective. MDI has active linkages with Queensland University of Technology, Brisbane, Royal Melbourne Institute of Technology (RMIT), Melbourne, University of South Australia, Adelaide, South Australia, Vienna University of Economic & Business Administration, Vienna, Royal Institute of Management, Copenhagen, University of Technology, Brussels, The Faculty of Applied Economics, University of Antwerp, Antwerp, Louvain School of Management, Louvain-la-Neuve, Fundação Instituto de Administração (FIA), Brazil, DeGroote School of Business, McMaster University, Ontario, University of Waterloo, Waterloo, Richard Ivey School of Business, Ontario, Huazhong University of Science and Technology (HUST), School of Management, Wuhan, Aigle College of Economics & Management, Shanghai Jiao Tong University, China, Cyprus International Institute of Management - Nicosia, Cyprus, Copenhagen Business School, Copenhagen Aarhus School of Business, Aarhus, Middlesex University, London, Aston Business School, Aston University, Birmingham, University of Tampere, Tampere, SAEBA Business School, ESP-C Europe, Paris EDHEC Business School - Roubaix Cedex 1, Paris, IAIE Aix-en Provence, Puyricard, Total Professors Association (TPA), Paris, Toulouse Business School (TBS), Grenoble Ecole de Management, Grenoble Sciences Po Lille, Lille, Bergische Universität Wuppertal, Wuppertal, Frankfurt School of Finance & Management, Frankfurt, HHL Leipzig Graduate School of Management, Leipzig, Manchester Business School, Munich, Pforzheim University, ABA Graduate Business School (Greece), Athens University of Economics and Business, Athens, Hungarian Logistics Association, Budapest, University of Szeged, Szeged, Bocconi University, Milan,Universita Carlo Cattaneo, (LIUC), Castellamaza, Nagoya University of Commerce & Business - Nagoya, Japan, Almaty University, Malaysia, Universiti Sains Malaysia, Pinang, Malaysia, Groupe Institut Superior Du Commerce Et D'administration (RANEPA), Russia, Moscow International Higher Business School - MI RBIIS, Moscow, School of Management, European School of Management and Technology, Maribor, Slovenia, Université de Lorraine, France, Université de Namur, Belgium, Universidade de Lisboa, Portugal, The Russian Presidential Academy of National Economy and Public Administration (RANPA), Russia, Moscow International Higher Business School ‘MI RBIIS’, Moscow, School of Marketing, School of Economics and Business, University of the Free State, Bloemfontein, BEM School of Management, Dakar, ZHAW School of Management and Law, Zurich School of Management, Asian Institute of Technology, Pathumthani, The National Institute of Development Administration (NIDA), Bentley College University, Massachusetts, Marquette University, Wisconsin, Milwaukee, North Carolina State University, Raleigh, North Carolina, Robert H. Smith School of Business, University of Maryland, School of Public Policy, George Mason University, Arlington, Virginia, The University of North Carolina, Kan-fagler Business School, Chapel Hill, Smeal College of Business, Pennsylvania State University. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. In fact, MDI is the first B-school from India to partner with a B-school in Africa. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange.