



INDIAN INSTITUTE OF MANAGEMENT SHILLONG



MANAGEMENT DEVELOPMENT PROGRAM

BROCHURE 2022-2023

ABOUT IIM SHILLONG

IIM Shillong has been set up with a vision of expansion and mobilization of facilities for offering good quality management education and research in the North Eastern Region of India. The decision of coming up with an Indian Institute of Management in the North East was unanimously taken by the Union Minister of Human Resource Development along with the Chief Ministers of the North Eastern States in the Review Meeting held at Shillong during June 2004. Shillong was drafted as the permanent location for the institute after consultation between the Ministry of Development of North Eastern Region (DONER) and the Chief Ministers of States of the region.

Located in the green contours of North Eastern part of the country, IIM Shillong which commenced operations in 2008, remains committed to its goal of excellence in management education and research so as to evolve into a nationally

and internationally recognized educational institution. Besides high-quality standards and academic rigor, which are considered as the hallmark of an IIM, in IIM Shillong there is also emphasis on the ever growing significance of sustainable development and business practices. The Institute strives to impart to its students ethical values, compassionate behaviour, and concern for society.

To ensure a holistic management education and to help the graduates grow into innovative leaders of the future, the Institute provides opportunities outside the classrooms as well, be it industrial interactions, sports competitions, cultural activities or entrepreneurial pursuits. The quality of instruction, rigorous course curriculum and exposures that the students get at IIM Shillong when coupled with their Summer Internship experience makes them adequately prepared and confident to face the challenges of the corporate world.



VISION

To become an internationally recognized management institute with a global outlook grounded in Indian values.



MISSION

To generate and disseminate knowledge in all aspects of management education for sustainable development and to develop innovative leaders with strong ethical values.



CORE VALUES

- Openness to new ideas and experiences
- Intellectual freedom
- Self-Experimentation and Creative pursuit
- Adherence to fair, just and ethical practices
- Compassion for others

IIM SHILLONG STRENGTHS

Innovation and creativity have always been the hallmark of IIM Shillong for all its programme and activities. Institute's PGP leading to the degree of Master of Business Administration (MBA) programme remains unique and up to date wherein the participants address real life issues and challenges for business and society in a constantly changing competitive environment. Its all-round orientation, interdisciplinary curricula, and systematic approach in problem solving encourages everyone to excel and think beyond the horizon. MBA (WE) is a 2-year master degree program prudently crafted considering the needs of executives working anywhere in the world to enhance their professional and managerial skills with minimal disruption in their professional activities. With an aim to develop a cadre of management thought leaders through extensive research focus, the Institute has formulated its Ph.D. programme.

All of these programmes start with a foundation course on sustainability that serves as a primer and prologue to the contemporary world of management studies, the main objective being to imbibe a vision of sustainable future. Moreover, IIM Shillong has special focus on Management Development programs to specially design and deliver quality programmes for the executives from business/industry, education, and government sectors, in order to equip them with the advanced knowledge and skills in the evolving realities of business and management practices as well as applications.



ABOUT MANAGEMENT DEVELOPMENT PROGRAMME

IIM-Shillong, the epicenter of management research and innovation has given a special focus on Management Development Programmes (MDPs) and continuous learning since inception of the Institute in 2008. Over the years the Institute has already positioned itself as an interface between the Academia and the Industrial environment through its number of programmes for different stakeholders across the nation.

The objective of the MDP programme is to specially design and deliver short-duration quality programmes for the working executives of Indian industry, education, and government sectors, in order to equip them with the advanced knowledge and skills in the evolving realities of business and management practices and applications; and also in facilitating their personal contribution to the future success of their organizations.

A majority of these programs are held in the campus of IIM-Shillong, while a few of them are designed to be held at prominent cities in the country. The programs conducted at IIM-Shillong are residential. The participants are either housed at the MDP residence located in the campus or in the best arranged accommodation in nearby hotels and guest houses. The cool, calm, tranquil, academic ambience of the campus and its lush green hill-top surroundings are highly conducive for study and learning. Round-the-clock internet facility is available on campus through high-speed bandwidth. The Internet connections provide opportunities for the participants to stay connected not only with their near and dear, but also with the business world at large.

IIM-Shillong 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. Standard modules from regular MDPs are also combined and adapted, wherever necessary, to suit the requirements of client organizations. Usually companies contact the faculty directly or the Director requesting specific programs to be offered for them.

VARIOUS TYPES OF MDPs

01 OPEN MDPs:

Open MDPs are where the clients shows interest for the MDP as provided by the faculty member as part of the Annual MDP calendar or client has communicated to the MDP office on their interest for attending the MDP to be organized by the concerned faculty member(s) clearly stating their name(s) in the concerned communication. The participants can also show their interest by registering for the MDP offered by the concerned faculty member through the website link / form (as the case maybe). An Open MDP shall have minimum eight number of participants registered in order to successfully organize such type of MDPs.

02 INSTITUTIONAL MDPs:

These MDPs are one which are requested by the corporate/ Government/educational organizations through MDP committee / office. These type of MDPs are further sub-divided into two: namely (i) General Management Programme (GMP) and (ii) Cutomized MDP. The MDP committee will come out with a standard template for the GMP which will be offered to the interested clients. Further, the GMPs will have three different types of templates viz Executive GMP, Senior GMP and Advance GMP, catering to the needs of different levels of management namely junior level, middle level and senior level respectively. In case if the clients' needs are of specific nature wherein customization is required, the MDP will be characterized as a 'Customized MDP'



METHODOLOGY

The training program are facilitated through a combination of lectures, management games, case study exercises, and discussion.



DURATION OF THE PROGRAMS

The duration of these programs ranges from two days to six months depending upon the variety, magnitude and complexity of topics covered. The In-company Programs (ICP) are conducted at the Institute as well as in the premises of the client organizations.



MODE OF DELIVERY

A flexi-hybrid Online and On Campus



CERTIFICATE OF COMPLETION

On completion of the Programme the Participants will be awarded with a Certificate of Participation from IIM Shillong.



MINIMUM NUMBER OF PARTICIPANTS

Minimum 8 number of participants for each MDPs program.



OUR SELECT CLIENT LIST INCLUDES

- Assam Finance Services
- Arunachal Pradesh Civil Service
- Airports Authority of India
- Assam Electronics Development Corporation Ltd.
- Bramaputra Cracker and Polymer Ltd
- Department of Public Enterprises, GOI
- Developing Managerial Skills for Entrepreneurs – North Eastern Participants
- Chillibreeze Solutions Private Limited
- Directorate of Animal, Husbandry and Veterinary, Meghalaya
- Eastern Air Command, Shillong
- HPCL Mittal Energy Ltd.
- Indian Air Force
- Indian Chamber of Commerce, Guwahati
- Indian Oil Corporation Ltd (IOCL)
- Karnataka Bank
- Life Insurance Corporation of India, Eastern Zone.
- Meghalaya Industries Development Corporation, Government of Meghalaya
- Meghalaya State Rural Livelihoods Society
- Ministry of Heavy Industries, G O I
- Nagaland Civil Service Trainees
- National Academy of Customs, Excise and Narcotics, G O I
- North Eastern Indira Gandhi Regional Institute of Medical Sciences (NEIGRIHMS)
- Oil India Ltd
- ONGC Tripura Power Company Limited
- PNB MetLife
- PowerGrid
- POSOCO,NERLDC
- Standard Chartered Bank
- Reserve Bank of India
- United Nations Development Project (UNDP)
- Vidarbha Management Association
- Jan Shikshan Sansthan
- Assam Electricity Grid Corporation Limited
- Assam Science and Technology University

MDP CALENDAR 2022- 2023

The Open MDPs may be conducted On Campus or On Line depending on prevailing conditions. Dates of following MDPs can also be arrived on mutual convenience and availability of participants and programme Director/s.

SL	Topics	Faculty	Dates	Duration	Mode	Fees (INR)**
1	Corporate governance and board leadership for directors	Prof. Neelam Rani	9 - 13 May, 2022	5 Days	Offline/ Online	75000/ 37500
2	Corporate Social Responsibility: Perspectives and Practices	Prof. Sanjoy Mukherjee and Prof. Sanjeeb Kakoty	20 - 22 July, 2022	3 Days	Offline	45000
3	Financial Management in Government and Autonomous Bodies	Prof. Sharad Bhattacharya & Prof. Mousumi Bhattacharya	1 - 5 Aug, 2022	5 Days	Offline	75000
4	Sustainable Manufacturing	Prof. Kailash Choudhary	29 - 31 Aug, 2022	3 Days	Offline/ Online	45000/ 22500
5	Corporate governance and board leadership for directors	Prof. Neelam Rani	5 - 9 Sep, 2022	5 Days	Offline/ Online	75000/ 37500
6	Contemporary Project Management and Execution	Prof. Rohit Joshi	7 - 11 Sep, 2022	5 Days	Offline/ Online	75000/ 37500
7	Stress Management in Modern Organizations	Prof. Sanjoy Mukherjee and Prof. Sanjeeb Kakoty	14 - 16 Sep, 2022	3 Days	Offline	45000
8	Data Analytics Tools and Models in Management	Prof. Rohit Joshi	21 - 25 Sep, 2022	5 Days	Offline/ Online	75000/ 37500
9	Creative Problem Solving and Innovation Techniques for Organization Excellence	Prof. Rohit Joshi	7 - 9 Oct, 2022	5 Days	Offline/ Online	75000/ 37500
10	Lean six sigma green belt	Prof. Rohit Joshi	9 - 11 Nov, 2022	3 Days	Offline/ Online	45000/ 22500
11	Corporate Governance Framework for CPSEs	Prof. Neelam Rani	14 - 19 Nov, 2022	6 Days	Offline/ Online	90000/ 45000
12	Self-Development for Wisdom Leadership	Prof. Sanjoy Mukherjee and Prof. Sanjeeb Kakoty	16 - 18 Nov, 2022	3 Days	Offline	45000
13	Leveraging Resources for Organization Excellence	Prof. Rohit Joshi	16 - 20 Nov, 2022	5 Days	Offline/ Online	75000/ 37500
14	Goods and Services Tax (GST) For Non-Tax Professionals	Prof. Atul Mehta	23 - 25 Nov, 2022	3 Days	Online	22500
15	Business in Emerging Economy	Prof. Debasisha Mishra	*Nov 2022	3 Days	Offline	45000
16	Indian Way of Management	Prof. Debasisha Mishra	*Nov, 2022	3 Days	Offline	45000
17	Design Thinking and Systematic Innovation	Prof. Parijat Upadhyay	*Nov 2022	2 Days	Online	15000
18	Management and Aesthetics: A Cross Cultural Journey	Prof. Sanjoy Mukherjee and Prof. Sanjeeb Kakoty	14 - 16 Dec, 2022	3 Days	Offline	45000
19	Strategy for Growth and Entrepreneurship	Prof. Debasisha Mishra	*Dec, 2022	3 Days	Offline	45000
20	Social Entrepreneurship Strategy Development	Prof. Vibhas Amawate	18 - 20 January, 2023	3 Days	Offline/ Online	45000/ 22500
21	Design and Implementation of Business to Business (B2B) Marketing Strategies	Prof. Vibhas Amawate	1 - 3 Feb, 2023	3 Days	Offline/ Online	45000/ 22500
22	Business Modelling using Excel	Prof. Basav Roychoudhury	7 - 10 Feb, 2023	4 Days	Offline	60000
23	Design Driven Customer Innovation	Prof. Vibhas Amawate	8 - 10 Feb, 2023	3 Days	Offline/ Online	45000/ 22500
24	Marketing for Entrepreneurs	Prof. Vibhas Amawate	15 -17 Feb, 2023	3 Days	Offline/ Online	45000/ 22500
25	Practical Business Analytics using R	Prof. Basav Roychoudhury	20 - 24 Feb, 2023	4 Days	Offline	60000
26	Product Management for Sustainable competitive advantage	Prof. Vibhas Amawate	22 - 24 Feb, 2023	3 Days	Offline/ Online	45000/ 22500
27	Financial Decision-Making using Excel	Prof. Basav Roychoudhury, Prof. Mousumi Bhattacharya & Prof. Sharad Bhattacharya	2 - 4 March 2023	3 Days	Offline	45000
28	Sustainable Financial Decisions	Prof. Vishakha Bansal	*March, 2023	2 Days	Offline/ Online	30000/ 15000

* these dates are flexible and will update or can be change as per availability and request of participants

** Fees exclusive of taxes

PROGRAM FEE STRUCTURE FOR THE RESIDENTIAL MDP

The MDP programme fee has two components: the 'Academic Component' and the 'Non-Academic Component'. All rate indicated are for the financial year 2022-23 and may change based on the institute policy decision.

Total Programme Fee per participant/ per day = Academic Component (A) + Non-Academic Component (B) + applicable taxes.

Cost per participant is Rs 15000 * No of days + Applicable Taxes

A. Academic Component Consist of :

The Academic Component of the Programme fee is inclusive of:

- Programme development fee
- Programme tuition fee
- Any study and / or reading materials / case materials given during the programme
- Rate of training platform and other training incidentals

B. Non-Academic Component = Residential

Facilities also includes

- Accommodation for the participants during the programme.
- Breakfast, Lunch and Dinner on all programme days
- Tea with cookies / biscuits (two times) on all programme days
- MDP Welcome Kit on registration
- High Tea during inaugural and valedictory sessions
- Free Wi-fi access at the institute

PROGRAM FEE STRUCTURE FOR ONLINE MDP

The MDP programme fee for online training is based on the number of participants with a minimum of 3 sessions (90 minutes/session) in a day. Sessions may be conducted via live webinar (ZOOM, Microsoft Teams etc), recorded video etc. as per convenience of clients/ participants.

**Academic Component Cost per participant /per day in
Rs (exclusive of applicable taxes)**

Cost per participant is Rs 7500 * No of days + Applicable Taxes

Kindly Note:

The programme fee payable will be on the minimum number of participants agreed upon in the proposal. If the total number of participants attending the programme is less than the agreed number of participants, the clients is still liable to pay 100% of the Academic Component for each absentee as well. If number of participants is more than the minimum number of participants agreed upon then programme fee payable is as per actuals.

The fees are payable by online mode or by DD drawn in favour of **IIM Shillong**, payable at Shillong.

The details of Online Transaction are given below:

Payable to: IIM Shillong

Bank Account No: 30276148008

IFSC Code: SBIN0002081

MICR Code: 793002013







INDIAN INSTITUTE OF MANAGEMENT SHILLONG

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