Why you should attend?
We are living in VUCA (Volatile, Uncertain, Complex, Ambiguous) times and only the fittest is going to survive as per the Darwinian Theory of Evolution. It is very important to perform and win in such challenging times. We all, both as individuals and as organizations aspire to perform and win. This program is one such attempt to help participants to undertake effective strategies to perform and win.

Content of the programme
This programme seeks to familiarize the participants with the important tools and techniques required to perform and win. This would help them to undertake effective strategies to perform and win both as an individual and an organization.

Who should attend?
The programme is useful for individuals and organizations looking to perform and win both at an individual and an organizational level. It is open to high potential people, entrepreneurs, family business owners and leaders from the corporate sector, government organizations and civil society organizations / NGOs.

Learning Outcomes
After completion of the programme the participant should be able to do the following three things:
1. To get a perspective on performance and winning.
2. Learn various techniques to perform and win.
3. Gain application/execution skills to perform and win.

Methodology
The focus of this programme is on application / execution and not mere sharing of theories. To ensure that participants learn to apply the concepts, the programme will use an interactive class format, case studies, videos, role play exercises, project work, and industry sessions.

Venue and Duration
The programme is scheduled during February 12-14, 2020 on residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurgaon. Accommodation for participants would be available at MDI Campus from the noon of February 11, 2020 to the forenoon of February 15, 2020.

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. 50,000/- (Rupees Fifty 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.
Faculty Profile

Rajesh K Pillania, Ph.D (Strategy)
Professor, Strategic Management
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Dr. Rajesh K Pillania is rated and awarded the Top Professor of Strategy in India by ASSOCHAM and Education Post. He is ranked jointly number one in average research productivity among management faculty (including IIMs/IITs) in India for research output from 1968 to 2014 [By Prof Ramdhar Singh of IIM Banglore and others in 2015 which was published in a reputed international journal titled Omega in 2017]. He is on the advisory board of many esteemed international research journals, professional bodies and conferences consisting of leading international academicians, industry leaders and policy makers.

He is passionate about strategy and his areas of expertise are strategy, innovation strategy, strategy in India, global strategy, demystifying strategy, strategic humour and happiness strategy. His research is focused on two broad areas. First one is on the frontiers of strategic management and second one is on democratizing strategy. For frontiers of strategic management, he is involved with a number of esteemed international research journals and have written research papers and books. For democratizing strategy, he has published innovative humourous books which are available on Amazon, offers strategy workshops, and writes on strategy in popular media such as Times of India and The Economic Times, etc.

Besides being a prolific writer and a popular teacher; he has conducted various executive development programs for middle to senior management and, has conducted consulting assignments for top management of organizations. He is Professor of Strategy with MDI Gurgaon and holds a Ph.D in Strategy. His academic and research experience includes University Business School, Panjab University (Chandigarh, India); Management Development Institute (Gurgaon, India); Indian Institute of Management Kozhikode (Kozhikode, India); R. H. Smith School of Business, University of Maryland (Maryland, USA); Harvard University (Boston, USA); and MCI Management Centre (Innsbruck, Austria) among others.

Important Dates
The last date for receipt of nominations is January 29, 2020. The last date for withdrawal of nominations is January 31, 2020. 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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About MDI

Management Development Institute Gurgaon one of the leading Business Schools in India is consistently ranked among the top B-Schools of the country by reputed agencies and publications. MDI has the distinction of being the first internationally accredited Indian Business School having received international accreditation by Association of MBAs (AMBA) London in 2006. The long-term programmes of MDI have received dually accredited status by AMBA and EQUIS (AMBA) London re-accreditation in 2015 & 2016 and South Asian Quality Assurance Systems (SAQS) Re-Accreditation in 2013. The accreditation across the programme offerings vouch for the international quality of education imparted at the Institute.

MDI Gurgaon is a flourishing cauldron of excellence in management education, high quality research, executive development and value added consultancy. Having established its footprint worldwide, MDI’s vision is to become one of the top business schools in the world by incorporating world’s best academic practices in all its programmes, namely management and executive programmes, and training programs for the top management of the corporate world. MDI’s offerings are continuously updated in keeping with the ever changing global business environment, social responsibilities, while setting high standards for all our stake holders.

MDI has consistently focused on designing practice oriented learning and a contemporary industry-focused curriculum, driven by our strong corporate interface. This unique blend of MDI’s global perspective and strong industry linkage contribute towards bringing best practices to corporations, through training programs as well as action-centric research and consulting. Further, it leads to collaborative research in global, cross-cultural areas of management, jointly with top-notch research driven institutions world-wide. This research has led to MDI taking a leading role in business and economic development.

MDI’s 70+ national and international faculty drawn from academics and industry make the teaching-learning process more meaningful by providing the right mix of practical insights and academic rigour. The Institute is committed towards creating a community which is vibrant and which provides a lifelong learning experience and professional development. MDI offers the following long duration programmes: PGPM, PGFHRM, PGFM, NMP, PGFEM, PGFPM-PT, PGFPPM & PPM.

Continuing Education

MDI is the largest school for continuing education in the country. Business organizations in today’s world are competing in an extremely dynamic and complex environment. To cater to the need for continuous upgradation of individual and organizational capabilities, with over 45 years in this field, MDI conducts nearly 200 weeks of intensive short-term training programs each year. These include open programs, as well as customized organized specific training modules. These programmes help executives broaden their understanding and improve their skills to face challenges at higher positions. MDI has alliances with international business schools, industry and individual experts to offer joint programmes to address the diverse needs in continuing education.

Research and Consulting

Research and Consulting at MDI are a way to partner with the industry to resolve challenges in an ever changing environment and a way to continuously strengthen the interface between academics and practice. Faculty members independently carry out action research and consulting. MDI has the distinction of being involved in large, complex and high quality consulting projects which help the industry with cost effective, ethical, reliable and high quality solutions of strategic value.

Research is an important constituent of MDI’s vision and mission. Consequently, MDI expects its entire academic community to be research active and to carry out research work of a consistently higher international standard that can contribute to the national goals of innovation, socio-economic development and environmental sustainability. Research can be undertaken directly by one or more faculty members, or through Centers of Excellence, which are independent entities within MDI that carry out research through their members.

MDI’s International Relations

MDI nurtures a vision to be a truly global business school. As international networks gain eminence over geographic boundaries, MDI realizes the emerging role of international markets and the need for B-schools to groom managers with an international perspective. MDI has active links 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 Ghent, Belgium, University of 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, Asian Institute of Internationals & 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, SKEMA Business School, ESCP Europe, Paris EDHEC, Business School - Roubaix Cedex 1, Paris, IAE Ile-en-Province, 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, Mannheim Business School, Munich, Pforzheim University, AIA 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, (Luiss), Castellanza, Nagoya University of Commerce & Business - Nagoya, Japan, Almaty University, Malaysia, Universiti Sains Malaysia, Pinang, Malaysia, Groupe Institution Supérieure de Commerce Et D'administration Des Enterprises - Groupe Iscane, Morocco, Nepal Administrative Staff College, Jawalakhel, Lalitpur, Nepal, Kathmandu University School of Management, Patan, Lalitpur, Nepal, Norwegian School of Management BI, Sandvik, Nordic Centre in India, University of Oslo, RSM Erasmus University, Rotterdam, Lahore University of Management Science (LIMS), Lahore, Graduate School of Business Economics, Higher School of International Commerce and Finance (WSIFM), Warsaw, Warsaw School of Economics, Warsaw, ISCTE - Instituto Universitário de Lisboa (ISCTE-IUL), Lisbon, Portugal, The Russian Presidential Academy of National Economy and Public Administration (RANEPA), Russia, Moscow International Higher Business School ‘MI RSBIS’, Moscow, School of Maribor, School of Economics and Business Maribor, 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, Kenan-Flagler 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. It includes a wide range of universities and business schools from across the world.

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.