

No.42/13/2023-3Trg.
HARYANA GOVERNMENT
CHIEF SECRETARY OFFICE
TRAINING DEPARTMENT

Dated, Chandigarh the 08, August, 2023.

To

All the Administrative Secretaries of Haryana State.

Subject: - MDI Gurugram - Upcoming Programme Brochures- September 2023.

Sir/Madam,

I am directed to refer to the subject noted above and to inform that a copy of E-mail letter dated 29.07.2023 received from Sh. Ajay Singh, MDP Department, Management Development Institute, Mehrauli Road, Sukhrali, Gurugram has been uploaded on the CS Haryana Website (<http://csharyana.gov.in>).

It is, therefore, requested to take further necessary action keeping in view of instructions issued vide letter No. 22/38/2010-4Trg dated 21.12.2022.

Yours faithfully,

Chini Rans 08/08/2023
Deputy Superintendent, Training
for Chief Secretary to Govt., Haryana.

Endst. No. 42/13/2023-3Trg.

Dated Chandigarh, the 08, August, 2023.

A copy is forwarded to Sh. Ajay Singh, MDP Department, Management Development Institute, Mehrauli. Road, Sukhrali, Gurugram-122007 w.r.t his Email letter dated 29.07.2023 for information.

Chini Rans 08/08/2023
Deputy Superintendent, Training
for Chief Secretary to Govt., Haryana.

MDI GURUGRAM- Upcoming Programme Brochures-September 2023

1 message

Ajay Singh <ajay.singh@mdi.ac.in>
Bcc: branchtrg@gmail.com

29 July 2023 at 11:04

Dear Sir/Ma'am

Training Branch

Diary No. 104683

Dated 02/08/2023

20
01/08/2023
352

Greetings from MDI Gurgaon...!!

We indeed feel grateful to your organization for your faith and continuous support for our Management Development Programmes.

I would like to inform you that MDI has its lush green campus spread across 35 acres of land at a prominent location in Gurgaon and has state of art infrastructure i.e. air-conditioned Lecture Halls, Library, Computer Center, Executive Hostels, Executive Dining halls etc. Outdoor and indoor sports facilities are available on campus.

Please find attachment herewith upcoming MDP Programmes for the Month of September 2023 for your kind consideration. I do hope that you will nominate the participants from your esteemed organization for the different programmes listed below, as per your requirement.

S. No.	MDP Title	Faculty (Prof./Dr.)	Dates	No. of Days	Venue	Fees (Rs.)
1	The Art of Successful Leadership	A. K. Jain Vidhu Gaur	September 11-13, 2023	3	Campus	40000
2	Advances in Forensic Analytics	Sandeep Goel	September 11-13, 2023	3	Campus	40000
3	Communication Styles for Professional Success	Niva Bhandari	September 11-13, 2023	3	Campus	40000
4	Six Sigma for Quality Improvement	Anupama Prashar	September 13-15, 2023	3	Campus	40000
5	Team Building for High Performance	Sumita Rai	September 20-22, 2023	3	Campus	40000
6	The Art of Persuasive Communication	Neera Jain Niva Bhandari	September 20-22, 2023	3	Campus	40000
7	Drafting, Negotiating and Managing Commercial Contracts	Parul V Gupta	September 27-29, 2023	3	Campus	40000
8	Validating strategy like a Military General	Ankur Roy	September 28-30, 2023	3	Campus	40000

We are also pleased to inform you that following discounts are offered by MDI Gurgaon. Maximum discount offered will not exceed 20%.

- (i) 10% discount on receiving 3-5 nominations in a single programme
- (ii) 20% discount on receiving more than 5 nominations in a single programme

We look forward to a continuous relationship with your esteemed organization and request you to nominate participants in the MDI Gurgaon training programmes.

with warm regards,

Ajay Singh
MDP Department
Management Development Institute
Mehrauli Road, Sukhrail, Gurgaon 122 007, India
E-mail :- ajay.singh@mdi.ac.in
Phone: 0124-4560008 (w) Mobile: 09818236652

8 attachments

BC-Communication Styles for Professional Success-Sep 23 modified.pdf
654K

FIN-Advances in Forensic Analytics - September 2023.pdf
685K

BC-The Art of Persuasive Communication-Sep 2023.pdf
692K

OB-Team Building for High Performance- Sep 2023.pdf
642K

OB-The Art of Successful Leadership-Sep 2023 .pdf
698K

SM-Validating strategy like a Military General-Sep 2023.pdf
645K

SM-Drafting, Negotiating and Managing Commercial Contracts- Sep 2023.pdf
859K

OM-Six Sigma for Quality Improvement-Sep 2023.pdf
655K



The Art of Successful Leadership

September 11-13, 2023 (Mon-Wed)

MDI Campus Gurgaon

Background

One can live magnificently in this world, if one knows how to work and how to love, to work for the person one loves, and to love one's work." — Leo Tolstoy —

If productivity of an industry has to improve, the productivity of the men associated with the industry has to improve. Successful manager needs knowledge of all factors that he has to manage and all that is beyond, which directly or indirectly impinge on his micro environment.

Today, there is an intense need to develop a comprehensive personality capable of blending outer and inner self so as to develop the goals and values of business management. Real time management lies in appreciating the significance of both the cognitive and the operational area in which tasks are undertaken. It is said: "The job of leadership today is not just to make money, it's to make meaning." In the old days, most of people were content to have a job that simply paid the bills. But now, they crave so much more in the work. They want fulfillment, creative challenge, growth, joy and a sense that they are living for something more than themselves.

One of the timeless secrets to a long, happy life is to love one's work. Spending days doing work that one finds rewarding, intellectually challenging and fun will do more than all the spa vacations in the world to keep one's spirits high and heart engaged. Thomas Edison, a man who recorded 1,093 patents in his lifetime, had this to say about his brilliant career at the end of his life: "I never did a day's work in my life; it was all fun."

Objectives

- How to inculcate the passion to love one's work
- Personality Rehabilitation
- To comprehend the art of micro and macro managing
- Understanding spiritual perspective to leadership
- To understand the contemporary meaning of leadership which is not to make money but to make meaning
- Understanding the sources of motivation for transformational leadership
- To make the individual/manager understand holistically to gain the greatest comprehensions within the limitations of individual's /manager's own psychological prowess
- Improving leader's competencies to managing emotions for effective decision making
- Ability to lead teams for a higher purpose

Contents

- Effective Communication for Leadership Development
- Higher Perspective on Personal and Professional Growth
- The Art of Self-Leadership
- Spiritual Bases of Business and Management
- Managerial Efficacy through Communication Strategies
- Subjective Motivation: A Source of Sustained Growth
- Emotional and Spiritual Intelligence

Target Audience/For Whom

The Programme has been designed for organizational teams of executives from the corporate sector (PSEs, Private Sectors, MNCs, Financial Institutions, Banks and Armed Forces).

Methodology

The Pedagogy includes live case discussions, role plays, audio visual aids, experiential workshop, diagnostics, presentations and open discussions.

Target

Managers and Executives at all the levels in Private Sector Companies, Public Sector Units, Central and State Government and Multi National Corporations etc.

Venue & Duration

The programme is scheduled during **September 11-13, 2023** on a residential basis at MDI Campus, Mehrauli Road, Sukhraili, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 10, 2023**, to the forenoon of **September 14, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions: (discount is applicable in NEPAL also)

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **September 01, 2023**. The last date for withdrawal of nominations is **September 02, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:

MDP Office,

Management Development Institute,

Post Box No. 60, MDI Campus, Mehrauli Road,

Sector - 17, Gurugram - 122 007, Haryana, INDIA

E-mail : ajay.singh@mdi.ac.in

Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534

Tel Nos. : +91-124-4560000

Fax Nos. : +91-124-4560005

E-mail : ajay.singh@mdi.ac.in

Website : <http://www.mdi.ac.in>

Faculty Profile

Prof. Ajay K. Jain, PhD IIT Kanpur

Professor of Leadership and Organizational Design

Lead - Center of Excellence for Indian Thought and Management

Post Doc Fellowships, Aarhus University Denmark & Indian School of Business Hyderabad

Former Director, Institute of Management Studies Ghaziabad

E-mail: akjain@mdi.ac.in

Mobile 09873018480, 9717098480

1. Dr. Ajay K. Jain (PhD, Indian Institute of Technology, Kanpur) is a Professor of Leadership and Organization Design and leading a center of excellence for Indian Thought and Management at Management Development Institute, Gurgaon. Prof Jain is a visiting professor to several international universities including, Aarhus University, Denmark (since 2010), IULM University, Milan, Italy; University of Free State, South Africa; and Indian Institute of Management Lucknow, Ranchi, Bodh Gaya, and Kozikode Prof Jain also holds post-doctoral fellowships from Aarhus University, Denmark (2012-2014) and Indian School of Business Hyderabad (2003). He is teaching courses on leading and designing organizations and leadership and emotional intelligence for Indian and International students. Prof Jain has received an award for extraordinary performance from Aarhus University for his research and publications and from National Academy of Psychology India. Prof Jain has also worked as the Director of Institute of Management Studies Ghaziabad (2018-2019) and received a prestigious award of most charismatic leader in management education from Education Post and ASSOCHAM in Jan 2019.
2. He has published 65 research articles in high impact journals including, Journal of Managerial Psychology, International Journal of Hospitality Management, Psychology and Marketing, Personnel Review, Journal of Management and Organization, Leadership and Organization Development Journal, and Leadership journal, Journal of Managerial Issues, Organization Development Journal are among others and published book chapters and an edited book in the field of psychology for developing countries. He has research interests in the field of leadership, emotional intelligence, employee voice and silence, psychological well-being. He has completed 12 research and consulting projects for ministries, public and private sector companies.
3. Prof Jain has designed and delivered training programs for several private sector companies including ABB, Nestle, Teijin, Microsoft, Santiss Pharma, Vestas, Denso, Maruti-Suzuki, HP, Apollo, Mitsubishi, BSES, Reliance Power, HDFC Bank, Hero Future Energies, and public sector organizations like, ONGC, Indian Oil, CPWD, Power Grid, NBCC, NPCCL, NPCIL, MES, NLC, DVC, ICAI and government organizations and institutions e.g., BSF, CRPF, NIA, Indian Army etc. Prof Jain has trained more than 15000 senior and top managers and CEOs from these companies on topics related to leadership, emotional intelligence, transformation etc. He has taken training groups to Europe and Australia, and address participants from various nationalities including Americans, Russians, Japanese, Europeans and Asians. Prof Jain has been a member of selection committees for various institutions and organizations and on board of several organizations e.g., Member, Senate of IIT Indore, Corporate Advisor, Pasona India (Japanese HR consulting firm) and also invited as a key note speaker by various institutions e.g., IIPA New Delhi, HIPA Gurgaon, IIPM Gurgaon, ONGC Academy Dehradun, LNG Academy Dahej, GAIL Academy Noida, CPWD Academy Ghaziabad, CRPF Academy Kadarapur & Mount Abu, BSF Academy Tekanpur, NIA Delhi, INGAF Delhi etc.
4. Prof Jain has traveled to 30 plus countries and practices forgiveness and gratitude in his personal and professional life. He has deep interest in Indian management thought and running a center of excellence for Indian thought and management in MDI Gurgaon. Other than his father, Mr. M.R. Jain (father-Dy. SP, UP Police), Dasrath Manjhi is his role model to live a meaningful life.

Dr. Vidhu Gaur

Assistant Professor, Business Communication

Email: vidhu.gaur@mdi.ac.in

Phone : +91-124-4560182

Dr. Vidhu Gaur is an MBA and holds Doctorate Degree in English Literature from University of Kota, Rajasthan. She also holds a Post Graduate Diploma in Communication Management from ISC Pune. She is a certified Soft Skill Trainer and a Life Member of Indian Society of Training & Development, Bangalore Chapter. She has more than ten years of experience in teaching Communication and Soft Skills. She has both critical and creative writings to her credit published in reputed journals and leading newspapers. She has published one book with ISBN and has more than two dozens of Research Papers to her credit. She has presented Papers in National and International Conferences in India including prestigious institutes like IIM Bangalore, IIT Delhi & Curtin University, Australia. She is on the editorial board of many International journals and reviews case studies, research papers and chapters of books published by renowned houses.

Her main areas of interest and specialization include: Communication, Business and Managerial Communication, Corporate and Reputation Management, Digital Communication, Soft Skills, and Personal Effectiveness; Management and Spirituality. As a professional speaker and corporate trainer she has motivated and educated hundreds of students of both academic and management fields and people of industry in various states of India.

She has industrial experience in corporate communication where she worked as a Senior Editor of a bilingual magazine of pan India presence. She was a part of planning of many promotional tools in digital promotions including website content enrichment. She has worked in advertising agencies like Mudra Communications, Ahmedabad, Mak Media Creations, Pune, Asymmetric Advertising, Bangalore, Hammer and Partners, Ahmedabad and possesses a cross dimensional exposure in strategizing above the line and internet advertising also with reference to content and copywriting. She has

handled FMCG like Wagh Bakri Tea group, Nilons Pickles, Adani Retail Chain, Livon and Recova (Paras Group), Wipro's Marketing Sales Kit etc. She has delivered corporate presentations and conducted workshops on 'Evolved Communication' in MNCs like Caterpillar Logistics, Bangalore. Working as an Assistant Professor at Management Development Institute, Gurugram for last three years in the area of Business Communication, she also works as Programme Director in conducting four open programs at MDI campus titled Developing Communication Competencies, Communication Strategies for Effective Employee Engagement, The Art of Successful Leadership and Management, and The Art of Successful Management: A communication Perspective. She is actively involved in institute's other activities also like Warden of Girl's Hostel, Admission & Induction processes, guiding PhD scholars, reviewing case studies & research papers. She is on the Board of Examiners at MNIT Jaipur and examined a PhD thesis of the institute. The case study on MDH by her & Prof. Neera Jain of MDI was awarded the best case paper. Recently, she presented a research paper at the University of South Australia at Adelaide conducted by Australian Centre of Asian Business & MDI.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge-base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECES) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

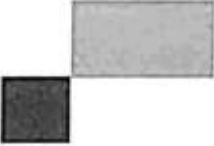
An Institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



MDI
GURGAON

Management
Development
Institute

A decorative graphic consisting of three squares: a dark grey one, a light grey one, and a white one, arranged in a cluster.

Advances in Forensic Analytics
September 11-13, 2023 (Mon-Wed)

MDI Campus Gurgaon

Why You Should Attend?

Over the years, the world has witnessed numerous corporate scandals and white-collar crime by people at the top. This has been a collaborative activity, rather than an individual effort, and is a serious, costly, and growing epidemic for business and government and in particular for shareholders, and therefore call for serious financial diligence - disrupting the silos of misconduct to foster real world change for stakeholders' interests at large. The present program brings extensive real-world experience with forensic analytics capabilities to examine the "financial hazards," how they inevitably result in financial and corporate blowups and what lessons we can draw from blowups such as those of Enron, WorldCom, Satyam Computers, Kingfisher Airlines, Lehman Brothers, and the recent IL&FS, and DHFL for understanding the health of the organisation in a more focused and targeted approach.

Contents

- Forensic Accounting - The Domino Effect
 - Nuances of Creative Accounting
 - Do Earnings Lie?
- Financial Shenanigans
 - Revenue and Expense manipulation
 - Assets abuse
 - Off-Balance Sheet Financing
- Fraud Analytics
 - Identification of 'Red Flags'
 - Quantitative Analysis/Modelling
- Governance Territory
 - Designing the Management Compensation
 - Rating for "SWM"

Core Faculty

Core faculty of Management Development Institute along with executives from the industry would facilitate discussions and share their valuable experience.

Methodology

Class presentations, interactive discussions, formal lecture sessions, case studies, computer exercises and simulations would comprise the methodology of the programme. Both the conceptual and practical side of finance will be stressed upon to enhance the financial skills.

For whom

Managers at middle level who need to have an exposure to finance. Past programmes have been attended by professionals in corporate planning, manufacturing, marketing and sales, HRD and finance too.

Venue & Duration

The programme is scheduled during **September 11-13, 2023** on a residential basis at **MDI Campus**, Mehrauli Road, Sukhraili, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 10, 2023**, to the forenoon of **September 14, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions:

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs.40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **August 30, 2023**. The last date for withdrawal of nominations is **August 31, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:

MDP Office,

Management Development Institute,

Post Box No. 60, MDI Campus, Mehrauli Road,

Sector - 17, Gurugram - 122 007, Haryana, INDIA

E-mail : ajay.singh@mdi.ac.in

Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534

Tel Nos. : +91-124-4560000

Fax Nos. : +91-124-4560005

E-mail : ajay.singh@mdi.ac.in

Website : <http://www.mdi.ac.in>

Faculty Profile

Dr. Sandeep Goel

E-mail : sandeep@mdi.ac.in

Tel No. : +91-124-4560288 (Extn. 5288)

Mobile: +91-9899633227

Dr. Sandeep Goel is an Associate Professor of Accounting and Finance at Management Development Institute Gurgaon. He holds 'Double Doctorate', one in Finance; and another in Accounting from Faculty of Management Studies (FMS), University of Delhi. He did his Hons. in Commerce from Shri Ram College of Commerce, University of Delhi and Master's degree in Commerce with specialisation in Finance from Department of Commerce, Delhi School of Economics, University of Delhi.

He has over 25 years of industry and academic experience in key positions in organizations/institutions, including Shri Ram Group, University of Delhi and Management Development Institute (MDI) Gurgaon. He also has hands on experience in the family business in business compliance and financial management functions.

He has got extensive international experience in different parts of the world, including the US, Europe, Canada and Asia. He is a Visiting Professor to Faculty of Management, University of Lodz, Poland. Besides, his cross national research and training experience includes Duke University, US; Sapienza University of Rome, Italy; Frankfurt School of Finance & Management, Germany; and Ontario College for Research and Development, University of Toronto, Canada. He sits as an Independent Director on the board of Machino Plastics Ltd., Gurugram, a Suzuki JV. He is a Management Trainer and Consultant to Organizations, like Bata, Encore, Federal-Mogul Goetze (India) Ltd., SOS Village International, Cairns India, National Banking Institute (Nepal), Druk Holdings (Bhutan), UltraTech Cements, ONGC, IOCL, Jindal, LIC, BEL, IGL, TIL, Ester Industries, and Armed Forces. He has conducted & delivered over 200 MDPs/Training Programs at senior levels for organizations and trained more than 5,000 executives over the years. These mainly include, *Finance for Non-Finance Executives*, *Forensic Analytics*, *Fraud Risk Management*, *Independent Director's and Corporate Governance*, and *Enhancing Financial Skills Using Excel*. He has executed a number of Consultancy assignments and authored 12 books, including highly acclaimed books *Finance for Non-Finance People* published by Routledge, *Corporate Governance: Principles and Practices* published by McGraw Hill, and *Financial Markets, Institutions and Services* published by PHI Learning. He has published more than 75 research articles in national and international journals of repute.

His interest areas are: *Financial Reporting and Analysis*, *Corporate Finance*, *Forensic Accounting*, *Fraud Risk Management* and *Corporate Governance*. He has been the Financial Columnist to 'Purchase' (A Publication of Indian Purchase.com). He has been conferred with Award for Excellence in Research, 2015-16 and Award for Excellence in Teaching, 2015-16 at MDI.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The I-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An Institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



MDI
GURGAON

Management
Development
Institute



**Communication Styles for
Professional Success**
September 11-13, 2023 (Mon- Wed)

MDI Campus Gurgaon

Background

Rapid and unprecedented advances in the business domain have altered even the most immovable foundations of the corporate world, including business communication. As businesses navigate through the new patterns of working, new communication pathways are emerging. New ways of communicating require new management and communication solutions to help employees collaborate. Managing and leading people can be a challenge. Managerial and leadership success depends on understanding how each style operates. The message delivered and the way it is delivered it, both are equally important. Individual communication style and behaviours can greatly impact the message. Many of the conflicts and misunderstandings that arise between co-workers actually have to do with differences in communication style.

Structure

This 3-day training programme will provide a fun, dynamic and engaging training experience fundamental to ultimate success and achievement. The instructors will make use of a number of highly dynamic and interactive teaching and training methods; visual aids, role plays, simulations, presentations and speeches, including individual feedback sessions, case studies, classroom discussions, lectures and practical exercises. Participants will be divided into small groups designed to generate a high level of trust between participants and faculty, thereby creating a powerful and enriching learning environment.

Course Summary

The participants will have the opportunity to learn about the various communication styles in their organisation/s and the styles they want to see more of, they will realise these styles emphasize employee well-being, and they rely on communication and collaboration tools to communicate clearly. In order to ensure that the messages sent are interpreted in the manner originally intended, learning about own communicating style is much needed. You can be more aware of your own habits and start the process of customising your message to win friends and influence people. A good understanding of individual communication style framework will allow you to feel more confident and comfortable in any future interactions. Further, personality assessment framework used in this training programme will help you anticipate how to communicate with other professional in a way that resonates with them. You can adapt to other people's communication styles more easily if you become more aware of how they perceive you. This does not imply that you must be a chameleon, adapting to every personality you encounter. Instead, you could create another person more at ease with you by choosing and emphasising certain behaviours that are consistent with your personality and resonate with another. Everyone has something in their innate personality and communication style that they can use to their advantage, and something that slows them down or makes them feel uncomfortable. This would be carried out through few assessment instruments in this 3-day training programme.

Participants would also learn how to improve relationships with 'difficult' people. In this course, participants will make short, videotaped communication dialogues in a variety of situations given by the expert faculty and Programme Director of this course. The participants will receive immediate, constructive feedback on their current communication style, as well as critical insights to enhance their communication competence. In this way, while assessing existing communication styles we also focus on crucially essential aptitudes that are critical to effective communication. This programme mainly uses examples from the professional, business environment.

If you are looking to advance at your current organization or to enhancing your personal value for potential employers this course is for you. By learning about and applying them, the participants will be able to create a dynamic, positive environment and improve business results. Training on communication styles is the specialty of communication Area at MDI Gurgaon. Our trainings include hands-on exercises, and practical activities that will position you to command attention, engage your audience, and leave a lasting impression. All in all this training is all set to fortify your communication styles and speaking skills; make a winning communicator out of you.

Objective

You will learn how to:

- Utilize verbal and nonverbal communication styles to connect with audience
- Exude confidence and poise in high-pressure situations
- Sell ideas, influence, and inspire others to action
- Inculcate critical thinking ability and persuade better
- Improve Communication Skills
- Expand Professional Network
- Redefine your Leadership Skills
- Personal and career advancement

Course Outline and Key Topic Areas include

- Foundations of Communication and Rapport
- Authentic and transparent communication
- Self-awareness: Determining individual communication styles
- Creative and systematic approaches: Planning to communicate
- Reading other people and managing their perceptions
- Handling conflict, understanding differences and building confidence
- Communicating styles for persuasion
- Communication strategies for a Virtual age

Who should attend

- People who would like to communicate better with the people around them,
- People who like want to build stronger rapport in professional and personal networks.
- People who would like to learn how to connect and make great impressions.
- People interested in self-improvement and growth.
- Senior Leadership and High-Potential Executives
- Executives in Leadership roles
- Business Development and Marketing Teams
- Leadership in Non-Profit and Service Organizations
- HR/L&D/ Training professionals
- Developers and Engineers
- Teaching professionals
- Motivated Individuals and Entrepreneurs seeking to develop excellent communications skills

Venue & Duration

The programme is scheduled during **September 11-13, 2023** on a residential basis at MDI Campus, Mehrauli Road, Sukhrail, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 10, 2023**, to the forenoon of **September 14, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in this programme. The discount will be observed in the following conditions: (discount is applicable in NEPAL also)

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for boarding, lodging and supply of course materials during the programme; GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **August 30, 2023**. The last date for withdrawal of nominations is **August 31, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to Mr Ajay Singh or Dr Niva Bhandari (contact details in the faculty profile):

MDP Office,
Management Development Institute,
Post Box No. 60, MDI Campus, Mehrauli Road,
Sector - 17, Gurugram - 122 007, Haryana, INDIA
E-mail : ajay.singh@mdi.ac.in
Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534
Tel Nos. : +91-124-4560000
Fax Nos. : +91-124-4560005
E-mail : ajay.singh@mdi.ac.in
Website : <http://www.mdi.ac.in>

Faculty Profile

Dr. Niva Bhandari
Faculty, Strategy and General Management
MDI Gurgaon
Cellular : 91-999830960
E-Mail : niva.bhandari@mdi.ac.in

Dr Niva Bhandari is the Area Lead and Faculty in Business Communications Area at MDI - Gurgaon. She is also the Faculty Incharge for Executive Programmes' Admissions at MDI Gurgaon. Dr Bhandari carries a training, teaching and consulting experience of over two decades (20 years). She is also a visiting Professor with IIM Kashipur, IIM Rohtak, IIM Sambalpur, Great Lakes, O P Jindal University, WhiteHouse College - Nepal, and few more premier institutions. Dr Bhandari is a recipient of the "Super Woman Achiever Award 2017" by Femina, Times Ascent and World HRD Congress at the World Women Leadership Congress at Taj Land Ends, Mumbai. She has also received "Most Influential Women in Academia Award 2020."

Dr Bhandari is a trained Learning and Development Professional and a practitioner of Revised Bloom's Taxonomy. Dr Bhandari is an accomplished consultant and has successfully completed consultancy projects with the corporates, The Ministries of Government of India of worth crores, 2020-2022 and with The Ford Foundation. She has presented her scholarly papers in National and International Conferences of repute. She has also authored few books. She is on the Editorial board, reviewing panel and board of many Universities and organisations.

Dr Bhandari is a Gold Medalist in her Graduation and Gold medalist in her double masters in human resources as well as English Literature. A silver medalist in her post graduation in English Literature and Language. A senator at her University, she finished her doctorate in Australian Literature and Post-colonial Studies with full scholarship in the year 2006 on Merit Research Scholarship. She has honours and awards from Ministry of Education and Youth Services, Govt. of India and the Ministry of Human Resources and Development, Dept of Education, Govt. of India. Dr Bhandari is a certified Occupational Personality Questionnaire (OPQ) Assessor (2014) and a certified Learning and Development professional (2015). She is also a certified trainer into Negotiation Skills and Coaching Skills from British Council, Singapore (2018). She is a certified NLP language user for Persuasion and Influence from Malaysia (2019). She is also an IIM Ahmedabad (2009) and Harvard Business Publishing certified Case teaching method specialist (2018).

Dr Bhandari is a Harvard Business Publishing certified Case method specialist and uses cases extensively for her training. She also uses a combination of Management and simulation games, cases and caselets, role plays, sharing of best practices in the industry and relevant in-class exercises, thus imparting experiential learning to the participants, to drive home the importance of how management strategies should be evolved. For her trainings she has received appreciation honours from organisations of repute.

Dr Bhandari has been regularly engaged in training medium and senior level professionals both for PSUs, private and global organizations. Dr Bhandari offers Managerial and Executive development programmes on People Management, Leadership skills, General Management, Gender diversity/ Gender communication at workplaces and has been consistent in nurturing goals towards positive results. She is a facilitator for Training programmes on a gamut of topics on Verbal, Non-Verbal & Written Business Communication, motivation building among employees along with many other topics of Soft Skills & Managerial Importance. For her trainings she has received appreciation honours from many organizations in India and abroad.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

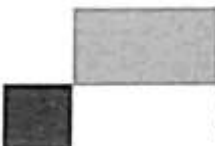
Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



Management
Development
Institute



Six Sigma for Quality Improvement
September 13-15, 2023 (Wed- Fri)

MDI Campus Gurgaon

Background

Six Sigma is a tool that significantly improves customer satisfaction and shareholder value by reducing waste and variability in every aspect of our business. By following a structured approach, six-sigma helps in better understanding of customers' needs and wants from their point of view, and be able to build and/or modify processes and products to meet or exceed their expectations. Six Sigma improvement projects targets to reduce the cost of quality in industries. However, the reason for instituting consumer oriented six-sigma goes beyond just the savings. Some of the projects undertaken for six-sigma change the very dynamics of the way's things get done and provide a significant competitive boost to the company or product.

Objectives

- To understand the role of Statistical Thinking in improving quality.
- To understand the meaning and goals of Six Sigma performance metrics.
- To understand the various stages of DMAIC (Define-Measure-Analyse-Improve-Control) methodology of process improvement.
- To provide guidelines for right tool selection from the Six Sigma toolbox.
- To learn the basic functions of MINITAB software.
- To provide guidelines for sound selection of quality/process improvement projects.
- To enable practicing managers to apply Six Sigma methodology for quality/process improvement projects.

Contents

- Role of Statistical Thinking in quality improvement initiatives.
- What is Six Sigma statistically?
- Six Sigma DMAIC methodology
- Six Sigma toolbox
- Six Sigma Project selection and planning
- Basic MINITAB functions for process analysis.

Faculty

Core faculty of MDI and experts in this field will facilitate discussions and share their experience.

Target Audience

This program is for executives, heading units and departments in various functional areas of private sector, public sector and government organizations.

Venue & Duration

The programme is scheduled during **September 13-15, 2023** on a residential basis at **MDI Campus**, Mehrauli Road, Sukhrati, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 12, 2023**, to the forenoon of **September 16, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions: (discount applicable in NEPAL also)

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **August 30, 2023**. The last date for withdrawal of nominations is **September 01, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:

MDP Office,

Management Development Institute,

Post Box No. 60, MDI Campus, Mehrauli Road,

Sector - 17, Gurugram - 122 007, Haryana, INDIA

E-mail : ajay.singh@mdi.ac.in

Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534

Tel Nos. : +91-124-4560000

Fax Nos. : +91-124-4560005

E-mail : ajay.singh@mdi.ac.in

Website : <http://www.mdi.ac.in>

Faculty Profile

Dr. Anupama Prashar

Associate Professor, Operations Management LSS Master Black Belt (ISI)

Email : anupama.prashar@mdi.ac.in

Phone : +91-124-4560292

A certified Lean Six Sigma Master Black belt, Dr. Anupama Prashar combines her cross-industry project-consulting exposure with state-of-the-art academic research to add value to the discussions in her teaching and consulting assignments. She is presently a Professor of Quality Management in the area of Operations Management at Management Development Institute, Gurugram. A university rank holder in her graduation and post-graduation, Dr. Prashar holds Ph.D. from School of Management Studies, Punjab University. She received her Master's degree in Business Management and Bachelor in Industrial Engineering from Punjab University. Dr. Prashar has more than 14 years of experience across training, consulting and research. Prior to joining MDI, she has taught at University Business School, Punjab University, IILM Institute of Business Management and Punjab Technical University. She has taken up many International teaching assignments including Georgian College, Canada, Kathmandu University, Nepal. Her teaching interest include Operational Excellence frameworks, Business Intelligence & Data Analytics, Research Methodology and Service Operations Management. As a Certified Lean Six Sigma Master Black Belt, she regularly delivers Lean Six Sigma trainings programs organized by industrial forums such as PHDCCI, CII and FICCI and also conducts MDPs (on-campus and in-company training programs). She has coached and mentored more than 20 Lean Six Sigma projects to the small and medium scale companies from manufacturing, service to public sectors. She also conducts workshops on statistical software such as SPSS, MINITAB and Excel and has conducted training sessions in on-campus and in-company MDPs on following topics: Six Sigma DMAIC, Lean Manufacturing VSM, Design of Experiments (DOE), Multivariate Data Analytics for Business, Benchmarking, Total Quality Management, Value Engineering. Dr. Prashar has published research articles in coveted international journals such as The TQM Journal, International Journal of Quality and Reliability, Production Planning & Control, TQM & Business Excellence, International Journal of Lean Six Sigma, Journal for Education in Business and International Journal of Performance & Productivity Management. She is also serving on the editorial board of journals in the field of operations management. She has published teaching cases in Richard Ivey Publishing and Case Centre, UK. She has coauthored books on the subject of Industrial Safety and Environment and Operations Management.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge-base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

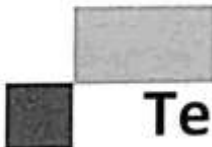
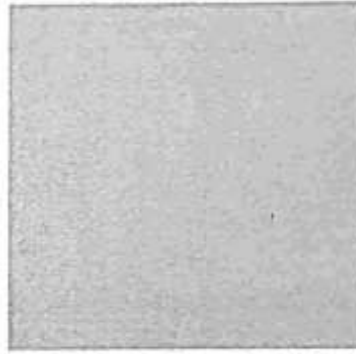
Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



Management
Development
Institute



Team Building for High Performance

September 20-22, 2023 (Wed - Fri)

MDI Campus Gurgaon

Objectives

Teams are the basic building blocks of today's organizations. Increasingly, managers have to work in teams especially in project based and networked organizations. Managers will need the ability to deal effectively with teams in order to mobilize day to day tasks.

The main objectives of this program would be to understand and develop the basic potential of an effective team leader and team member.

To become an effective leader and manager, one needs to understand and assess the real life workplace realities. Teams are one of the important sources through which any organization is achieving its desirable goal. This program will capture the potential of not only an effective team leader but also effectiveness of a manager as a team member; in other words this program will capture the capability of an effective team leader and effective team member.

Contents

The program will address following issues:

- Understanding self as a team member
- Identification of strengths and weaknesses in taking team roles
- Managing Inter-personal, intra group and inter group conflicts
- Effective negotiations
- Team Decision Making
- Effective Communication in Teams
- Team Dynamics: How people acts in team situation through outdoor exercise

Pedagogy

The methodology will be highly interactive and will involve a mix of Lecture, Group Discussions, case discussion, role play, simulation game, audio-video, and self-assessment through psychometric questionnaires with feedback.

Target Audience

Executive and managers at all level who want to explore and understand their potentials to manage things effectively.

Venue & Duration

The programme is scheduled during **September 20-22, 2023** on a residential basis at **MDI Campus**, Mehrauli Road, Sukhrail, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 19, 2023**, to the forenoon of **September 23, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions: (Discount applicable in NEPAL also)

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thosund only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **September 06, 2023**. The last date for withdrawal of nominations is **September 08, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:

MDP Office,
Management Development Institute,
Post Box No. 60, MDI Campus, Mehrauli Road,
Sector - 17, Gurugram - 122 007, Haryana, INDIA
E-mail : ajay.singh@mdi.ac.in
Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534
Tel Nos. : +91-124-4560000
Fax Nos. : +91-124-4560005
E-mail : ajay.singh@mdi.ac.in
Website : <http://www.mdi.ac.in>

Faculty Profile

Dr. Sumita Rai
Dean-IC & Professor,
Organizational Behavior
E-Mail: sumitar@mdiac.in
Phone : +91-124-4560329
Mobile: +91-9910945267

Dr. Sumita Rai is a Ph.D in Organizational Behavior from Indian Institute of Technology (IIT) Kanpur, India before joining MDI. Prof. Sumita Rai was a member of faculty of Human Resource Group at Indian Institute of Management (IIM), Indore and Indian Institute of Management (IIM), Lucknow. She taught at BEM/Kedge Management School, France University of Szeged Hungary. Currently she is Professor of Organizational Behavior at MDI. She is also Director on the Board of IFCI Infrastructure Development Limited (A Govt. of INDIA undertaking).

She has consulted extensively with various Public, Private, and MNCs in India such as Power Grid Corporation of India Ltd, IOCL, Petronet-LNG, Nestle India Ltd to name a few. She regularly conducts trainings and Leadership Development Programs for PSUs on Advance Management: IAS & defense officers, PSB officers, PSE Mid to Senior Leaders and MNCs with a focus on competency mapping and profiling; understanding self, Managerial Effectiveness, Negotiation skills and Conflict Management, Team building, cross cultural training and exploring personality. She is a certified trainer of MBTI from CPP Asia Pacific.

Dr. Rai has published more than 40 research papers in various national and international journals. She has co-authored a book titled "Millennials and the workplace: Challenges for Architecting the Organization of Tomorrow" which has been published by Sage International in May 2012.

She has also been actively involved in joint research at national and international levels. Prof Rai also works in the area of Ethical Leadership.

She has participated in various international conferences hosted in countries like, Japan, France, Denmark, Germany, Singapore, China, Bangkok and Hong Kong.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge-base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An Institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



MDI
GURGAON

Management
Development
Institute



The Art of Persuasive Communication
September 20-22, 2023 (Wed- Fri)

MDI Campus Gurgaon

Background

Communications and Persuasive Skills are the most valuable tools that a Manager or a cross functional team leader needs to master today. Managers must be able to articulate plans, diffuse conflicts and handle concerns with competence and tact to lead teams to a problem's shared solution. They must be able to communicate clearly and persuasively to shine in public forums and achieve breakthroughs. Effective persuasion is a difficult and time-consuming proposition, but it may also be more powerful than the command- and-control managerial model it succeeds.

Course Summary

This distinctive Art of Persuasive Communication programme focuses on enabling participants with a wide range of practical tools and concepts designed to strengthen executives' abilities on how to open and maintain communications along with developing strong listening skills. Participants will learn how to use emotional and rational intelligence to persuade others in one-on-one situations. With an additional focus on communicating with passion and purpose, this 3 day programme develops the skills needed to develop impactful, structured and persuasive presentation. They will also acquire techniques for establishing credibility and managing nervous energy along with understanding crucial nonverbal aspects of communication: authority, energy and audience awareness. This highly interactive programme offers participants individualised assessment and group feedback sessions helping them achieve a blend of the skills, of content, structure, creativity, delivery and personal presence that make your pitch memorable.

Contents Outline and Key Topic Areas include

- Understanding and developing your own communication style
- Developing and Maintaining Open Communications
- Communicating Effectively and Persuasively
- Art of Influencing and convincing
- Maximising Nonverbal Communication
- Utilising effective Listening Skills
- Communicating with authenticity, clarity and coherence
- Communicating with Passion and Purpose
- Delivering a Persuasive Presentation
- Learning to secure "buy in" even before you present your plan or idea
- Developing the skills to reduce and handle objections to your ideas

Structure

The 3 day programme makes use of a number of highly dynamic and interactive teaching and training methods, including individual feedback sessions, case studies, classroom discussions, lectures, presentations and practical exercises. Participants are divided into small groups designed to foster a high level of trust between participants and faculty, thereby creating a powerful and enriching learning environment.

Who Should Attend

- Senior Leadership and High-Potential Executives
- Business Development and Marketing Teams
- Leadership in Non-Profit and Service Organizations
- Developers and Engineers
- People who have taken High-Impact Leadership and now wish to use their personal power to drive audiences and customers to "Yes"
- Motivated Individuals and Entrepreneurs seeking to develop profound leadership communications skills.

Venue & Duration

The programme is scheduled during **September 20-22, 2023** on a residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 19, 2023**, to the forenoon of **September 23, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions: (discount applicable in NEPAL also)

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **September 06, 2023**. The last date for withdrawal of nominations is **September 08, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:

MDP Office,

Management Development Institute,

Post Box No. 60, MDI Campus, Mehrauli Road,

Sector - 17, Gurugram - 122 007, Haryana, INDIA

E-mail : ajay.singh@mdi.ac.in

Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534

Tel Nos. : +91-124-4560000

Fax Nos. : +91-124-4560005

E-mail : ajay.singh@mdi.ac.in

Website : <http://www.mdi.ac.in>

Faculty Profile

Dr. Neera Jain

Dean - Administration, Compliance, Institutional Services, Digitization and Finance & Accounts

Professor, Strategy & General Management

Email: njain@mdi.ac.in

Mobile No: +91 - 9818469944

Dr. Neera Jain is Professor in the Business Communication area at the Management Development Institute, Gurgaon. For more than three decades, she has taught and conducted research across prestigious colleges that include engineering and management institutes. At MDI, she is actively engaged in teaching, research, training, and development. She has published a number of research papers in Scopus, ABDC and Thomson Indexed reputed national and international journals and case studies in publishing houses like IVEY and Harvard Publishing. With a keen eye for relevant industry projects, she has completed two externally funded research projects: "Communication Patterns and Personality Types of Indian Women Leaders" and "Crisis Communication in Organizations". She has been on the review board of marquee journals such as "California Management Review" and "Gender in Management". She has been a visiting/ adjunct faculty in many reputed international schools like IAE-AIX Graduate School of Management- France, Aarhus School of Business- Denmark, and national ones like IIM Lucknow, and IIFT Delhi. She is a prolific trainer and her insightful training modules on Managerial and Leadership Communication, Problem-Solving and Conflict Resolution through Negotiation Skills, Story Telling, and Theatre Techniques, Developing Women Leadership and many more have received overwhelming appreciation from participants across various levels of Government, Public and Private Sector organizations like KPMG, PwC, Hyundai Motors, Barclays, Hero Future Energies, Hero Moto Corp, Nucleus Software, Jubilant Food Works, Shriram Pistons and Rings, Oberoi Group of Hotels, Max Life Insurance, Aditya Birla Group, Vodafone, NSPCL (NTPC), CPWD, HAL, RITES, JK Laxmi Cement, NK MINDA, NIC, LIC, BEL, ONGC, JINDAL Steel, BPCL, Central Electricity Authority, IOCL, Bureau of Police Research and Development, etc. She has conducted Training Programmes for companies like Teijin in Japan, National Banking Institute in Nepal and visited the Netherlands, Belgium, France, Germany, and different cities on East Coast in the US for getting training programs conducted for Indian executives. Dr. Neera Jain obtained her M. Phil. and Ph. D degrees from Aligarh Muslim University, Aligarh, India in 1990 and 1993 respectively. She is a licensed Practitioner of Neuro Linguistics Programming (NLP) and an accredited trainer on MBTI, a personality Type Indicator, and FIRO-B, an interpersonal relations inventory from Atlantic Psychologists Press. She has a Post Graduate Certificate in the Teaching of English (PGCTE) from the Central Institute of English and Foreign Languages (CIEFL), Hyderabad, and has qualified for the National Eligibility Test (NET) of UGC. Dr. Jain received MDI's coveted Award for Best Teacher - 'Excellence in Teaching' in 2011; and acknowledged for Best Trainer - Excellence award in 2018, 2020, and 2022; and received the Best Trainer - Excellence award in Training in 2017, 2019, and 2021.

Dr Niva Bhandari

Assistant Professor, Strategy & General Management

Email: niva.bhandari@mdi.ac.in

Phone: 9999630960

Dr Niva Bhandari is a Faculty in Business Communications at MDI - Gurgaon with over 16 years of experience in the development, management and presentation of training programme and courses, both nationally and internationally. She is certified Occupational Personality Questionnaire (OPQ), Assessor and a certified Learning and Development professional. She has designed and delivered training in both in-company and open training programmes. For her training, she has received appreciation honours from many organizations in India and abroad. She is also a visiting faculty and trainer with few IIMs and is impaneled as a trusted trainer by a few organizations. Dr Bhandari is a recipient of the "Femina Woman Super Achiever Award 2017" which was awarded to her for her work by Times Ascent, World HRD Congress and the World Women Leadership Congress. Dr Bhandari is a Harvard Business Publishing certified Case method specialist and uses cases extensively for her training. She has presented research papers at various National and International conclaves/conferences in India and abroad including the one at King's College, London-UK in 2010; Academy of Marketing Conference, 2010 at Coventry - UK; 6th Asian Business Research Conference in Bangkok-Thailand, 2013 and another one on Sustainable touristic practices at Bali-Indonesia, 2014. She has co-authored the book entitled, "The Emerging Themes in Strategies". She is also a member of the Editorial board and reviewing panel of few journals.

She has been a Gold Medalist both in her Graduation and her Human Resource Management post graduate course. A senator at her University, she finished her doctorate in Australian Literature and Post-colonial Studies in the year 2006 on Merit Research Scholarship. She has honours, scholarships, and awards from the Ministry of Education and Youth Services, Govt. of India and the Ministry of Human Resources and Development, Dept of Education, Govt. of India.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The I-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers;
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge-base;
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An Institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



MDI
GURGAON

Management
Development
Institute



**Drafting, Negotiating and Managing
Commercial Contracts – A Guide for
Managers and Executives Negotiating &
Managing Public-Private Partnership and
Vendor Contracts**

September 27-29, 2023 (Wednesday-Friday)

MDI Campus Gurgaon

Background

Business firms are exposed to contracts in all areas of business — agreeing to terms while making partnership agreements with other business firm to execute a public-private partnership contract, purchasing raw material, machinery or technology from supplier, selling goods/services to the buyer, engaging contractor/sub-contractor to perform a contract, and even engaging contract workers through contractors. Knowing the principles of contracts, contract negotiation and management is not just a skill needed by lawyers, it illuminates for every manager or executive a crucial institution that they use all the time and generally take for granted. In the same vein effective contract negotiation and management is a crucial part of any business and the ability to negotiate and draft effective, readable, non-ambiguous contracts is a valuable skill for every manager and executive. Pitfalls in contract drafting, negotiations or management in-turn leads to contractual disputes and legal battles.

This three-day training program, with new materials and updated case examples, is designed and customized to introduce the range of issues that arise when entering and enforcing contracts. The Program will provide an introduction to what a contract is and also provide practical understanding of contractual clauses. Then, participants will be exposed to several case study discussions to uncover key issues surrounding contractual disputes resulting from poor contract negotiation and/or pitfalls in drafting a commercial contract. With the knowledge of what makes a contract and how can they go wrong, Professor will discuss ways and skills to draft and negotiate commercial contracts that are readable, enforceable and protect business firm's interest. Finally, Professor will discuss keys for successful contract execution, management and take away points to avoid contractual disputes during performance. The program will centrally focus on public-private partnerships and tenders.

The Program Instructor, Parul Gupta, has been teaching at MDI Gurgaon and has written and published extensively on contracts. Not only is Professor Gupta a leading academican and trainer on contract law, but she also utilizes a case-study approach to explaining the topic, which creates a unique, practical and enriching training experience.

Objectives

This programme would assist participants, to

- Develop basic understanding of legal aspects of a contract and practical knowledge of contractual clause
- Identify and critically discuss key issues surrounding contractual disputes resulting from poor contract negotiation and/or pitfalls in drafting a commercial contract
- understand ways in which to draft and negotiate commercial contracts that are readable, enforceable and protect their business interest
- know the keys for successful contract execution, management and avoid contractual disputes during performance

Contents

- **Day 1: Legal Aspect of Drafting a Commercial Contract**– Fundamentals of valid contract, possible issues, challenges and pitfalls in drafting a contract
- **Day 2: Contract Management** -Limits to enforcing contracts, and issues excusing the performance of a contract, and contractual dispute resolution
- **Day 3: Contract Negotiations:** Legal rationale and practical knowledge of contractual clause and specific skills needed for negotiating contractual terms and conditions

**Session plan will be shared later*

For whom

This programme is recommended for executives, managers and planners who are actively involved in contract negotiations seeking the best practical ideas in improving contract negotiation and management for their organization. This is a practical short-term program which focuses on developing the key knowledge and skill required by professionals when negotiating and drafting commercial contracts that involve parties, laws or businesses. It is important that professionals have the sufficient knowledge and skills to achieve their desired outcome from a commercial contract negotiation

Faculty

Dr. Parul Gupta (Ph.D. - Law) is the Program Director. She along with the team of core faculty of MDI and experts in this field will facilitate discussions and share their experience.

Venue & Duration

The programme is scheduled during **September 27-29, 2023** on a residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 26, 2023**, to the forenoon of **September 30, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions; (discount applicable in NEPAL also).

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **September 14, 2023**. The last date for withdrawal of nominations is **September 16, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:

MDP Office,
Management Development Institute,
Post Box No. 60, MDI Campus, Mehrauli Road,
Sector - 17, Gurugram - 122 007, Haryana, INDIA
E-mail : ajay.singh@mdi.ac.in
Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534
Tel Nos. : +91-124-4560000
Fax Nos. : +91-124-4560005
E-mail : ajay.singh@mdi.ac.in
Website : <http://www.mdi.ac.in>

Faculty Profile

Dr. Parul Gupta
PhD. (Faculty of Law - Jamia Millia Islamia, New Delhi), LL.M., PGDBM
Associate Professor - Business and Corporate Law
Strategy & General Management
Faculty in-charge - PGDMIB
Email: parul.gupta@mdi.ac.in
Phone : +91-124-4560325/ +918800573545

Prof Gupta, is a faculty of Business and Corporate Law at MDI, Gurgaon. She carries with her an experience of more than 20 years of teaching, training & consultancy. She holds Ph.D. in Law, awarded by Faculty of Law-Jamia Millia Islamia, New Delhi. Previous to joining MDI, she served Army Institute of Management & Technology, Greater Noida for about eleven years. She was received the prestigious General Officer Commanding in Chief Commendation Card, Western Command for the excellent performance and contribution to her field of work. She developed and conducted a customized Management Development programme for judicial officers and court managers of the state of UP. She has been a consultant to Institute of Judicial Training & Research, Lucknow and also to High Court, Allahabad for developing training programme for the judicial officers and court managers. At MDI Gurgaon she conducts a number of training programs for various public sector units and government owned/controlled organizations and departments. It includes, DOPT, training programmes floated by DGR, BEHL, IOCL, Airports Authority of India etc. She deals with courses related to business and corporate law, labour laws, industrial relation laws and transparent public procurement. She is an author of four books and has to her credit several articles published in reputed journals of high impact factor such as; Journal of World Business, Journal of Business Research, International Journal of Information Management, to name a few. She has published more than ten teaching case study lvey case publications, Sage business cases and Emerging Markets Case Studies.



ABOUT MDI

Established in 1972 as an institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The I-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads, in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers.
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge-base.
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An Institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



Management
Development
Institute



Validating Strategy like a Military General
September 28-30, 2023 (Thurs- Sat)

MDI Campus Gurgaon

About the Program

This program focusses on a game changing approach to strategy and planning that will keep businesses ahead of competitors. Developed by military and intelligence agencies, this planning approach is a revolutionary way to stress-test planned strategy in an increasing uncertain world. This approach will help any company strengthen their strategy formulation process by planning better, anticipate emerging competitors and avoid potential disastrous mistakes. Businesses might use this planning approach to stress-test turnaround plans, to reorganize their corporate structures, to set investment targets, and to formulate their pitches too investors.

The tools and techniques discussed in the program helps in validating strategies by forcing executives to take hard look at their deeply ingrained assumptions, examine the ways in which well-defined plans could fail, and consider alternative explanations and perspectives.

Learning Objectives

- To understand the art and science of organization's strategic decision making process and its limitations.
- To challenge all aspects of enterprise's plan, programs, and assumptions - and make them stronger.
- To understand how strategic plans could fail and how future might unfold in unexpected ways.
- To use innovative tools and contrarian thinking that can help organizations avoid costly mistakes and take advantage of opportunities that they did not even know were there

Who Should attend?

All personnel/executives who are intelligent, imaginative, inquisitive, analytical, strategic, logical, self-aware, self-confident, and open-minded, belonging to the upper-middle and top level management of for-profit corporations of any size

Methodology

The program is designed to facilitate learning through interactive methods such as case studies, simulation exercise, industry experiences, and best practices.

Faculty

Core faculty of MDI and experts in this field will facilitate discussions and share their experience.

Venue & Duration

The programme is scheduled during **September 28-30, 2023** on a residential basis at MDI Campus, Mehrauli Road, Sukhrali, Gurugram. Accommodation for participants would be available at MDI Campus from the noon of **September 27, 2023**, to the forenoon of **October 01, 2023**.

Discount Policy

With a view to our long-term relationship with your esteemed organization, we are pleased to introduce the discount policy in a particular programme. The discount will be observed in the following conditions: (discount applicable in NEPAL also).

- 10% Discount against 3-5 nominations
- 20% Discount against more than 5 nominations

Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 40,000/- (Rupees Forty Thousand only)** per participant which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/NEFT/RTGS.

Important Dates

The last date for receipt of nominations is **September 14, 2023**. The last date for withdrawal of nominations is **September 16, 2023**. Any withdrawal received after this date will be subject to deduction as per the Institute's rules. However, substitution may be permitted.

Nominating organizations are advised to await confirmation of acceptance of nominations(s) before sending the participants to the programme venue.

Enquiry

For any Additional information/enquiry, please write to:
MDP Office,
Management Development Institute,
Post Box No. 60, MDI Campus, Mehrauli Road,
Sector - 17, Gurugram - 122 007, Haryana, INDIA
E-mail : ajay.singh@mdi.ac.in
Tel No. : +91-124-4560008

Campus

Direct Tel : +91-124-4560008, 4560004, 4560534
Tel Nos. : +91-124-4560000
Fax Nos. : +91-124-4560005
E-mail : ajay.singh@mdi.ac.in
Website : <http://www.mdi.ac.in>

Faculty Profile

Prof. Ankur Roy
Assistant Professor, Strategic Management
Email : ankur.roy@mdi.ac.in
Phone : +91-70423-28078

Biography

Dr. Ankur Roy holds doctoral degree in strategic management from Banasthali Vidyapith and is a post graduate in management with systems specialization. During his fifteen years in academia he has been associated with institutions like Indian Institute of Management (Ahmedabad), Mody Institute of Technology & Science (Lakshmangarh, Rajasthan), ABV-Indian Institute of Information Technology & Management (Gwalior), etc. for teaching and research. He has publications in peer reviewed national and international journals and has presented papers in conferences / seminars. His research interest includes SME strategy, firm internationalization, family business management and corporate social responsibility. His teaching interest includes Competitive & Corporate Strategy, Mergers & Acquisitions, International Business and Entrepreneurship.

Teaching

Dr. Ankur Roy has taught Strategic Management (Competitive & Corporate), Strategy Consultancy, Mergers & Acquisitions, International Business, Entrepreneurship, and Corporate Social Responsibility to students of PGPM (Full time / Part-time) PGPM and NMP programmes at MDI Gurgaon.

Training

Dr. Ankur Roy has conducted training programs for the following organisations:
Bharat Electronics Limited
Indian Oil Corporation
National Banking Institute, Nepal
Maruti Suzuki - NEXA Dealership
Pernod Ricard
Manipur Finance Service
National Academy of Defence Production
Armed Forces (Independent Director's Program & Certificate Program)



ABOUT MDI

Established in 1972 as an Institute for training, consulting and research activities, Management Development Institute (MDI), Gurgaon, is consistently ranked among the top B-schools of India by reputed agencies and publications.

The Institute has earned accreditation from AACSB International, the world's largest business education alliance. Considered the gold standard for B-schools around the world, the AACSB accreditation will ensure continuous improvement and provide focus for MDI Gurgaon to deliver on its mission, innovate, and drive impact. The Institute already has the distinction of being the first internationally accredited Indian B-school having received accreditation from the Association of MBAs (AMBA), London, in 2005. The following year, the South Asian Quality Assurance Systems (SAQS) too gave accreditation to MDI Gurgaon.

Research is an important constituent of the Institute's vision and mission. Consequently, MDI Gurgaon's academic community is research active and carries out research work of a high international standard that contributes to the national goals of innovation, socio-economic development and environmental sustainability.

The Institute's calendar of activities includes deep-diving guest lectures and panel discussions centred on varied themes. The MDI Wisdom Café Research Seminar Series presents research insights to stimulate reflection and debate. Distinguished academics from outside are invited by different areas of the Institute for this series. The Practitioner Conversation Series is aimed at presenting and disseminating insights from practice and experience by professionals from different fields. Multiple speakers are invited for each event which has a moderator from MDI Gurgaon. The i-Choupal series seeks to present research work in progress and innovative ideas to spur discussion and reflection. Participants get to hear updates and state-of-the-art new leads in research, and innovations in methods and concepts and contribute to extending the frontiers of knowledge.

To promote multi-disciplinary academic as well as practice-oriented research, MDI Gurgaon set up three Centres of Excellence (CoEs) in 2021:

- The CoE for Ethics, Responsible Organisations and ESG Initiatives (CERO) aims to serve as a platform for education, research and engagement on the challenges of ethics and social and environmental responsibility that confront current and future business leaders and policy makers;
- The CoE for Indian Thought and Management (CITM) was launched to coordinate with scholars across the globe for efficiently developing an Indian management knowledge-base;
- The CoE on Digital Economy, Cryptocurrencies and Cyber Security (DECCS) was created to undertake research and joint projects to cater to the complex issues of digital economy and cybersecurity to facilitate government and regulatory bodies in optimising the digital transformation. It will act as a think tank on issues related to digital economy, cybersecurity and cryptocurrencies, bringing in an India-specific context and discussion.

Apart from the CoEs, the MDI Gurgaon has also launched a Teaching Learning Centre. The Centre will facilitate teaching excellence, encourage innovative approaches to design and delivery of courses and programmes, and help support the writing and publication of cases. It aims to bring an innovative approach to curriculum design in the context of experiential learning, short-term management development programmes, as well as online, off-line, blended, and hybrid models of teaching and learning.

Training and development of managers is one of the major activities of MDI Gurgaon. Over 100,000 managers have been trained in the nearly 50 years of the Institute's existence. The Institute prides itself for the personalised training modules that it offers to organisations of different kinds at different levels.

An Institute is known by the achievements of its alumni and the difference they make to the world around them. MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest. With more than 700 members joining the group annually, the alumni network is growing stronger year by year. As of now, there are nearly 9,000 MDI Gurgaon alumni working across 45 countries.

MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. The international partnerships encompass a gamut of interests such as joint research, executive education, and development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange. Today, MDI Gurgaon has partnerships with over 80 B-schools across the world.



Management
Development
Institute