

Programme Brochure 2016-17

Professional Development Programmes

[MDP]

Management Through Knowledge and Values



Indian Institute of Management



"The Mission Called IIM Rohtak"

The great Nalanda, the ancient Indian University renowned for its scholarship and knowledge resources was probably the first international university,

Attracting scholars from far and wide...

The vision of IIM Rohtak is to be a global leader in management education and to be

India's future Nalanda in management.



CONTENT

Particulars	Page No.
1. Message from the Director	1
2. Message from Dean (Research & Executive Education)	2
3. Message from the Chairperson, PDP	3
4. About IIM Rohtak	4
5. Infrastructure	5-7
6. Programmes Calendar	8-9
7. Programmes Details	10-41
8. Nomination Process	42
9. Important Contacts	43
10. MDP Nomination Form	44
12. Reaching IIM Rohtak	45

DIRECTOR'S MESSAGE

An IIM has a basic objective of developing management resources needed for the growth of business and the development of society. This objective is served mainly through regular long-duration programmes and shorter skill development programmes. The Professional Development Programmes (training programmes) of IIM Rohtak are being designed as short-duration skill development programmes for business executives who cannot attend long-duration programmes in view of their pressing professional requirements, but who need periodic skills enhancement to succeed in an intensely competitive globalized world.



IIM Rohtak is the 8th IIM setup by Ministry of HRD, Government of India. Currently it is the only IIM within the National Capital Region of India. The vision of IIM Rohtak is to be a global leader in management education and in the creation and dissemination of (management) knowledge like our ancient Nalanda was. Commensurate with its noble vision, IIM Rohtak's mission is to be in the fore front of knowledge creation through research of world-wide dissemination of knowledge. IIM Rohtak is determined to help develop managers with an excellent sense of purpose with respect to their corporate mission and strengthen their personality by reinforcing professional integrity and social commitment. It's also IIM Rohtak's aspiration to be a vital link in the new socio-cultural milieu of India that has fairness and transparency close to its heart.

Each of the Professional Development Programmes of IIM Rohtak is handled by faculty members with a clear expertise in their field. The programmes are enriched by practitioners from respective field. While the key consideration is competency building, the corner stone of each programme is value for money to participants. With the focus, expertise and sense of purpose of IIM Rohtak, the Professional Development Programmes of IIM Rohtak will help you achieve faster success in your professional career.

I warmly welcome you to be a stakeholder of IIM Rohtak and an ambassador of the goodwill between our organizations.

With best wishes,

Professor Atanu Rakshit

MESSAGE FROM THE DEAN (RESEARCH & EXECUTIVE EDUCATION)

Management Development Programmes (MDP) of IIM Rohtak are designed to equip the working executives and practicing managers with necessary skills and capabilities to understand and address the challenges of the business environment.

The dynamic global business environment requires all the managers to be proactive in understanding and influencing the business decision. Keeping in view the overall strategic objectives the MDPs of IIM Rohtak enable the need of business organizations to take appropriate decisions in such dynamic environment.

To facilitate the professionals and the organizations, IIM Rohtak offers two different kinds of MDPs namely open and customized. Open MDPs are the programmes which are more general in nature to meet the common needs of a diverse set of professionals. These MDPs are predesigned by IIM Rohtak and the professionals may choose the programmes which meet their requirements. On the other hand, a customized programme is designed keeping in consideration the specific requirements of an organization. Many organizations have so far benefited from such customized programmes conducted by IIM Rohtak.

The portfolio of open MDPs offered by IIM Rohtak comprise of a vast array of topics across various domains to sharpen the capabilities of the participants. Delivered through a rigorous process, our MDPs ensure that the participant take the front seat in understanding and solving business problems. This is ensured through relevant case studies, problem solving, role-plays, team activities, videos and industry visits combined with lectures. More details about the programmes may be explored through the Programme Brochure.

With good wishes,

Professor Sanjay Jharkharia



MESSAGE FROM THE CHAIRPERSON, PDP

IIM Rohtak, closely following its mission, actively promotes Professional Development Programmes (PDPs) for practicing managers and executives (corporate and non-corporate) by organizing industry sponsored as well as open programmes throughout the year. Over the past few years we have offered programmes in different areas of our expertise. Some of the broad areas are financial management, marketing management, human resources management, leadership and organization development, information technology, business analytics and cloud computing, operational excellence and supply chain management, corporate governance, social entrepreneurship, project management and strategic management.



Open Management Development Programmes (MDPs) organized by the institute are carefully designed keeping in mind the evolving requirements of businesses as well as changes in the external environment and delivered through the Institute's faculty who have knowledge and expertise in relevant areas. The institute also organizes sponsored MDPs designed to suit the specific requirements of a business. Experts from industry and academia are often invited to join the Institute's faculty to share their knowledge and insights during a programme. We also conduct Faculty Development Programmes (FDPs) focusing on areas such as research methodology and pedagogy, specially designed to suit the capacity building efforts of academic institutions in the National Capital Region and beyond.

We cordially invite you to participate in the PDPs - open as well as sponsored - offered by IIM Rohtak. We look forward to establishing a fruitful and longstanding association with you and your organization.

Best wishes,

Dr. Malay Biswas

ABOUT IIM ROHTAK

Along time ago, we made a tryst with destiny. Now the time has come to redeem our pledge not wholly or in full measures but very substantially. Nehru's words on 15th August, 1947, echo unto this day. Its echo is in the Government's vision of promoting excellence in management education. The establishment of the 8th Indian Institute of Management at Rohtak on the 16th of November 2009 manifests this enduring vision.

It has been over two and a half years since that day and, during this period we have come a long way. A vibrant student community, brought into one place from diverse cultural and educational backgrounds, is poised to take the nation by surprise. With exceptional performances in various competitions, frequent industry interactions and a spectacular placement record, IIM Rohtak stands proud as one of the passionate entrants into the IIM family.

True to the IIM legacy, IIM Rohtak aspires to impart knowledge of business disciplines with a unique cross-functional perspective to prepare ethical and innovative leaders for the good of not just the nation, but the world. We seek to build in our students advanced leadership skills, an appreciation for the impact of management systems on the working of organizations, and an understanding of the strategic, economic and operating significance of even the smallest of events in the current and foreseeable global scenario. Set with in the verdant surroundings of Maharshi Dayanand University, IIM Rohtak has access to some of the finest academic, cultural and sports facilities in the country. Our own campus is currently in the process of being developed in an area of over 200 acres in the nearby township of Sunaria.

IIM Rohtak has a strategic location in the National Capital Region (it's the only IIM in the NCR) that can facilitate it to a global Centre of learning with the right efforts on intellectual capital and knowledge resources. Commensurate with this, the vision of IIM Rohtak is to be a global leader in management education and in the creation and dissemination of knowledge like our ancient Nalanda was.

INFRASTRUCTURE

Institute is currently functioning from a transit campus within Maharshi Dayanand University's 800 acre campus. Apart from the main academic block, the Institute also has access to them magnificent Tagore auditorium, the massive Vivekananda Library, a luxurious guest house, a number of small syndicate rooms, and student dormitories within the campus. Residences for the members of the Faculty are situated with in the campus.

The PGP block, with its ultra-modern facilities, houses state-of-the-art classrooms with the latest audio visual systems and a well-stocked library boasting access to some of the most comprehensive digital resources in the world. In addition, the entire campus, including the hostels and faculty houses, is interconnected via the University's own residential gateway.

Work is getting initiated on a 200-acre plot of land in Sunaria, for the construction of a state-of-the-art academic cum residential campus. The planned Academic Block will comprise faculty rooms, ergonomically designed lecture theatres, a cafeteria, conference halls, a video conferencing studio and a well-stocked library. The residential area will include halls of residence, a sports complex and a golf course. The building plan has been designed to meet global environmental standards in ecologically sustainable designs in order to ensure efficient use of energy and natural resources within the system.

IT Resources Centre (ITRC)

The IT setup at IIMR comprises of a multi-layered architecture, the lowest layer of which is made up of personal computers and workstations. The next layer consists of Active Directory Server and Database Servers. The third layer consists of Web Server, Mail Server and other high-end servers/computers required for high resources demanding tasks. The academic buildings, including hostel in the campus are part of the campus LAN and all the services available on the LAN can be accessed from any system.

Video Conferencing Facility

Institute is in process of creating full-fledged video conferencing (VC) facility supported by world leading brand of equipment. This will empower the institute to provide virtual classroom capabilities with multi location delivery system. This multi-site live video conferencing facility will be provided through 6Mbps connectivity. The VC equipment is compatible with both IP and ISDN to ensure proper communication interface with available technologies. In addition to three large LED display, multiple full HD cameras are also available for capturing the session proceedings. The other important components are document presenter, electronic writing panel with full- fledged HD audio system and high definition projection system. The centralized control panel will be used to manage the whole VC activities through a user-friendly touch screen facility. Powerful software component and tools will ensure the seamless integration of this equipment.

Hardware Infrastructure

High-end personal computers (i3 and i5) connected over the campus LAN under some of the latest Operating Systems running on some of the latest High-end Quad core Xeon Processor based IBM Servers. Computer Lab and Class Rooms are equipped with the Corei5 Second generation and Corei3 processor based computers.

An environment of wide variety of operating systems such as Windows7 Professional, Windows vista, Windows Server 2008-R2 and Redhat Enterprises Linux 6 has been established in IIM Rohtak to make students familiar with latest operating systems.

Network printing facility is available on a wide variety of printers such as Heavy Duty Color Multi-Function Network Laser Printers. These printers are accessible from hostel. Other equipment available in Computer Centre includes Notebooks, CD/DVD Writers, High quality Scanners and LCD Projectors.

Campus Network

The Academic buildings in the campus are interconnected through a 6 core SMF Gigabit Fiber Optic back bone. The connectivity to Desktops is using 4 pair CAT6UTP cable ensuring a dedicated 100Mbps bandwidth at desktop level. The Computer Center acts as the main hub of the network and hosts a layer 3 back bone switch. The work group switches are located in the respective buildings. All the hostel rooms are also connected to the campus Wi-Fi.

The Wi-Fi has been enabled to provide mobility to the users in accessing various services available on institute's network. All the guest houses and residences are connected via Wi-Fi backbone. Classrooms, Library, Computer Centre, and Seminar Hall have been enabled with indoor wireless network.

Database & Software - CMIE Database, Capex, Prowess, Proquest, EBSCO, SPSS19, Amos19, Analysis tools.

Knowledge Resources Centre (KRC)

IIM Rohtak library has a rich collection of books in business and management subjects. It also has an extensive reference collection with subscription of several Journals (Strategic Management Journal, Biometrika, Journal of Consumer Research, Journal of The Academy of Marketing Science, Journal of Business Venturing, Sloan Management Review, Journal of Portfolio Management, Journal of Futures Markets, Journal of Derivatives, Journal of Operations Management, Supply Chain Management, Management Science, Organization Science, Operations Research, etc.), encyclopedias, year books, reports, project reports, CDs/DVDs, working papers, etc.



Various electronic databases available are :

Prowess (CMIE), Capex (CMIE), ABI/INFORM COMPLETE (Proquest), Business Source Complete (EBSCO), Capitaline Neo, Capitaline CSS, Capitaline News Arc, Capitaline NAV, ISI Emerging Markets, and India Stat.

The library has the latest version of the online system LSWEB OPAC maintained by Lib Sys. All the users can search books, CDs/DVDs; articles etc. and see the details of books, CDs/DVDs, articles issued against their account.





INDIAN INSTITUTE OF MANAGEMENT ROHTAK

Management Development Programme Calendar (2016-17)

Programme	Faculty Coordinator(s)	Date & Duration	Venue	Programme Fees (in Rs) (excl. of service tax)	
				Residential	Non Residential
Business Simulation Lab	Prof. Koustab Ghosh Prof. Dharam Pal	3 Days (May 23-25, 2016)	HIPA Gurgaon	43000/-	40000/-
Game Theory for Strategic Thinking	Dr. Suresh Kumar Jakhar	3 Days (July 14-16, 2016)	IIM Rohtak	24000/-	16500/-
School Leadership	Dr. Koustab Ghosh	3 Days (July 28-30, 2016)	IIM Rohtak	30000/-	22500/-
Practices in Logistics & Supply Chain Management	Prof. Sanjay Jharkharia	3 Days (Aug 11-13, 2016)	IIM Rohtak	24000/-	16500/-
Corporate Governance in a Changing Environment	Dr. Rojers P Joseph Dr. Venkatesha Murthy Dr. Mahua Guha	3 Days (Sep 28-30, 2016)	HIPA Gurgaon	24000/-	21000/-
Business Analytics Using R	Dr. Praveen Ranjan Dr. Gopal Das	2 Days (Sep 30-Oct 01, 2016) & (Dec 28-29, 2016)	IIM Rohtak	16000/-	11000/-
Effective Selling Skills	Dr. S. K. Pandey Dr. N Bandyopadhyay	2 Days (Oct 21-22, 2016)	IIM Rohtak	16000/-	11000/-
Achieving Excellence in operations	Dr. Shirsendu Nandi	4 Days (Oct 24-27, 2016)	HIPA Gurgaon	32000/-	28000/-
Game Theory for Strategic Thinking	Dr. Suresh Kumar Jakhar	3 Days (Nov 3-5, 2016)	HIPA Gurgaon	24000/-	21000/-
Organization Development	Dr. Malay Biswas	3 Days (Nov 21-23, 2016)	HIPA Gurgaon	24000/-	21000/-
Social Entrepreneurship	Dr. Venkatesha Murthy, Dr. Rojers P Joseph, Dr. Mahua Guha	3 Days (Dec 08- 10, 2016)	IIM Rohtak	24000/-	16500/-
Project Management	Dr. Amol Singh	5 Days (Dec 20- 24, 2016)	IIM Rohtak	40000/-	27500/-
Overview of Finance for Non-Finance Executives	Dr. Reena Kohli	3 Days (Jan 10-12, 2017)	HIPA Gurgaon	24000/-	21000/-
Basics of Operations & Supply Chain Management	Prof. Sanjay Jharkharia	5 Days (Jan 16-20, 2017)	HIPA Gurgaon	40000/-	35000/-
Entrepreneurship & Intrapreneurship	Dr. Venkatesha Murthy Dr. Rojers P Joseph	3 Days (Jan 19-21, 2017)	HIPA Gurgaon	24000/-	21000/-

*HIPA-Haryana Institute of Public Administration, Gurgaon

Note :-

- The programme fee mentioned above per participant would include course material, refreshments, Lunch, and lodging (twin-sharing accommodation) during the programme.
- Registration forms can be downloaded from (www.iimrohtak.ac.in/programmes/mdp.html). The printed form can be filled, signed, scanned and mailed at mdpoffice@iimrohtak.ac.in.
- Applications can also be sent through speed post/courier to :
**Administrative Officer (PDP), Room No. 104,
Indian Institute of Management Rohtak,
M.D University Campus, Rohtak-124001 (Haryana).**
- Payment through DD in favour of “Indian Institute of Management Rohtak” payable at Rohtak.
OR
NEFT to SB A/c No.30900614313, State Bank of India, Branch MDU Rohtak, IFS Code SBIN0004734)
- An organization is entitled to get a discount @5% on the programme fee, provided it nominates at least two participants for any particular programme; and a discount @10% on the programme fee, provided it nominates at least four participants for any particular programme.
- The programme dates are subject to changes due to unforeseen contingencies, which will be informed sufficiently in advance.
- For Queries please contact
Tel – 01262/228528
Mobile – 7082001607, 7082001618
E-mail – mdpoffice@iimrohtak.ac.in

3 Day Management Development Programme on Business Simulation Lab

May 23-25, 2016

Venue: HIPA Gurgaon

Programme Director: Dr. Koustab Ghosh/Prof. Dharam Pal

Introduction

The CAPSTONE® is a laboratory business strategy simulation course involving decisions on all the functional areas of a business enterprise. The participants, as part of a management team, own a business and play the role of its managers and engage in an experience that integrates all functional areas of business. It is a web-based simulation. It is used extensively by Business Schools worldwide. IIM Rohtak offers this programme in association with SansRisk Business Solutions, Hyderabad, who are the franchisees of this software in India.

Programme Objectives

This programme would equip the participants with the most objective way of data based decision making in the context of a host of relevant decision variables and constraints.

Programme Content

In this exercise, the class is divided into competing teams of about 4 to 5 members each setting out their business' financial objectives and coming up with a coherent business strategy which is to be implemented through decisions to be uploaded into the system. In this process, they acquire a strategic/holistic mindset towards business. They come to understand entire business process and its nuances in a simple and unforgettable manner. The simulation is cross-functional. They make decisions relating to inventory / cash / capacity management, R&D, equity / bond / short-term financing, production, sales/promotion, TQM, HR, etc. Teams would compete against each other for Profit, Stock Price, Market Share, ROA, ROE, ROS etc.

Delivery of the Programme

The Programme is web-based. The teams figure out what is happening in the industry including the competition and feed their decisions into the software. At the conclusion of each round, the inputs of all the teams are processed and the results in terms of financial performance and other parameters are given to the participants. A short debriefing is done at the end of each round. Usually two to three hours are needed for each round.

Pedagogy

The Programme is basically a “learning by doing” Programme. The participants are all the time thinking of their moves and decisions and learn by seeing the results. There would be some conceptual inputs by the faculty to enhance the learning of the participants.

Who May Attend

All practitioners including the consultants who are directly or indirectly involved with strategizing the company / organization / enterprise including the start ups are welcome to attend this programme.

Programme Director and Faculty

The Programme will be delivered by a team consisting of Prof. Dharam Pal, SansRisk Business Solutions and Prof. Koustab Ghosh, IIM Rohtak.

Prof. Dharam Pal did his education at St. John’s College, Agra and JNU, New Delhi. He holds an MBA from University of LaVerne, California, USA. His work experience, about 20 years, has primarily been in banking and e-domain with SBI in India and DBS Bank, Shankar’s and Crimson Logic in Singapore. Mr. Dharam’s team had topped the Capstone® Business Simulation competition during his MBA program. His team was ranked among Top Ten of Capstone® teams worldwide. He teaches Strategic Business Management through CAPSIM® Simulations. He works extensively with several clients. Some of them are TCS, Microsoft, Pepsi, Infosys, L&T, Asian Paints, Wipro, Nestle, Mahindra & Mahindra, Oracle, JCB, DELL, Kotak Mahindra, Genpact, Murugappa, IIMA, IIMB and IIMC etc. Mr. Dharam enjoys balancing out a very busy professional life with strong community links through involvement in not-for-profit organizations that can use his skills and enthusiasm.

Prof. Koustab Ghosh teaches the strategic perspective of organization design and theory and leadership development at various academic programmes of IIM Rohtak. He pursued his doctoral studies from Vinod Gupta School of Management, Indian Institute of Technology Kharagpur. He has been the PGP Chairperson of the two years flagship programme at IIM Rohtak. Prof. Ghosh has published papers in reputed academic journals, participated in various conferences in India and abroad, and conducted executive training programmes for both public and private sector organization in India.



3 Day Management Development Programme on

Game Theory for Strategic Thinking

July 14-16, 2016

Venue: IIM Rohtak

Programme Directors: Dr. Suresh Kumar Jakhar

Introduction

This course examines the choices that we make which affect others and the choices others make that affect us. This course presents a systematic approach to analyze strategic interactions. Popularized by movies such as “A Beautiful Mind”, game theory is beyond what we call 'games' in common language, such as chess, poker, soccer, etc., it includes the modeling of conflict among nations, political campaigns, competition among firm. This course includes a variety of examples including classic games and real-world applications.

Programme Objectives

1. What is a solution to a game? What does a game-theoretic solution concept such as Nash equilibrium say about how rational players will, or should, act in a game?
2. What (ir)rationality and how it affects decision making?
3. The overall goal of this course is to enhance participant’s ability to think strategically in complex, interactive environments. Knowledge of game theory will give participants an advantage in such strategic settings.

Programme Content

The programme will be woven around the following themes.

- Games Theory: Introduction, overview, uses of game theory, some applications and examples, and formal definitions of: the normal form, payoffs, strategies, pure strategy Nash equilibrium, dominated strategies.
- Simultaneous Move Games with Pure Strategies.
- Iterative Deletion and the Median-Voter Theorem.
- Best Responses in Soccer and Business Partnerships
- Nash Equilibrium: Dating and Cournot
- Nash Equilibrium: Shopping, Standing and Voting on a Line
- Mixed Strategies in Theory and Tennis
- Sequential Games: Commitment, Spies, and First-Mover Advantages.
- Backward Induction: Chess, Strategies, and Credible Threats
- Asymmetric Information: Auctions and the Winner's Curse

Pedagogy

The programme will be delivered using an interactive mix of case studies, experience sharing, lectures, discussions, group work and videos.

Who May Attend

This course will be most useful for senior and middle level executives in public and private sector enterprises as well as multinational companies operating in India. Managers who aspire to be in the top echelons of organizational management, consultants and executives in key positions would benefit by attending this programme.

Programme Director and Faculty



Dr. Suresh Jakhar is a faculty in the Area of Operations at IIM Rohtak. Dr. Jakhar holds his Doctorate from IIT Roorkee, Master of Technology from IIT Delhi. Before joining to IIM Rohtak he worked at Symbiosis Center for Management and Human Resources Development (SCMHRD) as an Assistant Professor in the area of Operations. Dr. Jakhar secured All Indian Rank 07 in Graduate Aptitude Test in Engineering 2009, jointly conducted by all IITs and IISc.

Dr. Jakhar has also consulted TATA Chemicals LTD for Warehouse Improvement and Performance Evaluation. He has published research papers in International Journals and conferences. His research work appeared in International Journals like, Journal of Cleaner Production, Production Planning & Control: The Management of Operations, International Journal of Agile Systems and Management, Global Journal of Flexible systems Management, and several papers are under review.

3 Day Management Development Programme on School Leadership

July 28-30, 2016

Venue: IIM Rohtak

Programme Director: Dr. Koustab Ghosh

Introduction

In the rapidly changing world, many institutions of our society are passing through a challenging phase. The situation is even more complex and critical for educational institutions, particularly for schools. What happens in schools today is likely to determine what will happen in our society in future. It also seems to be true that often there are no definite or perfect answers for the issues being faced by schools today. It is our contention that the principal of a school has the most pivotal role in shaping the destiny of the school. As the administrative and academic head, the principal has a unique leadership role which can be immensely challenging and highly rewarding at the same time. However, for effectively responding to the challenges, an exchange of ideas and practices is critical.

Programme Objective

The programme will focus on the multiple roles and responsibilities of the school principal, provide space to examine issues that most principals face today, and facilitate evolving a strategic response for a better future for schools.

Programme Content

- Characteristics of Strategic decisions and Leadership competencies
- Articulating Principal's Role
- Integrating community and school
- Right to Education (RTE)
- Performance Appraisal
- IT Resources
- Creating a culture of learning
- School in changing context
- Strategic planning of schools
- Counselling
- Reinventing the school
- School and community
- Teachers' development
- Team work

- Presentation by participants

Delivery of the Programme

The programme will provide adequate opportunity for participants to discuss and examine their current practices, share their experiences, and learn from each other.

Duration of the Programme

The Programme duration is for three full days. The Programme will conclude with the high tea on the third day. The participants are expected to attend all three days of the programme without a fail.

Programme Fee

Rs. 22500/- per participant (excluding the applicable service tax) as non-residential but includes the cost of the study materials, programme kit, lunch and tea for all days, and one programme dinner to be provided during the Programme. For residential participants to this programme, the fee would be Rs. 30000/- per participant (excluding the applicable service tax).

Discount

Nomination of at least two participants and four participants from the same organization would be provided discount on the programme fee @5% and @10% respectively, provided the nominated participants actually attend the programme.

Pedagogy

This programme utilizes a mix of participative pedagogy that includes context-specific case studies from schools across the country, structured exercises, role play, group discussions, and presentations.

Who May Attend

Principals of senior secondary schools (with classes up to XIIth) affiliated to state, national or international boards are welcome to attend this programme. A few individuals with background in managing schools or being promoters of schools may be considered on a case by case basis.

Programme Director and Faculty

The Programme will be delivered by a team consisting of Prof. Koustab Ghosh, IIM Rohtak and Prof. Ranjan Mitter, Adjunct Faculty at IIM Calcutta.



Prof. Koustab Ghosh teaches the strategic perspective of organization design and theory and leadership development at various academic programmes of IIM Rohtak. He pursued his doctoral studies from Vinod Gupta School of Management, Indian Institute of Technology Kharagpur. He has been the PGP Chairperson of the two years flagship programme at IIM Rohtak. Prof. Ghosh has published papers in reputed academic journals, participated in various conferences in India and abroad, and conducted executive training programmes for both public and private sector organization in India.

Prof. Ranjan Mitter teaches at the Management Centre for Human Values, Indian Institute of Management, Calcutta, (since 2000) one of India's foremost business schools, where he has developed curricula on Business Ethics for students. He also teaches courses like: "Corporate Social Responsibility", "Entrepreneurship in NGOs". He teaches in the two year post-graduate programme, the one year executive post graduate programme,

the IIT-IIM joint Visionary Leadership in Manufacturing Programme, and in numerous Management Development Programmes. He has also been teaching the Business Ethics course at IIM Ranchi and MICA for the past few years. Prof. Mitter's services have been sought by leading national and international business schools and he has addressed various national and international fora of repute. He has led numerous national and international consultancy projects and spoken at a large number of international conferences, notably the World Social Forum in Mumbai in 2004 and the International Federation for Alternative Trade in Hanoi in the same year. He has also taught Business Ethics for two successive years, namely 2003 and 2004, at ESSAM, Aarhus, Denmark. He is a member of the Standing Committee on Examinations of the Council for Indian School Certificate Examinations, sits on the board of a prominent Indian Fair Trade Organisation and is also member of the Regional Advisory Committee of the Indian Council for Cultural Relations. He is the Secretary of Sri Aurobindo Institute of Culture, Kolkata, an eminent not for profit educational, cultural, social and research institution. In the past Prof. Mitter has held top management positions in Indian industry in organizations like Philips, Titan, Shaw Wallace and Polaroid. He has also worked abroad in the headquarters of NV Philips in Eindhoven. He is an engineering graduate from Jadavpur University and did his Masters in Business Administration from INSEAD in France.

3 Day Management Development Programme

Practices in Logistics and Supply Chain Management

August 11-13, 2016

Venue: IIM Rohtak

Programme Director: Prof. Sanjay Jharkharia

Introduction

The criticality of Supply Chains in ensuring the competitive advantage for organizations has made the Supply Chain Management a key strategic function in many modern day organizations. SCM is an interdisciplinary function involving aspects of marketing (e.g., distribution management), logistics (e.g., transportation and distribution), and operations management (e.g., production planning, inventory management). The compartmentalization of such functions in various functional domains during 80's and early 90's has resulted in huge losses due to lack of synergy. The SCM provides convergence of these functions to ensure better services to the customer. In the last 2-3 decades practices in supply chain management have changed dramatically due to better management practices e.g. customer relationship management, business process innovation, JIT, quality management, information technology etc. The programme intends to cover the fundamental aspects of Supply Chain Management as well as the popular and successful practices for providing insights to the young and middle level managers for designing and implementing effective supply chains.

Programme Objective

- To apprise the participants of the potential advantages of implementing the Supply Chain Management Practices and henceforth motivate and train them in that direction.
- To have open discussions on latest SCM practices being followed by leading companies in their area.

Programme Contents

- Introduction to SCM Practices in various sectors of industries.
- Review of SCM practices being followed in Indian Industries
- Best practices being followed by Global Leaders (case studies)
- Application of IT Tools such as Bar-coding, Extranet, ERP etc. towards supply chain effectiveness
- Partnership and Vendor related issues such as selection, optimum number to employ, development, and their rating etc.
- Logistics related issues such as outsourcing, 3PL etc.
- Performance measures for Supply Chains.

Pedagogy

Mainly lectures and cases. Group activities will also be undertaken to supplement lectures and cases.

Who May Attend

Corporate Professionals responsible for Planning/Execution/ Monitoring of Supply Chain Activities of their organization.

Programme Director and Faculty



Dr. Sanjay Jharkharia is currently working as Professor in Operations Management and Dean (Research & Executive Education) at IIM Rohtak. Prior to that, he has also held the positions of Professor and Associate Professor at the Indian Institute of Management Kozhikode during 2006 to 2014. His teaching areas are Operations and Supply Chain Management, Operations Strategy, Enterprise Resource Planning, Six Sigma etc. His research areas includes Multi-criteria-decision-making, low carbon and agricultural supply chain management, operations strategy, operations and supply chain practices across different industries and countries. Prof. Sanjay has about 50 publications in various journals and conferences. One of his research articles in Omega: International Journal of Management Science has got more than 400 citations. He is also the recipient of highly commended research proposal award by Emerald/AIMA in 2009. AIMS outstanding management researcher award in 2013.

2-Day Management Development Programme

Business Analytics Using R

Date: Sep 30-Oct 01, 2016 &
Dec 28-29, 2016

Venue: IIM Rohtak

Programme Director: Dr. Praveen Ranjan Srivastava & Dr. Gopal Das

Introduction

Data driven decision making has become the mainstay of decision making process across all areas of management such as Marketing, IT, Finance, and Human Resource. This field is increasingly evolving with new tools & techniques, mixed methods and applications emerging both from corporate and academia. Therefore, it becomes imperative for practitioners and academicians to master data driven decision making as applied to complex problem solving. This program deals with data driven decision making in sufficient breadth and depth so as to enable participants to apply the learnings to varied situations which they face in their day-to-day works. The course comprises of hands-on to a statistical software package 'R' as a part of the learning.

Programme Objective

- To enable the participants to understand and use the tools and techniques for business analytics.
- To impart skills needed to practice Data Analytics for better decision making.

Programme Contents

- Classification and predictive techniques such as Discriminant analysis.
- Data reduction techniques such as Factor analysis
- Market segmentation techniques such as Cluster Analysis
- Brand positioning techniques such as Multidimensional Scaling.
- Product Design techniques such as Conjoint Analysis.
- Predictive Analytics
- Business Analytics
- Price Analytics
- Data analytics
- Analytics with R ,Weka and Excel

Pedagogy

The program will use a mix of lectures, group exercises such as case analyses and management games to fulfill its objectives.

Who May Attend

This workshop is for anyone who wish to gain cutting edge data analytics capability and includes:

- Managers at all levels
- Research Scholars and Faculty Members

Programme Director and Faculty



Dr. Praveen Ranjan Srivastava is a faculty in the area of Information Technology & Systems at IIM Rohtak. He did his Ph.D. in Computer Science & Engineering from Birla Institute of Technology & Science, Pilani. During Ph.D. tenure he got various fellowship and awards from leading organizations. Dr. Srivastava received his Master of Technology (M.Tech) degree in Software Engineering from MotiLal Nehru National Institute of Technology, Allahabad. Before joining IIM Rohtak, he has served BITS Pilani. He is currently doing research in the area of software engineering, and nature inspired techniques. His research areas are software testing management, software quality assurance, quality attributes ranking, effort management, software release management, test data generation, agile process management etc. He has published research papers in various leading international journals and conferences in the area of computer science and engineering. His H index is 9. He has been actively involved in reviewing various research papers submitted in his field to different leading journals and various international and national level conferences



Dr. Gopal Das is a Faculty in Marketing Area at IIM Rohtak. He earned his Ph.D from IIT Kharagpur. Dr. Das has more than seven years of teaching and research experience in Marketing and Data analytics at several leading institutes like IIT Kharagpur, IIM Ranchi, and IIM Calcutta.

He has also conducted several management development programmes on research methodology, data analytics using statistical packages like SPSS, AMOS, SAS, MINITAB and R. He has been awarded and appreciated for his contribution to management study. He has won gold medal for the best 'Outstanding Doctoral Management Student Awards (2012)' organized by AIMS International and IIM Bangalore. He has also been awarded Prof. Dipak Jain award of IIM Bangalore. Dr. Das has qualified UGC-NET (Management) in 2009. His research papers have appeared in leading journals of several publishers like Westburn, Emerald, Sage, IIMA, Elsevier and Science Direct. He has also contributed in reputed international conferences organized by AMA, INFORMS, ANZMAC among others. He is on the editorial/review board of a number of leading journals published by Emerald, Routledge – Taylor & Francis Group, Elsevier, Science Direct etc. A few Ph.D students are working under his supervision.

3 Day Management Development Programme on Corporate Governance in a Changing Environment

September 28-30, 2016

Venue: HIPA Gurgaon

Programme Directors: Dr. Rojers P Joseph, Dr. Venkatesha Murthy & Dr. Mahua Guha

Introduction

The complex nature of relationships between a corporation and its board of directors, management, shareholders, and other stakeholders is the focus of corporate governance studies. In recent times, the regulators and legislators in several countries including India have started watching businesses more intensely to have closer supervision on their running. Governments and regulators in these countries are in the process of creating a template for new corporate governance policies and disclosure measures, keeping in mind the benefits of stakeholders as well as controllers.

Programme Objectives

In a changing business scenario, this programme examines the key aspects of corporate governance policies and measures with a focus on the practices followed by firms and regulators. Upon completion of the programme, the participants will be able to a) develop an understanding of the corporate governance practices, particularly those used by firms in India; b) appreciate the growing importance of sound corporate governance practices in the wake of changes in the legal, environmental and social environment of businesses; and c) learn the best practices on corporate management and how to implement them.

Programme Content

The programme will be woven around the following themes.

- The basic concepts of corporate management
- Appropriate mechanisms for effective governance
- Shareholder and other stakeholder rights and responsibilities
- Issues pertaining to the board of directors and management
- Legislations on corporate governance and responsibility
- The significance of audit committee, its composition and responsibilities, particularly in the changing scenario
- Economic, social and environmental auditing and corporate social responsibility - the triple bottom line
- Business ethics, corporate scandals, and best practices
- Sound principles of direction and management
- Implementing best practices on corporate management

Pedagogy

The programme will be delivered using an interactive mix of case studies, experience sharing, lectures, discussions, group work and videos. Participants will be provided reading materials in advance. Real-time social

entrepreneurs as well as experts from academia and industry with excellent track record in the field of entrepreneurship will interact with participants and share their experience. Other experts from academia and industry with excellent track record and experience will also interact with the participants during the programme.

Who May Attend

This course will be most useful for senior and middle level executives in public and private sector enterprises as well as multinational companies operating in India. CEOs of start-ups and family owned businesses would also find this programme useful. Managers who aspire to be in the top echelons of organizational management, consultants and executives in key positions would benefit by attending this programme.

Programme Director and Faculty



Dr. Rojers P Joseph is a faculty in the Strategic Management Area at Indian Institute of Management Rohtak. He has 13 years of professional experience- 12 years in academics and 1 year in industry. He obtained his Ph.D. from Indian Institute of Technology Bombay. He teaches courses such as International Business, Corporate Governance, Strategic Management, Strategy Implementation and Models & Frameworks of Strategic Analysis in the Postgraduate/FPM Programmes. His research interests include strategy and IPR, business models in a digital/knowledge economy, and internationalization strategies of emerging market multinationals.



Dr. Venkatesha Murthy is a faculty in the area of Business Environment at IIM Rohtak. He holds doctoral degree in the area of Social Sciences from Tata Institute of Social Sciences (TISS) Mumbai. Before joining IIM Rohtak, he was working as a faculty at Symbiosis Centre for Management and Human Resource Development (SCMHRD), Pune. At SCMHRD, Venkatesh had taught courses titled as “cultural diversity”, “socio-cultural environment of business”, “Social Entrepreneurship”, “Corporate governance, Ethics and CSR”. During his Ph.D days at TISS, Venkatesh actively participated in action projects related to domestic workers and Shipping Corporation of India sponsored CSR projects. His teaching areas include Socio-Economic transformation of India, Social Entrepreneurship, philosophy of management, and Cultural Diversity. His research interests include Small family Business, Social Entrepreneurship, Interrelatedness between economic and social constructs. Dr. Venkatesh has published research papers in the areas of his expertise. He has presented paper/cases in various conferences.



Dr, Mahua Guha is a faculty in the Strategic Management Area at Indian Institute of Management Rohtak. Dr. Mahua Guha completed her doctoral degree in Strategic Management from the University of North Carolina at Chapel Hill, USA. During her PhD, she taught students an introductory course of Strategic Management. She has also presented her research papers in prestigious international conferences. Prior to her PhD, Dr. Guha had completed her MBA from Lancaster University, UK. Dr. Guha did her post-graduation from IIT Kharagpur and her graduation from Jadavpur University, Kolkata. In addition, Dr. Guha have years of experience in IT consulting and software product development. She has worked as a systems consultant for management consulting projects. She was also a product development manager. Her teaching interests include Strategic Management, Technology and Innovation Management. She conducts research in the areas of Organizational decline, Organizational routines, and Technology and innovation management,

2 Day Management Development Programme

Effective Selling Skills

Oct 21-22, 2016

Venue: IIM Rohtak

Programme Directors: Dr. SK Pandey & Dr. Nirmalya Bandyopadhyay

Introduction

The Sales managers have multiple challenges to handle. A core challenge in front of a sales manager is to enhance the sales force performance under demanding and rapidly changing environment. They have to hold on to existing customer base and expand business with them. They have to find and win new customers in the existing and new markets. Ensure consistent growth and profitability for the organization while ensuring customer satisfaction and loyalty. All this have to be achieved in an environment which is highly competitive.

All the above can be achieved only if the sales managers shape and lead the sales force strategically. The sales force is a major growth engine for a firm, as well as a critical source of market feedback. This program is designed to empower the new first line sales managers to shape and lead their sales teams in their respective organizations.

Programme Objective

This program will assist the front or middle line sales managers to:

- Explore the key issues in developing a go-to-market strategy.
- Enhancing personal selling and prospecting skills
- Develop a framework for a sales force diagnosis.
- Understand the nuances of structuring the sales force in an organization, territorial design and quota allocations
- Explore key personnel issues like recruitment, selection and training of sales forces.
- Develop better understanding on the motivational tools like compensation, and performance management.
- How to enhance the channel efficiency by aligning with SODs
- Understand the issues in multichannel selling

Programme Contents

The contents of the program consist of the following topics:

- Personal Selling Skills – Competency Mapping Using TAT / SRT / WAT / Self-Description
- Sales Force Size and Structure
- Motivating and Leading a Sales Team
- Key Accounts and Territory Coverage

- Performance Analysis / Technical Analysis / Forecasting
- Service Output Demand (SOD) and Efficiency Template
- Multichannel Selling
-

Pedagogy

An experiential learning approach adopting a mix of cases, experience sharing, role plays and discussions will be the methodology adopted.

Who May Attend

This program is designed for the existing and aspiring first line sales managers. The focus of the program will be on how to shape and lead an effective sales force. First line sales managers who are responsible for leading sales persons in the field will immensely benefit from this program. This program will empower the practicing managers with the right skills to enhance their performance whereas the aspiring candidates can brighten their chance of career growth.

Programme Directors and Faculty



Dr. S. K. Pandey is an MBA, UGC-NET and Ph.D. in Management from C.S.J.M. University Kanpur. He has a total of more than 13 years of teaching and research experience during which he has taught at prestigious institutions like FORE School of Management, Delhi Institute of Advanced Studies and Bharati Vidyapeeth's Institute of Management and Research, Delhi. He holds special interest in sales related research and has published many papers in refereed journals of national and international repute. His paper on customer satisfaction in Banks was adjudged the outstanding paper in the Marketing Management Association Conference in Chicago, USA in 2010.



Dr. Nirmalya Bandyopadhyay is a Faculty in Marketing Area in IIM Rohtak. He holds an MBA and PhD in Management. He has undergone Doctoral level research at XLRI Jamshedpur. He has undergone International Teachers Programme at HEC Paris. He has 15 years of experience of which seven years in industry and eight years he spent in the academics both in teaching and research in institutes like XLRI Jamshedpur, Goa Institute of Management, International School of Business and Media to name a few. Prior to joining IIM Rohtak, he worked with Goa Institute of Management (GIM) for about four and half years. Dr. Bandyopadhyay published research papers in national and International journals of repute like Marketing Intelligence and Planning, International Journal of Bank Marketing etc. and presented his research findings in peer reviewed national and international conferences organized by American Marketing Association and Harvard Business School. He has rich experience of training corporate executives in varied industry sectors.

4 Day Management Development Programme

Achieving Excellence in Operations

October 24-27, 2016

Venue: HIPA Gurgaon

Programme Director: Dr. Shirsendu Nandi

Introduction

The executives and managers associated with production and operations require knowledge and training on the mathematical models for decision making on inventory control, quality control, production scheduling, project management, and various other topics related to operations. Therefore, an MDP programme titled “Achieving Excellence in Operations” is designed in order to cater to this need.

Programme Objective

- To provide the participants understanding about the theory, practices and technicalities involved in production/operations.
- To impart the learning on how to take optimal decision in different stages of the manufacturing process.
- To provide the participants learning about necessary considerations to be taken while making different strategic decisions related to operations.

Programme Contents

- Forecasting
- Aggregate Planning
- Inventory Control
- Material Requirement Planning
- Operations Scheduling
- Project Scheduling
- Facility Layout and Location
- Reliability and Quality Control

Pedagogy

Mix of Lecture/Case Discussion/Problem Solving through numerical exercises

Who May Attend

Executives, Junior, Middle level or senior Managers associated with Operations or Production Department of SMEs/ Corporates/Manufacturing organizations.

Programme Director and Faculty



Dr. Shirsendu Nandi is a faculty member of Indian Institute of Management Rohtak in Operations area. He possesses FPM (Fellow in Management) from IIM Indore and MSc. in mathematics from IIT Kharagpur. He is also the recipient of NBHM (National Board for Higher Mathematics) Scholarship awarded by Dept. of Atomic energy, Govt. of India. He has also served Wipro Technologies in the domain of business intelligence.

3 Day Management Development Programme on

Game Theory for Strategic Thinking

November 03-05, 2016

Venue: HIPA Gurgaon

Programme Directors: Dr. Suresh Kumar Jakhar

Introduction

This course examines the choices that we make which affect others and the choices others make that affect us. This course presents a systematic approach to analyze strategic interactions. Popularized by movies such as “A Beautiful Mind”, game theory is beyond what we call 'games' in common language, such as chess, poker, soccer, etc., it includes the modeling of conflict among nations, political campaigns, competition among firm. This course includes a variety of examples including classic games and real-world applications.

Programme Objectives

1. What is a solution to a game? What does a game-theoretic solution concept such as Nash equilibrium say about how rational players will, or should, act in a game?
2. What (ir)rationality and how it affects decision making?
3. The overall goal of this course is to enhance participant’s ability to think strategically in complex, interactive environments. Knowledge of game theory will give participants an advantage in such strategic settings.

Programme Content

The programme will be woven around the following themes.

- Games Theory: Introduction, overview, uses of game theory, some applications and examples, and formal definitions of: the normal form, payoffs, strategies, pure strategy Nash equilibrium, dominated strategies.
- Simultaneous Move Games with Pure Strategies.
- Iterative Deletion and the Median-Voter Theorem.
- Best Responses in Soccer and Business Partnerships
- Nash Equilibrium: Dating and Cournot
- Nash Equilibrium: Shopping, Standing and Voting on a Line
- Mixed Strategies in Theory and Tennis
- Sequential Games: Commitment, Spies, and First-Mover Advantages.
- Backward Induction: Chess, Strategies, and Credible Threats
- Asymmetric Information: Auctions and the Winner's Curse

Pedagogy

The programme will be delivered using an interactive mix of case studies, experience sharing, lectures, discussions, group work and videos.

Who May Attend

This course will be most useful for senior and middle level executives in public and private sector enterprises as well as multinational companies operating in India. Managers who aspire to be in the top echelons of organizational management, consultants and executives in key positions would benefit by attending this programme.

Programme Director and Faculty



Dr. Suresh Jakhar is a faculty in the Area of Operations at IIM Rohtak. Dr. Jakhar holds his Doctorate from IIT Roorkee, Master of Technology from IIT Delhi. Before joining to IIM Rohtak he worked at Symbiosis Center for Management and Human Resources Development (SCMHRD) as an Assistant Professor in the area of Operations. Dr. Jakhar secured All Indian Rank 07 in Graduate Aptitude Test in Engineering 2009, jointly conducted by all IITs and IISc.

Dr. Jakhar has also consulted TATA Chemicals LTD for Warehouse Improvement and Performance Evaluation. He has published research papers in International Journals and conferences. His research work appeared in International Journals like, Journal of Cleaner Production, Production Planning & Control: The Management of Operations, International Journal of Agile Systems and Management, Global Journal of Flexible systems Management, and several papers are under review.

3 Day Management Development Programme

Organization Development: Principles & Practices

November 21-23, 2016

Venue: HIPA Gurgaon

Programme Director: Dr. Malay Biswas

Introduction

Organization development is directed to enhance sustainable strength of an organization for orchestrating employee driven renewal processes through collaboration and engagement without denying the existing fabric of relationship prevailing in each of the unique organization. This module provides a comprehensive introduction to the field of organization development and processes. This program is directed to help the participants to appreciate various OD practices that potentially capable of producing extraordinary organizational results. This program invests relatively more attention to the application of positive psychology in organizations to build capacity for a comprehensive organization-wide whole system change.

Programme Objective

- To explore the underlying dynamics to the practice of OD.
- To appreciate organization as a whole system.
- To introduce various OD practices those are currently providing encouraging results.
- To practice how to apply OD processes and tools in organization to orchestrate enterprise-wide change.

Programme Contents

Program includes, but not limited to dialogues on OD assumptions, self-awareness, organizational relational processes, system dynamics, OD processes, positive psychology, framing, strength focused approaches & OD competency.

Pedagogy

A well evolved blend of pedagogical tools will be used – lectures, discussions, presentations, audio-visuals, and experiential exercises. It will have classroom session as well as group work and preparing for classroom discussions. It is a participant - centered approach directed and designed to yield maximum impact on participants. This program demands rigorous reading and openness for practice and participation. Prior reading may be required.

Who May Attend

This program is aimed at executives, especially from public and private sector organizations, services sector, and public utilities, interested to explore the positive dimension of organizational life and utilize it for co-creating an exciting future for collective well-being.

Programme Director and Faculty



Dr. Malay Biswas is a faculty member in Organization Behaviour/ Human Resource Management Area at IIM Rohtak. He worked with Taj Hotels, Resorts and Palaces over 8 years as Human Resource Professional and 8 years of academic experience with Taj Hotel Business School, Aurangabad, Maharashtra. He taught organization behaviour, human resource management, research methodology, and business ethics. He is a commerce graduate from St. Xavier's College Calcutta, post graduate in Human Resource Management from Devi Ahilya University, Indore and doctorate in behavioural science/ethics from North Maharashtra University

3 Day Management Development Programme on Social Entrepreneurship

December 08-10, 2016

Venue: IIM Rohtak

Programme Directors: Dr. Rojers P Joseph, Dr. Venkatesha Murthy & Dr. Mahua Guha

Introduction

Are you passionate about social change? This is the pre-requisite for this course. If you have the passion to 'be the change that you wish to see in this world', this course would equip you with critical thinking on social venturing and its intricacies. As a professional, you are already equipped with essential knowledge on business, its management, financial aspects, human aspects and other relevant tools and techniques. This course will add value to your existing knowledge and enable you to dare to think of a venture which would pave the way for improving the life of several others, while taking care of your and your family's needs.

The notion, social entrepreneurship is an ever expanding buzz word in today's globalised world. It is about creation and sustenance of an organization that endeavors to identify innovative solutions to social problems. In other words, social entrepreneurs and their enterprises attempt to bring about social changes.

Social enterprise initiatives range from individual-centric high altruistic contributions to collective efforts from different groups of people. Although, almost every effort (not-for-profit non-governmental organization charity based organization, philanthropy, activism, voluntarism, and public services, to mention a few) addressing a social problem can be broadly looked upon as a social entrepreneurship, it is important to identify and demarcate those ventures which strive to sustain their social businesses through viable financial models and continue to address social problems. The course on social enterprise attempts to address questions such as what is a social enterprise?; who is a social entrepreneur?; why there is a need for social entrepreneurs?; and are there set examples? As we stand today, the demarcation between for-profit and non-profit enterprises appears to be blurred. This has led to a new question that does the social nature of an enterprise differentiate itself from the conventional nature of a firm whose social and economic impact is equally important in a society? If it does, what are the ways for a social venture to seek financial resources? Are there lessons in the past? How do social entrepreneurs achieve long term goals and continue to impact the society?

Programme Objectives

The course intends to achieve three objectives.

- To learn the ways of social entrepreneurs, in the wake of ever-rising social consciousness on the need to care for the marginalized and on the need for new methods to deal with social challenges,
- To find answers to that one question: can I become a social entrepreneur? (In these 3 days of the programme, come and find an answer all by yourself), and
- To develop a business plan for a social venture with the help of people who have expertise in the field of B-plan development and execution.

Programme Content

Broadly, the course is divided under six modules.

- Fundamentals of Entrepreneurship and Social Entrepreneurship
- Market Failure: Nonprofits, State, and Social Entrepreneurship
- Financial structures for Social Entrepreneurs
- Marketing in Social Ventures
- Conception, implementation, sustenance, and scaling
- Measurement of social impact

Pedagogy

Real-time social entrepreneurs as well as experts from academia and industry with excellent track record in the field of entrepreneurship will interact with participants and share their experience.

Who May Attend

This course is useful for CSR professionals, people from corporate sector, Non-profit Organizations [NGOs], charity based organizations, activism groups, voluntary organizations, public services professionals. This course is also extremely useful for those who aspire to inculcate the values, passion and abilities of a social entrepreneur in their work life.

Programme Director and Faculty



Dr. Venkatesha Murthy is a faculty in the area of Business Environment at IIM Rohtak. He holds doctoral degree in the area of Social Sciences from Tata Institute of Social Sciences (TISS) Mumbai. Before joining IIM Rohtak, he was working as a faculty at Symbiosis Centre for Management and Human Resource Development (SCMHRD), Pune. At SCMHRD, Venkatesh had taught courses titled as “cultural diversity”, “socio-cultural environment of business”, “Social Entrepreneurship”, “Corporate governance, Ethics and CSR”. During his Ph.D days at TISS, Venkatesh actively participated in action projects related to domestic workers and Shipping Corporation of India sponsored CSR projects. His teaching areas include Socio-Economic transformation of India, Social Entrepreneurship, philosophy of management, and Cultural Diversity. His research interests include Small family Business, Social Entrepreneurship, Interrelatedness between economic and social constructs. Dr. Venkatesh has published research papers in the areas of his expertise. He has presented paper/cases in various conferences.



Dr, Mahua Guha is a faculty in the Strategic Management Area at Indian Institute of Management Rohtak. Dr. Mahua Guha completed her doctoral degree in Strategic Management from the University of North Carolina at Chapel Hill, USA. During her PhD, she taught students an introductory course of Strategic Management. She has also presented her research papers in prestigious international conferences. Prior to her PhD, Dr. Guha had completed her MBA from Lancaster University, UK. Dr. Guha did her post-graduation from IIT Kharagpur and her graduation from Jadavpur University, Kolkata. In addition, Dr. Guha have years of experience in IT consulting and software product development. She has worked as a systems consultant for management consulting projects. She was also a product development manager. Her teaching interests include Strategic Management, Technology and Innovation Management. She conducts research in the areas of Organizational decline, Organizational routines, and Technology and innovation management,



Dr. Rojers P Joseph is a faculty in the Strategic Management Area at Indian Institute of Management Rohtak. He has 13 years of professional experience- 12 years in academics and 1 year in industry. He obtained his Ph.D. from Indian Institute of Technology Bombay. He teaches courses such as International Business, Corporate Governance, Strategic Management, Strategy Implementation and Models & Frameworks of Strategic Analysis in the Postgraduate/FPM Programmes. His research interests include strategy and IPR, business models in a digital/knowledge economy, and internationalization strategies of emerging market multinationals.

5 Day Management Development Programme

Project Management

December 20-24, 2016

Venue: IIM Rohtak

Programme Director: Dr. Amol Singh

Introduction

Managers in all organizations frequently engage themselves in numerous projects. 'Project Management' is increasingly becoming an important skill for successful completion and commissioning of commercial and social projects. The aim of this programme is to build and hone the Project Management skills of participants. The technical as well soft skills required for successful implementation of projects will also be emphasized.

Programme Objective

The programme will specifically focus on:

- Contemporary project management methodologies and techniques
- Behavioural aspects of project management

Programme Contents

- Overview of project management, different stages in a project, slippages in projects
- Project evaluation and selection
- Project planning, scope management, work breakdown structure, project representation.
- Network Techniques: Activity, events, drawing of networks, critical path, float, methods to find critical path
- PERT: Uncertainty, estimation of activity time, criticality index, project completion probability
- Project crashing
- Critical chain project management
- Allocation of Resource: Resource aggregation, resource profile, resource smoothing, multiple resource scheduling
- Project Monitoring: Hierarchy of networks, reporting formats, reporting frequency, reporting of cost and work value, rescheduling of project
- Computerized Project Management System: Personal computers for project management
- Behavioural aspects of project management: Exploring leadership orientation, managing human dimension of the business, building ethical workspace.

Pedagogy

The program will use a mix of lectures, experience sharing, real life case discussion, exercises and cases. The live examples of projects from varied sectors (particularly from infrastructure, construction, real estate, technology, software, agricultural, power, tourism, hotels, health, education etc.) will be discussed.

Who May Attend

This programme is meant for middle and senior managers who need to launch or manage projects. The programme will particularly benefit the participants who are engaged in implementation of projects in one or more of the following sectors: infrastructure, technology, software, agricultural, power, tourism, health, education. Academic professionals dealing with Project Management Course can also be benefited by this program. No prior knowledge of project management is assumed. No tertiary qualification is required. Candidates with three years of general management experience may be admitted to the programme. However, it is strongly recommended and in the participant's own interest to have competency of at least grade 12 Mathematics (standard). A pocket calculator for basic arithmetical functions is required.

Programme Director and Faculty



Dr. Amol Singh is a faculty in the Area of Operations at IIM Rohtak. He did his Ph.D. in Industrial Engineering from IIT Roorkee in 2006, M. E. in Production Engineering from Moti Lal Nehru National Institute of Technology, Allahabad in 2000. He received MHRD fellowship for full time Ph. D. Research work at IIT Roorkee. Before joining IIM Rohtak, he served Gautam Buddha University, Greater Noida and Institute of Management Technology, Ghaziabad. He has published several research papers in International Journals and conferences. His research work appeared in International Journals like, *International Journal of Integrated Supply Management*, *The International Journal of Advanced Manufacturing Technology*, *Journal of Purchasing and Supply Management*, *Journal of Modelling in Management*, *Procedia Engineering*, *International Journal of Modelling in Operations Management*, *International Journal of Simulation Modelling*, *International Journal of Applied Engineering Research etc.* and in International Conferences like MATADOR., DAAAM, SIMTECH etc.

3 Day Management Development Programme on Overview of Finance for Non-Finance Executives

January 10-12, 2017

Venue: HIPA Gurgaon

Programme Directors: Dr. Reena Kohli

Introduction

The primary objective of businesses whether public or private is to maximize profits; which requires a balanced knowledge of both the technical and the managerial aspect of the business. Corporate Executives are often experts in the technical aspects of the business with restricted understanding of the managerial aspect of finance. More specifically, accounting and finance are possibly the most crucial and least comprehended aspects of management of an organization.

Corporate executives at various functional levels have to take numerous decisions that have financial implications. However, every so often corporate executives are unable to contribute effectively towards growth of the company due to limited knowledge of accounting and finance. Interpreting the numbers that are presented to them by accounts/finance department poses a challenge. Moreover, understanding how decisions taken by them impact the company's performance and how this ultimately affects value of the company also becomes challenging. This program intends to provide corporate executives an opportunity to improve their managerial competence and overcome these challenges by gaining functional knowledge of accounting and finance.

Programme Objectives

The objective of this three days program is to equip the participants with basic understanding of accounting and finance terminology and concepts. This will include understanding of the financial statements, financial statement analysis, cost management tools, managerial decision making techniques and investment evaluation.

Programme Content

- Basic concepts of Accounting
- Overview of Financial Statements
- Financial Statement Analysis
- Understanding and assessing cost concepts
- Cost control and decision-making tools for managers
- Time value of money
- Using financial statements for evaluation of investment projects

Pedagogy

The participants will be provided the reading material and the sessions will be a combination of lectures and discussions, numerical exercises and case analyse to enhance the understanding of concepts.

Who May Attend

Middle level executives in marketing, operations, human-resources, production and other non- finance departments; technical executives with administrative duties; owners and managers of small and mid-sized businesses and software professionals working on accounting and/or finance modules.

Programme Director and Faculty



Dr. Reena Kohli is a faculty member in the area of Financial Management at IIM Rohtak. She has taught subjects like Financial Accounting, Management Accounting and Financial Management to post graduate program (PGP) as well as to executive post graduate program (EPGP and MDP) students. Her principle research area is shareholder value creation in mergers and acquisitions (M&As) wherein she has dealt with Domestic M&As, Cross Border M&As and Earnout Offers. She has got publications in national and international journals of repute and has presented research papers at various national and international conferences. She is also acting as a reviewer for various international journals.

5 Day Management Development Programme

Basics of Operations and Supply Chain Management

January 16-20, 2017

Venue: HIPA Gurgaon

Programme Director: Prof. Sanjay Jharkharia

Introduction

Operations Management (OM) deals with the management of productive resources in a cost effective manner for both manufacturing and service enterprises. In a typical organization, the Operations function controls more than 50% of people and assets employed by the enterprise. It covers almost all of the real value added activities including process design, production, service delivery and management of the supply chain activities. Therefore, 'Competing Through Excellence in Operations' is the new winning paradigm for the enterprises.

The primary objective of this programme is to give the participants a basic understanding of core concepts of Operations and Supply Chain Management and familiarize them with tools and techniques necessary to analyze and solve common business problems in each topic area.

Programme Objective

- To help the participants in understanding the basics of Operations and Supply Chain Management
- To apprise the participants of the potential advantages of implementing the Supply Chain Management Practices and henceforth motivate and train them in that direction.
- To train the participants in having a critical evaluation of operational activities in their organization and take corrective actions for the improvement
- To have open case-based discussions on latest operations and SCM practices being followed by leading companies
- Finally, the program will consider operations strategy issues in an integrative manner by developing the interrelationship between operations, finance, and accounting
-

Programme Contents

- Introduction to basics of operations management
- Introduction to process analysis and bottleneck related issues
- Introduction to JIT
- Introduction to Theory of Constraints
- Service Operations Management
- Aggregate Production Planning with optimal use of resources
- Operations strategy development
- Whether to outsource or not? Strategy for outsourcing

- Review of SCM practices being followed in Indian Industries
- Best practices being followed by Global Leaders (case studies)
- Performance measurement of supply chains.

Pedagogy

Mainly lectures and cases. Group activities will also be undertaken to supplement lectures and cases.

Who May Attend

Junior to middle level corporate professionals who are directly or indirectly associated with operational activities of their organization.

Programme Director and Faculty



Dr. Sanjay Jharkharia is currently working as Professor in Operations Management and Dean (Research & Executive Education) at IIM Rohtak. Prior to that, he has also held the positions of Professor and Associate Professor at the Indian Institute of Management Kozhikode during 2006 to 2014. His teaching areas are Operations and Supply Chain Management, Operations Strategy, Enterprise Resource Planning, Six Sigma etc. His research areas includes Multi-criteria-decision-making, low carbon and agricultural supply chain management, operations strategy, operations and supply chain practices across different industries and countries. Prof. Sanjay has about 50 publications in various journals and conferences. One of his research articles in Omega: International Journal of Management Science has got more than 400 citations. He is also the recipient of highly commended research proposal award by Emerald/AIMA in 2009. AIMS outstanding management researcher award in 2013.

3 Day Management Development Programme on Entrepreneurship & Intrapreneurship

January 19-21, 2017

Venue: HIPA Gurgaon

Programme Directors: Dr. Venkatesha Murthy & Dr. Rojers P Joseph

Introduction

This programme, unlike a general theoretical course, intends to bring in real-time entrepreneurship and intrapreneurship learning into class room. While entrepreneurship is the process of creating a new business venture, intrapreneurship is about functioning like an entrepreneur while working for a business enterprise. In the case of latter, though an individual may not often create own business venture, he/she becomes a star performer within the organization.

Programme Objectives

The course intends to achieve three objectives.

- Learn to keep oneself ahead in the world of business with ever-rising competition by understanding and appreciating the way entrepreneurs and intrapreneurs function,
- Find answers to the question (can I become an entrepreneur?) that bothers individuals in their quest to become an entrepreneur, and
- Develop a business plan with help from people who have expertise in the field of B-plan development and execution.

Programme Content

- What is Entrepreneurship?
- Do you have it in you to be an Entrepreneur?
- Selecting the sector you wish your start-up to be in
 - Funding a Start-up
 - Angel investor
 - Private Equity
- What to watch out for while raising Private Equity
 - Understanding an agreement
 - Tag Along / Drag Along
 - Caution
- Branding for a Start-up
 - Brand name
 - Logo

- Brand Values
- Cost controls for a Start-up
- Systems and Controls
- Ramping up business operations
- Distribution
- Franchising for a Start-up
- Writing a Business Plan
 - Environmental scan
 - Legislation
 - Scalability
 - Government relations

Pedagogy

Mainly lectures and cases. Group activities and management games will also be undertaken to supplement lectures and cases. Real-time entrepreneurs from both established and start-up enterprises as well as experts from both academia and industry with excellent track record will interact with participants.

Who May Attend

This course is most helpful for corporate professionals who would aspire to become entrepreneurs. This course is also useful for those who aspire to inculcate the values and abilities required of an entrepreneur in their corporate work life. Corporate executives from all different functional areas can participate in this course.

Programme Director and Faculty



Dr. Venkatesh Murthy is a faculty in the area of Business Environment at IIM Rohtak. He holds doctoral degree in the area of Social Sciences from Tata Institute of Social Sciences (TISS) Mumbai. Before joining IIM Rohtak, he was working as a faculty at Symbiosis Centre for Management and Human Resource Development (SCMHRD), Pune. At SCMHRD, Venkatesh had taught courses titled as “cultural diversity”, “socio-cultural environment of business”, “Social Entrepreneurship”, “Corporate governance, Ethics and CSR”. During his Ph.D days at TISS, Venkatesh actively participated in action projects related to domestic workers and Shipping Corporation of India sponsored CSR projects. His teaching areas include Socio-Economic transformation of India, Social Entrepreneurship, philosophy of management, and Cultural Diversity. His research interests include Small family Business, Social Entrepreneurship, Interrelatedness between economic and social constructs. Dr. Venkatesh has published research papers in the areas of his expertise. He has presented paper/cases in various conferences.



Dr. Rojers P. Joseph is a faculty in the Strategic Management Area at Indian Institute of Management Rohtak. He has 13 years of professional experience - academic as well as industry. He obtained his Ph.D. from Indian Institute of Technology Bombay. He teaches courses such as International Business, Corporate Governance, Strategic Management, Strategy Implementation and Models & Frameworks of Strategic Analysis in the Postgraduate/FPM programmes. His research interests include strategy and IPR, business models in a digital/knowledge economy, and internationalization strategies of emerging market multinationals.

NOMINATION PROCESS

1. NOMINATIONS

Filled-in Nominations Forms should reach the PDP Office atleast fifteen days before the commencement of the Programme. Seats may be booked by sending your request at mdpoffice@iimrohtak.ac.in, to be followed up with the physical documents. MDP Nomination Form can be downloaded from <http://www.iimrohtak.ac.in/programs/mdp.html>. The printed form can be filled, signed, scanned and mailed at mdpoffice@iimrohtak.ac.in.

Nominations can also be sent through speed post/courier to:

**Administrative Officer (PDP), Room No. 104,
PDP Office
Indian Institute of Management Rohtak,
M.D University Campus, Rohtak-124001 (Haryana).**

2. PAYMENTS

Payment through DD in favour of “Indian Institute of Management Rohtak” payable at Rohtak.

OR

NEFT to SB A/c No.30900614313, State Bank of India, Branch MDU Rohtak, IFS Code SBIN0004734)

3. CONFIRMATION AND REGISTRATION

Nominations will be confirmed only after receipt of payment. Course Fee includes Course materials, Food & stay at MDP Residence (only for residential participants). Confirmations will be given on a first-come, first-served basis. The Institute reserves the right to limit nominations.

4. CANCELLATION OF NOMINATIONS

Information about cancellation of nominations, if any, should reach the MDP Office at least two weeks before the commencement of the programme. Cancellations received after the deadline but latest one week before the commencement of programme will entail a cancellation charge of 50% of the nomination fee. After that, no refund of fees will be made.

5. PROGRAMME CANCELLATION

If unforeseen circumstances warrant postponement/cancellation of the programme by the IIM Rohtak, information will be sent to the sponsoring companies/participants 7 days in advance of the scheduled commencement date. In this case, participants will have option to either get fee paid by them adjusted against any other future professional development programme of the Institute or get immediate refund.

6. REPORTING

8:30 am on the first day for registration. The programme will begin at 9:00am on the first day and will be over by 5:30 pm on the last day.

Accommodation for residential participants would be available from the afternoon preceding the commencement of the programme and till forenoon of the day following its conclusion. Participants should make arrangements for their travel accordingly.

IMPORTANT CONTACTS

Administrative Officer, PDP

Phone :01262-228528 ; 7082001607, 7082001618

E-mail : mdpoffice@iimrohtak.ac.in

Chairperson, PDP

Phone :01262-228525

E-mail : pdp.chair@iimrohtak.ac.in

Director

Phone :01262-274050

E-mail : diroffice@iimrohtak.ac.in

भारतीय प्रबंध संस्थान



INDIAN INSTITUTE OF MANAGEMENT ROHTAK

MDP NOMINATION FORM

Name of the Programme:			
Date:			
Name of the Applicant:			
Designation:			
Academic Qualification:		Age:	
Residential Address:			
Phone:		Fax:	
Email:			
Name of the Sponsoring Organisation:			
Address:			
Phone:		Fax:	
Website:			
Name of the Sponsoring Authority:			
Designation:			
Phone:			
Email:			
Payment Details:	DD/NEFT Txn No.		
<ul style="list-style-type: none"> • Demand Draft in favour of "Indian Institute of Management Rohtak" payable at Rohtak. • NEFT to SB A/c No.30900614313, State Bank of India, Branch MDU Rohtak, IFS Code 			
Date:		Amount:	
Bank Name, City and Branch:			

Signature of the Sponsor/ Participant

Forward the complete filled-in form to 'Administrative Officer, Professional Development Programmes, Indian Institute of Management Rohtak, M.D.U Campus, Rohtak-124001 (Haryana)

REACHING IIM ROHTAK

IIM Rohtak is about 70 km from New Delhi. You can reach this place by any means.

IIM Rohtak is on the Delhi-Rohtak highway (NH-10). Just at the beginning of the Rohtak city there is a junction called Delhi bypass. Across the road you will find a huge campus of Maharishi Dayanand University (M.D. University) on your left. Enter the University gate No: 1, you will find on your left Tagore Auditorium cross it and turn to your left, there is IIM Rohtak's Building.

From Airport>> Pre-paid taxis are available on the IGI Airport New Delhi for Rohtak.

By Road>> Frequent state bus transport services are available at the New Delhi ISBT Kashmiri Gate.

By Train>> Express and Local trains are available from New Delhi Railway station to Rohtak. It will take an hour and thirty minutes to reach Rohtak Railway station. From Rohtak Railway station take prepaid auto to M.D. University gate No:1, while moving inside gate No:1 of M.D. University you will find on your left Tagore Auditorium cross it and turn to your left, there is IIM Rohtak's Building.

Indian Institute of Management Rohtak

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