

SN	Programme Title	Coordinator	Duration	Venue	Dates Proposed by Faculty	Fee (Rs.)*
1	Innovation Management for MSMEs	Abhishek Mishra	07 Days	Indore Campus	April 24-28 , 2017 & May 30-31, 2017	25,000
2	Finance for Non-Finance Executives	V K Gupta	03 Days	Indore Campus	August 01-03, 2017	42,000
3	Supply Chain Management	Hasmukh Gajjar	04 Days	Indore Campus	August 09-12, 2017	54,000
4	Train the Trainer	Amitabh Deo Kodwani	03 Days	Indore Campus	August 17-19, 2017	42,000
5	Digital Marketing	Rajendra Nargundkar	03 Days	Indore Campus	August 21-23, 2017	42,000
6	Global Sourcing and Vendor Management	Bhavin Shah	04 Days	Indore Campus	August 28-31, 2017	54,000
7	Decision Analysis & Big Data	Rajhans Mishra	03 Days	Indore Campus	September 05-07, 2017	42,000
8	Finance for Non-Finance Executives	Yogesh Maheshwari	03 Days	Indore Campus	September 05-07, 2017	42,000
9	Enhancing Sales Team Performance	Manoj Motiani	03 Days	Indore Campus	September 06-08, 2017	42,000
10	Learning to Read Behavioural Evidence: HR Analytics for Organizational Excellence	Patturaja Selvaraja & Srinath Jagannathan	03 Days	Mumbai Campus	September 13-15, 2017	42,000
11	Strategy Consulting	Koushik Dutta	03 Days	Mumbai Campus	September 14-16, 2017	42,000
12	Senior Management Programme	Prashant Salwan	10 Days	Indore Campus	September 16-25,2017	96,000
13	Project Management	Rohit Kapoor	05 Days	Indore Campus	September 18-22, 2017	66,000
14	Middle path approach in IR	Patturaja Selvaraja & Srinath Jagannathan	03 Days	Mumbai Campus	September 20-22, 2017	42,000
15	Making Innovation Work	D. L. Sunder	03 Days	Indore Campus	October 06-08 , 2017	42,000
16	Managing Organizational Change	Ranjeet Nambudiri	03 Days	Indore Campus	October 04-06, 2017	42,000
17	Programme on Transformational Leadership	Ranjeet Nambudiri	03 Days	Indore Campus	November 01-03, 2017	42,000
18	Strategic Reward Management	Kajari Mukherjee	03 Days	Mumbai Campus	November 06-08, 2017	42,000
19	Negotiation Skills	Kamal Kishore Jain	03 Days	Indore Campus	November 06-08, 2017	42,000
20	Succeeding at M&A	D. L. Sunder	03 Days	Indore Campus	November 09-11, 2017	42,000
21	Leadership Development Program for First Time Managers	Kajari Mukherjee	03 Days	Mumbai Campus	November 13-15, 2017	42,000
22	Effective Financial Management for SMEs/Enterpreneurs/Startups	V K Gupta	03 Days	Indore Campus	November 21-23, 2017	42,000
23	Creative Devices for Advertising and Promotion	Amrita Joshi	03 Days	Indore Campus	November 27-29, 2017	42,000
24	Spreadsheet Modelling using MS-EXCEL	Harshal Lowalekar	03 Days	Indore Campus	November 27-29, 2017	42,000
25	Leadership , Branding& Coaching for Organisational Success	Gopal Prasad Mahapatra	03 Day	Indore Campus	November 29- December 01, 2017	42,000
26	Communication Skills for Managerial Success	Abha Chatterjee	03 Days	Indore Campus	December 04 - 06, 2017	42,000
27	Supply Chain Management	Hasmukh Gajjar	04 Days	Mumbai Campus	December 04 - 07, 2017	54,000
28	Theory of Constraints (TOC) and its Breakthrough Solutions	Harshal Lowalekar	04 Days	Mumbai Campus	December 11-14, 2017	54,000
29	Strategic Communication	Shweta Kushal	03 Days	Indore Campus	December 18-21, 2017	42,000
30	Global Sourcing and Vendor Management	Bhavin Shah	04 Days	Mumbai Campus	December 18-21, 2017	54,000
31	Family Business Management	Mehul Raithatha & Kajari Mukherjee	03 Days	Indore Campus	January 03-05, 2018	42,000
32	Creative Arts Techniques for Management	Amrita Joshi	03 Days	Indore Campus	January 04-06, 2018	42,000
33	Achieving Operations Excellence	Rohit Kapoor	05 Days	Indore Campus	January 08-12,2018	66,000
34	Programme for CFOs	Keyur Thaker	03 Days	Indore Campus	January 09-11, 2018	42,000
35	Making Innovation Work	D. L. Sunder	03 Days	Mumbai Campus	January 09-11, 2018	42,000
36	High Impact Leadership	Ranjeet Nambudiri & Patturaja Selvaraj	03 Days	Indore Campus	January 10-12, 2018	42,000

37	Spreadsheet Modelling using MS-EXCEL	Harshal Lowalekar	03 Days	Mumbai Campus	January 15-17, 2018	42,000
38	Customer Behaviour and Marketing Strategy	Sabita Mahapatra	03 Days	Indore Campus	January 15-17, 2018	42,000
39	Sports Management & Sports Marketing	Sanjeev Tripathi	04 Days	Mumbai Campus	January 16-19, 2018	54,000
40	Managing Managerial Performance	V K Gupta	03 Days	Indore Campus	January 16-18, 2018	42,000
41	Communication, Presentation Skills and Report Writing	Shweta Kushal	03 Days	Indore Campus	January 17-19, 2018	42,000
42	Lean Manufacturing	Sanjay Choudhari	03 Days	Indore Campus	January 23 - 25, 2018	42,000
43	Succeeding at M&A	D. L. Sunder	03 Days	Mumbai Campus	January 25 - 27, 2018	42,000
44	Top Level Function Program Covering all Functions of HR	Ranjeet Nambudiri	03 Days	Indore Campus	January 31- February 02, 2018	42,000
45	Leadership Communication	Madhuri Shrivastava	03 Days	Indore Campus	February 05-07, 2018	42,000
46	Winning in the Markets: The Strategic Edge	Sanjeev Tripathi	05 Days	Indore Campus	February 05-09, 2018	66,000
47	Senior Management Programme	Prashant Salwan	10 Days	Mumbai Campus	February 06-15, 2018	96,000
48	Theory of Constraints (TOC) and its Breakthrough Solutions	Harshal Lowalekar	04 Days	Indore Campus	February 13 - 16, 2018	54,000
49	Interpersonal Effectiveness and Team Building	Sushanta Kumar Mishra	03 Days	Indore Campus	February 13 - 15, 2018	42,000
50	International Financial Reporting Standards in India: Transition and impact on financial statements	Prof. Mehul Raithatha, Prof. Saumya Ranjan Das	03 Days	Indore Campus	February 19-21, 2018	42,000
51	Strategic Pricing	Sanjeev Tripathi	05 Days	Indore Campus	February 19-23, 2018	66,000
52	Leadership , Branding& Coaching for Organisational Success	Gopal Prasad Mahapatra	03 Days	Mumbai Campus	February 21-23, 2018	42,000
53	Building and Leading Teams	Sushanta Kumar Mishra	03 Days	Indore Campus	March 02 - 04, 2018	42,000
54	Middle path approach in IR	Patturaja Selvraja & Srinath Jagannathan	03 Days	Indore Campus	March 07-09, 2018	42,000
55	Learning to Read Behavioural Evidence: HR Analytics for Organizational Excellence	Patturaja Selvraja & Srinath Jagannathan	03 Days	Indore Campus	March 14-16, 2018	42,000

# Exact Dates will be announced shortly

\* Service Tax, as applicable, will be additional.

\* Programme Fee for programme on IIM Indore campus are residential. The fee includes course material, room on twin sharing basis and board expenses.

\* Programme Fee for programme in Mumbai campus are non residential. The fee includes course material and lunch on programme days.

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.

Contact us:

Management Development Programme (MDP) Office  
Indian Institute of Management Indore  
Prabandh Shikhar Rau-Pithampur Road  
Indore 453556, Madhya Pradesh, INDIA  
Tel: +91-731-2439751, 2439752, 2439750, 2439753, 2439754  
Fax: +91-731-2439800 (D)  
E-mail: mdp@iimdr.ac.in  
Website: <http://www.iimdr.ac.in>