

Management Development Programme



Insights into Mergers and Acquisitions and Strategic Alliances

November 15-17, 2017

MDI Campus, Gurugram



MDI
GURGAON

Management
Development
Institute

Why you should attend?

This programme is designed for management personnel of organizations who:

- Would like to understand and apply methods of corporate growth that are inherently external
- Would like to understand the legal implications of a merger, acquisition or strategic alliance strategy
- Would like to be sensitized to the reasons for the failure of mergers, acquisitions and strategic alliances
- Would like to understand how failure can be avoided
- Would like to understand how some organizations have mastered the art of inorganic growth

Who should attend?

All of those personnel/executives who belong to the middle and top level management of their organization

Learning Outcome:

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

- Determine the availability and use of tools to zeroing on to the most appropriate target contributing to inorganic corporate growth and then to accomplish it.
- Apply the mechanisms and be able to visualize and quantify positive and negative synergy as an outcome of the action. Design short term and long term strategy of their organization
- Be able to structure, negotiate and finalize a deal.
- Assess the financial liabilities and outcomes of the steps taken in short and in long term.
- Manage the post merger integration / alliance management
- Understand legal limitations and implications of Mergers and Acquisitions / Alliance activities

Methodology

The programme is divided into five modules: (a) the thought, (b) the process, (c) the leadership, (d) rules of the game and (e) after the bloom.

The programme is designed to facilitate learning through interactive methods such as case studies, 'do-it-yourself' approaches, industry experiences, best practices, and interactive sessions.

Venue and Duration

The programme is scheduled during November 15-17, 2017 on residential basis at MDI Gurgaon campus, Sukhrali, Gurgaon (Haryana). Accommodation for participants would be available from the noon of November 14, 2017 to the forenoon of November 18, 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 programme 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 November 06, 2017. The last date for withdrawal of nominations is November 08, 2017. Any withdrawal received after this date will be subjected 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. Veeresh Sharma

Professor, Strategic Management

Chairperson - In-Company Programmes

Chairperson - Strategic Management Area

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MBA Ph.D. (Strategic Management), Faculty of Management Studies, University of Delhi.

Industry experience 32 years. Last assignment was as Vice president (International Operations) in a Dutch multinational at Netherlands.

Started own consultancy in 1990 in the area of strategy. Did consultancy for more than 50 MNCs in 44 countries. Clients included Fortune 500 organizations also. Assignments included, evaluation of competitiveness, activity mapping, competitor profiling, entry strategies, global supply chain and international logistics, optimization of product portfolio, country profiling, value chain analysis, mergers and acquisitions, organizational restructuring, divestiture, foreign exchange management, etc.

Has been guest faculty at FMS (Delhi University) and IIM Raipur.

Has written books, papers and cases on Entrepreneurship, Mergers and Acquisitions, Corporate Ethics.

Area of interest: Environmental uncertainty, Hypercompetition.

Dr. Meeta Dasgupta

Assistant Professor

Assistant Professor, Strategic Management

Coordinator - Accreditations, Rankings & Compliances

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Dr. Meeta Dasgupta has years of both industry and academic experience. Her corporate experience is in the area of IT Consultancy and Corporate Finance with IBM Business Consulting Services and LML Ltd. At IBM her project engagements have been in the area of implementing Oracle Financials Applications for manufacturing industries and service industries. Her doctorate in the area of Strategic Management from Management Development Institute, Gurgaon complements her graduation from Shri Ram College of Commerce, Delhi University and post-graduation (finance) from Xavier Institute of Management, Bhubaneswar. Her research interests are in the areas of innovation management and strategies, diffusion of innovation, knowledge management leading to innovation, corporate / business strategy and competitiveness of firms.



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 programme) 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 programmes comprise of two-year full-time PGPM, PGP- HR, PGP-IM, 15-month Executive PGDBM, three-year Executive Management Programme, Doctoral level FPM I EFPM, Post Graduate Programme in Energy Management, and PG Diploma in Public Policy and Management. In addition to its academic programmes, 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 programmes each year, aimed at executives and managers from industry. Over 3000 managers participate in these programmes each year. These include open programmes, 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 Universitat 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, Unversua 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 programmes 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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