



Executive Education
INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

OPEN ENROLMENT programmes

September 2020-June 2021





Executive Education
INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

Open Enrolment Programme - September 2020-June 2021

Indian Institute of Management Ahmedabad (IIMA) has a long and proud history of being the change-maker and driver of innovation in business, management, strategy and policy. IIMA is well known for educating leaders of enterprises who flourish in varied settings; be it Indian or Global, private or government, socialist or capitalist. IIMA's motto "Vidya Viniyoga Vikaasah" (Sanskrit: *development through the application of knowledge*) is a living culture embodied by the faculty in their pedagogy, research, consultancy and case writing. Our Executive Education Programmes are the most expansive management programmes in India, with a portfolio of over 250 programmes on offer, exclusively designed to help individuals, corporate enterprises, and government organisations to develop management capabilities and retain high potential talent.

| | Programme Title | Area | Faculty Chair(s) | Programme Dates | Fees (INR) |
|------------------|--|--|---------------------------|-----------------------|------------|
| SEPTEMBER - 2020 | Doing Business in Nordic Europe (DBNE) | Strategy | Ajeet N. Mathur | Sep 2-4, 2020 | 1,95,000 |
| | Project Management (Online) | Production & Quantitative Methods | Gouttam Dutta | Sep 4-20, 2020 | 98,000 |
| | Artificial Intelligence and Machine Learning for Business (Online) | Production & Quantitative Methods | Ankur Sinha | Sep 5-30, 2020 | 98,000 |
| | Enhancing Leadership Capacities and Potential Among Professional Women (Online) | Organizational Behaviour | Neharika Vohra | Sep 7 - 23, 2020 | 70,000 |
| | Warehouse Design and Management (Online) | Production & Quantitative Methods | Debjit Roy | Sep 21 - Oct 12, 2020 | 84,000 |
| | Family Businesses, Organisation, Strategies, Internationalisation and Succession | Strategy | Ajeet N. Mathur | Sep 23-25, 2020 | 1,75,000 |
| | Sustainable Finance | Public Systems Group | Amit Garg & Mahua Acharya | Sep 28-30, 2020 | 80,000 |
| | Logistics Management | Production & Quantitative Methods | Sundaravalli N. | Sep 28-30, 2020 | 80,000 |
| OCTOBER - 2020 | Financial Analysis of Business (Online) | Finance and Accounting | Neerav Nagar | Oct 3-18, 2020 | 56,000 |
| | Pricing for Profit (Online) | Marketing | Arvind Sahay | Oct 3 - Nov 12, 2020 | 1,05,000 |
| | Contract Management | Strategy | Akhilshwar Pathak | TBD | 1,20,000 |
| | Hospital Management | Centre for Management of Health Services | Rajesh Chandwani | Oct 12-17, 2020 | 1,40,000 |
| | Intelligent Transportation Systems | Public Systems Group | Sundaravalli N. | Oct 19-21, 2020 | 80,000 |
| | Data Analysis for Healthcare Management | Centre for Management of Health Services | Arnab Kumar Laha | TBD | 1,20,000 |

| | Programme Title | Area | Faculty Chair(s) | Programme Dates | Fees (INR) |
|-------------------------|---|--------------------------------------|--|--|------------|
| NOVEMBER - 2020 | Leading Professional Service Firms | Strategy | Sunil Sharma | Nov 9-11, 2020 | 1,00,000 |
| | Fintech: Business Models, Marketing, Strategy and Tactics (Online) | Marketing | Arvind Sahay | Nov 21-Dec 20, 2020 | 84,000 |
| | Communicating Corporate Reputation | Communications | Asha Kaul | Nov 23-26, 2020 | 1,00,000 |
| | Experiments for Business Decisions (Online) | Public Systems Group | Sandip Chakrabarti & Ambrish Dongre | Nov 21-Dec 13, 2020 | 70,000 |
| | Restaurant Design and Management | Production and Quantitative Methods | Debjit Roy | Nov 23-27, 2020 | 1,20,000 |
| | Management and Finance for Experienced Chartered Accountants (Module-I) (Module-II) | Finance and Accounting | Ajay Pandey & Sobhesh Agarwalla | Nov 23-Dec 4, 2020 Feb 22-Mar 5, 2021 | 4,00,000 |
| | Strategy Implementation | Strategy | Sunil Sharma | Nov 30-Dec 2, 2020 | 90,000 |
| | Design Thinking | Strategy | Mukesh Sud | Nov 30-Dec 3, 2020 | 1,40,000 |
| | Managing Businesses in International Market | Strategy & Marketing | Chitra Singla & Sourav Borah | Nov 30-Dec 4, 2020 | 1,30,000 |
| | Mergers, Acquisitions and Restructuring | Finance and Accounting | N. Venkiteswaran & Sobhesh Agarwalla | Nov 30-Dec 5, 2020 | 1,50,000 |
| DECEMBER - 2020 | Advanced Customer Analytics | Marketing | Sourav Borah & Soumya Mukhopadhyay | Dec 7-9, 2020 | 1,40,000 |
| | Advanced Human Resource Management | Human Ressource Management | Biju Varkkey and Manjari Singh | Dec 7-12, 2020 | 1,40,000 |
| | Effective Data Visualization for the Data-Driven Organisation (Online) | Information Systems | Kavitha Ranganathan | Dec 11-13, 2020 | 63,000 |
| | Organisational Leadership for 21st Century | Strategy | Asha Kaul & S. Manikutty | Dec 15-18, 2020 | 1,20,000 |
| | 3TP: Emerging Leaders' Programme | General Management | Joshy Jacob & Saral Mukherjee | Dec 18, 2020- Jan, 14, 2021 | 4,00,000 |
| JANUARY - 2021 | Interpersonal Effectiveness and Team Building | Organizational Behaviour | Parvinder Gupta | Jan 4-7, 2021 | 1,20,000 |
| | Agricultural Input Marketing | Centre for Management in Agriculture | Sukhpal Singh | Jan 4-9, 2021 | 1,40,000 |
| | 3TP: Senior Leaders' Programme | General Management | Arindam Banerjee & Naman Desai | Jan 10-30, 2021 | 5,00,000 |
| | Managerial Effectiveness | Human Resources Management | Sunil Maheshwari | Jan 11-16, 2021 | 1,40,000 |
| | Managing Strategic Alliances | Strategy | Amit Karna, Farok Contractor & Mohammad Fuad | Jan 11-13, 2021 | 1,10,000 |
| | Developing Commercial and Financial Skills for Strategic Business Decisions | Finance and Accounting | Sobhesh Agarwalla | Jan 18-22, 2021 | 1,30,000 |
| | Innovation, Corporate Strategy and Competitive Performance | Strategy | Amit Karna | Jan 18-23, 2021 | 1,60,000 |
| | Strategic Cost Management | Finance and Accounting | Shailesh Gandhi | Jan 25-29, 2021 | 1,20,000 |
| Supply Chain Management | Production & Quantitative Methods | Ankur Sinha | Jan 25-30, 2021 | 1,40,000 | |

| | Programme Title | Area | Faculty Chair(s) | Programme Dates | Fees (INR) |
|-----------------|---|--|---|---|------------|
| FEBRUARY - 2021 | Taking People Along: Managing by Persuasion | Communications | Vaibhavi Kulkarni | Feb 1-5, 2021 | 1,20,000 |
| | Strategic Leadership for Schools in a Changing Environment | Ravi J Matthai Centre for Educational Innovation | Kathan Shukla | Feb 1-5, 2021 | 80,000 |
| | B2B Marketing | Marketing | Anand Kumar Jaiswal | Feb 1-6, 2021 | 1,40,000 |
| | Urban Transportation | Public Systems Group | Sundaravalli N. | Feb 8-10, 2021 | 80,000 |
| | Creative Cultural Businesses Programme Module-I Module-II Module-III | Centre for Innovation Incubation and Entrepreneurship (CIIE) | Amit Karna & Anchal Jain | Feb. 8-13, 2021 Jun.21-26, 2021 Oct.7-9, 2021 | 5,00,000 |
| | HR Auditing-Preparing the Ground for Strategic HRM | Human Resources Management | Rajesh Chandwani | Feb 17-19, 2021 | 80,000 |
| | Financial Analysis of Business | Finance and Accounting | Neerav Nagar | Feb 18-20, 2021 | 80,000 |
| | General Management for Shipping | Public Systems Group | Sundaravalli N. & Capt. Yashoverman Sharma | Feb 21-27, 2021 | 1,40,000 |
| | Strategic Analytics: Weaving Analytics into Decision Making | Production & Quantitative Methods | Arindam Banerjee & Tathagata Bandyopadhyay | Feb 22-26, 2021 | 1,85,000 |
| | Big Data Analytics | Information Systems | Kavitha Ranganathan & Srikumar Krishnamoorthy | Feb 22-27, 2021 | 1,40,000 |
| MARCH-2021 | Creating Entrepreneurial Organizations | Strategy | Mukesh Sud | Mar 1-4, 2021 | 1,20,000 |
| | Enhancing Sales Force Performance | Human Resources Management & Marketing | Arvind Sahay & Biju Varkkey | Mar 1-5, 2021 | 1,20,000 |
| | The Winning Edge: Communication Strategies for Leaders | Communications | Meenakshi Sharma | Mar 1-6, 2021 | 1,40,000 |
| | Employer Branding: Concept, Strategies and Success Factors | Human Resources Management | Biju Varkkey | Mar 11-13, 2021 | 80,000 |
| | R&D Management | Organizational Behaviour | Vishal Gupta | Mar 15-19, 2021 | 1,20,000 |
| APRIL-2021 | Negotiations Analysis | Organizational Behaviour | Amit K. Nandkeolyar | Apr 5-7, 2021 | 80,000 |
| | Transformational Leadership | Strategy | Sunil Maheshwari | Apr 5-9, 2021 | 1,20,000 |
| | Management and Finance for Young Chartered Accountants | Finance and Accounting | Ajay Pandey & Sobhesh Agarwalla | Apr 5-May 8, 2021 | 3,80,000 |
| | Developing Internal Talent and Leadership | Human Resource Management | Biju Varkkey | Apr 19-21, 2021 | 80,000 |
| | Strategy Implementation | Strategy | Sunil Sharma | Apr 19-21, 2021 | 90,000 |
| | Design Thinking | Strategy | Mukesh Sud | Apr 26-29, 2021 | 1,40,000 |
| JUNE-2021 | Neuroscience in Marketing | Marketing | Arvind Sahay | Jun 7-9, 2021 | 1,10,000 |
| | Leading Professional Service Firms | Strategy | Sunil Sharma | Jun 7-9, 2021 | 1,00,000 |
| | Developing Entrepreneurial Mindset and Leadership | Centre for Innovation Incubation and Entrepreneurship (CIIE) | Amit Karna & Kirti Sharda | Jun 14-17, 2021 | 90,000 |
| | Advanced Customer Analytics | Marketing | Soumya Mukhopadhyay & Sourav Borah | Jun 14-16, 2021 | 90,000 |
| | Customer Based Business Strategy | Marketing | A.K. Jain, Amit Karna & Rama Bijapurkar | Jun 21-23, 2021 | 1,15,000 |
| | Hospital Management | Centre for Management of Health Services | Rajesh Chandwani | Jun 21-26, 2021 | 1,40,000 |

NOTES :

- Programmes, dates, fees, and faculty are subject to change at the discretion of the institute without any prior notice. All rights reserved
- GST as applicable.
- For registering online: <http://www.iima.ac.in/exed>
- All on-campus programmes are residential and accommodation will be provided either on campus or with empanelled hotel partners.

BLENDING 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.

CUSTOMISED PROGRAMMES

A significant part of our portfolio consists of the engagements in constructing and conducting customised programmes for different organisations, corporates, government, public sector undertakings, educational institutions, regulatory bodies and other similar organisations. The aim is to address their specific requirements and provide them with suitable development interventions and strategic solutions. The training modules for these programmes are designed in close association with our clients to ensure value added delivery.

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 (MBA)
- » Two-Year Post Graduate Programme in Food and Agri-business Management (MBA- FABM)
- » Ph.D. Programme in Management
- » One-Year Full Time Post Graduate Programme in Management for Executives (MBA- PGPX)
- » Executive Education offers short duration programmes through open enrollment, customisation and online for various levels of experienced professionals across industry
- » Faculty Development Programme (FDP)
- » Two-Year e-Mode (online + campus) Post Graduate Programme in Management (ePGP)
- » Post Graduate Diploma in Advanced Business Analytics (ePGD-ABA)

The Institute has 103 faculty members working in the following management areas and centres:

DISCIPLINARY AREAS AND GROUPS

- » Communications
- » Economics
- » Finance and Accounting
- » Human Resource Management
- » Information Systems
- » Marketing
- » Organizational Behaviour
- » Production and Quantitative Methods
- » Public Systems Group
- » Strategy

INTERDISCIPLINARY CENTRES

- » Ravi J. Matthai Centre for Educational Innovation
- » Centre for Innovation, Incubation and Entrepreneurship (CIIE)
- » Centre for Management in Agriculture (CMA)
- » Centre for Management of Health Services (CMHS)
- » Gender Centre
- » IIMA-Idea Telecom Centre of Excellence
- » India Gold Policy Centre
- » Misra Centre for Financial Markets and Economy (MCFME)
- » NSE Centre for Behavioural Science in Finance, Economics and Marketing



कार्यकारी शिक्षा
भारतीय प्रबंध संस्थान अहमदाबाद

Executive Education
INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

Vastrapur, Ahmedabad - 380 015, India
Blended Learning Programmes: +91-79-7152 6300
Customised Programmes: +91-79-7152 6600
Open Enrolment Programmes: +91-79-7152 6400
Email: exed@iima.ac.in; Website: www.iima.ac.in/exed