



Executive Education
Indian Institute of Management Ahmedabad



PORTFOLIO OF **OPEN ENROLLMENT PROGRAMMES**

2018 - 2019



Calendar of Open Enrollment Programmes - April 2018 to March 2019

Executive Education programmes of IIMA are interdisciplinary, cross functional and problem centered. The focus is on design, policy and decisions. Programmes are developed and delivered by faculty in groups with the Faculty Chair leading the efforts. OEPs of IIMA are listed below under the area / functions / centres / source disciplines of the Faculty Chair of the programme. Most of the programmes cover the ground of more than one discipline or functional area.

Programme Title	Area	Faculty Chair(s)	Programme Dates	Fee (INR)	
APRIL-18	Design Thinking	Business Policy	Mukesh Sud	Apr. 9-11, 2018	100,000
	Medico-legal Issues in Healthcare Management	Centre for Management of Health Services	Anurag Agarwal	Apr. 16-20, 2018	120,000
	Performance Management and Competitive Advantage	Human Resource Management	Biju Varkkey	Apr. 16-19, 2018	120,000
	Uncertainty, Complexity and Risk in Projects	Production & Quantitative Methods	Goutam Dutta	Apr. 30-May 4, 2018	120,000
MAY-18	Revenue Management and Dynamic Pricing	Production & Quantitative Methods	Goutam Dutta	May 7-11, 2018	120,000
JUNE-18	Getting Infrastructure and PPPs Right	Economics	Sebastian Morris	June 11-15, 2018	120,000
	Developing Commercial and Financial Skills for Strategic Business Decisions	Finance & Accounting	Sobhesh Agarwalla	June 18-22, 2018	130,000
	Hospital Management	Centre for Management of Health Services	Rajesh Chandwani	June 18-23, 2018	140,000
	Transformational Leadership	Business Policy	N. Ravichandran	June 28-30, 2018	80,000
JULY-18	Strategic Analytics: Weaving Analytics into Decision Making	Production & Quantitative Methods	Arindam Banerjee & Tathagata Bandyopadhyay	July 9-13, 2018	180,000
	Advanced Quality Management	Production & Quantitative Methods	Arnab Kumar Laha	July 16-20, 2018	120,000
	3TP: Emerging Leaders' Programme	General Management	Naman Desai & Apratim Guha	July 22- Aug. 18, 2018	350,000
AUGUST-18	Warehouse Design and Management	Production & Quantitative Methods	Debjit Roy	Aug. 5-9, 2018	120,000
	Pricing for Profit	Marketing	Arvind Sahay	Aug. 6-10, 2018	135,000
	Taking People Along: Managing by Persuasion	Communications	Vaibhavi Kulkarni	Aug. 6-10, 2018	120,000
	Strategies for Winning in International Markets	Business Policy	Chitra Singla & Anuja Gupta	Aug. 9-11, 2018	80,000
	Creative and Cultural Businesses Programme	Business Policy	Amit Karna and Anchal Jain	August 19, 2018 to January 29, 2019	500,000
	Neuroscience in Marketing	Marketing	Arvind Sahay	Aug. 20-22, 2018	90,000
	Leading Professional Service Firms	Business Policy	Sunil Sharma	Aug. 20-24, 2018	180,000
	Financial Analysis of Business	Finance & Accounting	Neerav Nagar	Aug. 20-24, 2018	150,000
	Managing IT Projects	Information Systems	Sanjay Verma	Aug. 20-25, 2018	140,000
	Design Fundamentals of Operations Management	Production & Quantitative Methods	Sundaravalli N	Aug. 27-31, 2018	120,000
	Young Entrepreneurs Programme (Module I) (Module II)	Business Policy	Chitra Singla	Aug. 27- Sept. 1, 2018 Jan. 14-19, 2019	250,000
	Workshop on Signs of Organisational Toxicity, Health and Enlightenment (SOOTHE)	Business Policy	Ajeet N. Mathur	Aug. 28 - Sept. 1, 2018	200,000
SEPTEMBER-18	Strategies for Growth	Business Policy	Sunil Sharma	Sept. 3-7, 2018	150,000
	Digital and Social Media Marketing	Marketing	Lil Mohan & Arvind Sahay	Sept. 4-8, 2018	180,000
	Talent Management for the Twenty-First Century	Human Resource Management	Promila Agarwal	Sept. 4-8, 2018	130,000
	Customer Based Business Strategy	Marketing	Rama Bijapurkar, M.R. Dixit, A.K. Jain & Amit Karna	Sept. 6-8, 2018	115,000
	Leadership and Change Management	Organizational Behaviour	Neharika Vohra	Sept. 17-21, 2018	120,000

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SEPTEMBER-18	Project Management	Production & Quantitative Methods	Goutam Dutta	Sept. 17-22, 2018	140,000
	Strategic IT Management for CIOs	Information Systems	Sanjay Verma	Sept. 17-22, 2018	140,000
	Working Conference on Authority, Organisation, Strategies & Politics of Relatedness (AOSPOR)	Business Policy	Ajeet N. Mathur	Sept. 20-26, 2018	175,000
	Advanced Analytics for Management	Production & Quantitative Methods	Arnab Kumar Laha	Sept. 24-29, 2018	140,000
	The Winning Edge: Communication Strategies for Leaders	Communications	Meenakshi Sharma	Sept. 24-29, 2018	140,000
	HR Analytics	Human Resource Management	Rajesh Chandwani	Sept. 27-29, 2018	80,000
	Transforming Small and Medium Enterprises	General Management	Viswanath Pingali & Chitra Singla	Sept. 30 - Oct. 13, 2018	200,000
OCTOBER-18	Strategic Leadership for Schools in a Changing Environment	Ravi J. Matthai Centre for Educational Innovation	Kathan Shukla	Oct. 1-6, 2018	60,000
	Contract Management	Business Policy	Akhileshwar Pathak	Oct. 8-12, 2018	120,000
	Strategic Human Resource Management	Human Resource Management	Sunil Maheshwari	Oct. 8-13, 2018	140,000
	Ethics, Governance and CSR	General Management	Sebastian Morris	Oct. 22-26, 2018	200,000
	R&D Management	Organizational Behaviour	Vishal Gupta	Oct. 22-26, 2018	120,000
	Advanced Corporate Finance	Finance & Accounting	Sidharth Sinha	Oct. 22-27, 2018	140,000
NOVEMBER-18	Negotiation Analysis	Organizational Behaviour	Amit Nandkeolyar	Nov. 12-14, 2018	80,000
	Enhancing Leadership Capacities and Potential Among Professional Women	Organizational Behaviour	Neharika Vohra	Nov. 12-16, 2018	120,000
	Leadership of Banks & Financial Institutions - The Challenges Today	Economics	Sebastian Morris	Nov. 12-16, 2018	150,000
	Innovation, Corporate Strategy and Competitive Performance	Business Policy	Amit Karna	Nov. 12-17, 2018	150,000
	Crafting Meaningful Stories Through Data	Communications	Vaibhavi Kulkarni	Nov. 19-21, 2018	80,000
	HR Auditing-Preparing the Ground for Strategic HRM	Human Resource Management	Rajesh Chandwani	Nov. 19-23, 2018	120,000
	Data Analysis for Healthcare Management	Centre for Management of Health Services	Arnab Kumar Laha	Nov. 26-30, 2018	120,000
	Effective Data Visualization for the Data-Driven Organisation	Information Systems	Kavitha Ranganathan	Nov. 26-30, 2018	120,000
	Mergers, Acquisitions and Restructuring	Finance & Accounting	Sobhesh Agarwalla & N. Venkiteswaran	Nov. 26-Dec. 1, 2018	140,000



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DECEMBER-18	Strategic Communication for Reputation Management	Communications	Asha Kaul	Dec. 2-7, 2018	140,000
	Design Thinking	Business Policy	Mukesh Sud	Dec. 3-6, 2018	120,000
	Advanced Human Resource Management	Human Resource Management	Manjari Singh & Biju Varkkey	Dec. 3-8, 2018	140,000
	Advanced Data Analysis for Marketing Decisions	Marketing	Anand Kumar Jaiswal	Dec. 10-15, 2018	140,000
	Investment Decisions & Behavioural Finance	Finance & Accounting	Joshy Jacob	Dec. 11-13, 2018	80,000
	Clinical Laboratory Management	Centre for Management of Health Services	Rajesh Chandwani	Dec. 11-13, 2018	80,000
	Crisis Communication	Communications	Asha Kaul	Dec. 18-19, 2018	80,000
	Organisational Leadership for 21st Century	Business Policy	S. Manikutty & Sebastian Morris	Dec. 18-21, 2018	120,000
JANUARY-19	Strategic Cost Management	Finance & Accounting	Shailesh Gandhi	Jan. 8-12, 2019	120,000
	3TP: Senior Leaders' Programme	General Management	Goutam Dutta, Amit Karna & Arnab Laha	Jan. 13- Feb. 2, 2019	400,000
	Young Entrepreneurs Programme (Module II)	Business Policy	Chitra Singla		NA
	Interpersonal Effectiveness and Team Building	Organizational Behaviour	Parvinder Gupta	Jan. 21-24, 2019	120,000
	Agricultural Input Marketing	Centre for Management in Agriculture	Poornima Varma	Jan. 21-26, 2019	140,000
	Strategy Implementation	Business Policy	Sunil Sharma	Jan. 28 - Feb. 1, 2019	120,000
FEBRUARY-19	International Sale Contracts	Business Policy	Akhileshwar Pathak	Feb. 4-7, 2019	120,000
	Managing Contract Farming	Centre for Management in Agriculture	Sukhpal Singh	Feb. 11-15, 2019	120,000
	Big Data Analytics	Information Systems	Kavitha Ranganathan & Srikumar Krishnamoorthy	Feb. 18-23, 2019	150,000
	Managerial Effectiveness	Human Resource Management	Sunil Maheshwari	Feb. 18-23, 2019	140,000
	B2B Marketing	Marketing	Anand Kumar Jaiswal	Feb. 18-23, 2019	140,000
	Family Businesses: Organisation, Strategies, Internationalisation and Succession	Business Policy	Ajeet N. Mathur	Feb. 20-22, 2019	125,000
	The Future of Work and Its Markets (FOWAM)	Economics	Ajeet N. Mathur	Feb. 23-25, 2019	95,000
	Rural Marketing	Centre for Management in Agriculture	Sukhpal Singh	Feb. 25 - Mar. 1, 2019	120,000
	General Management for Shipping	Public Systems Group	Debjit Roy & Capt. Yashoverman Sharma	Feb. 24- Mar. 2, 2019	140,000
Doing Business in Nordic Europe (DBNE)	Business Policy	Ajeet N. Mathur	Feb. 26-28, 2019	95,000	
MARCH-19	Corporate Hedging and Derivatives	Finance & Accounting	Vineet Virmani	Mar. 4-6, 2019	100,000
	Risk: Modeling and Management	Production & Quantitative Methods	Arnab Kumar Laha	Mar. 4-8, 2019	120,000
	Enhancing Sales Force Performance	Marketing	Biju Varkkey & Arvind Sahay	Mar. 4-8, 2019	120,000
	Mysteries in Management	Business Policy	Ajeet N. Mathur	Mar. 6-8, 2019	95,000
	Cultivating Entrepreneurship in Organisations	Business Policy	Mukesh Sud	Mar. 11-13, 2019	100,000
	Cutting Edge Analytics	Production & Quantitative Methods	Arnab Kumar Laha	Mar. 18-22, 2019	120,000
	Doing Business Abroad	Business Policy	Ajeet N. Mathur	Mar. 27-29, 2019	125,000

- NOTE**
- Detailed brochures for the individual Programmes will be available about 3 months before the start of each Programme.
 - GST as applicable will be charged extra on all the Programmes in addition to the Programme fees.
 - For registering online: Please log on to IIMA website <http://www.iima.ac.in/exed>
 - The programme fee should be received at the **Executive Education Office** before the programme commencement date mentioned in individual brochures.
 - In case of cancellation, the fee will be refunded only if a request is received at least 15 days prior to the start of the programme. If a nomination is not accepted, the fee will be refunded to the person/organization concerned.

EXECUTIVE EDUCATION



IIMA aims to educate leaders of enterprises. We believe these leaders contribute to make a difference to their organizations and to the world around them.

Our aim is to help individuals, communities and organizations to develop and enhance their capabilities into exceptional qualities. Our courses encompass multiple comprehensive programmes that are tailored to suit multiple professional needs and help accentuate an overall growth.

WHAT SETS US APART

Presence of Exemplary Faculty

IIMA is globally renowned, for bringing together the most extraordinary pillars of knowledge as faculties, who also are celebrated leaders in their fields. They bring an amalgamation of theoretical pedagogy as well as contemporary and relevant examples and experiences from real life to our programmes, resulting in holistic education and training.

Interaction with the Choicest Peers

In IIMA's Executive Education, you will experience unique peer-to-peer learning: sparring and collaborating with a group of accomplished and experienced women and men. You will stand to gain immensely from each other through group discussions, exercises, various simulations that will result in synthesis of ideas, innovation as well as valuable networking.

The Campus as a Part of the Learning Experience

Designed by Louis Kahn, the IIMA campus has seen the likes of Vikram Sarabhai walk its hallowed halls. If neither architecture nor nostalgia is your cup of tea, then the presence of state-of-the art classrooms, comfortable lodgings and one of the most well-known libraries in India would not only pique your interest but also have a positive effect on the time you spend here.

The Case Study Method

Pioneered by Harvard University, IIMA was the first institution in India to adopt the Case Study Method. Over time, this has transformed into one of our peak strengths. Since 1967, almost 3,000 cases as well as 500 monographs have been written by our faculty members. This method engrosses you in a thought-provoking and interactive process of recognizing pertinent issues and utilizing practical solutions to overcome organizational and leadership challenges, effectively transitioning between theory and practice in order for you to reach a relevant state of praxis.



E-Learning Programmes

Our e-Enabled Programmes offer online executive programmes through highly interactive and live sessions. The focus of these programmes is to provide, knowledge and learning support to business leaders and management talent in real-time with the help of cutting-edge technology.

We offer both open and customised online programmes for those who are unable to attend our on-campus programmes. Please get in touch with us if you want us to design a customised online programme for your organisation.

Strategic Human Resource Management

October, 2017 to April, 2018
Fee: INR. 190,000

Accelerated General Management Programme (AGMP)

May, 2018 to April, 2019
Fee: INR. 538,000

Executive Programme in Advanced Business Analytics

June, 2018 to December, 2018
Fee: INR. 313,000

Executive Programme in Business Finance

June, 2018 to December, 2018
Fee: INR. 303,000

Senior Management Programme

July 14, 2018 to July 14, 2019
Fee: INR. 450,000

INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD (IIMA)

IIMA was set up by the Government of India in collaboration with the Government of Gujarat and Indian industry as an autonomous institution in 1961. The Institute provides education, training, consulting and research facilities in management.

Major Programmes Offered by IIMA

- Two-Year Post Graduate Programme in Management (equivalent to MBA)
- Two-Year Post Graduate Programme in Food and Agri-business Management (equivalent to MBA)
- Fellow Programme in Management (equivalent to Ph.D.)
- One-Year Post Graduate Programme in Management for Executives
- Executive Education offers short duration programmes through open enrollment, customisation and online for various levels of experienced professionals across industry
- Faculty Development Programme for teachers in universities and colleges
- Two-Year Online Post Graduate Programme in Management (ePGP)

The Institute has 97 faculty members working in the following management areas and centres:

Disciplinary Areas and Groups

- Business Policy
- Communications
- Economics
- Finance and Accounting
- Human Resource Management
- Information Systems
- Marketing
- Organizational Behaviour
- Production & Quantitative Methods
- Public Systems Group

Interdisciplinary Centres

- Centre for Gender Equity, Diversity and Inclusivity
- Centre for Innovation, Incubation and Entrepreneurship
- Centre for Management in Agriculture
- Centre for Management of Health Services
- IIMA-Idea Telecom Centre of Excellence
- India Gold Policy Centre
- Ravi J. Matthai Centre for Educational Innovation



For more information, please get in touch with us here:

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