



Executive Education
Indian Institute of Management Ahmedabad



OPEN ENROLLMENT PROGRAMMES

April 2019 to March 2020



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Indian Institute of Management Ahmedabad

Open Enrollment Programme - April 2019 to March 2020

Executive Education programmes of IIMA are interdisciplinary, cross functional and problem centered. The focus is on design, policy and decisions. Programmes are developed and delivered by faculty in groups with the Faculty Chair leading the efforts. OEPs of IIMA are listed below under the area / functions / centres / source disciplines of the Faculty Chair of the programme. Most of the programmes cover the ground of more than one discipline or functional area.

	Programme Title	Area	Faculty Chair(s)	Programme Dates	Fees (INR)
APRIL -19	Management and Finance for Young Chartered Accountants	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Apr 7-May 11, 2019	350,000
	Developing Internal Talent and Leadership	Human Resource Management	Biju Varkkey	Apr 8-10, 2019	80,000
	Design Thinking	Business Policy	Mukesh Sud	Apr 8-11, 2019	120,000
	Uncertainty, Complexity and Risk in Projects	Production and Quantitative Methods	Goutam Dutta	Apr 8-12, 2019	120,000
	Revenue Management and Dynamic Pricing	Production and Quantitative Methods	Goutam Dutta	Apr 29-May 3, 2019	120,000
MAY -19	Doing Business Abroad	Business Policy	Ajeet N. Mathur	May 2-4, 2019	125,000
JUNE -19	Leading Professional Service Firms	Business Policy	Sunil Sharma	Jun 3-5, 2019	100,000
	Advanced Quality Management	Production and Quantitative Methods	Arnab Kumar Laha	Jun 3-7, 2019	120,000
	Management and Finance for Experienced Chartered Accountants (Module II)	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Jun 8-22, 2019	-
	Getting Infrastructure and PPPs Right	Economics	Ajay Pandey & Sebastian Morris	Jun 10-14, 2019	120,000
	Hospital Management	Centre for Management of Health Services	Rajesh Chandwani	Jun 17-22, 2019	140,000
	Neuroscience in Marketing	Marketing	Arvind Sahay	Jun 26-28, 2019	95,000
JULY -19	Customer Based Business Strategy	Marketing	A.K. Jain, Amit Karna, M.R. Dixit & Rama Bijapurkar	Jul 1-3, 2019	115,000
	Manufacturing Strategy	Production and Quantitative Methods	Sundaravalli N.	Jul 1-3, 2019	80,000
	Fintech: Business Models, Marketing, Strategy and Tactics	Marketing	Arvind Sahay, Rajan Raju & Sriraman Jagannathan	Jul 1-4, 2019	110,000
	Ethics, Governance and CSR	General Management	Sebastian Morris	Jul 15-19, 2019	200,000
	Young Entrepreneurs Programme (Module I)	Business Policy	Chitra Singla	Jul 15-20, 2019	275,000
	Enhancing Leadership Capacities and Potential Among Professional Women	Organizational Behaviour	Neharika Vohra	Jul 16-19, 2019	100,000
	Managing Global Procurements and Exports Contracts	Business Policy	Akhileshwar Pathak	Jul 17-19, 2019	80,000
	3TP: Emerging Leaders' Programme	General Management	Naman Desai & Saral Mukherjee	Jul 21-Aug 17, 2019	400,000
	Taking People Along: Managing by Persuasion	Communications	Vaibhavi Kulkarni	Jul 22-27, 2019	140,000
	Managing Businesses in International Markets	Marketing	Aditya Moses & Sourav Borah	Jul 25-27, 2019	80,000
	Advanced Customer Analytics	Marketing	Sourav Borah & Soumya Mukhopadhyay	Jul 29-31, 2019	90,000
	Warehouse Design and Management	Production and Quantitative Methods	Debjit Roy	Jul 29-Aug 2, 2019	120,000
	Managing IT Projects	Information Systems	Sanjay Verma	Aug 5-10, 2019	140,000
Fundamentals of Operations	Production and Quantitative Methods	Sundaravalli N.	Aug 12-14, 2019	80,000	

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AUGUST -19	Creative & Cultural Businesses Programme (Module I)	Centre for Innovation Incubation & Entrepreneurship	Amit Karna & Anchal Jain	Aug 18-24, 2019	500,000
	Risk: Modeling and Management	Production and Quantitative Methods	Arnab Kumar Laha	Aug 19-23, 2019	120,000
	Leadership and Change Management	Organizational Behaviour	Neharika Vohra	Aug 19-23, 2019	120,000
	The Winning Edge: Communication Strategies for Leaders	Communications	Meenakshi Sharma	Aug 19-24, 2019	140,000
	Developing Commercial and Finance for Strategic Business Decision	Finance and Accounting	Sobhesh Agarwalla	Aug 26-30, 2019	1,30,000
	Project Management	Production and Quantitative Methods	Goutam Dutta	Aug 26-31, 2019	140,000
SEPTEMBER -19	Digital and Social Media Marketing	Marketing	Arvind Sahay & Lil Mohan	Sep 9-13, 2019	180,000
	Strategic Analytics: Weaving Analytics into Decision Making	Production and Quantitative Methods	T. Bandyopadhyay & Arindam Banerjee	Sep 9-13, 2019	185,000
	Strategies for Growth	Business Policy	Sunil Sharma	Sep 9-13, 2019	150,000
	Strategic Human Resource Management	Human Resource Management	Sunil Maheshwari	Sep 9-14, 2019	140,000
	Transforming Small and Medium Enterprises	General Management	Chitra Singla & Viswanath Pingali	Sep 15-28, 2019	200,000
	HR Analytics	Human Resource Management	Rajesh Chandwani	Sep 16-18, 2019	80,000
	Developing Entrepreneurial Mindset and Leadership	Centre For Innovation Incubation & Entrepreneurship	Amit Karna & Kirti Sharda	Sep 16-19, 2019	90,000
	Advanced Corporate Finance	Finance and Accounting	Siddharth Sinha	Sep 16-21, 2019	140,000
	Working Conference on Authority, Organisation, Strategies & Politics of Relatedness (AOSPOR)	Business Policy	Ajeet N. Mathur	Sep 19-25, 2019	195,000
	R&D Management	Organizational Behaviour	Vishal Gupta	Sep 23-27, 2019	120,000
Employer Branding: Concept, Strategies and Success Factors	Human Resource Management	Biju Varkkey	Sep 30-Oct 2, 2019	80,000	
OCTOBER-19	The Indian Economy for Business Leaders	Economics	Sebastian Morris	Oct 10-12, 2019	150,000
	Urban Transportation	Public Systems Group	Sundaravalli N.	Oct 10-12, 2019	80,000
	Creative & Cultural Businesses Programme-(Module-II)	Centre For Innovation Incubation & Entrepreneurship	Amit Karna & Anchal Jain	Oct 11-16, 2019	-
	Contract Management	Business Policy	Akhileshwar Pathak	Oct 14-18, 2019	120,000
	Strategic Leadership for Schools in a Changing Environment	R. J. Mathai Centre for Education Innovation	Kathan Shukla	Oct 14-18, 2019	80,000
	Supply Chain Management	Production and Quantitative Methods	Ankur Sinha	Oct 14-19, 2019	140,000
NOVEMBER-19	Doing Business in Nordic Europe (DBNE)	Business Policy	Ajeet N. Mathur	Nov 5-7, 2019	195,000
	Innovation, Corporate Strategy and Competitive Performance	Business Policy	Amit Karna	Nov 11-16, 2019	160,000
	Advanced Data Analysis for Marketing Decisions	Marketing	Anand Kumar Jaiswal	Nov 11-16, 2019	140,000
	Leadership of Banks & Financial Institutions - The Challenges Today	Economics	Sebastian Morris	Nov 11-15, 2019	150,000
	Management and Finance for Experienced Chartered Accountants (Module-I)	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Nov 11-22, 2019	400,000
	Logistics Management	Production and Quantitative Methods	Sundaravalli N.	Nov 18-20, 2019	80,000
	Customer Relationship Management	Marketing	Sanjay Verma	Nov 18-23, 2019	140,000
	Blockchain and its Applications	Finance & Accounting	Jayanth R. Varma	Nov 22-23, 2019	90,000

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NOVEMBER -19	Effective Data Visualization for the Data-Driven Organisation	Information Systems	Kavitha Ranganathan	Nov 25-28, 2019	90,000
	Managing Contract Farming	Centre for Management in Agriculture	Sukhpal Singh	Nov 25-29, 2019	120,000
	Mergers, Acquisitions and Restructuring	Finance and Accounting	Sobhesh Agarwalla & N. Venkiteswaran	Nov 25-30, 2019	150,000
DECEMBER-19	Strategy Implementation	Business Policy	Sunil Sharma	Dec 2-4, 2019	90,000
	Negotiations Analysis	Organizational Behaviour	Amit K. Nandkeolyar	Dec 2-4, 2019	80,000
	Communicating Corporate Reputation	Communications	Asha Kaul	Dec 2-5, 2019	100,000
	Design Thinking	Business Policy	Mukesh Sud	Dec 2-5, 2019	120,000
	Advanced Human Resource Management	Human Resource Management	Biju Varkkey & Manjari Singh	Dec 2-7, 2019	140,000
	Restaurant Management	Production and Quantitative Methods	Debjit Roy	Dec 9-13, 2019	120,000
	Clinical Laboratory Management	Centre for Management of Health Services	Rajesh Chandwani	Dec 10-12, 2019	80,000
	Managing Global Procurements and Exports Contracts	Business Policy	Akhileshwar Pathak	Dec 10-12, 2019	80,000
	Investment Decisions & Behavioural Finance	Finance and Accounting	Joshy Jacob	Dec 10-12, 2019	80,000
	Sustainable Finance	Public Systems Group	Amit Garg & Mahua Acharya	Dec 17-19, 2019	80,000
JANUARY-20	Organisational Leadership for 21st Century	Business Policy	S. Manikutty & Sebastian Morris	Jan 6-9, 2020	120,000
	Interpersonal Effectiveness and Team Building	Organizational Behaviour	Parvinder Gupta	Jan 6-9, 2020	120,000
	Rural Marketing	Centre for Management in Agriculture	Sukhpal Singh	Jan 6-10, 2020	120,000
	Young Entrepreneurs Programme (Module II)	Business Policy	Chitra Singla	Jan 6-11, 2020	-
	3TP: Senior Leaders' Programme	General Management	Amit Karna & Goutam Dutta	Jan 12-Feb 1, 2020	500,000
	Advanced Analytics for Management	Production and Quantitative Methods	Arnab Kumar Laha	Jan 13-18, 2020	140,000
	Managerial Effectiveness	Human Resource Management	Sunil Maheshwari	Jan 13-18, 2020	140,000
	Coordinating Marketplaces and Platform Businesses	Production and Quantitative Methods	Saral Mukherjee	Jan 16-18, 2020	80,000
	Pricing for Profit	Marketing	Arvind Sahay	Jan 20-24, 2020	135,000
	Strategic Cost Management	Finance and Accounting	Shailesh Gandhi	Jan 20-24, 2020	120,000
	Intelligent Transportation Systems	Public Systems Group	Sundaravalli N.	Jan 27-29, 2020	80,000
	Aligning IT with Business	Information Systems	Sanjay Verma	Jan 27-Feb 1, 2020	140,000
	Corporate Governance	Finance and Accounting	Jayanth Varma & Samir Barua	Jan 30-Feb 1, 2020	150,000
FEBRUARY-20	Creative & Cultural Businesses Programme (Module III)	Centre For Innovation Incubation & Entrepreneurship	Amit Karna & Anchal Jain	Feb 3-4, 2020	-
	Business Negligence, Liability and Legal Risk	Business Policy	M. P. Ram Mohan	Feb 3-5, 2020	1,20,000
	Data Analysis for Healthcare Management	Centre for Management of Health Services	Arnab Kumar Laha	Feb 3-7, 2020	120,000
	Infrastructure Law and Regulation for Lawyers	Business Policy	Anurag Agarwal	Feb 17-21, 2020	150,000
	Investment Strategies for Equity Markets	Finance and Accounting	Vineet Virmani	Feb 17-21, 2020	120,000
	Big Data Analytics	Information Systems	Kavitha Ranganathan & Srikumar Krishnamoorthy	Feb 17-22, 2020	150,000
	B2B Marketing	Marketing	Anand Kumar Jaiswal	Feb 17-22, 2020	140,000
Managing Strategic Alliances	Business Policy	Mohammad Fuad, Farok Contractor and Amit Karna	Feb 19 - 21, 2020	95,000	

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FEBRUARY-20	General Management for Shipping	Public Systems Group	Sundaravalli N. & Capt. Yashoverman Sharma	Feb 23-29, 2020	140,000
	HR Auditing-Preparing the Ground for Strategic HRM	Human Resource Management	Rajesh Chandwani	Feb 24-26, 2020	80,000
	Agricultural Input Marketing	Centre for Management in Agriculture	Sukhpal Singh	Feb 24-29, 2020	140,000
	Management and Finance for Experienced Chartered Accountants Module - II	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Feb 24-Mar 6, 2020	-
	Working Conference on Managing You and Me in Roles and Systems (MAYUMERS)	Business Policy	Ajeet N. Mathur	Feb 27-Mar 4, 2020	195,000
MARCH-20	Creating Entrepreneurial Organisations	Business Policy	Mukesh Sud	Mar 2-5, 2020	120,000
	Cutting Edge Analytics	Production and Quantitative Methods	Arnab Kumar Laha	Mar 2-6, 2020	120,000
	Corporate Risk Management	Finance and Accounting	Vineet Virmani	Mar 5-7, 2020	100,000
	Enhancing Sales Force Performance	Marketing	Arvind Sahay & Biju Varkkey	Mar 9-13, 2020	120,000
	Family Businesses: Organisation, Strategies, Internationalisation and Succession	Business Policy	Ajeet N. Mathur	Mar 17-19, 2020	175,000
International Business	Business Policy	Ajeet N. Mathur	Mar 25-27, 2020	175,000	

NOTE :

- Detailed brochure for the individual Programmes will be available about 3 months before the start of each Programme.
- GST as applicable will be charged extra on all the Programmes in addition to the Programme fees.
- For registering online: Please log on to IIMA website <http://www.iima.ac.in/exed>
- The programme fee should be received at the **IIMA** before the due date as specified in the respective brochure.
- In case of cancellation, the fee will be refunded only if a request is received at least 15 days prior to the start of the programme, if a nomination is not accepted, the fee will be refunded to the person/organization concerned.



BLENDING LEARNING PROGRAMMES

Our e-Enabled Programmes offer online executive programmes through highly interactive and live sessions. The focus of these programmes is to provide, knowledge and learning support to business leaders and management talent in real-time with the help of cutting-edge technology.

We offer both open and customised online programmes for those who are unable to attend our on-campus programmes. Please get in touch with us if you want us to design a customised online programme for your organisation.

▶ GENERAL MANAGEMENT

Accelerated General Management Programme

Rajesh Chandwani and Sanjay Verma
May 2019 - April 2020
Fees ₹ 5,87,000/-

Senior Management Programme

Chetan Soman and Pradyumana Khokle
June 2019 - May 2020
Fees ₹ 5,35,000/-

▶ ORGANIZATIONAL BEHAVIOUR

People Analytics

Vishal Gupta
July - August, 2019
Fees ₹ 1,00,000/-

▶ PRODUCTION & QUANTITATIVE METHODS

Executive Programme in Advanced Business Analytics

Arnab Kumar Laha
June 2019 - January 2020
Fees ₹ 3,42,150/-

▶ FINANCE AND ACCOUNTING

Executive Programme in Business Finance

Ajay Pandey and Sobhesh Kumar Agarwalla
May 2019 - December 2020
Fees ₹ 3,17,000/-

▶ BUSINESS POLICY

Strategic Management

Chitra Singla
June - July 2019
Fees ₹ 1,25,000/-

Programme on Finance, Strategy and Marketing for West Coast Executives

Amit Karna and Naman Desai
Date & Fees - To be announced

INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD (IIMA)

IIMA was set up by the Government of India in collaboration with the Government of Gujarat and Indian industry as an autonomous institution in 1961. The Institute provides education, training, consulting and research facilities in management.

Major Programmes Offered by IIMA

- Two-Year Post Graduate Programme in Management (MBA)
- Two-Year Post Graduate Programme in Food and Agri-business Management (MBA-Food and Agri-business Management)
- Fellow Programme in Management (Ph.D.)
- One-Year Post Graduate Programme in Management for Executives - PGPX (MBA)
- Executive Education offers short duration programmes through open enrollment, customisation and online for various levels of experienced professionals across industry
- Faculty Development Programme for teachers in universities and colleges
- Two-Year e-Mode (online & campus) Post Graduate Programme in Management (ePGP)

The Institute has 103 faculty members working in the following management areas and centres:

Disciplinary Areas and Groups

- Business Policy
- Communications
- Economics
- Finance and Accounting
- Human Resource Management
- Information Systems
- Marketing
- Organizational Behaviour
- Production & Quantitative Methods
- Public Systems Group

For more information, please get in touch with us here:

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