




IMI
Bhubaneswar

MDP

Management Development Programmes

October 2011 - May 2012

International Management Institute

Bhubaneswar, India

www.imibh.edu.in



Over last 30 years, International Management Institute has made rapid strides in all round academic activities and has emerged as the one of the leading business schools in Asia. With the advantage of having a wonderful legacy and DNA of IMI Delhi, IMI Bhubaneswar with a mission of producing tomorrow's business leaders grounded in strong ethical values is all set to make a mark in the horizon of excellence with high quality academic delivery, MDP, EDP, FDP and research.

It's a great pleasure to share the MDP calendar for the year 2011-2012.

I invite you to embark on a journey with us for a unique MDP experience at IMI Bhubaneswar.

Dr. Somayajulu Garimella
Director



Greetings from the Management Development Programmes (MDP) team of IMI, Bhubaneswar.

Our Management Development Programs (MDPs) are meant for working executives of Indian industry, education, and government sectors, who would like to keep themselves refreshed and rejuvenated with the latest concepts, ideas, tools, and techniques in different functional areas like Marketing, General Management, Finance, Human Resources, Information Systems, Operations Management, and Strategic Management. A majority of these programs are held in the campus of IMI- Bhubaneswar, while a few of them are designed to be held at prominent cities in the country and abroad. The programs conducted at IMI-Bhubaneswar are residential. The participants are housed at the state of the art MDP residence located in the campus. The MDP residence has facilities to accommodate about 60 participants. The campus is located in cool and serene surroundings of the historically important place at gothapatna. The campus is Wi-Fi connected. IMI- Bhubaneswar accepts requests from organizations for conducting customized training programs for their executives at different levels, and offers unique programs to suit the business and developmental needs of client organizations. Usually companies contact the MDP Chairperson directly or the Director requesting specific programs to be offered for them.

Wishing you a happy, prosperous and profitable year ahead.

Dr. Dindayal Swain
Chairperson- MDP

About the Institute

Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD, Lausanne). IMI is India's first corporate sponsored Business School with sponsorship from corporate houses like RPG Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Magor etc. Over a period of time in the last 28 years the Institute has acquired a truly global status. The Institute received UNDP assistance for promoting internationally oriented management education. Besides this it has also various other international linkages with bodies like World Bank, UNDP, ILO, UNCTAD, Asian Productivity Organization etc. To provide a global perspective to the students, the Institute's flagship two year Post Graduate Programme in Management has a student exchange programme with various European Schools such as ESC Rennes, France, MIP School of Management France, Graz University Austria, IESEG School of Management and IDRAC Lyon, France etc.

Besides this IMI is one of the empanelled Institute of the Ministry of External Affairs, GOI, for special Commonwealth Assistance Programme under which the Institute gets the executive MBA students from various Afro - Asian countries for its 15 months Executive Post Graduate Programme in Management. Today, IMI enjoys the place of esteem among the leading management institutions and the patronage of reputed business organizations in the country. The aim, approach and activities of IMI are guided by all its stakeholders' students, alumni, corporate patrons and society in general. IMI follows international standard curricula in its programs, which has been enriched by its academic collaborations with International Institute for Management Development (IIMD), Lausanne (erstwhile International Management Institute, Geneva); Faculty of Management, McGill University, Montreal, and Manchester Business School, U.K, which prepares participants to successfully manage and lead in an increasingly global business environment. IMI's educational programs have been recognized by All India Council for Technical Education (AICTE) and Ministry of Human Resource Development, Govt. of India. The corporate world in India, public, private, multinational companies, international consulting firms and other organizations have employed its alumni who are rightly called, the Achievers. Having a rich legacy in the field of business management education, research and consultancy IMI, Bhubaneswar has started its operation in a state-of-art surrounding in 2011 and regarded as another milestone of IMI. The institute offers AICTE approved 2 year full time Post Graduate Diploma in Management (PGDM).

Management Development Programmes

International Management Institute, Bhubaneswar conducts wide range of Management Development Programmes in various functional areas of management. These programmes are well designed to provide conceptual and experimental learning to the participants. The pedagogy of the system is participatory with an approach to bring experience of working executive participants blended with latest inputs from the academicians in the field. The programmes are suitably designed to enrich the technical and managerial skills with an emphasis to develop the decision making ability in the practical working fields in different business and industrial sectors. The major pedagogy will be case based, experiential and interactive learning.

AREAS OF MDPs

IMI, Bhubaneswar conducts Management Development Programmes in the following areas in 2011-12

Markets and Competition

Digital Marketing
International Marketing
Marketing of Services
Retailing
Rural Marketing
Selling & Distribution

Strategy

Strategic Management
Strategic Services Management
Strategy for Sustainable Competitive Advantage
Developing a Strategic Mind Set

Finance

Financial Management
Foreign Exchange Risk Management
International Finance
Management of Finances

Management of HR

Compensation
Creating Work Culture
Industrial Relations
Performance Management
Work Life Balance

General Management

Business Consulting
Change Management
Corporate Social Responsibility
Effective-communication
Instructional Methodology
Managing for Global Competitiveness
Organizational Restructuring

Leadership

Coaching and Mentoring
Decision Making
Emotional Intelligence
Interpersonal Skills
Leadership Skills
Managerial Effectiveness
Managing People
Motivating
Outbound Training
Personality Development
Team Building

Operations & Systems

Knowledge Management
Outsourcing
Project Management
Supply Chain Management

Clientele of IMI

IMI has a strong clientele which is as follows Indian Oil, NTPC, Bharat Electronics, HAL, Dena Bank, Indian Overseas Bank, Hero Honda Motor, SCOPE, ITC hotels, ITC agro, SAIL, IFFCO, Nalco, BHEL, Hindustan Zinc, Afghanistan Government, Life Insurance Corporation of India, JK Lakshmi Cement Ltd, Engineers India Ltd, Indo-German Manager Training Programme, Jindal Steel & Power Ltd, Powergrid Corporation, HDFC Bank, Optical India Pvt Ltd, Birla soft, NDDDB, Royal Bank of Scotland to name a few.

CALENDAR OF MDPs

(October 2011-May 2012)

Venue: IMI, Bhubaneswar Campus

Sl. No	Programme Titles	Dates	Days	Fees (Rs.)	Programme Director(s)
01	Customer Service Strategy	Dec 9-10	2 Days	Rs.10,000	Prof. S. Garimella/ Prof. D. D. Swain
02	Enhancing Sales Force Performance	Jan 20-21	2 Days	Rs.10,000	Prof. D. D. Swain
03	Brand Management	Feb 17-18	2 Days	Rs.20,000	Prof. D. D. Swain / Prof. S.Garimella
04	Project Management	Nov 28-30	2 Days	Rs.15,000	Prof. P .K. Dash
05	Finance for Non-finance Executives	Dec 15-18	3 Days	Rs.15,000	Prof. N. Subramaniyam
06	Responsible Business- A New Paradigm in Business	April 6-7	2 Days	Rs.10,000	Prof. Supriti Mishra
07	Honing Business Communication Skills	Dec 22-23	2 Days	Rs.10,000	Prof.Vijay Vancheshwar
08	Enhancing Selling & Negotiation Skills	May 6-7	2 Days	Rs.15,000	Prof.P.C.Mehra/ Prof.D.D.Swain
09	SAP & ERP	Feb 6-7	3 Days	Rs.15,000	Prof. Ramesh Behl
10	Cost Effective Marketing Techniques for SMEs	Mar 16-17	2 Days	Rs.10,000	Prof. P.C.Mehra / Prof . S. Garimella
11	Retail Marketing	April 23-24	2 Days	Rs.15,000	Prof. P. C. Mehra / Prof. D. D. Swain
12	Enhancing Competitive Advantage through Strategic Outsourcing	Mar 2-3	2 Days	Rs.10,000	Prof. S. Garimella / Prof. Uday Bhaskar

Notes:

1. The dates,venue,fees etc are indicative and subject to change.Detailed brochures for individual programmes will be available one month before start of each programme.
2. Organisations concerned must obtain confirmation of acceptance of nomination from IMI, Bhubaneswar before sending participants to programme venue.
3. Service Tax @ 10.30% on fee amount ,as applicable, is payable extra.

Infrastructure

All the rooms for boarding of the MDP participants in MDP block are air-conditioned & with attached toilet. The class rooms are arranged with the modern teaching aid. The library, gymnasium, cafeteria are well furnished. The MDP block is situated in the campus is having magnificent look with blend of most modern & asthetical designs in a green surroundings. The location is very nearer to the elephant sanctuary and reserve forest named chandaka.



Outside view of the classrooms in night



Night view of the main building



Outside view of the auditorium



Inside view of the auditorium



View of the Canteen



View of the amphitheatre



view of the Library & computer centre



outside view of the Library



View of the MDP block



outside view of the classroom



Outside view of the MDP classroom



Outside view of the MDP Block

Campus Eye



Students Organised Sparx Event



Guests in the Campus



Lightening the lamp



Students in the Classroom



Participants inside the auditorium



Prize distribution



Students in the Campus



Independence day celebration



Judging the Event



Guest from RPG Group



Teachers day celebration



Director addressing on Teachers day



Students in the campus



Students in the campus

About Bhubaneswar

Bhubaneswar is the capital of the Indian state of Orissa. The city has a long history of over 2000 years starting with Chedi dynasty (around 2nd century BCE) who had Sisupalgarh near present-day Bhubaneswar as their capital. Historically Bhubaneswar has been known by different names such as Toshali, Kalinga Nagari, Nagar Kalinga, Ekamra Kanan, Ekamra Kshetra and Mandira Malini Nagari "city of temples" otherwise known as the temple city of India. The largest city of Orissa, Bhubaneswar today is a center of economic and religious importance in the region. Bhubaneswar's proud possession of magnificent sculptures and architectural heritage, coupled with the sanctity as Ekamrakshetra make this one of the great religious centres of Orissa since early medieval days. With its large number of Hindu temples (over 600 in number), which span the entire spectrum of Kalinga architecture, Bhubaneswar is often referred to as a "Temple City" of India. Together with Puri and Konark and, Bhubaneswar forms the Swarna Tribhuja "Golden Triangle", one of the most visited destinations in East India. The modern city of Bhubaneswar was designed by the German architect Otto Königsberger in 1946. Like Jamshedpur and Chandigarh, it is one of the first planned cities of modern India. With the Chandaka reserve forest on the fringes, the city, with an abundance of in-city greenery and an efficient civic body (the BMC), has become one of the cleanest and greenest cities of India. Bhubaneswar replaced Cuttack as the political capital of the state of Orissa in 1948, a year after India gained its independence from Britain. Bhubaneswar and Cuttack are often commonly together known as the "twin cities" of Orissa. The metropolitan area formed by the twin cities has a 2008 population of 1.9 million and The World gazetteer estimates the metro area population as 1,666,429 making it the 22nd largest urban centre in the country. Bhubaneswar is categorized as a tier 2 city. An emerging IT hub, the boom in the metals and metal processing industries has made Bhubaneswar one of the fastest developing cities of India in recent years.

Culture

Bhubaneswar at one point in time is supposed to have had over a thousand temples. Although a large number of temples have given way for urban infrastructure, Bhubaneswar still abounds in temples of various deities. This has earned it the tag of the Temple City. The most famous ones are Lingaraj Temple, Lakshmanesvara group of temples, Parasuramesvara Temple, Svarnajalesvra Temple, Muktesvara Temple, Rajarani Temple, Vaital Temple, Brhamesvara temple, Meghesvara temple, Vaskaresvara Temple, Ananta Vasudeva Temple, Sari Temple, Kapilesvara Temple, Markandesvara temple, Yamesvara temple, Chitrakarini temple, Sisiresvara Temple. Apart from the ancient temples few other important temples were built in recent times that include Ram Mandir, Maa Kanakdurga Pitha, ISKON etc. The Lingaraj Temple towers above the cityscape and is visible from far. Careful conservation has helped save many of these symbols of Oriya culture. There has been a recent awareness towards preserving the ethos of Oriya culture in the form of Classical Odissi dance, handicrafts, sand artistry, sculpturing as well as theatre and music. Boundary walls and gardens are increasingly being redone to depict the folk art of the region. The Ekamra Haat is the popular hand-loom and handicrafts market that was constructed recently to popularise them. Similarly SRJAN, the Odissi dance academy founded by Guru Kelucharan Mohapatra the legendary Odissi dancer is located here. The Rabindra Mandap in central Bhubaneswar plays host to a number of cultural engagements and it also has a modern amphitheatre to host theatre and private functions. At Ratnagiri, Lalitgiri and Udaygiri (on the way to Paradip) Buddhist sites of great historical significance have been excavated. The site at Ratnagiri is the most extensive and the carvings and sculpture are highly regarded for their proficiency and artistic merit.

Postcards of Bhubaneswar



Picture of Dhuli



Picture of Lingaraj Temple



Picture of Konark



Picture of Khandagiri



Picture of Chilika Lake



Picture of white tiger in Nandan Kanan

Airport and 18 Kms. From Bhubaneswar Railway Station. The campus is well connected with roads for four wheelers. The average temperature of the city during October to February is moderate.

International Management Institute Bhubaneswar

MANAGEMENT DEVELOPMENT PROGRAMMES 2011 - 2012 NOMINATION FORM

PARTICIPANTS DETAILS

Title of the Programme: _____

Name (in official records): Mr./Ms./Mrs. _____

Designation: _____

Experience: Junior Middle Senior Top Management Total no. of years:

Address for Communication: _____

Phone: _____ Mobile: _____ Emails: _____

ORGANISATION DETAILS

Main area of responsibility: General Management Sales/Marketing HRM Finance

Engineering Production/Operation Info systems Others

Organisation type: Public co privatete co PSU

State Govt Central Govt NGO

Organisation Name: _____

Organisation Address: _____

Phone: _____ Fax: _____ E-mail: _____

SPONSOR DETAILS

Name: _____

Designation: _____

Official Address: _____

Phone: _____ Fax: _____ E-mail: _____

Accommodation: _____ Required _____ Not Required _____

(If the programme is not compulsorily residential)

DD drawn on bank: _____ bearing No: _____

Favoring "International Management Institute, Bhubaneswar" towards programme fee for Rs. _____

Fee Receipt in the name of, _____ Organisation _____ Self _____

*As per the Govt policy, please add service tax and education cess to the programme fee as applicable.

How did you first hear about this Programme?

Please Indicate the HR/Training Head to whom
We should send future programme brochures:Advertisement: Website:

Name: _____

Website

Designation: _____

E-mail:

Address: _____

Phone: _____ Fax: _____

E-mail: _____

Date: _____

Signature of the Participant**Signature of the Sponsoring Authority**

Duly completed nomination form/s may please be sent to:

Manager (MDP)

International Management Institute

Gothapatna, PO: Malipada, PS: Chandaka ,Dist: Khurda, Bhubaneswar , Odisha- 751003.



FOR MORE INFORMATION, PLEASE WRITE TO

Manager (MDP)

International Management Institute

Gothapatna, PO: Malipada, PS: Chandaka ,Dist: Khurda, Bhubaneswar , Odisha- 751003.

Tel: Phone: +91-674-3042100 (30 Lines), +91 (674) 3042135-(Direct)

Fax: +91 (674) 3042129-(O)

Email: mdp@imibh.edu.in

Website: <http://www.imibh.edu.in/mdp>