



Executive Education Indian Institute of Management Ahmedabad

Calendar of Open Enrollment Programmes - April 2019 to March 2020

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)
General Management			
Ethics, Governance and CSR	Sebastian Morris	July 15-19, 2019	200,000
3TP: Emerging Leaders' Programme	Naman Desai & Saral Mukherjee	July 21 - August 17, 2019	400,000
Transforming Small and Medium Enterprises	Chitra Singla & Viswanath Pingali	September 15-28, 2019	To be announce
3TP: Senior Leaders' Programme	Amit Karna, Arnab Laha & Goutam Duta	January 12-February 1, 2020	500,000
Business Policy			
Design Thinking	Mukesh Sud	April 8-11, 2019	120,000
Leading Professional Service Firms	Sunil Sharma	June 3-5, 2019	100,000
Young Entrepreneurs Programme (Module I)	Chitra Singla	July 15-20, 2019	275,000
Managing Global Procurements and Exports Contracts	Akhilshwar Pathak	July 17-19, 2019	80,000
Strategies for Winning in International Markets	Chitra Singla & Anuja Gupta	August 8-10, 2019	100,000
Mysteries in Management (MYM)	Ajeet N. Mathur	August 27-29, 2019	195,000
Strategies for Growth	Sunil Sharma	September 9-13, 2019	150,000
Working Conference on Authority, Organisation, Strategies & Politics of Relatedness (AOSPOR)	Ajeet N. Mathur	September 19-25, 2019	195,000
Contract Management	Akhilshwar Pathak	October 14-18, 2019	120,000
Doing Business in Nordic Europe (DBNE)	Ajeet N. Mathur	November 5-7, 2019	195,000
Innovation, Corporate Strategy and Competitive Performance	Amit Karna	November 11-16, 2019	150,000
Infrastructure Law and Regulation for Executives	Anurag Agarwal	November 18-22, 2019	135,000
Strategy Implementation	Sunil Sharma	December 2-4, 2019	90,000
Design Thinking	Mukesh Sud	December 2-5, 2019	120,000
Managing Global Procurements and Exports Contracts	Akhilshwar Pathak	December 10 -12, 2019	80,000
Organisational Leadership for 21st Century	S. Manikutty & Sebastian Morris	January 6-9, 2020	120,000
Young Entrepreneurs Programme (Module II)	Chitra Singla	January 6-11, 2020	-
Infrastructure Law and Regulation for Lawyers	Anurag Agarwal	February 3 - 7, 2020	150,000
Working Conference on Managing You and Me in Roles and Systems (MAYUMERS)	Ajeet N. Mathur	February 27-March 4, 2020	195,000
Creating Entrepreneurial Organisations	Mukesh Sud	March 2-5, 2020	120,000
Family Businesses: Organisation, Strategies, Internationalisation and Succession	Ajeet N. Mathur	March 17-19, 2019	175,000
International Business	Ajeet N. Mathur	March 25-27, 2020	175,000
Transformational Leadership	Sunil Maheshwari	To be decided	
Strategy Execution	Sunil Sharma	To be decided	
Centre for Innovation Incubation & Entrepreneurship			
Creative & Cultural Businesses Programme - Module I	Amit Karna	August 18-24, 2019	500,000
Developing Entrepreneurial Mindset and Leadership	Amit Karna & Kirti Sharda	August 26-29, 2019	90,000
Creative & Cultural Businesses Programme- Module-II	Amit Karna	October 11-16, 2019	-
Creative & Cultural Businesses Programme - Module III	Amit Karna	February 3-4, 2020	-

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Centre for Management in Agriculture			
Managing Contract Farming	Sukhpal Singh	November 25-29, 2019	120,000
Rural Marketing	Sukhpal Singh	January 6-10, 2020	120,000
Agricultural Input Marketing	Sukhpal Singh	February 24-29, 2020	140,000
Centre for Management of Health Services			
Hospital Management	Rajesh Chandwani	June 17-22, 2019	140,000
Data Analysis for Healthcare Management	Arnab Kumar Laha	September 16-20, 2019	120,000
Clinical Laboratory Management	Rajesh Chandwani	Decemeber 10- 12, 2019	80,000
Communication			
Taking People Along: Managing by Persuasion	Vaibhavi Kulkarni	July 22-27, 2019	120,000
The Winning Edge: Communication Strategies for Leaders	Meenakshi Sharma	August 19-24, 2019	140,000
Communicating Corporate Reputation	Asha Kaul	December 2-5, 2019	100,000
Economics			
The Future of Work and Its Markets (FOWAM)	Ajeet N. Mathur	October 15-17, 2019	195,000
Doing Business in India	Satish Deodhar & Ajeet N. Mathur	February 19-21, 2020	195,000
Finance and Accounting			
Management and Finance for Young Chartered Accountants	Sobhesh Agarwalla & Ajay Pandey	April 7 - May 11, 2019	350,000
Management and Finance for Experienced Chartered Accountants (Module II)	Sobhesh Agarwalla & Ajay Pandey	June 8-22, 2019	-
Developing Commercial and Financial Skills for Strategic Business Decisions	Sobhesh Agarwalla	August 26-30, 2019	120,000
Advanced Corporate Finance	Siddharth Sinha	September 16 - 21, 2019	140,000
Corporate Governance	Jayanth Varma and Samir Barua	October 10-12, 2019	150,000
Management and Finance for Experienced Chartered Accountants- Module-I	Sobhesh Agarwalla & Ajay Pandey	November 11-22, 2019	400,000
Blockchain and its Applications	Jayanth R. Varma	November 22-23, 2019	90,000
Mergers, Acquisitions and Restructuring	Sobhesh Agarwalla & N. Venkiteswaran	November 25-30, 2019	140,000
Investment Decisions & Behavioural Finance	Joshy Jacob	December 10-12, 2019	80,000
Strategic Cost Management	Shailesh Gandhi	January 20-24, 2020	120,000
Investment Strategies for Equity Markets	Vineet Virmani	February 17-21, 2020	120,000
Management and Finance for Experienced Chartered Accountants Module- II	Sobhesh Agarwalla & Ajay Pandey	February 24-March 6, 2020	-
Corporate Hedging and Derivatives	Vineet Virmani	March 5-7, 2020	100,000
Human Resource Management			
Developing Internal Talent and Leadership	Biju Varkkey	April 8-10, 2019	80,000
Employment Branding	Biju Varkkey	July 15-17, 2019	80,000
Strategic Human Resource Management	Sunil Maheshwari	September 9-14, 2019	140,000
HR Analytics	Rajesh Chandwani	September 16-18, 2019	80,000
Advanced Human Resource Management	Manjari Singh and Biju Varkkey	December 2-7, 2019	140,000
Managerial Effectiveness	Sunil Maheshwari	January 13-18, 2020	140,000
HR Auditing-Preparing the Ground for Strategic HRM	Rajesh Chandwani	February 24-26, 2020	80,000
Talent Management for 21st Century	Promila Agarwal, Aditya Christopher Moses	March 9-13, 2020	130,000
Information Systems			
Managing IT Projects	Sanjay Verma	August 5-10, 2019	140,000
Aligning IT with Business	Sanjay Verma	September 23-28, 2019	140,000
Effective Data Visualization for the Data-Driven Organisation	Kavitha Ranganathan & Srikumar Krishnamoorthy	November 25-28, 2019	120,000
Big Data Analytics	Kavitha Ranganathan & Srikumar Krishnamoorthy	February 17-22, 2020	150,000
Marketing			
Neuroscience in Marketing	Arvind Sahay	June 26-28, 2019	95,000

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Customer Based Business Strategy	Rama Bijapurkar, M.R. Dixit, A.K. Jain & Amit Karna	July 1 - 3, 2019	115,000
Fintech: Business Models, Marketing, Strategy and Tactics	Arvind Sahay, Rajan Raju, & Sriraman Jagannathan	July 1-4, 2019	110,000
Managing Businesses in International Markets	Aditya Moses & Sourav Borah	July 25-27, 2019	80,000
Advanced Customer Analytics	Sourav Borah & Soumya Mukhopadhyay	July 29-31, 2019	90,000
Pricing for Profit	Arvind Sahay	August 12-16, 2019	135,000
Digital Marketing	Arvind Sahay & Lil Mohan	September 9-13, 2019	180,000
Advanced Data Analysis for Marketing Decisions	Anand Kumar Jaiswal	November 11-16, 2019	140,000
Customer Relationship Management	Sanjay Verma	November 18-23, 2019	140,000
B2B Marketing	Anand Kumar Jaiswal	February 17-22, 2020	140,000
Enhancing Sales Force Performance	Biju Varkkey & Arvind Sahay	March 9-13, 2020	120,000
Organizational Behaviour			
Enhancing Leadership Capacities and Potential Among Professional Women	Neharika Vohra	July 16-19, 2019	100,000
Leadership and Change Management	Neharika Vohra	August 19-23, 2019	120,000
R&D Management	Vishal Gupta	September 23-27, 2019	120,000
Negotiations Analysis	Amit K Nandkeolyar	December 2-4, 2019	80,000
Interpersonal Effectiveness and Team Building	Parvinder Gupta	January 6-9, 2020	120,000
Production and Quantitative Methods			
Uncertainty, Complexity and Risk in Projects	Goutam Dutta	April 8-12, 2019	120,000
Revenue Management and Dynamic Pricing	Goutam Dutta	April 29 - May 3, 2019	120,000
Art and Science of Decision Making	Goutam Dutta	May 27-30, 2019	90,000
Advanced Quality Management	Arnab Kumar Laha	June 3-7, 2019	120,000
Manufacturing Strategy	Sundaravalli N.	July 1-3, 2019	80,000
Warehouse Design and Management	Debjit Roy	July 29 -Aug 2, 2019	120,000
Fundamentals of Operations	Sundaravalli N.	August 12-14, 2019	80,000
Advanced Analytics for Management	Arnab Kumar Laha	August 12-17, 2019	140,000
Project Management	Goutam Dutta	August 26-31, 2019	140,000
Strategic Analytics: Weaving Analytics into Decision Making	Bandyopadhyay Tathagata & Arindam Banerjee	September 9-13, 2019	180,000
Restaurant Management	Debjit Roy	September 23-27, 2019	120,000
Supply Chain Management	Ankur Sinha	October 14-19, 2019	140,000
Logistics Management	Sundaravalli N.	November 18-20, 2019	80,000
Risk: Modeling and Management	Arnab Kumar Laha	February 17-21, 2020	120,000
Cutting Edge Analytics	Arnab Kumar Laha	March 2-6, 2020	120,000
Public Systems Group			
Urban Transportation	Sundaravalli N.	October 10-12, 2019	80,000
Sustainable Finance	Amit Garg	December 17-19, 2019	80,000
Intelligent Transportation Systems	Sundaravalli N.	January 27-29, 2020	80,000
General Management for Shipping	Sundaravalli N. & Capt. Yashoverman Sharma	February 23-29, 2020	140,000
Ravi J. Mathai Centre for Educational Innovation			
Strategic Leadership for Schools in a Changing Environment	Kathan Shukla	October 14-19, 2019	60,000



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).

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/dates.

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.iima.ac.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

Indian Institute of Management, Vastrapur, Ahmedabad 380 015

Phone: +91-79-6632 4472-77/ 4461-69 • Fax: +91-79-2630 0352 (Executive Education) +91-79-2630 6896 (General)

E-mail: exed@iima.ac.in • Website: <http://www.iima.ac.in/exed>