

# Management Development Programmes 2024-25

**CALENDAR**



# MANAGEMENT DEVELOPMENT PROGRAMMES 2024-25

S. No.	MDP Title	Faculty (Prof./Dr.)	Email id	Dates	No. of Days	Venue	Fees (Rs.)
1	Behavioural Economics & Pricing (BEP) - (with Case Studies)	Sunil Ashra	sunil@mdi.ac.in	April 24-26, 2024	3	Campus	42500
2	B2B Marketing: Navigating the Dynamic Landscape	Vibhava Srivastava	vibhava.srivastava@mdi.ac.in	May 06-08, 2024	3	Campus	42500
3	Supply Chain Simulation	Rohit Sindhvani	rohit.sindhvani@mdi.ac.in	May 06-08, 2024	3	Campus	42500
4	Conflict Management & Negotiation Skills	Anil A. Pathak	apathak@mdi.ac.in	May 08-10, 2024	3	Campus	42500
5	Marketing Analytics	Mohita Maggon	mohita.maggon@mdi.ac.in	May 15-17, 2024	3	Campus	42500
6	Applied Optimization	Sneha Dhyani Bhatt	sneha.bhatt@mdi.ac.in	May 14-16, 2024	3	Campus	42500
7	Information Security & Data Protection for BFSI	Anjali Kaushik, Prageet Aeron	anjali.kaushik@mdi.ac.in prageet.aeron@mdi.ac.in	May 23-25, 2024	3	Campus	42500
8	Advanced Business Analytics	Rohit Sindhvani	rohit.sindhvani@mdi.ac.in	June 06-08, 2024	3	Campus	42500
9	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	June 19-21, 2024	3	Campus	42500
10	Neuroscience in Marketing	Arvind Sahay	arvind.sahay@mdi.ac.in	June 21-23, 2024	3	Campus	45000
11	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	June 24-28, 2024	5	Campus	65000
12	Professional Writing Skills	Niva Bhandari	niva.bhandari@mdi.ac.in	June 24-26, 2024	3	Campus	42500
13	Competency Building for Leadership Roles	Jyotsna Bhatnagar, Neera Jain	jyotsnab@mdi.ac.in njain@mdi.ac.in	July 03-05, 2024	3	Campus	42500
14	MARKTECH for Managers	Vibhava Srivastava, Nakul Gupta	vibhava.srivastava@mdi.ac.in nakul.gupta@mdi.ac.in	July 03-05, 2024	3	Campus	42500
15	Leadership for Impact	Anil A. Pathak	apathak@mdi.ac.in	July 10-12, 2024	3	Campus	42500
16	Pricing For Profit	Kishore Kumar Gangwani, Payal S. Kapoor	kishore.gangwani@mdi.ac.in payal.kapoor@mdi.ac.in	July 10-12, 2024	3	Campus	42500
17	Advanced Competitive Strategy	Ruchi Agarwal	ruchi.agarwal@mdi.ac.in	July 18-20, 2024	3	Campus	42500
18	Mastering Managerial Communication Competencies	Neera Jain, Vidhu Gaur	njain@mdi.ac.in vidhu.gaur@mdi.ac.in	July 22-24, 2024	3	Campus	42500
19	Business Presentations & Public Speaking Skills	Niva Bhandari, Vidhu Gaur	niva.bhandari@mdi.ac.in vidhu.gaur@mdi.ac.in	August 05-07, 2024	3	Campus	42500
20	Strategic Leadership	Saikat Banerjee	saikat.banerjee@mdi.ac.in	August 07-09, 2024	3	Campus	42500
21	Digital Innovation & Transformation	Divya Sharma	divya.sharma@mdi.ac.in	August 07-09, 2024	3	Campus	42500
22	Problem Solving & Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	August 12-14, 2024	3	Campus	42500
23	Strategic Decision-Making for Collaborations and Partnerships	Meeta Dasgupta, Shiv Shankar Tripathi	meeta@mdi.ac.in sstripathi@mdi.ac.in	August 12-14, 2024	3	Campus	42500
24	Marketing Tools for Digital World & Platform Businesses	Kishore Kumar Gangwani, Payal S. Kapoor	kishore.gangwani@mdi.ac.in payal.kapoor@mdi.ac.in	August 19-21, 2024	3	Campus	42500
25	27th Advanced Management Programme (AMP)	Sumita Rai, Ashutosh Dash	sumitar@mdi.ac.in ashutosh@mdi.ac.in	August 19-27, 2024 (Indian Part) September 09-22, 2024 (OLP)	24	Campus & Abroad	7,00,000
26	Business Analytics for Problem Solving & Decision Making	Amit Kumar Gupta, Rajesh Kumar Singh	amitkgupta@mdi.ac.in rajesh.singh@mdi.ac.in	August 21-23, 2024	3	Campus	42500
27	Lean Management & Process Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	August 21-23, 2024	3	Campus	42500
28	Coaching & Mentoring: Building the Next Generation of Leadership	Tanuja Sharma, Vidhu Gaur	tanujasharma@mdi.ac.in vidhu.gaur@mdi.ac.in	August 28-30, 2024	3	Campus	42500
29	Communication Styles for Professional Success	Niva Bhandari	niva.bhandari@mdi.ac.in	September 02-04, 2024	3	Campus	42500
30	Excellence in Customer Management and Communication Skills	Kirti Sharma, Vidhu Gaur	kirti.sharma@mdi.ac.in vidhu.gaur@mdi.ac.in	September 04-06, 2024	3	Campus	42500
31	Operational & Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	September 09-11, 2024	3	Campus	42500
32	Customer Well Being in Digital Times	Ritu Srivastava	ritu.srivastava@mdi.ac.in	September 09-11, 2024	3	Campus	42500
33	The Art of Successful Leadership	Ajay Kumar Jain, Vidhu Gaur	akjain@mdi.ac.in vidhu.gaur@mdi.ac.in	September 09-11, 2024	3	Campus	42500

# MANAGEMENT DEVELOPMENT PROGRAMMES 2024-25

S. No.	MDP Title	Faculty (Prof./Dr.)	Email id	Dates	No. of Days	Venue	Fees (Rs.)
34	Six Sigma for Quality Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	September 11-13, 2024	3	Campus	42500
35	Team Building for High Performance	Sumita Rai	sumitar@mdi.ac.in	September 18-20, 2024	3	Campus	42500
36	The Art of Persuasive Communication	Neera Jain, Niva Bhandari	njain@mdi.ac.in niva.bhandari@mdi.ac.in	September 18-20, 2024	3	Campus	42500
37	Generative AI for Managers	Sangeeta Shah Bharadwaj	ssbharadwaj@mdi.ac.in	September 19-21, 2024	3	Campus	42500
38	Fraud Risk Management & Governance	Sandeep Goel	sandeep@mdi.ac.in	September 23-27, 2024	5	Campus	65000
39	Validating Strategy Like a Military General	Ankur Roy	ankur.roy@mdi.ac.in	September 23-25, 2024	3	Campus	42500
40	Behavioural Economics & Pricing (BEP) - (with Case Studies)	Sunil Ashra	sunil@mdi.ac.in	September 26-28, 2024	3	Campus	42500
41	Competitive Landscape - Role of Middle Management in Strategic Decision - Making & Innovation	Meeta Dasgupta	meeta@mdi.ac.in	October 07-09, 2024	3	Campus	42500
42	Supply Chain Analytics for Resilient Operations	Amit Kumar Gupta, Rajesh Kumar Singh	amitkgupta@mdi.ac.in rajesh.singh@mdi.ac.in	October 14-16, 2024	3	Campus	42500
43	Transforming Organizations Through Proactive People Management Strategies	Ajay Kumar Jain	akjain@mdi.ac.in	October 14-16, 2024	3	Campus	42500
44	Negotiation Strategies: A Win-Win Approach	Neera Jain, Niva Bhandari	njain@mdi.ac.in niva.bhandari@mdi.ac.in	October 16-18, 2024	3	Campus	42500
45	Behavioural Change & Communication Strategies for Employee Well-Being	Vidhu Gaur, Vanita Singh	vidhu.gaur@mdi.ac.in vanita.singh@mdi.ac.in	October 16-18, 2024	3	Campus	42500
46	Corporate Communications & Branding	Vibhava Srivastava, Niva Bhandari	vibhava.srivastava@mdi.ac.in niva.bhandari@mdi.ac.in	October 17-19, 2024	3	Campus	42500
47	Fraud Analytics for Insurance & Banking Professional	Ruchi Agarwal	ruchi.agarwal@mdi.ac.in	October 17-19, 2024	3	Campus	42500
48	Problem Solving & Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	November 11-13, 2024	3	Campus	42500
49	Customer Engagement & Digital Marketing Communications	Vidhu Gaur, Ritu Srivastava	vidhu.gaur@mdi.ac.in ritu.srivastava@mdi.ac.in	November 11-13, 2024	3	Campus	42500
50	Managing & Governing Family Businesses	Vinod Thakur	vinod.thakur@mdi.ac.in	November 11-14, 2024	4	Campus	52000
51	Marketing Tools for Digital World & Platform Businesses	Kishore Kumar Gangwani, Payal S. Kapoor	kishore.gangwani@mdi.ac.in payal.kapoor@mdi.ac.in	November 18-20, 2024	3	Campus	42500
52	The Powerful Business Writing Skills	Niva Bhandari	niva.bhandari@mdi.ac.in	November 18-22, 2024	5	Campus	65000
53	Strategic Financial Analysis for Value-Enhancing Decisions	S. Veena Iyer, Shalini Kalra Sahi	s.veena@mdi.ac.in skalrasahi@mdi.ac.in	November 20-22, 2024	3	Campus	42500
54	Understanding the Governance of Organizations	Arun Kumar Tripathy	arun.tripathy@mdi.ac.in	November 20-22, 2024	3	Campus	42500
55	Soft Skills and Business Communication for Executives & Leaders	Niva Bhandari	niva.bhandari@mdi.ac.in	November 25-27, 2024	3	Campus	42500
56	Business Storytelling using Data	Sangeeta Shah Bharadwaj, Vidhu Gaur	ssbharadwaj@mdi.ac.in vidhu.gaur@mdi.ac.in	November 25-27, 2024	3	Campus	42500
57	Leading with Emotional Intelligence for Stress Management	Ajay Kumar Jain	akjain@mdi.ac.in	November 25-27, 2024	3	Campus	42500
58	Driving Business towards BRSR Guidelines	Neetu Yadav, Rupamanjari Sinha Ray	neetu.yadav@mdi.ac.in rupamanjari@mdi.ac.in	November 27-29, 2024	3	Campus	42500
59	Understanding New Labour Codes & Rules	Parul V Gupta	parul.gupta@mdi.ac.in	December 09-11, 2024	3	Campus	42500
60	Managing Competence at Work	Nidhi S. Bisht, Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	December 11-13, 2024	3	Campus	42500
61	SDG Implementation & Strategies With Analytics	Rupamanjari Sinha Ray	rupamanjari@mdi.ac.in	December 11-13, 2024	3	Campus	42500
62	Supply Chain Management	Manoj K. Srivastava	mks@mdi.ac.in	December 16-18, 2024	3	Campus	42500

# MANAGEMENT DEVELOPMENT PROGRAMMES 2024-25

S. No.	MDP Title	Faculty (Prof./Dr.)	Email id	Dates	No. of Days	Venue	Fees (Rs.)
63	Empowering Women Leaders for Strategic Roles	Jyotsna Bhatnagar, Neera Jain	jyotsnab@mdi.ac.in njain@mdi.ac.in	December 16-18, 2024	3	Campus	42500
64	Critical Thinking & Decision Analysis	Vidhu Gaur, Amit Kumar Gupta	vidhu.gaur@mdi.ac.in amitkgupta@mdi.ac.in	December 16-18, 2024	3	Campus	42500
65	Finance for Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	December 16-20, 2024	5	Campus	65000
66	Discovering Self & Building Employee Relations for High Productivity	Sumita Rai	sumitar@mdi.ac.in	December 18-20, 2024	3	Campus	42500
67	Emerging Technologies and their Applications	Anjali Kaushik, Prageet Aeron	anjalikaushik@mdi.ac.in prageet.aeron@mdi.ac.in	December 19-21, 2024	3	Campus	42500
68	Drafting, Negotiating and Managing Commercial Contracts	Parul V Gupta	parul.gupta@mdi.ac.in	January 08-10, 2025	3	Campus	42500
69	Effective Communication for Engaging Teams for Improved Productivity	Nidhi S. Bisht, Vidhu Gaur	nidhi.bisht@mdi.ac.in vidhu.gaur@mdi.ac.in	January 13-15, 2025	3	Campus	42500
70	Developing Leadership Competencies	Sumita Rai	sumitar@mdi.ac.in	January 15-17, 2025	3	Campus	42500
71	Developing Women Leaders: A Communication Perspective	Neera Jain	njain@mdi.ac.in	January 15-17, 2025	3	Campus	42500
72	Customer Centric Marketing: Customer Satisfaction, Loyalty and Relationship	Kirti Sharma	kirti.sharma@mdi.ac.in	January 15-17, 2025	3	Campus	42500
73	Data Visualization and Dashboards for Managers	Divya Sharma, Nakul Gupta	divya.sharma@mdi.ac.in nakul.gupta@mdi.ac.in	January 15-17, 2025	3	Campus	42500
74	Operational and Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	January 20-22, 2025	3	Campus	42500
75	Managing Difficult Negotiations	Neera Jain, Anil A. Pathak	njain@mdi.ac.in apathak@mdi.ac.in	January 22-24, 2025	3	Campus	42500
76	Happiness Strategy for Leaders	Rajesh K. Pillania	rajeshpillania@mdi.ac.in	January 29-31, 2025	3	Campus	150000
77	Communication Perspective: The Growth Strategy of High Potential Leaders	Vidhu Gaur	vidhu.gaur@mdi.ac.in	February 03-05, 2025	3	Campus	42500
78	New-age technologies for Customer Marketing	Kirti Sharma	kirti.sharma@mdi.ac.in	February 05-07, 2025	3	Campus	42500
79	Location Analytics and Geo AI for Businesses	Nakul Gupta	nakul.gupta@mdi.ac.in	February 05-07, 2025	3	Campus	42500
80	Project Management	Sneha Dhyani Bhatt	sneha.bhatt@mdi.ac.in	February 11-15, 2025	5	Campus	65000
81	Operations Strategy for Lean, Green and Digital Innovations	Rajesh Kumar Singh	rajesh.singh@mdi.ac.in	February 12-14, 2025	3	Campus	42500
82	Winning Over the Competition	Arun Kumar Tripathy	arun.tripathy@mdi.ac.in	February 12-14, 2025	3	Campus	42500
83	Young Leadership Program for Managers	Nidhi S. Bisht, Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	February 12-14, 2025	3	Campus	42500
84	22nd Human Resource Management: An International Perspective	A. K. Jain Madhushree Nanda Agarwal	akjain@mdi.ac.in madhushree@mdi.ac.in	February 17- March 01, 2025	13	Campus & Abroad	600,000 *
85	Effective Communication for Managers and Leaders	Neera Jain	njain@mdi.ac.in	February 18-20, 2025	3	Campus	42500
86	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	February 19-21, 2025	3	Campus	42500
87	Leadership Communication through Story Telling and Theatre Techniques	Neera Jain, Ritu Srivastava	njain@mdi.ac.in ritu.srivastava@mdi.ac.in	March 03-05, 2025	3	Campus	42500
88	Developing People at Workplace: Catalyst for Change	Nidhi S. Bisht, Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	March 05-07, 2025	3	Campus	42500
89	Strategic Analysis using Capstone Simulation	Saikat Banerjee	saikat.banerjee@mdi.ac.in	March 05-07, 2025	3	Campus	42500





## About MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

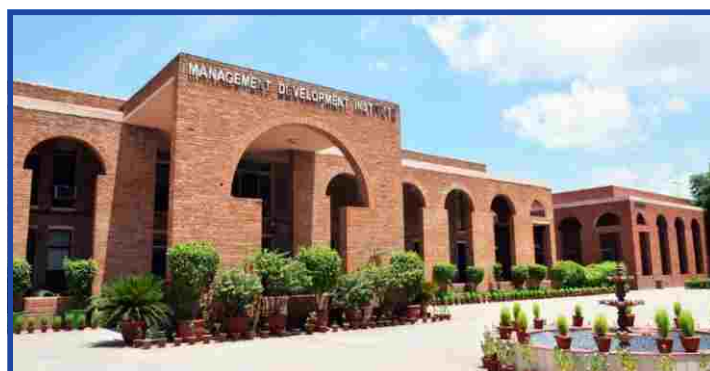
The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations & ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management- knowledge-base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation.

It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases.





It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year.

As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. 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. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.

**NOTE:**

1. Detailed brochure for the individual programs will be available about 3 months before the start of each program.
2. Organizations concerned must confirm their acceptance of nominations before sending participants to program venue.
3. GST as applicable will be charged extra on all the programs in addition to the program fees.
4. We will provide 10% discount, when we receive 3 to 5 nominations & 20% discount on more than 5 nominations for single programme. The overall discount will not exceed 20%. (applicable in Nepal also)



# TAKSHA SHILA







**MDI**  
GURGAON

Management  
Development  
Institute

**MANAGEMENT DEVELOPMENT INSTITUTE**

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