

MANAGEMENT DEVELOPMENT PROGRAM 2023-2024



IIM
SHILLONG

Indian Institute of Management Shillong

About IIM SHILLONG

The Indian Institute of Management Shillong (IIM Shillong) has been set up with a vision of providing quality management education, as well as generating and disseminating quality research in all aspects of management for sustainable development. The decision to establish an IIM in the North-Eastern part of the country 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 in June 2004.

Amongst the league of 20 IIMs, IIM Shillong is in its second decade of shaping future leaders. The Institute emphasizes the need and importance of ethical and responsible leadership, along with a focus on sustainable business models. The Institute is guided by its belief in academic freedom and provides a close-knit environment for academic and professional growth. The Institute is committed to developing contextual intelligence amongst its learners, in addition to a focus on cutting-edge functional knowledge and human skills across teaching, research, and consulting/advisory services.

IIM Shillong is located in a picturesque location in Shillong, which is also referred to as the Scotland of the East. The 120-acre campus at Umsawli is flanked by green on all sides, with clouds often descending, giving it the slogan 'Campus in Clouds'. The Institute believes in learning from communities and assimilating that learning with the existing domain knowledge to develop sustainable strategies for organizations and societies. The thick community context of the region adds to the right 'humbling attitude' of the managers.

Established around the time when management science had already reached a stage of a paradigmatic shift in how the world looks at businesses and all modern organizations, climate change, sustainable development, and indigenous concepts are the key turnaround moments in the practice and theory of management that require impetus to innovate for solutions. IIM Shillong believes in imbibing innovation as a thought process and

encourages its participants to think beyond the obvious as they venture into solving issues related to organizations and societies. In doing so, the participants are encouraged to also look into the knowledge of traditional communities, which often are reservoirs of sustainability practices.



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

IIM SHILLONG Degree Programs

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 to problem solving encourage everyone to excel and think beyond the horizon.

PGPEX, a One-Year intensive program is designed for executives having corporate experience of at least 5 years. The program in its curriculum contextualizes and caters to the needs of transnational communities. The international module of the program ensures that each participant gets insights into the economic, social and cultural aspects of emerging countries. Each participant gets first-hand exposure to the country during the visit and understands the contemporary situation and society's evolution.

MBA for Working Executives (MBAWE) is a two-Year Program where live classes are held over electronic mode. Live Online classes provide an interactive learning experience with scheduled synchronous online sessions held mostly over the weekends. The students are able to put classroom knowledge into practice and add value to company immediately.

The Doctoral Program develops a cadre of management thought leaders through

extensive research focus. The Institute has formulated its Doctoral programme with a vision to generate and disseminate knowledge. The commitment to the Doctoral program is four years which includes an enriching research-focused, output oriented course work which leads to a Ph.D degree.

The Doctoral Program for Working Professionals PhD (WP) at IIM Shillong is a unique doctoral level program in management for working professionals in order to meet the requirements of the employer organization. The goal of the program is to prepare enthusiastic executives and teaching professionals who contribute to the field of training, management research and consulting practice, launch an academic career, and help to strike a balance between the theory and practice of management.

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Management Development Programs

The Institute has given a special focus on Management Development Programs (MDPs) and continuous learning since its inception. Over the years the Institute has positioned itself as an interface between academia and industry through programs it organizes for different stakeholders across the nation.

The objective of the MDP programs is to specially design and deliver short-duration quality programs for the working executives of Indian industry, education, and government sectors, in order to equip them with 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.

IIM Shillongs also offers **General Management Programme (GMPs)**, catering to the needs of different levels of management namely junior level, middle level and **senior level respectively**.

Open MDPs which are part of the Annual MDP calendar are floated by the Institute and participants can show their interest by registering for the MDP offered by the concerned faculty member through the website link / form (as the case maybe).

Methodology

The training program will be facilitated through a combination of lectures, management games, case study exercises, excursions and discussion. The emphasis is on learning through class participation and problem-solving.

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.

Our Select Client List Includes

- Assam Finance Services
- Arunachal Pradesh Civil Service
- Airports Authority of India
- Assam Electronics Development Corporation Ltd.
- Assam Electricity Grid Corporation Limited
- Assam Science and Technology University
- Bramaputra Cracker and Polymer Ltd
- Chillibreeze Solutions Private Limited
- Department of Public Enterprises, GOI
- Department of Economic Affairs, GOI
- Developing Managerial Skills for Entrepreneurs - North Eastern Participants
- 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)
- Jan Shikshan Sansthan
- Karnataka Bank
- Life Insurance Corporation of India, Eastern Zone.
- Lal Bahadur Shastri Institute of Management
- 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)
- National Aids Control Organisation
- Oil India Ltd
- ONGC Tripura Power Company Limited
- ONGC
- PNB MetLife
- PowerGrid
- Petronet LNG Ltd
- POSOCO, NERLDC
- Standard Chartered Bank
- Reserve Bank of India
- United Nations Development Project (UNDP)
- United Commercial Bank
- Vidarbha Management Association
- Veterinary and Husbandry Department ,Govt of Meghalaya
- William Lee India Pvt Ltd

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MDP Calendar 2023 - 2024

Sl. No.	Topics	Faculty	Dates	Duration	Mode
1	Industry 4.0 and business applications	Prof. Krantiraditya Dhalmahapatra	24 - 26 July, 2023	3 Days	Offline/Online
2	Corporate Social Responsibility: Perspectives and Practices	Prof. Sanjoy Mukherjee & Prof. Sanjeeb Kakoty	20 - 22 July, 2023	3 Days	
3	Financial Management in Government and Autonomous Bodies	Prof. Sharad Bhattacharya & Prof. Mousumi Bhattacharya	7 - 12 August, 2023	5 Days	
4	Finance for Non-Finance Executives	Prof. Naliniprava Tripathy	22 - 25 August, 2023	4 Days	
5	Sustainable Manufacturing	Prof. Kailash Choudhary	7 - 9 August, 2023	3 Days	
6	Public-Private Partnership and Project Finance	Prof. Neelam Rani	11 - 16 September, 2023	5 Days	
7	Corporate governance and board leadership for directors	Prof. Neelam Rani	5 - 9 September, 2023	5 Days	
8	Contemporary Project Management and Execution	Prof. Rohit Joshi	11 - 15 September, 2023	5 Days	
9	Stress Management in Modern Organizations	Prof. Sanjoy Mukherjee & Prof. Sanjeeb Kakoty	14 - 16 September, 2023	3 Days	
10	Data Analytics Tools and Models in Management	Prof. Rohit Joshi	18 - 22 September, 2023	5 Days	
11	Sustainability Reporting Practices in MSMEs	Prof. Varnita Srivastava	18 - 20 September, 2023	3 Days	
12	Strategic Analysis for Competitive Advantage	Prof. Shamita Garg	4 - 6 October, 2023	3 Days	
13	Creative Problem Solving and Design Thinking for Organization Excellence	Prof. Rohit Joshi	3 - 5 October, 2023	3 Days	
14	Business in Emerging Economy	Prof. Debasisha Mishra	1 - 3 November, 2023	3 Days	
15	Design Thinking and Systematic Innovation	Prof. Parijat Upadhyay	6 - 7 November, 2023	2 Days	
16	Lean Six Sigma Green Belt	Prof. Rohit Joshi	6 - 8 November, 2023	3 Days	
17	Indian Way of Management	Prof. Debasisha Mishra	13 - 15 November, 2023	3 Days	
18	Corporate Governance Framework for CPSEs	Prof. Neelam Rani	13 - 18 November, 2022	5 Days	
19	Self-Development for Wisdom Leadership	Prof. Sanjoy Mukherjee & Prof. Sanjeeb Kakoty	16 - 18 November, 2023	3 Days	
20	Leveraging Resources for Organization Excellence	Prof. Rohit Joshi	13 - 17 November, 2023	5 Days	
21	Goods and Services Tax (GST) For Non-Tax Professionals	Prof. Atul Mehta	28 - 30 November, 2023	3 Days	
22	Fintech	Prof. Mousumi Bhattacharya	4 - 6 December, 2023	3 Days	
23	Strategy for Growth and Entrepreneurship	Prof. Debasisha Mishra	11 - 13 December, 2023	3 Days	
24	Management and Aesthetics: A Cross Cultural Journey	Prof. Sanjoy Mukherjee & Prof. Sanjeeb Kakoty	13 - 15 December, 2023	3 Days	
25	Social Entrepreneurship Strategy Development	Prof. Vibhas Amawate	19 -21 January, 2024	3 Days	
26	Design and Implementation of Business to Business (B2B) Marketing Strategies	Prof. Vibhas Amawate	22 - 24 January, 2024	3 Days	
27	Business Modelling using Excel	Prof. Basav Roychoudhury	6 - 9 February, 2024	4 Days	
28	Design Driven Customer Innovation	Prof. Vibhas Amawate	29 - 31 January, 2024	3 Days	
29	Marketing for Entrepreneurs	Prof. Vibhas Amawate	1 - 3 February, 2024	3 Days	
30	Practical Business Analytics using R	Prof. Basav Roychoudhury	22 - 25 February, 2024	4 Days	
31	Product Management for Sustainable competitive advantage	Prof. Vibhas Amawate	5 - 7 February, 2024	3 Days	
32	Financial Decision-Making using Excel	Prof. Basav Roychoudhury, Prof. Mousumi Bhattacharya & Prof. Sharad Bhattacharya	4 - 6 March, 2024	3 Days	
33	Management of Finance for Finance Officers	Prof. Naliniprava Tripathy	12 - 15 March, 2024	4 Days	
34	Sustainable Financial Decisions	Prof. Vishakha Bansal	4 - 5 March, 2024	2 Days	
35	Cost Optimization	Prof. Naliniprava Tripathy	15 - 18 April, 2024	4 Days	

Kindly Note:

*The Open MDPs may be conducted On Campus or Online depending on prevailing conditions.

**Dates of MDPs in the calendar are flexible and may be changed for a larger group more than 20 participants. The dates can also be arrived on mutual convenience and availability of participants and programme Director/s.

Program Fee Structure for the Residential Open MDP

The MDP program fee has two components: the 'Academic Component' and the 'Non-Academic Component'. All rate indicated are for the financial year 2023-24 and 2024-25. However, for programs conducted in financial year 2024-25, an inflation of 10% may be added to the overall participant fee with mutual consent.

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
- Any other training incidentals.

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

B. Non-Academic Component consist of

Facilities also includes

- Accommodation for the participants on single occupancy 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
- Pick up and drop from location of stay/ Annex Campus to IIM Shillong Umsawli Campus.

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), as per convenience of clients/ participants.

Academic Component Cost per participant /per day in Rs (exclusive of applicable taxes)
Cost per participant is Rs 10,000 * No of days + Applicable Taxes

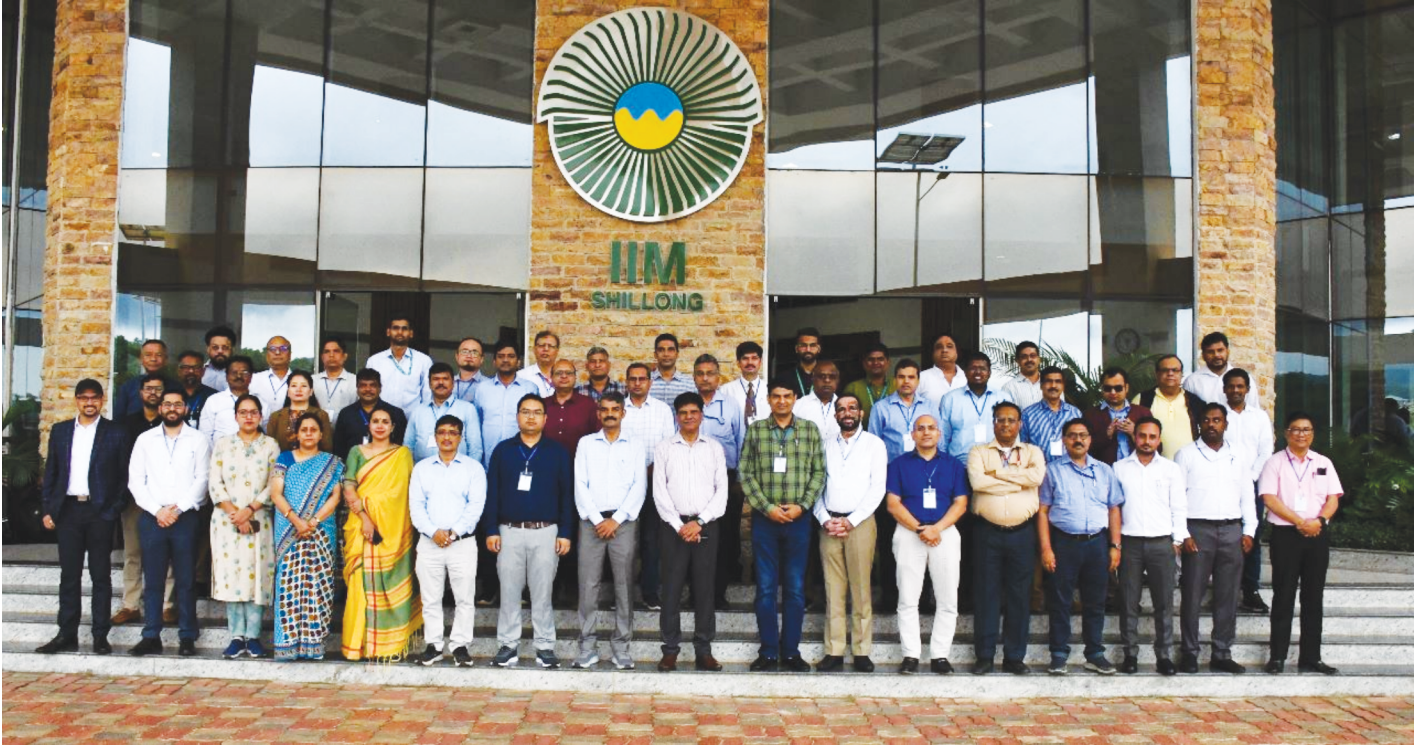
**The fees payable by online mode or
by DD drawn in favour of IIM Shillong, payable at Shillong.
The details of Online Transaction are given below:**

Payable to: IIM Shillong

Bank Account No.: 30276148008

IFSC Code: SBIN0002081

MICR Code: 793002013





Indian Institute of Management Shillong

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