



Executive Education

Indian Institute of Management Ahmedabad

Calendar of Open Enrollment Programmes - April 2017 to March 2018

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	Faculty Chairs / Co-Chairs (Professors)	Programme Dates	Fees (INR)
GENERAL MANAGEMENT			
3TP: Emerging Leaders' Programme	Anand Kumar Jaiswal, Debjit Roy and Chitra Singla	July 23 - August 19, 2017	350,000
Transforming Small and Medium Enterprises	Naman Desai and Mukesh Sud	October 1-14, 2017	200,000
3TP: Senior Leaders' Programme	Arnab Kumar Laha and Sebastian Morris	January 21 - February 10, 2018	400,000
BUSINESS POLICY			
Transformational Leadership	N. Ravichandran	June 29 - July 1, 2017	80,000
Strategies for Winning in International Markets	Chitra Singla and Anuja Gupta	July 27-29, 2017	80,000
Working Conference on Authority, Organization, Strategies & Politics of Relatedness (AOSPOR)	Ajeet N. Mathur	August 18-24, 2017	172,000
Leading Professional Service Firms	Sunil Sharma	August 20-25, 2017	200,000
Young Entrepreneurs Programme	Chitra Singla	Module I: September 4-9, 2017 Module II: January 15-20, 2018	250,000
Strategies for Growth	Sunil Sharma	September 18-22, 2017	150,000
Discipline of Strategy Execution	N. Ravichandran	September 25-27, 2017	80,000
Contract Management	Akhileshwar Pathak	October 9-13, 2017	120,000
Innovation, Corporate Strategy and Competitive Performance	Amit Karna	November 13-17, 2017	150,000
Organizational Leadership for 21st Century	S. Manikutty and Sebastian Morris	January 2-5, 2018	120,000
Transformational Leadership	N. Ravichandran	January 22-24, 2018	80,000
Strategy Implementation	Sunil Sharma	January 29-31, 2018	80,000
Workshop on Signs of Organisational Toxicity, Health and Enlightenment (SOOTHE)	Ajeet N. Mathur	February 14-18, 2018	200,000
Family Businesses: Organisation, Strategies, Internationalisation and Succession	Ajeet N. Mathur	February 21-23, 2018	90,000
Cultivating Entrepreneurship in Organisations	Mukesh Sud	March 12-14, 2018	100,000
International Sale Contracts	Akhileshwar Pathak	March 14-17, 2018	120,000
Doing Business Abroad	Ajeet N. Mathur	March 21-23, 2018	90,000
COMMUNICATIONS			
Taking People Along: Managing by Persuasion	Vaibhavi Kulkarni	July 31 - August 5, 2017	140,000
The Winning Edge: Communication Strategies for Leaders	Meenakshi Sharma	September 18-23, 2017	140,000

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ECONOMICS			
Getting Infrastructure and PPPs Right	Sebastian Morris	July 3-7, 2017	120,000
Leadership of Banks & Financial Institutions - The Challenges Today	Sebastian Morris	November 14-18, 2017	150,000
FINANCE AND ACCOUNTING			
Advanced Derivatives - Options	Vineet Virmani	June 9-11, 2017	120,000
Developing Commercial and Financial Skills for Strategic Business Decisions	Sobhesh Agarwalla	June 12-16, 2017	130,000
Investment Decisions & Behavioural Finance	Joshy Jacob	June 21-23, 2017	80,000
Financial Analysis of Business	Neerav Nagar	August 28 - September 1, 2017	120,000
Advanced Corporate Finance	Sidharth Sinha	November 6-11, 2017	140,000
Mergers, Acquisitions and Restructuring	Sobhesh Agarwalla and N. Venkiteswaran	December 4-9, 2017	140,000
Strategic Cost Management	Shailesh Gandhi	January 16-20, 2018	120,000
Corporate Hedging and Derivatives	Vineet Virmani	March 8-10, 2018	100,000
HUMAN RESOURCE MANAGEMENT			
Talent Management for 21st Century	Promila Agarwal	May 29 - June 2, 2017	130,000
Strategic Human Resrouce Management	Sunil Maheshwari	August 21-26, 2017	140,000
Advanced Human Resource Management	Manjari Singh and Biju Varkkey	December 4-9, 2017	140,000
Developing Internal Talent and Leadership	Biju Varkkey	February 1-3, 2018	80,000
HR Auditing-Preparing the Ground for Strategic HRM	Rajesh Chandwani	March 12-16, 2018	120,000
INFORMATION SYSTEMS			
Managing IT Projects	Sanjay Verma	August 28 - September 2, 2017	140,000
Strategic IT Management for CIOs	Sanjay Verma	September 18-23, 2017	140,000
Visual Business Intelligence	Kavitha Ranganathan	November 27 - December 1, 2017	120,000
Big Data Analytics	Srikumar Krishnamoorthy and Kavitha Ranganathan	February 19-23, 2018	150,000
MARKETING			
Customer Based Business Strategies	Rama Bijapurkar, M. R. Dixit, Amit Karna and Abhinandan K. Jain	July 6-8, 2017	115,000
Developing and Managing Brands	Abraham Koshy	August 14-18, 2017	130,000
Pricing for Profit	Arvind Sahay	October 9-13, 2017	125,000
Customer Relationship Management	Piyush K. Sinha and Sanjay Verma	November 20-25, 2017	140,000
Advanced Data Analysis for Marketing Decisions	Anand Kumar Jaiswal	November 27 - December 2, 2017	140,000
B2B Marketing	Anand Kumar Jaiswal	February 19-24, 2018	140,000
Digital Transformation: Business Models, Marketing and Innovation	Sanjay Verma	March 4-8, 2018	120,000
Enhancing Sales Force Performance	Biju Varkkey and Piyush K. Sinha	March 5-9, 2018	120,000
ORGANIZATIONAL BEHAVIOUR			
Corporate Theatre: Developing Creative Competencies through Storytelling and Film-Making	Kirti Sharda and B. Kandaswamy	April 24-26, 2017	150,000
Leadership and Change Management	Neharika Vohra	September 11-15, 2017	120,000
Enhancing Leadership Capacities and Potential Among Professional Women	Neharika Vohra	October 30 - November 2, 2017	100,000
Interpersonal Effectiveness and Team Building	Parvinder Gupta	January 8-11, 2018	120,000
PRODUCTION & QUANTITATIVE METHODS			
Strategic Analytics: Weaving Analytics into Decision Making	Arindam Banerjee and Bandyopadhyay Tathagata	April 24-28, 2017	165,000
Uncertainty, Complexity and Risk in Projects	Goutam Dutta	April 24-28, 2017	120,000

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Revenue Management and Dynamic Pricing	Goutam Dutta	May 2-6, 2017	120,000
Advanced Analytics for Management	Arnab Kumar Laha	July 17-22, 2017	140,000
Logistics Management	Sundaravalli N.	August 7-11, 2017	120,000
Design Fundamentals of Operations Management	Sundaravalli N.	August 21-25, 2017	120,000
Project Management	Goutam Dutta	September 4-9, 2017	140,000
Warehouse Design and Management	Debjit Roy	September 11-15, 2017	120,000
Manufacturing Strategy	N. Ravichandran	October 2-7, 2017	140,000
Supply Chain Management	N.Ravichandran	October 30 - November 4, 2017	140,000
Restaurant Management	Debjit Roy	November 27 - December 1, 2017	120,000
Workshop on Manufacturing	N. Ravichandran	December 7-9, 2017	80,000
Risk: Modeling and Management	Arnab Kumar Laha	February 19-23, 2018	120,000
Art and Craft of Decision Making	N. Ravichandran	March 19-21, 2018	80,000
CENTRE FOR MANAGEMENT IN AGRICULTURE			
Agricultural Input Marketing	Poornima Varma	January 15-20, 2018	140,000
CENTRE FOR MANAGEMENT OF HEALTH SERVICES			
Hospital Management	Rajesh Chandwani	June 12-17, 2017	140,000
Clinical Laboratory Management	Rajesh Chandwani	October 11-13, 2017	80,000
PUBLIC SYSTEMS GROUP			
Intelligent Transportation Systems	Sundaravalli N.	February 22-24, 2018	80,000
General Management for Shipping	Debjit Roy and Capt. Yashoverman Sharma	February 25 - March 3, 2018	140,000
R J MATTHAI CENTRE FOR EDUCATIONAL INNOVATION			
Strategic Leadership for Schools in a Changing Environment	Rajeev Sharma	October 2-7, 2017	55,000





Additional Information

Brochures for programmes can be downloaded from our website: www.iima.ac.in/exed or a hard/soft copy can be provided by IIMA, Executive Education Office on request (see contact details).

For participation, sponsoring organizations are required to submit the filled-in nomination form/s along with the fee by the last date (as mentioned in the brochure, usually two weeks before the commencement of the programme).

Organisational sponsorship is generally required but can be waived off in exceptional cases where the participant is likely to gain significantly from the programme for personal improvement or greater job effectiveness. A formal acceptance letter will be sent to the nominees subject to approval by the programme faculty.

IIMA Executive Education may add, remove or change programmes/dates.

Payment of Programme Fee

The fee includes tuition fees, programme materials, boarding and lodging. Kindly note that **18% GST** is applicable in addition to the fee.

The programme fee should be received at the Executive Education Office before the programme commencement date. In case of cancellations, 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.

The programme fee can be paid in one of these two ways:

A. Electronic Fund Transfer. The relevant details are:

For credit to Savings Bank A/c No. 9369EEP, YES Bank Limited, C. G. Road Branch, Ahmedabad
(IFSC: YESB0000007, SWIFT Code: YESBINBB)

Name of Remitter: _____ (Please mention the name of the sponsoring organization)

Purpose of Remittance:

IIMA Permanent Account Number (PAN): AAATI1247F

IIMA Tax Deduction Account Number (TAN): AHMI00189A

IIMA GST Registration Number: 24AAATI1247F1Z4 SAC: 999293

B. Payment Gateway

For more information, please visit the respective programmes in our website (www.iima.ac.in/exed).

If you pay online, please email us the complete transaction details immediately so that we can connect your remittance to your nomination.

Discounts

Early Bird Discount

Nominations received with payment three weeks before the programme commencement date will be entitled to an early bird discount of 7%. Early submission of fee and nomination does not, however, guarantee acceptance of application.

Group Discount

Any organization sponsoring 4 or more participants will be entitled to a discount of 7% on the total fee payable provided that at least 4 participants actually attend the programme.

Organizations can avail themselves of both the discounts subject to a maximum overall discount of 10%.

Any organization sponsoring 25 or more participants across all the programmes in one academic year will be entitled to an overall discount of 15% on the programme fee payable.

For more information, please write to:

Executive Education

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