



INDIAN INSTITUTE OF MANAGEMENT INDORE
Management Development Programmes
April 2011 - March 2012

Sl. No.	Programme Title	Programme Coordinator	Dates	Number of Days	Fee* (in Rupees)
1	Brand Management	Ashish Sadh	May 23 - 25, 2011	3 Days	30,000
2	Building and Leading Teams	Sushanta Kumar Mishra	July 18 - 20, 2011	3 Days	30,000
3	General Management Programme	M Ashraf Rizvi	August 22 - September 10, 2011	20 Days	120,000
4	Finance for Non-Finance Executives	Yogesh Maheshwari	September 07 - 09, 2011	3 Days	30,000
5	Motivation, Team Building and Leadership	Pawan Kumar Singh	September 19 - 23, 2011	5 Days	50,000
6	Managing Change and Conflict at the Work Place	Ranjeet Nambudiri	October 10 - 12, 2011	3 Days	30,000
7	Project Management	Rohit Kapoor	October 10 - 14, 2011	5 Days	50,000
8	Advance Corporate Finance	A Kanagaraj	October 17 - 21, 2011	5 Days	50,000
9	Excellence in Manufacturing	S Venkataramanaiah	October 17 - 21, 2011	5 Days	50,000
10	Financial Statement Analysis	A Kanagaraj	November 01 - 03, 2011	3 Days	30,000
11	Managerial Effectiveness and Human Values: Indian Insight	Pawan Kumar Singh	November 14 - 18, 2011	5 Days	50,000
12	Management Education Programme	Yogesh Maheshwari	November 14, 2011 - February 04, 2012	12 Weeks	300,000**
13	Managing Corporate Performance	Keyur Thaker	January 03 - 06, 2012	4 days	40,000
14	Leadership Communication	M Ashraf Rizvi	January 04 - 06, 2012	3 Days	30,000
15	Competing through Six Sigma	Rohit Kapoor	January 09 - 11, 2012	3 Days	30,000
16	Economics for Executives	Rahul Nilakantan	January 16 - 18, 2012	3 Days	30,000
17	Interpersonal Effectiveness and Team Building	Sushanta Kumar Mishra	January 18 - 20, 2012	3 Days	30,000
18	Customer Relationship Management	Vinaysingh Chawan	January 23 - 25, 2012	3 Days	30,000
19	Business Data Analytics	Prabin Panigrahi	January 30 - February 03, 2012	5 Days	50,000
20	Supply Chain Management	S Venkataramanaiah	January 30 - February 03, 2012	5 Days	50,000



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21	International Marketing	Prashant Salwan	February 06 - 08, 2012	3 Days	30,000
22	Workshop on Combinatorial Optimization for Logistics	U K Bhattacharya	February 14 - 17, 2012	4 Days	40,000
23	Managing Public Private Partnerships	Ganesh Kumar N	February 22 - 24, 2012	3 Days	30,000
24	Senior Management Programme	Prashant Salwan	February 27 - March 07, 2012	10 Days	80,000
25	Competency Mapping and Management	Sumit Kumar Ghosh	February 27 - 29, 2012	3 Days	30,000
26	Strategic Perspectives on the Dark Side of Leadership	D L Sunder	March 01 - 02, 2012	2 Days	20,000
27	Effective Communication for Managers	M Ashraf Rizvi	March 05 - 09, 2012	5 Days	50,000
28	Hospital Management	Rohit Kapoor	March 12 - 16, 2012	5 Days	50,000
29	Business Models for Developing & Sustaining Competitive Advantage	Prashant Salwan	March 19 - 21, 2012	3 Days	30,000
30	Negotiation Skills	M Ashraf Rizvi	March 26 - 28, 2012	3 Days	30,000

*10.3% Service Tax on the programme fee will be levied EXTRA.

**Expenditure on International module will be additional on actual

Discount

An organization sponsoring five or more participants to an MDP will be entitled to a group discount of 10% on the total fee payable provided that at least five participants actually attend the programme. If the actual participation is less than 5, refund may be made after deducting the full fee of actual number of participants who attend the training programme. The group discount would be applicable only to short duration programmes of up to 20 days.

Contact us:

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