



**MDI**  
GURGAON

Management  
Development  
Institute



# **MANAGEMENT DEVELOPMENT PROGRAMMES 2020-2021**

Code	MDP Title	Faculty (Prof./Dr.)	Email id*	Venue	No. of Days	Dates	Fees (Rs.)
<b>AUGUST - 2020</b>							
SM 2001	Decision Making for Strategic Alliances	Shiv S.Tripathi	sstripathi@mdi.ac.in	Online	3	August 17-19, 2020	31500
OM 2002	Operational and Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	Online	3	August 17-19, 2020	31500
OM 2003	Lean Management and Process Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	Online	3	August 24-26, 2020	31500
SM 2004	Validating Strategy Like a Military General	Ankur Roy	ankur.roy@mdi.ac.in	Online	3	August 26-28, 2020	40500
<b>SEPTEMBER - 2020</b>							
IM 2005	Potential of Disruptive Technologies in New Age Digital Governance	Anjali Kaushik	anjali.kaushik@mdi.ac.in	Online	3	September 10-12, 2020	31500
OM 2006	Problem Solving and Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	Online	3	September 14-16, 2020	31500
OM 2007	Six Sigma for Quality Improvement	Anupama Prashar	anupama.prashar@mdi.ac.in	Online	3	September 14-16, 2020	31500
FIN 2008	Finance For Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	Online	5	September 14-18, 2020	47500
FIN 2009	Cutting Edge Financial Strategies for Leaders	Shailendra K. Rai	skrai@mdi.ac.in	Online	3	September 15-17, 2020	31500
OB 2010	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	Online	3	September 16-18, 2020	31500
MM 2011	Building Customer Connect through Communication Strategies	Ritu Srivastava	ritu.srivastava@mdi.ac.in	Online	3	September 23-25, 2020	31500
BC 2012	Effective Public Speaking and Presentation Skills	Vidhu Gaur	vidhu.gaur@mdi.ac.in	Online	3	September 23-25, 2020	31500
MM 2013	Digital and Social Media Marketing	Avinash Kapoor	avinashkapoor@mdi.ac.in	Online	3	September 23-25, 2020	31500
<b>OCTOBER - 2020</b>							
FIN 2014	Financing and Managing Startups	Shailendra K. Rai	skrai@mdi.ac.in	Online	3	October 05-07, 2020	31500
HRM/BC 2015	Developing Empowered Women Leaders for Strategic Roles	Jyotsna Bhatnagar	jyotsnab@mdi.ac.in	Online	3	October 05-07, 2020	31500
SM 2016	Insights Into Mergers and Acquisitions in the Age of Startups	Shiv S. Tripathi	sstripathi@mdi.ac.in	Online	3	October 07-09, 2020	31500
OB/BC 2017	The Art of Successful Leadership and Management	Ajay Kumar Jain	akjain@mdi.ac.in	Online	3	October 12-14, 2020	31500
OM 2018	Supply Chain Management	Manoj K. Srivastava	mks@mdi.ac.in	Online	3	October 26-28, 2020	31500
BC 2019	The Art of Persuasive Communication	Neera Jain	njain@mdi.ac.in	Online	3	October 28-30, 2020	31500
<b>NOVEMBER - 2020</b>							
FIN 2020	Wealth Management for Individuals and Families	Shailendra K. Rai	skrai@mdi.ac.in	Online	3	November 09-11, 2020	31500
OM 2021	Problem Solving and Decision Making	Manoj K. Srivastava	mks@mdi.ac.in	Online	3	November 23-25, 2020	31500
BC/MM 2022	Customer Engagement and Digital Marketing Communications	Vidhu Gaur	vidhu.gaur@mdi.ac.in	Online	3	November 23-25, 2020	31500
OB 2023	Building High Performance Team	Sumita Rai	sumitar@mdi.ac.in	Online	3	November 23-25, 2020	31500
SM 2024	Corporate Governance	Arun K. Tripathy	arun.tripathy@mdi.ac.in	Online	3	November 25-27, 2020	31500
<b>DECEMBER - 2020</b>							
HRM/OB 2025	Managing Competence at Work for High Performance	Nidhi S. Bisht	nidhi.bisht@mdi.ac.in	Online	3	December 02-04, 2020	31500
OB 2026	Transforming Organizations Through Proactive People Management Practices	Ajay Kumar Jain	akjain@mdi.ac.in	Online	3	December 07-09, 2020	31500
BC/MM 2027	Effective Content Marketing and Communications	Niva Bhandari	niva.bhandari@mdi.ac.in	Online	3	December 09-11, 2020	31500
FIN 2028	Strategic Financial Analysis for Value-Enhancing Decisions	S. Veena Iyer	s.veena@mdi.ac.in	Online	3	December 09-11, 2020	31500
OM 2029	Supply Chain Analytics	Rajesh Kumar Singh	rajesh.singh@mdi.ac.in	Online	3	December 10-12, 2020	31500
OB 2030	Discovering Self for Managerial Excellence	Sumita Rai	sumitar@mdi.ac.in	Online	3	December 14-16, 2020	31500
SM 2031	Strategy for High Performance	Rajesh Pillania	rajeshpillania@mdi.ac.in	Online	3	December 14-16, 2020	95500
BC 2032	Handling Crisis and Leadership Communication	Vidhu Gaur	vidhu.gaur@mdi.ac.in	Online	3	December 14-16, 2020	31500
FIN 2033	Finance For Non-Finance Executives	Sandeep Goel	sandeep@mdi.ac.in	Online	5	December 14-18, 2020	47500
MM 2034	Market of One - Machine Learning for Marketers	Kirti Sharma	kirti.sharma@mdi.ac.in	Online	3	December 17-19, 2020	31500
OB 2035	Conflict Management & Negotiation Skills	Anil A. Pathak	apatath@mdi.ac.in	Online	3	December 21-23, 2020	31500
<b>JANUARY - 2021</b>							
OB/BC 2036	Competency Building for Leadership Roles	Daisy Chauhan	daisy@mdi.ac.in	Campus	3	January 04-06, 2021	36000
HRM/BC 2037	Engaging Teams for Improved Productivity	Nidhi S. Bisht	nidhi.bisht@mdi.ac.in	Campus	3	January 04-06, 2021	36000
BC 2038	Negotiation Strategies: A Win-Win Approach	Neera Jain	njain@mdi.ac.in	Campus	3	January 06-08, 2021	36000
OM 2039	Operational and Organizational Excellence	Manoj K. Srivastava	mks@mdi.ac.in	Campus	3	January 11-13, 2021	36000
SM 2040	Happiness Strategy	Rajesh Pillania	rajeshpillania@mdi.ac.in	Campus	3	January 11-13, 2021	100000
OB 2041	Emotional Intelligence to Build and Lead High Performing Work Teams	Ajay Kumar Jain	akjain@mdi.ac.in	Campus	3	January 11-13, 2021	36000
HRM/BC 2042	Disrupting Yourself: Enhancing People Management Skills for Performance Excellence	Jyotsna Bhatnagar	jyotsnab@mdi.ac.in	Campus	3	January 11-13, 2021	36000
OM 2043	Business Analytics for Problem Solving and Decision Making	Rajesh Kumar Singh	rajesh.singh@mdi.ac.in	Campus	3	January 14-16, 2021	36000
BC 2044	Life Skills and Social Skills for Successful communication	Niva Bhandari	niva.bhandari@mdi.ac.in	Campus	3	January 18-20, 2021	36000
MM 2045	Marketing applications of Artificial Intelligence	Jaydeep Mukherjee	jmukherjee@mdi.ac.in	Campus	3	January 18-20, 2021	36000
SM 2046	Disruptive Strategy	Rajesh Pillania	rajeshpillania@mdi.ac.in	Campus	3	January 18-20, 2021	125000
MM 2047	Managing Customer Experience for Financial Products	Kirti Sharma	kirti.sharma@mdi.ac.in	Campus	3	January 18-20, 2021	36000
OB 2048	Developing Leadership Competencies	Sumita Rai	sumitar@mdi.ac.in	Campus	3	January 20-22, 2021	36000
BC 2049	Developing Women Leaders: A Communication Perspective	Neera Jain	njain@mdi.ac.in	Campus	3	January 27-29, 2021	36000
OB 2050	Developing Management Skills	Daisy Chauhan	daisy@mdi.ac.in	Campus	3	January 27-29, 2021	36000
SM 2051	Validating Strategy Like a Military General	Ankur Roy	ankur.roy@mdi.ac.in	Campus	3	January 28-30, 2021	45000
<b>FEBRUARY - 2021</b>							
OB 2052	Soft Skills For Career Progression and Organisational Excellence	Daisy Chauhan	daisy@mdi.ac.in	Campus	3	February 01-03, 2021	36000
SM 2053	Innovation for High Performance	Rajesh Pillania	rajeshpillania@mdi.ac.in	Campus	3	February 01-03, 2021	100000
OM 2054	Total Quality Management (TQM)	Manoj K. Srivastava	mks@mdi.ac.in	Campus	3	February 08-10, 2021	36000

# MANAGEMENT DEVELOPMENT PROGRAMMES 2020-21

Code	MDP Title	Faculty (Prof./Dr.)	Email id*	Venue	No. of Days	Dates	Fees (Rs.)
FIN 2055	Business Analysis and Valuation	Anil Misra S. Veena Iyer	anil.misra@mdi.ac.in s.veena@mdi.ac.in	Campus	3	February 08-10, 2021	36000
SM 2056	Strategy Planning and Change Management	Arun K. Tripathy	arun.tripathy@mdi.ac.in	Campus	3	February 10-12, 2021	36000
OB 2057	Managerial Effectiveness	Sumita Rai	sumitar@mdi.ac.in	Campus	3	February 10-12, 2021	36000
OM 2058	Operations Strategy for Lean and Sustainable Systems	Rajesh Kumar Singh Amit Kumar Gupta	rajesh.singh@mdi.ac.in amitkgupta@mdi.ac.in	Campus	3	February 11-13, 2021	36000
BC 2059	Effective Communication for Managers and Leaders	Neera Jain	njain@mdi.ac.in	Campus	3	February 15-17, 2021	36000
FIN 2060	Art and Science of Investing for Wealth Creation	Anil Misra Sanjay Bakshi	anil.misra@mdi.ac.in sbakshi@mdi.ac.in	Campus	3	February 17-19, 2021	36000
SM 2061	Decision Making for Strategic Alliances	Shiv S. Tripathi Meeta Dasgupta	sstripathi@mdi.ac.in meeta@mdi.ac.in	Campus	3	February 18-20, 2021	36000
SM 2062	Strategy & Innovation for Educational Leaders	Rajesh Pillania	rajeshpillania@mdi.ac.in	Campus	3	February 22-24, 2021	100000
HRM/OB 2063	Young Leadership Program for Managers	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	Campus	3	February 24-26, 2021	36000
<b>MARCH -2021</b>							
OM 2064	Logistics and Inventory Management	Ashok Panjwani Manoj K. Srivastava	apanjwani@mdi.ac.in mks@mdi.ac.in	Campus	3	March 01-03, 2021	36000
SM 2065	Strategic Thinking and Execution	Arun K. Tripathy	arun.tripathy@mdi.ac.in	Campus	3	March 01-03, 2021	36000
BC/OB 2066	Mastering Difficult Negotiations	Anil A. Pathak Neera Jain	apathak@mdi.ac.in njain@mdi.ac.in	Campus	3	March 01-03, 2021	36000
HRM/OB 2067	Developing People at Workplace: Catalyst for Change	Nidhi S. Bisht Priyanka Vallabh	nidhi.bisht@mdi.ac.in priyanka.vallabh@mdi.ac.in	Campus	3	March 03-05, 2021	36000
OB 2068	Managing Self For Leading Others	Daisy Chauhan	daisy@mdi.ac.in	Campus	3	March 08-10, 2021	36000
FIN 2069	Finance For Non-Finance Executives	Sandeep Goel Shailendra K. Rai	sandeep@mdi.ac.in skrai@mdi.ac.in	Campus	5	March 15-19, 2021	55000
BC 2070	Traits and Tendencies for Conducting and Delivering Effective Interviews	Vidhu Gaur	vidhu.gaur@mdi.ac.in	Campus	3	March 15-17, 2021	36000
BC/MM 2071	Leadership and Marketing Communication through Story telling and Theatre Techniques	Neera Jain Ritu Srivastava	njain@mdi.ac.in ritu.srivastava@mdi.ac.in	Campus	3	March 17-19, 2021	36000
OB 2072	Leadership for Impact	Anil A. Pathak	apathak@mdi.ac.in	Campus	3	March 29-31, 2021	36000

- NOTE:
1. Detailed brochure for the individual programs will be available about 3 months before the start of each program.
  2. Organizations concerned must confirm their acceptance of nominations before sending participants to program venue.
  3. GST as applicable will be charged extra on all the programs in addition to the program fees.
  4. We will provide 10% discount, when we receive 3 to 5 nominations & 20% discount on more than 5 nominations for single programme from same organisation. The overall discount will not exceed 20%.





## About MDI

Management Development Institute Gurgaon one of the leading Business Schools in India is consistently ranked among the top B-Schools of the country by reputed agencies and publications. MDI has the distinction of being the first internationally accredited Indian Business School having received international accreditation by Association of MBAs (AMBA) London in 2006. The long-term programmes of MDI have received Association of MBAs (AMBA) London reaccreditation in 2010 & 2015 and South Asian Quality Assurance Systems (SAQS) Re-Accreditation in 2019. The accreditation across the programme offerings vouches for the international quality of education imparted at the Institute.

MDI Gurgaon is a flourishing cauldron of excellence in management education, high quality research, executive development and value added consultancy. Having established its footprint worldwide, MDI's vision is to become one of the top business schools in the world by incorporating world's best academic practices in all its programmes, namely management and executive programmes, and training programs for the top management of the corporate world. MDI's offerings are continuously updated in keeping with the ever changing global business environment, social responsibilities, while setting high standards for all our stake holders.

MDI has consistently focused on designing practice oriented learning and a contemporary industry- focused curriculum, driven by our strong corporate interface. This unique blend of MDI's global perspective and strong industry linkage contribute towards bringing best practices to corporates, through training programs as well as action-centric research and consulting. Further, it leads to collaborative research in global, cross-cultural areas of management, jointly with top-notch research driven institutions world-wide. This research has led to MDI taking a leading role in business and economic development.

MDI's 70+ national and international faculty drawn from academics and industry make the teaching-learning process more meaningful by providing the right mix of practical insights and academic rigour. The Institute is committed towards creating a community which is vibrant and which provides a lifelong learning experience and professional development. MDI offers the following long duration programmes: PGPM, PGP-HRM, PGP-IB, NMP, PGP-EM, PGPM-PT, PGP-PPM, FPM & EFPM.

### Continuing Education

MDI is the largest school for continuing education in the country. Business organizations in today's world are competing in an extremely dynamic and complex environment. To cater to the need for continuous upgradation of individual and organizational capabilities, with over 47 years in this field, MDI conducts nearly 200 weeks of intensive short- term training programs each year. These include open programs, as well as customized organized specific training modules. These programmes help executives broaden their understanding and improve their skills to face challenges at higher positions. MDI has alliances with international business schools, industry and individual experts to offer joint programmes to address the diverse needs in continuing education.

### Research and Consulting

Research and Consulting at MDI are a way to partner with the industry to resolve challenges in an ever changing environment and a way to continuously strengthen the interface between academics and practice. Faculty members independently carry out action research and consulting. MDI has the distinction of being involved in large, complex and high quality consulting projects which help the industry with cost effective, ethical, reliable and high quality solutions of strategic value.

Research is an important constituent of MDI's vision and mission. Consequently, MDI expects its entire academic community to be research active and to carry out research work of a consistently higher international standard that can contribute to the national goals of innovation, socio-economic development and environmental sustainability. Research can be undertaken directly by one or more faculty members, or through Centers of Excellence, which are independent entities within MDI that carry out research through their members.

### MDI's International Relations

MDI nurtures a vision to be a truly global business school. As economic networks gain eminence over geographic boundaries, MDI realized the emerging role of international markets and the need for B-schools to groom managers with an international perspective. MDI has active linkages with Queensland University of Technology, Brisbane, Royal Melbourne Institute of Technology (RMIT), Melbourne, University of South Australia, Adelaide, South Australia, Vienna University of Economic & Business Administration, Vienna, Royal Institute of Management - Thimphu, Bhutan, Solvay Business School, Brussels, The Faculty of Applied Economics, University of Antwerp, Antwerp, Louvain School of Management, Louvain-la-Neuve, Fundação Instituto de Administração (FIA), Brazil, DeGroote School of Business, McMaster University, Ontario, University of Waterloo, Waterloo, Richard Ivey School of Business, Ontario, Huazhong University of Science and Technology (HUST), School of Management, Wuhan, Antai College of Economics & Management, Shanghai Jiao Tong University, China, Cyprus International Institute of Management - Nicosia, Cyprus, Copenhagen Business School, Copenhagen Aarhus School of Business, Aarhus, Middlesex University, London, Aston Business School, Aston University, Birmingham, University of Tampere, Tampere, SKEMA Business School, ESCP Europe, Paris EDHEC Business School - Roubaix Cedex 1, Paris, IAE Aix-en Provence, Puyricard, Total Professors Association (TPA), Paris, Toulouse Business School (TBS), Grenoble Ecole de Management, Grenoble Sciences Po Lille, Lille, Bergische Universität Wuppertal, Wuppertal, Frankfurt School of Finance & Management, Frankfurt, HHL Leipzig Graduate School of Management, Leipzig, Munich Business School, Munich, PFORZHEIM University, ALBA Graduate Business School (Greece), Athens University of Economics and Business, Athens, Hungarian Logistics Association, Budapest, University of Szeged, Szeged, Bocconi University, Milan, Università Carlo Cattaneo, (LIUC), Castellanza, Nagoya University of Commerce & Business - Nagoya, Japan, Almaty University, Malaysia, Universiti Sains Malaysia, Pinang, Malaysia, Groupe Institut Supérieur De Commerce Et D'administration Des Entreprises - Groupe Iscae, Morocco, Nepal Administrative Staff College, Jawalakhel, Lalitpur, Nepal, Kathmandu University School of Management, Patan, Lalitpur, Nepal, Norwegian School of Management BI, Sandvika, Nordic Centre in India, University of Oslo, RSM Erasmus University, Rotterdam, Lahore University of Management Sciences (LUMS), Lahore, Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw, Warsaw School of Economics, Warsaw, ISCTE - Instituto Universitário de Lisboa (ISCTE-IUL) Lisbon, Portugal, The Russian Presidential Academy of National Economy and Public Administration (RANEPA), Russia, Moscow International Higher Business School 'MI RBIS', Moscow, University of Maribor, School of Economics and Business, Maribor, University of the Free State, Bloemfontein, BEM School of Management, Dakar, ZHAW School of Management and Law, Zurich School of Management, Asian Institute of Technology, Pathumthani, The National Institute of Development Administration (NIDA), Bentley College University, Massachusetts, Marquette University, Wisconsin, Milwaukee, North Carolina State University, Raleigh, North Carolina, Robert H. Smith School of Business, University of Maryland, School of Public Policy, George Mason University, Arlington, Virginia, The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, Smeal College of Business, Pennsylvania State University. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. In fact, MDI is the first B-school from India to partner with a B-school in Africa. 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.



**MDI**  
GURGAON

**Management  
Development  
Institute**

Mehrauli Road, Sukhrali, Gurugram 122001, Haryana (India)

Direct Tel. : (+91-124) 4560004, 4560534, 4560550

Tel No. : (+91-124-4560000, 2340173, Ext. 5534, 5550, 5004

Fax Nos. : +91-124-4560005

E-mail: caomdp@mdi.ac.in, website: www.mdi.ac.in