

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

Dated, Chandigarh the 23rd, November, 2023

To

All the Administrative Secretaries of Haryana State.

Subject: - Management Development Institute Gurgaon Upcoming Programme Brochures f/m of December, 2023.

Sir/Madam,

I am directed to refer to the subject noted above and to inform that a copy of E-mail letter dated 16.11.2023 received from Sh. Ajay Singh, MDP Department, Management Development Institute, Mehrauli Road, Sukhrali, Gurugram-122007 has been uploaded on the CS Haryana Website (<http://csharyana.gov.in>).

2. 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,

Banshi Raw
23/11/23

Deputy Superintendent, Training

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

Dated, Chandigarh the 23rd, November, 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 16.11.2023 for information.

Banshi Raw
23/11/23

Deputy Superintendent, Training

Management Development Institute Gurgaon upcoming programmes t/m of December 2023

1 message

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

Training Branch

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16 November 2023 at 12:11

Dear Sir/Ma'am,

Greetings from MDI Gurgaon

Please find attachment herewith upcoming programme brochures for the month of December 2023 to be conducted on campus (residential basis) for your kind perusal.

Also, we are pleased to inform you that MDI offers the following discount for the bulk nominations received in a single Training Programme: -

- 10% Discount against 3-5 nominations
 - 20% Discount against more than 5 nominations
- The maximum discount offered will not exceed 20%

S. No.	MDP Title	Faculty (Prof./Dr.)	Dates	No. of Days	Venue	Fees (Rs.)
1	Supply Chain Management	Manoj K. Srivastava	December 04-06, 2023	3	Campus	40000
2	Managing Competence at Work for High Performance	Nidhi S. Bhasht Priyanka Vallabh	December 06-08, 2023	3	Campus	40000
3	Strategic Financial Analysis for Value-Enhancing Decisions	S. Vona Iyer Shalini Kalra Sahi	December 13-15, 2023	3	Campus	40000
4	Leading with Emotional Intelligence for Stress Management	A. K. Jain	December 18-20, 2023	3	Campus	40000
5	Finance for Non-Finance Executives	Sandeep Gool	December 18-22, 2023	5	Campus	65000
6	Mastering Managerial Communication Competencies	Noora Jain Vidhu Gaur	December 18-20, 2023	3	Campus	40000

We shall highly appreciate it if your esteemed department/organization nominates some of the executives for this important program. We would be happy to provide any further information/clarification on academic and administrative matters.

Looking forward to a few nominations from your esteemed department/organization.

with warm regards,

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

6 attachments

- FIN-Finance for Non-Finance Executives - December 2023.pdf
689K
- BC-Mastering Managerial Communication Competencies- dec 2023.pdf
690K
- OB-Leading with Emotional Intelligence for Stress Management-Dec 2023.pdf
691K
- FIN-Strategic Financial Analysis for Value-Enhancing Decisions- Dec 2023.pdf
667K
- HRM-Managing Competence at Work for High Performance- Dec 2023.pdf
647K
- OM-Supply Chain Management-Dec 2023.pdf
662K



Supply Chain Management
December 04-06, 2023 (Mon-Wed)

MDI Campus Gurgaon

Background

The function of logistics and supply chain management is to design and manage the processes, assets, and flows of material and information required to satisfy customer's demands. Supply logistics related costs account for 20-25% of a typical firm's total cost. On the revenue side the supply chain decisions have a direct impact on the market penetration and customer service. Globalization of economy and electronic commerce has heightened the strategic importance of supply chain management and created new opportunities for using supply chain strategy and planning as a competitive tool. Electronic commerce has not only created new distribution channels for consumers but also revolutionized the industrial marketplace by facilitating inter-firm communication and by creating efficient markets through trading communities. Moreover combination of enterprise information infrastructure and the Internet has paved the way for a variety of supply chain optimization technologies.

Supply chain management demands a unique blend of forecasting, inventory management and well designed performance measurement system. The collaboration is the key, which demands transparency among various supply chain members. The information visibility, needed for this transparency is well supported by the recent technological advancements. A practicing supply chain manager must know the value of collaboration, information visibility and forecasting to design a well performing supply chain.

Objectives

This programme would assist participants

- To develop an understanding of key drivers of logistics and supply chain performance and their inter-relationships with strategy and other functions of the company such as marketing, manufacturing and accounting.
- To impart analytical and problem solving skills necessary to develop solutions for a variety of logistics and supply chain management and design problems and develop an understanding for use of information technology in supply chain optimization.
- To understand the complexity of inter-firm and intra-firm coordination in implementing programs such as e-collaboration, quick response, jointly managed inventories and strategic alliances.
- To understand the value of managing the supply chain of a business enterprise by learning new strategic approaches and techniques in meeting all supply chain challenges of managing risk through achieving global optimization.
- To understand the impact of recent trends on supply chain dynamics such as globalization, industry consolidation, disruption risks (e.g. terrorist attack or avian flu pandemic), technology developments, and innovation.

Contents

- Introduction to Supply Chain Management
- Supply Chain Processes, Drivers
- Logistics trade-offs and Transportation Management
- Problems and Obstacles in Supply Chain
- Achieving Strategic fit and Scope in SCM
- Strategic Sourcing: Towards procurement excellence
- Demand Forecasting: Anticipating future to manage it
- Recent Trends and Best Practices in Supply Chain

Faculty

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

For Whom

This programme is designed for executives in charge of creating and/or coordinating a supply chain strategy to bring their company performance to world-class standards. Executives who will take the greatest value from this MDP are:

- supply chain, sourcing and operations executives responsible for delivering outstanding customer service with high flexibility and minimum costs
- cross-company teams responsible for managing customer-supplier relations and maximizing the benefits coming from their partnerships
- executives committed to excellence in developing and managing successful and world-class supply chain strategies and operations in this increasing global and competitive environment

Venue & Duration

The programme is scheduled during **December 04-06, 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 **December 03, 2023**, to the forenoon of **December 07, 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 November 22, 2023. The last date for withdrawal of nominations is November 23, 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. Manoj K Srivastava
Associate Professor, Operations Management
Area Lead - Operations Management
Email : mks@mdi.ac.in
Phone : +91-124-4560377

Prof. (Dr.) Manoj K. Srivastava is Associate Professor and Area Chairperson of Operations Management at Management Development Institute, Gurgaon. He obtained his B.E. (Mechanical Engineering) from IIT-Roorkee in 1993 and M.Tech. (Management & Systems) from IIT-Delhi in 1995. He received his Ph.D. in Supply Chain Management from BITS-Pilani. Prior to join MDI-Gurgaon, he was faculty in Management Department at BITS-Pilani. He has handled various positions at MDI like Chairman of Executive Management Programme, Chairman of Alumni Affairs and Placement Coordinator for Executive Management Programmes.

He has been recipient of SEVEN excellence awards at MDI: namely Best Trainer (2008-09), Best Teacher (2009-10), Best Teacher (2011-12), Best Trainer (2012-13), Best Teacher (2014-15), Best Teacher (2016-17) and Best Teacher (2018-19) in last 12 years. Recently, he has been elected by MDI students as "Professor of the Year 2021" on InsideIIM portal.

He is having 24 years' rich experience in management teaching, training, consulting and research. His research interests are in Supply Chain Performance Management, Supply Chain Resilience, e-SCM, Project Management, Operations Strategy, Decision Sciences and Service Operations Management. He offers courses and sessions on topics like Operations Management, Logistics & Supply Chain Management, Project Management, Strategic Sourcing, RFID, Lean Manufacturing, Performance Measurement Systems, Emerging Technologies, Disruptive Innovation, New Product Development, Creative Problem Solving, Managing Services, Balanced Scorecard, Best Practice Benchmarking, Smart Warehouse & Inventory Management, Operations Excellence, Kaizen & 5S for Visual Workplace, Design Thinking, Supply Chain Analytics, Industry 4.0, Blockchain Applications and Strategic Decision Making in various long and short term programmes, both in academic and training mode.

He has taken training sessions in on-campus and in-company MDPs conducted for executives of more than 86 Companies.

He has been Programme Director for more than 205 MDPs as well, namely Bharat Electronics Limited (BEL), Advanced mid-career training programme (Overseas, Duke University-USA) for IRS officers, Indian Armed Forces, ONGC (Overseas, Groningen, Antwerp, Paris and Frankfurt), Corporation Bank, Central Warehouse Corporation (CWC), NK Minda Group, Punj Lloyd, Defence Research & Development Organization (DRDO), Airports Authority of India (AAI), Magneti Marelli India, Maruti Suzuki India Limited (MSIL), Indian Ordnance Factories, SBI Cards & Payment Services Private Limited-Gurgaon, Delhi International Airport (P) Limited (DIAL) and Global Executive MBA Programme, India Module (in partnership with HHL Leipzig Graduate School of Management, Germany and EADA, Spain).

He has also designed and delivered customized training programme as resource person for companies like Petronet LNG Limited, Jones Lang LaSalle, Samsung, SAS-India, Hewlett International, Perfetti Van Melle, Eli Lilly, IndianOil Corporation Limited (IOCL), NTPC-SAIL Power Company Private Limited (NSPCL)-Bhilai, JSW Energy Limited, Cairn Oil & Gas vertical of Vedanta Limited, Ganpact-India, Bajaj Auto Limited-Pune, Amway India Enterprises Private Limited, Valvoline Cummins Private Limited-Gurgaon, SBI Cards & Payment Services Private Limited, Birlasoft (India) Limited-Noida and Minda Industries Limited-Gurgaon.

He is visiting professor at IIM-Lucknow, IIM-Ranchi, IIM-Kashipur, IIM-Sambalpur, Shiv Nadar University-Dadri, Fore School of Management-New Delhi, Centre for Organization Development (COD)-Hyderabad and Haryana Institute of Public Administration (HIPA)-Gurgaon for Supply Chain Management and Operations Management courses. He is also associated with many consulting assignments in the area of Operations and Supply Chain Management and developing training modules for the client by assessing their training needs.

He has guided more than 251 dissertations in management field for the students of various post-graduate programmes. Five FPM (Ph.D.) thesis in supply chain management have been successfully completed under his supervision and presently one FPM (Ph.D.) thesis is in-process under his guidance. He has published research papers in supply chain field in various national and international journals of repute like, Asia-Pacific Journal of Business Administration, International Journal of Information Systems and Supply Chain Management, International Journal of Quality & Reliability Management, British Journal of Healthcare Management, British Food Journal, International Journal of Technology Management and Sustainable Development etc. and authored study material on World Class Manufacturing. He has also authored 22 Cases in case publishing houses like Ivey Publishing-Canada and The Case Centre-UK. He is also the member of "FICCI National Logistics Committee", set up towards achieving substantial improvement in the logistic sector of the country.

He can be reached through these coordinates: +91-124-4560377 | +91-9910337312 | <http://mksepistem.byethost7.com> | mks@mdi.ac.in



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



**Managing Competence at
Work for High Performance**
December 06-08, 2023 (Wed-Fri)

MDI Campus Gurgaon

Introduction

People can be the greatest source of strength as well as stress at work. Irrespective of the industry, the contemporary organizations are facing myriad challenges like ever-changing complex and dynamic external environment, retention of top talent, changing employee expectations, increased role of HR analytics, managing diversity at work etc. To overcome these challenges, identifying and optimizing the practices, that are required to achieve the strategic direction through competence management, plays a significant role. Thus, competency management is the foundation of improved performance and high productivity in organizations. But many managers find it difficult to manage competencies at work. In this regard, this training program will be helpful for leaders and managers to manage and develop competence at work, to deliver the organizational objectives. It will also help in improving cognitive, managerial, personal effectiveness and other skills that predict superior performance at work.

Contents

- Identifying core competencies
- Leveraging on the existing competencies and filling the gaps
- Developing team and individual level competencies
- Development and career pathing
- Goal setting for peak performance
- Developing leadership competencies
- Effective feedback for continuous improvement
- Managing diverse workforce

Target Audience/ For Whom

The Programme is open for early or middle level executives from the Public sector, Private sector – MNCs, Hospitals, Financial Institutions, Banks, and educational institutions etc. HR professionals who are responsible for career planning and development may also attend the programme.

Methodology

The programme would consist of a mix of personal assessments; individual and group exercises; concept sessions; and case discussions.

Venue & Duration

The programme is scheduled during **December 06-08, 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 **December 05, 2023**, to the forenoon of **December 09, 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 **November 22, 2023**. The last date for withdrawal of nominations is **November 23, 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.

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Campus

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Tel Nos. : +91-124-4560000
Fax Nos. : +91-124-4560005
E-mail : ajay.singh@mdl.ac.in
Website : <http://www.mdl.ac.in>

Faculty Profile

Dr. Nidhi S. Bisht

Assistant Professor, Organizational Behavior & Human Resource Management

Email : nidhi.bisht@mdl.ac.in

Phone : +91-124-4560325

Nidhi S. Bisht is a Ph.D and MBA (Gold medalist) from Kumaun University, Nainital, with more than 17 years of experience in teaching, research and administration. She has published many research papers in national and international journals and cases with Ivey Publishing and Sage Business Cases. She has authored book chapters, articles and book reviews on various topics related to human resource systems and innovative HR practices. She has presented papers in various national and international conferences with 4 'Best Paper' awards to her credit.

She has designed various MDPs, and has served as a trainer for Indian armed forces (Army, Navy and Air Force), KPMG, Canara Bank (E4 level), Punjab National Bank, Oriental Bank of Commerce (E4 level), Bharat Electronics Limited (E2/E3/E4 level; middle level HR managers and senior level HR managers), Gas Authority of India Limited- HR managers, Chief Engineers- Indian Army, Reserve Bank of India, Indian Oil Corporation Limited (vigilance officers), Canara Bank (Divisional/ Chief managers), THDC India Limited, Projects & Development India Ltd, National Projects Construction Corporation Limited, Hyundai, Reliance Life Insurance, Vodafone, Mankind Pharma Limited, Power Finance Corporation Limited, Oriental bank of Commerce (HR specialist officers, scale IV officers), CSD, National Academy of Defense Production, among others.

Her teaching interests include HR Systems and Processes, Compensation management and Diversity & Inclusion; and her current research interests are employee engagement, technology at work, and diversity. She has co-edited a book on management practices and is a member of Academy of Management (AOM), USA, National HRD Network, and Strategic Human Resource Management.

Dr. Priyanka Vallabh

B.E. (Electrical), FPM (XLRI, Jamshedpur) Assistant Professor

Organizational Behavior & Human Resource Management

Email: priyanka.vallabh@mdl.ac.in

Phone: +91-124-4560314

Priyanka Vallabh is a qualified Electrical Engineer. She has completed her doctoral thesis in Organizational behavior area from XLRI – Xavier School of Management, Jamshedpur, India. Prior to her thesis work, she had taught courses in Electrical Engineering and also worked for an electrical equipment manufacturing company. Her research interests are Organizational Design and Change, Managerial Decision Making, Business Ethics, Workplace Spirituality, Diversity and Inclusion.

She has also been visiting faculty at IIT Delhi, IIFT Delhi, XLRI Jamshedpur, IIM Amritsar, IIM Sirmaur, IICM (Ranchi) etc. She had also contributed research papers in International and National Journals. She has also presented papers in reputed international conferences and seminars like one organized by Yale University and University of Arkansas, USA. She has also taken training sessions for executives of many organizations like IICM (Ranchi), LIC, THDC, BEL, IRCON, NADP etc.



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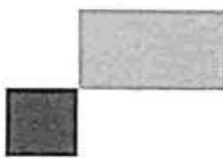
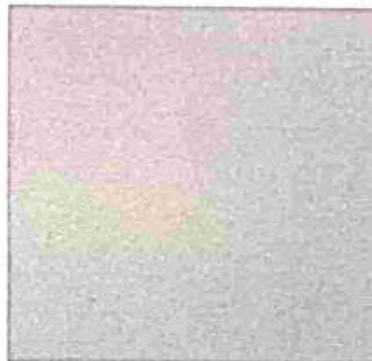
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MDI
GURGAON

Management
Development
Institute



Strategic Financial Analysis for Value-Enhancing Decisions

December 13-15, 2023 (Wed- Fri)

MDI Campus Gurgaon

Background

Managing a business is all about taking decisions – operational as well as strategic. Every decision – from whether to make a strategic business acquisition, to whether to purchase a new water cooler for the office – has financial implications. If the ultimate goal of any business is to create value – for its shareholders, for its other stakeholders and for the society at large – and the responsibility of every decision maker is to contribute to this value generation, it becomes imperative to understand how decisions taken in a business context add to or detract from business value.

And above all, it is essential for every decision maker to know what constitutes value!

Who should attend?

- Professionals and executives in decision-making roles in business organizations, large or small.
- Business executives with functional or general management responsibilities who would like to enhance effectiveness of their decisions from a business value creation perspective.
- The effectiveness of the programme for a sponsoring organization would increase if the participants include senior executives along with their team members, who support with analysis, evaluation and implementation of the frameworks discussed in the programme.

Participants may or may not have prior knowledge of finance. However, it will help if they have a preliminary idea of the basic financial statements viz. balance sheet, income statement and cash flow statement

Learning Outcome

After completing this programme the participant should be able to

- Read and analyze financial statements and connect them to business model and strategy
- Use management accounting and corporate finance tools to evaluate operational and strategic decisions
- Intelligently contribute to discussions on value creation potential of capital investments market entry/ exit, mergers & acquisitions, and so on.

Contents

- Financial statements and their analysis for evaluating current performance and bench marking with peers
- Capital budgeting and investment decisions
- Working capital management
- Break-even analysis, CVP analysis, activity-based costing, customer profitability analysis.
- Impact of capital structure and dividend decisions on business value
- Business valuation techniques – discounted cash flow and relative value techniques, EVA
- Value creation through Sustainable Finance

Methodology

The program is designed to facilitate learning through interactive methods such as case studies, 'do-it-yourself' approaches, best practices, and interactive sessions.

For Whom

Executives at all levels in organisations such as government, public and private sectors, MNCs and NGOs etc.

Venue & Duration

The programme is scheduled during **December 13-15, 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 **December 12, 2023**, to the forenoon of **December 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 is applicable in NEPAL also)

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

Registration & Fees

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Important Dates

The last date for receipt of nominations is **November 30, 2023**. The last date for withdrawal of nominations is **December 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

Prof. S. Veena Iyer,
Associate Professor,
Accounting & Finance Area, MDI-Gurgaon
Email Id- s.veena@mdi.ac.in

Prof. S. Veena Iyer is Associate Professor in the Accounting & Finance area at MDI Gurgaon. A Fellow (FPM) of IIM, Bangalore, she has a Masters degree in Business Economics from the University of Delhi. With close to 20 years of industry and academic experience, Prof. Iyer's areas of interest include banking, business valuation and corporate finance. As an industry practice lead, she has led and been part of research and consulting assignments for clients involving business plan writing and valuation, credit risk assessment, M&A analysis, etc. She has published articles and business cases on varied topics including the business valuation and banking.

Prof. Shalini Kalra Sahi,
Assistant Professor,
Accounting & Finance Area, MDI-Gurgaon
Email Id- skalrasahi@mdi.ac.in

Prof. Shalini Kalra Sahi is a Fellow (FPM) of MDI, Gurgaon, India and has a Masters in Business Economics (MBE) and M.Phil (Business Economics) from University of Delhi, India. She has more than 14 years of teaching experience. She has the NET certification from University Grants Commission (UGC), New Delhi.

Prof. Sahi's teaching interests are in the areas of Behavioral Finance, Managerial Accounting and Corporate Finance. Her research and consulting interests are in the areas of behavioral finance and investor psychology, qualitative aspects of money and finance and impact of personality in financial planning and management. She has a number of papers published in both national and international journals.



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.

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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.

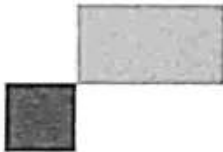
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MDI Gurgaon nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, the Institute realised the emerging role of international markets and the need for B-schools to groom managers with an 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



Leading with Emotional Intelligence for Stress Management

December 18-20, 2023 (Mon- Wed)

MDI Campus Gurgaon

Context

The purpose of conducting three days training program is to develop awareness and competencies about the concept of emotional intelligence in the leaders and managers of professional organizations working across various industry context including hospitality, manufacturing, defense, NGOs, academics etc.

The present social and economic context has impacted the functioning and adaptability of professional organizations. The complexity and volatility of environmental change has generated a serious concern about behavioral and emotional competencies of senior and top leadership regarding how to cope up with the challenge of sustainable profitable growth. Leaders' decision making has become too abrupt and chaotic at personal and professional level. Examples of mental disorders, suicides, divorces, anxiety, fears, sleeplessness is raising questions about the psychological well being of working executives their ability to cope up with work or non-work related stress. Current observations indicates that executives are earning well but there is a loss of happiness, life satisfaction, harmonious relationship and a culture of mutual trust and support. Hatred and jealousy are new normal of organizational behavior.

Tomorrow's organization needs to employ a workforce with rich psychological resources in the form of hope, optimism, resilience, self-management, spirituality, adaptability, and ability to manage stress positively. Such competencies are not only essential at the work place but also at home. In this context, Salovey and Meyer (1990), Goleman (1995) and Bar On (1997) found the relevance of the concept of Emotional Intelligence (EI) in the process of coping up with the environmental demands and pressure. These proponents of EI say that the ability to handle stresses of modern workplace may be actually more important than intellectual competency of employees. EI draws on a research tradition, which focuses on intelligent behavior in natural situations, or practical intelligence which defined as is an aggregate of abilities, skills, and competencies that represent collection of knowledge used to cope up with life effectively.

Research studies in the area of emotional intelligence demonstrate that people with high emotional intelligence (a) are able to effectively communicate with one another, (b) are willing to contribute beyond the expectations to the overall growth of the organization and, (c) work for a common purpose of the organization. Consequently, it means that EI increases leadership and teaming skills to achieve personal and organizational effectiveness. In Indian context, research studies (e.g., Jain et al., 2014, Jain & Sinha, 2005; Sinha & Jain, 2004) showed the imperatives of EI for organizations in the area of personal effectiveness, employee commitment, psychological health, trust in manager, job satisfaction and organizational effectiveness. Therefore, this program is designed to help managers to become psychologically healthy and be able to build and lead a team effectively.

Contents

- Business Environment and Need for Emotional Intelligence competencies
- Concept and Measurement of Emotional Intelligence
- Emotional Intelligence for Effective Leadership Styles
- Emotional Intelligence and Teaming skills
- Emotional Intelligence and Mental Well being
- Emotional Intelligence for Decision Making and Problem Solving
- Development and Emotional Intelligence: Role of Personality, Values and Organizational Culture
- Indian Model of Emotional Intelligence in Hinduism, Jainism, Buddhism, Sikhism
- Dark sides of Emotional Intelligence

Teaching Pedagogy

The sessions will be largely participatory and experiential in nature through the following ways;

- Power point presentations
- Films and videos
- Business cases
- Reading material
- Simulation exercises
- Reflecting on one's style of thinking, feeling and motivation
- Context sensitivity
- Project work

For Whom

The programme is designed for top and senior level managers working in various departments and industries in Private, Public and Multi National Companies (MNCs), NGOs, or defence services where people management is a challenge.

Faculty

The faculty will comprise of MDI core faculty and professionals from industry with varied experience in project conceptualization, planning, implementation and control

Venue & Duration

The programme is scheduled during **December 18-20, 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 **December 17, 2023**, to the forenoon of **December 21, 2023**.

Discount Policy

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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

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 on board of several organizations e.g., Member, Senate of IIT, Indore, 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.

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.

Prof Jain has designed and delivered training programs for several private sector companies including ABB, Nestle, Teijin, Microsoft, Sentiss 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.

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.



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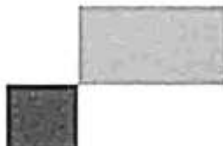
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Management
Development
Institute



Finance for Non-Finance Executives
December 18-22, 2023 (Mon- Fri)

MDI Campus Gurgaon

Why You Should Attend?

Operating managers, in order to be effective and result oriented should be finance savvy, able to understand and present, drive and measure business plans in terms of financial figures and communicate in a common 'business language' through financial figures. Introductory programme on finance is instrumental to enhance the profile of operating managers. Finance cuts across levels and businesses and has unifying influence. Further, operating managers need to be equipped with a financial decision making tool kit which helps them to identify businesses to get into, take pricing decisions, decide on the product mix, identify areas for cost reduction and take a make or buy decisions. This program aims to meet the requirements of operating managers in different functional areas who would like to be well versed with the introductory nuances of finance.

Contents

- Understanding and Analysis of Financial Statements
 - Statement of Profit and Loss
 - Balance Sheet
 - Cash Flow Statement
 - Use of Financial Ratios as Key indicators
- Cost information for Problem Solving and Decision-Making
 - Types of Costs
 - Understanding of Cost Behaviour
 - Establishing Break - Even Levels
 - Using Costing for Product Pricing
- Evaluation of Capital Investment Projects
 - Time Value of Money
 - Project Cash Flows : Estimation
 - Techniques of Evaluation : Payback/NPV/IRR
- Working Capital Management
 - Estimation of Working Capital Requirements
 - Working Capital Cycle
 - Management of Inventory/Receivables/Cash/Payables
- Strategic Finance
 - Financial Markets and Instruments
 - Tax Planning and Management
 - International Finance

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 **December 18-22, 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 **December 17, 2023**, to the forenoon of **December 23, 2023**.

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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), UtlaraTech 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.



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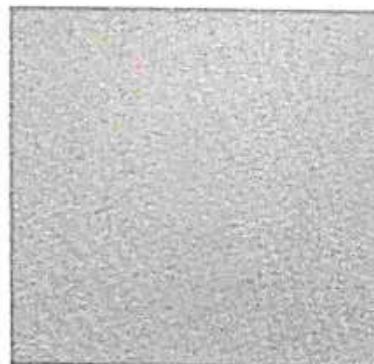
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MDI
GURGAON

Management
Development
Institute



**Mastering Managerial
Communication Competencies
December 18-20, 2023 (Mon- Wed)**

MDI Campus Gurgaon

Introduction

If delivering any task efficiently and effectively, building harmonious relationships, connecting with people from diverse backgrounds and persuading people to join hands with you in whatever you endeavor are some of the things you aspire for, then this programme is designed especially for you.

Our understanding and the related research has time and again proven that Communication is not the only but certainly an essential skill required for delivering excellent results and achieving upward mobility. The research indicates that professionals who have demonstrated effectiveness, both in building relations and delivering results, have high Communication Competence.

This programme is designed to help managers at the middle level positions to come and test themselves and further their communication skills in a lab like environment through the use of carefully designed techniques: film analysis, theater, experiential learning, cases and plethora of live examples. This programme ensures a resounding success for enthusiastic participants.

Our Promise

To enhance knowledge, skill and attitude related to human communication.

Contents

- Basic Understanding of Human Communication Process
- Enhancing Intrapersonal & Interpersonal communication
- Appreciating Intercultural Communication
- Developing Non-verbal & Listening skills
- Honing Public Speaking & Presentation skills
- Appreciating Virtual Communications

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.

Venue & Duration

The programme is scheduled during **December 18-20, 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 **December 17, 2023**, to the forenoon of **December 21, 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 **December 06, 2023**. The last date for withdrawal of nominations is **December 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:

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Faculty Profile

Dr. Neera Jain

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

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Dr. Neera Jain is Professor in the Business Communication area at the Management Development Institute, Gurugram. 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 IIT 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 Asianic 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. Vidhu Gaur

Assistant Professor, Strategy & General Management

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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 (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.



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