



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 Resource 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 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

For more information, please write to:

Executive Education

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