



Executive Education
Indian Institute of Management Ahmedabad

Calendar of Open Enrollment Programmes - April 2016 to March 2017

Executive Education programmes of IIMA are mostly 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)
EXECUTIVE EDUCATION'S GENERAL MANAGEMENT			
3TP: Emerging Leaders' Programme	Anand Kumar Jaiswal, Debjit Roy and Chitra Singla	July 24-August 20, 2016	350,000
Transforming Small and Medium Enterprises	Naman Desai and Mukesh Sud	October 17-29, 2016	200,000
3TP: Senior Leaders' Programme	Rekha Jain, Arnab Kumar Laha and Neharika Vohra	January 22-February 11, 2017	400,000
BUSINESS POLICY			
Strategies for Winning in International Markets	Anuja Gupta & Chitra Singla	July 29-31, 2016	80,000
Design Thinking for Nurturing Innovation	Ashis Jalote Parmar	August 29-September 03, 2016	150,000
Young Entrepreneurs' Programme	Chitra Singla	Module I-September 05-10, 2016	250,000
		Module II-January 09-14, 2017	
Knowledge Management	Sanjay Verma	September 12-17, 2016	140,000
Strategies for Growth	Sunil Sharma	September 19-23, 2016	150,000
Leading Professional Service Firms	Sunil Sharma	October 02-07, 2016	200,000
Contract Management	Akhileshwar Pathak	October 03-07, 2016	120,000
Innovation, Corporate Strategy and Competitive Performance	Amit Karna	November 14-19, 2016	150,000
Corporate Entrepreneurship	Sunil Sharma and Mukesh Sud	November 17-19, 2016	80,000
Transformational Leadership	N. Ravichandran	December 05-07, 2016	80,000
Organizational Leadership for the 21st Century	S. Manikutty	January 02-05, 2017	120,000
Discipline of Strategy Execution	N. Ravichandran	January 30-February 01, 2017	80,000
Family Businesses: Organisation, Strategies, Internationalisation and Succession	Ajeet N. Mathur	February 08-10, 2017	90,000
Managing Diversified Organisation	Sunil Maheshwari	March 13-17, 2017	150,000
Doing Business Abroad	Ajeet N. Mathur	March 22-24, 2017	90,000
Succeeding in Emerging Markets	Chitra Singla	To be announced	200,000
COMMUNICATIONS			
Taking People Along: Managing by Persuasion	Vaibhavi Kulkarni	August 01-06, 2016	140,000
The Winning Edge: Communication Strategies for Leaders	Meenakshi Sharma	September 19-24, 2016	140,000
Effective Communication Strategies: Men & Women at Work	Asha Kaul	October 17-22, 2016	140,000
ECONOMICS			
Leadership of Banks & Financial Institutions - The Challenges Today	Sebastian Morris	November 21-25, 2016	120,000
The Indian Economy for Business Leaders	Sebastian Morris	December 05-07, 2016	120,000
Getting Infrastructure and PPPs Right	Sebastian Morris	March 06-10, 2017	120,000

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FINANCE AND ACCOUNTING			
Developing Commercial and Financial Skills for Strategic Business Decisions	Sobhesh Agarwalla	August 01-05, 2016	130,000
Project / Credit Appraisal in a Volatile Business Environment	Sobhesh Agarwalla and Ajay Pandey	September 12-16, 2016	130,000
Financial Analysis of Business	Neerav Nagar	September 29-October 01, 2016	80,000
Advanced Corporate Finance	Sidharth Sinha	November 07-12, 2016	140,000
Mergers, Acquisitions and Restructuring	Sobhesh Agarwalla and N. Venkiteswaran	December 05-10, 2016	140,000
Investment Decisions and Behavioural Finance	Joshy Jacob	December 19-21, 2016	80,000
Strategic Cost Management	Shailesh Gandhi	January 16-20, 2017	120,000
Practical Quantitative Finance	Vineet Virmani	To be announced	
HUMAN RESOURCE MANAGEMENT			
Strategic Human Resource Management	Sunil Maheshwari	September 26-October 01, 2016	140,000
Performance Management for Competitive Advantage	Biju Varkkey	October 17-20, 2016	120,000
Strategic Reorientation & Organisational Transformation	Sunil Maheshwari	November 28-December 03, 2016	140,000
Advanced Human Resource Management	Manjari Singh and Biju Varkkey	December 05-10, 2016	140,000
Managerial Effectiveness	Sunil Maheshwari	January 09-14, 2017	140,000
Developing Internal Talent and Leadership	Biju Varkkey	February 02-04, 2017	80,000
HR Auditing-Preparing the Ground for Strategic HRM	Rajesh Chandwani and Sunil Maheshwari	February 23-25, 2017	80,000
INFORMATION SYSTEMS			
Managing IT Projects	Sanjay Verma	June 20-25, 2016	140,000
Visual Business Intelligence	Kavitha Ranganathan	November 28-December 02, 2016	120,000
Strategic IT Management for CIOs	Sanjay Verma	November 28-December 03, 2016	140,000
The New Generation Enterprise Systems: ERP, CRM, BI and SCM	Sanjay Verma	January 09-14, 2017	140,000
MARKETING			
Enhancing Sales Force Performance	P. K. Sinha and Biju Varkkey	May 09-13, 2016	90,000
Customer Based Business Strategies	Rama Bijapurkar, M. R. Dixit and A.K. Jain	July 28-30, 2016	115,000
Developing and Managing Brands	Abraham Koshy	August 22-25, 2016	120,000
Advanced Data Analysis for Marketing Decisions	Anand Kumar Jaiswal	September 12-17, 2016	140,000
International Business	Dheeraj Sharma	September 19-24, 2016	140,000
Managing Omni Retail	P. K. Sinha	September 26-October 01, 2016	140,000
Pricing for Profit	Arvind Sahay	October 03-07, 2016	125,000
Marketing to the Bottom of the Pyramid (BOP) and Rural Consumers	Anand Kumar Jaiswal	November 14-18, 2016	120,000
Customer Relationship Management	P. K. Sinha and Sanjay Verma	November 21-26, 2016	140,000
Neuroscience in Marketing	Prof. Arvind Sahay	January 09-11, 2017	90,000
Innovating for Growth	Arvind Sahay	January 16-20, 2017	135,000
Marketing in the Digital Era : IT for Marketing Managers	P. K. Sinha and Sanjay Verma	January 16-21, 2017	140,000
B2B Marketing	Dheeraj Sharma	February 20-25, 2017	140,000
Enhancing Sales Force Performance	Biju Varkkey	February 27-March 03, 2017	120,000
Gaining Public Confidence	Dheeraj Sharma	To be announced	80,000

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ORGANIZATIONAL BEHAVIOUR			
Creativity and Innovation as Core Competence: Developing Personal and Organizational Capability	Premilla D'Cruz	August 22-25, 2016	120,000
Leadership and Change Management	Neharika Vohra	September 12-16, 2016	120,000
Enhancing Leadership Capacities and Potential Among Professional Women	Neharika Vohra	November 22-25, 2016	120,000
Interpersonal Effectiveness and Team Building	Parvinder Gupta	January 02-05, 2017	120,000
Corporate Theatre: Developing Creative Competencies through Film-Making	Kirti Sharda and B. Kandaswamy	To be announced	80,000
PRODUCTION AND QUANTITATIVE METHODS			
Strategic Analytics: Quantitative Data Analytics and its Applications in Business & Marketing	Arindam Banerjee and Tathagata Bandyopadhyay	April 13-16, 2016	120,000
Uncertainty, Complexity and Risk in Projects	Goutam Dutta	April 25-28, 2016	85,000
Restaurant Management	Debjit Roy	July 18-20, 2016	80,000
Advanced Analytics for Management	Arnab Kumar Laha	July 18-23, 2016	140,000
Warehouse Design and Management	Debjit Roy	August 08-12, 2016	120,000
Project Management	Goutam Dutta	August 29-September 03, 2016	140,000
Advanced Quality Management	Arnab Kumar Laha	August 29-September 02, 2016	120,000
Fundamentals of Operations	Sundaravalli N.	September 19-23, 2016	120,000
Supply Chain Management	N. Ravichandran	October 03-08, 2016	140,000
Risk: Modeling and Management	Arnab Kumar Laha	October 24-28, 2016	120,000
Logistics Management	Debjit Roy	November 14-17, 2016	120,000
Art and Craft of Decision Making	N. Ravichandran	November 14-19, 2016	140,000
Revenue Management and Dynamic Pricing	Goutam Dutta	November 21-25, 2016	120,000
Manufacturing Strategy	N. Ravichandran	November 28-December 03, 2016	140,000
Top Management Workshop on Manufacturing	N. Ravichandran	February 23-25, 2017	80,000
Cutting Edge Analytics	Arnab Kumar Laha	March 06-10, 2017	120,000
CENTRE FOR MANAGEMENT IN AGRICULTURE (CMA)			
Agricultural Input Marketing	Vasant Gandhi	January 16-21, 2017	140,000
Managing Contract Farming	Sukhpal Singh	January 30-February 03, 2017	120,000
Rural Marketing	Sukhpal Singh	February 13-17, 2017	120,000
CENTRE FOR INNOVATION, INCUBATION & ENTREPRENEURSHIP (CIIE)			
Developing Entrepreneurial Mindset and Leadership	Kirti Sharda	February 15-18, 2017	120,000
CENTRE FOR MANAGEMENT OF HEALTH SERVICES (CMHS)			
Hospital Management	Rajesh Chandwani and Dheeraj Sharma	June 27-July 02, 2016	140,000
Clinical Laboratory Management	Rajesh Chandwani and Dheeraj Sharma	November 14-16, 2016	80,000
Data Analysis for Healthcare Management	Arnab Laha	January 09-13, 2017	120,000
Managerial Excellence in Healthcare Sector	Sunil Maheshwari	February 27- Mar 04, 2017	140,000
PUBLIC SYSTEMS GROUP			
Legal & Regulatory Issues in Infrastructure	Anurag Agarwal	August 29-September 02, 2016	120,000
Urban Transportation	G. Raghuram	February 20-25, 2017	140,000
General Management for Shipping	G. Raghuram and (Capt.) Yashoverman	March 05-11, 2017	140,000
R J MATTHAI CENTRE FOR EDUCATIONAL INNOVATION (RJMCEI)			
Strategic Leadership for Schools in a Changing Environment	Rajeev Sharma	October 03-08, 2016	50,000



Additional Information

Brochures for programmes can be downloaded from our website: www.iimahd.ernet.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).

Organizational 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.

Payment of Fee

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

A. Demand draft / cheque payable at par at Ahmedabad

The cheque/draft should be in favour of "Indian Institute of Management, Ahmedabad."

B. 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 Service Tax Registration Number: AAATI1247FST001

C. Payment Gateway

Please visit IIMA website (www.iimahd.ernet.in/exed) for more information.

If you pay online, please e-mail 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 07%. 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 07% 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 overall discount of 15% on the programme fee payable.

Kindly note that 15.00% service tax 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.

For More Information, Please Write to:

Officer, Executive Education

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