



Executive Education
INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

OPEN ENROLMENT programmes

April 2020 – June 2021





Open Enrolment Programme - April 2020 to June 2021

Indian Institute of Management Ahmedabad (IIMA) has a long and proud history of being the change-maker and driver of innovation in business, management, strategy and policy. IIMA is well known for educating leaders of enterprises who flourish in varied settings; be it Indian or Global, private or government, socialist or capitalist. IIMA's motto "Vidya Viniyoga Vikaasah" (Sanskrit: *development through the application of knowledge*) is a living culture embodied by the faculty in their pedagogy, research, consultancy and case writing. Our Executive Education Programmes are the most expansive management programmes in India, with a portfolio of over 250 programmes on offer, exclusively designed to help individuals, corporate enterprises, and government organisations to develop management capabilities and retain high potential talent.

	Programme Title	Area	Faculty Chair(s)	Programme Dates	Fees (INR)
APRIL - 2020	Working Conference on Authority, Organisation, Strategies and Politics of Relatedness (AOSPOR)	Business Policy	Ajeet N. Mathur	Apr 23-29, 2020	1,95,000
	Design Thinking	Business Policy	Mukesh Sud	Apr 27-30, 2020	1,40,000
	Revenue Management and Dynamic Pricing	Production and Quantitative Methods	Goutam Dutta	Apr 27-May 1, 2020	1,20,000
MAY - 2020	Accelerated General Management Programme (Blended Learning Batch 07) First Module Interim Module Final Module	General Management	Chitra Singla & Neerav Nagar	May 6-9, 2020 Sep 30-Oct 3, 2020 May 19-22, 2021	6,15,000
	Senior Management Programme (Blended Learning Batch 06) First Module Interim Module Final Module	General Management	Arvind Sahay & Sachin Jayaswal	May 27-30, 2020 Nov 25-28, 2020 May 5-8, 2021	6,40,000
JUNE - 2020	Leading Professional Service Firms	Business Policy	Sunil Sharma	Jun 1-3, 2020	1,00,000
	Getting Infrastructure and PPPs Right	Economics	Ajay Pandey & Sebastian Morris	Jun 1-5, 2020	1,20,000
	Neuroscience in Marketing	Marketing	Arvind Sahay	Jun 3-5, 2020	1,10,000
	Developing Entrepreneurial Mindset and Leadership	Centre for Innovation Incubation and Entrepreneurship (CIIE)	Amit Karna & Kirti Sharda	Jun 8-11, 2020	90,000
	Uncertainty, Complexity and Risk in Projects	Production and Quantitative Methods	Goutam Dutta	Jun 8-12, 2020	1,20,000
	Advanced Customer Analytics	Marketing	Soumya Mukhopadhyay & Sourav Borah	Jun 22-24, 2020	90,000
	Hospital Management	Centre for Management of Health Services	Rajesh Chandwani	Jun 22-27, 2020	1,40,000
JULY - 2020	Manufacturing Strategy	Production and Quantitative Methods	Sundaravalli N.	Jul 2-4, 2020	80,000
	Customer Based Business Strategy	Marketing	A. K. Jain, Amit Karna & Rama Bijapurkar	Jul 8-10, 2020	1,15,000
	3TP: Emerging Leaders' Programme	General Management	Joshy Jacob & Saral Mukherjee	Jul 12-Aug 8, 2020	4,00,000
	Enhancing Leadership Capacities and Potential Among Professional Women	Organizational Behaviour	Neharika Vohra	Jul 13-16, 2020	1,00,000
	Taking People Along: Managing by Persuasion	Communications	Vaibhavi Kulkarni	Jul 13-17, 2020	1,20,000
	Fintech: Business Models, Marketing, Strategy and Tactics	Marketing	Arvind Sahay & Rajan Raju	Jul 20-23, 2020	1,10,000
	Warehouse Design and Management	Production and Quantitative Methods	Debjit Roy	Jul 27-31, 2020	1,20,000

	Programme Title	Area	Faculty Chair(s)	Programme Dates	Fees (INR)
AUGUST - 2020	Management and Finance for Young Chartered Accountants	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Aug 3-Sep 5, 2020	3,80,000
	Leadership and Change Management	Organizational Behaviour	Neharika Vohra	Aug 3-7, 2020	1,20,000
	Pricing for Profit	Marketing	Arvind Sahay	Aug 4-8, 2020	1,50,000
	Managing Businesses in International Market	Business Policy & Marketing	Chitra Singla & Sourav Borah	Aug 16-20, 2020	1,30,000
	Land Tenure Risk Management (LTRM) for Sustainable Investment	Centre for Management in Agriculture	Pranab Ranjan Choudhury & Ranjan Kumar Ghosh	Aug 17-19, 2020	80,000
	Creative & Cultural Businesses Programme (Module-I) (Module-II) (Module-III)	Centre for Innovation Incubation and Entrepreneurship (CIIE)	Amit Karna & Anchal Jain	Aug 24-29, 2020 Oct 12-17, 2020 Feb 3-5, 2021	5,00,000
	Strategies for Growth	Business Policy	Sunil Sharma	Aug 24-28, 2020	1,50,000
	Developing Commercial and Financial Skills for Strategic Business Decisions	Finance and Accounting	Sobhesh Agarwalla	Aug 24-28, 2020	1,30,000
	Advanced Analytics for Management	Production and Quantitative Methods	Arnab Kumar Laha	Aug 24-29, 2020	1,40,000
	The Winning Edge: Communication Strategies for Leaders	Communications	Meenakshi Sharma	Aug 24-29, 2020	1,40,000
	Project Management	Production and Quantitative Methods	Goutam Dutta	Aug 31-Sep 5, 2020	1,40,000
SEPTEMBER - 2020	Doing Business in Nordic Europe (DBNE)	Business Policy	Ajeet N. Mathur	Sep 2-4, 2020	1,95,000
	HR Analytics	Human Resource Management	Rajesh Chandwani	Sep 7-9, 2020	80,000
	Young Entrepreneurs Programme (Module- I) (Module- II)	Business Policy	Chitra Singla	Sep 7-12, 2020 Jan 18-23, 2021	2,75,000
	Supply Chain Management	Production & Quantitative Methods	Ankur Sinha	Sep 21-26, 2020	1,40,000
	Family Businesses, Organisation, Strategies, Internationalisation and Succession	Business Policy	Ajeet N. Mathur	Sep 23-25, 2020	1,75,000
	Transforming Small and Medium Enterprises	General Management	Abhiman Das	TBD	TBD
	Sustainable Finance	Public Systems Group	Amit Garg & Mahua Acharya	Sep 28-30, 2020	80,000
	Logistics Management	Production & Quantitative Methods	Sundaravalli N.	Sep 28-30, 2020	80,000
	Strategic Analytics: Weaving Analytics into Decision Making	Production & Quantitative Methods	Arindam Banerjee & T. Bandyopadhyay	Sep 28-Oct 2, 2020	1,85,000
OCTOBER - 2020	Financial Analysis of Business	Finance and Accounting	Neerav Nagar	Oct 1-3, 2020	80,000
	Contract Management	Business Policy	Akhileshwar Pathak	Oct 5-9, 2020	1,20,000
	Innovation, Corporate Strategy and Competitive Performance	Business Policy	Amit Karna	Oct 5-10, 2020	1,60,000
	Advanced Data Analysis for Marketing Decisions	Marketing	Anand Kumar Jaiswal	Oct 12-17, 2020	1,40,000
	Intelligent Transportation Systems	Public Systems Group	Sundaravalli N.	Oct 19-21, 2020	80,000
	Strategic Leadership for Schools in a Changing Environment	Ravi J Matthai Centre for Educational Innovation	Kathan Shukla	Oct 19-23, 2020	80,000
	Data Analysis for Healthcare Management	Centre for Management of Health Services	Arnab Kumar Laha	TBD	1,20,000

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NOVEMBER - 2020	Communicating Corporate Reputation	Communications	Asha Kaul	Nov 23-26, 2020	1,00,000
	Experiments for Business Decisions	Public Systems Group	Sandip Chakrabarti & Ambrish Dongre	Nov 23-26, 2020	1,00,000
	Restaurant Design and Management	Production and Quantitative Methods	Debjit Roy	Nov 23-27, 2020	1,20,000
	Management and Finance for Experienced Chartered Accountants (Module-I) (Module-II)	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Nov 23-Dec 4, 2020 Feb 22-Mar 5, 2021	4,00,000
	Strategy Implementation	Business Policy	Sunil Sharma	Nov 30-Dec 2, 2020	90,000
	Design Thinking	Business Policy	Mukesh Sud	Nov 30-Dec 3, 2020	1,40,000
	Mergers, Acquisitions and Restructuring	Finance and Accounting	N. Venkiteswaran & Sobhesh Agarwalla	Nov 30-Dec 5, 2020	1,50,000
DECEMBER - 2020	Advanced Human Resource Management	Human Ressource Management	Biju Varkkey and Manjari Singh	Dec 7-12, 2020	1,40,000
	Effective Data Visualization for the Data-Driven Organisation	Information Systems	Kavitha Ranganathan	Dec 8-11, 2020	90,000
	Organisational Leadership for 21st Century	Business Policy	Asha Kaul & S. Manikutty	Dec 15-18, 2020	1,20,000
JANUARY - 2021	Interpersonal Effectiveness and Team Building	Organizational Behaviour	Parvinder Gupta	Jan 4-7, 2021	1,20,000
	Strategic Decision Making Using Analytics	Marketing	Sourav Borah & Soumya Mukhopadhyay	TBD	TBD
	Agricultural Input Marketing	Centre for Management in Agriculture	Sukhpal Singh	Jan 4-9, 2021	1,40,000
	3TP: Senior Leaders' Programme	General Management	Arindam Banerjee & Naman Desai	Jan 10-30, 2021	5,00,000
	Managerial Effectiveness	Human Resources Management	Sunil Maheshwari	Jan 11-16, 2021	1,40,000
	Managing Strategic Alliances	Business Policy	Amit Karna, Farok Contractor & Mohammad Fuad	Jan 11-13, 2021	1,10,000
	Strategic Cost Management	Finance and Accounting	Shailesh Gandhi	Jan 25-29, 2021	1,20,000
FEBRUARY - 2021	B2B Marketing	Marketing	Anand Kumar Jaiswal	Feb 1-6, 2021	1,40,000
	Urban Transportation	Public Systems Group	Sundaravalli N.	Feb 8-10, 2021	80,000
	HR Auditing-Preparing the Ground for Strategic HRM	Human Resources Management	Rajesh Chandwani	Feb 17-19, 2021	80,000
	Financial Analysis of Business	Finance and Accounting	Neerav Nagar	Feb 18-20, 2021	80,000
	General Management for Shipping	Public Systems Group	Sundaravalli N. & Capt. Yashoverman Sharma	Feb 21-27, 2021	1,40,000
	Big Data Analytics	Information Systems	Kavitha Ranganathan & Srikumar Krishnamoorthy	Feb 22-27, 2021	1,40,000
MARCH - 2021	Business Negligence, Liability and Legal Risk	Business Policy	M. P. Ram Mohan	Mar 1-3, 2021	1,50,000
	Creating Entrepreneurial Organizations	Business Policy	Mukesh Sud	Mar 1-4, 2021	1,20,000
	Enhancing Sales Force Performance	Human Resources Management & Marketing	Arvind Sahay & Biju Varkkey	Mar 1-5, 2021	1,20,000
	Employer Branding: Concept, Strategies and Success Factors	Human Resources Management	Biju Varkkey	Mar 11-13, 2021	80,000
	R&D Management	Organizational Behaviour	Vishal Gupta	Mar 15-20, 2021	1,40,000

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APRIL 2021	Negotiations Analysis	Organizational Behaviour	Amit K. Nandkeolyar	Apr 5-7, 2021	80,000
	Transformational Leadership	Business Policy	Sunil Maheshwari	Apr 5-9, 2021	1,20,000
	Management and Finance for Young Chartered Accountants	Finance and Accounting	Ajay Pandey & Sobhesh Agarwalla	Apr 5-May 8, 2021	3,80,000
	Developing Internal Talent and Leadership	Human Resource Management	Biju Varkkey	Apr 19-21, 2021	80,000
	Strategy Implementation	Business Policy	Sunil Sharma	Apr 19-21, 2021	90,000
	Design Thinking	Business Policy	Mukesh Sud	Apr 26-29, 2021	1,40,000
JUNE - 2021	Neuroscience in Marketing	Marketing	Arvind Sahay	Jun 7-9, 2021	1,10,000
	Leading Professional Service Firms	Business Policy	Sunil Sharma	Jun 7-9, 2021	1,00,000
	Developing Entrepreneurial Mindset and Leadership	Centre for Innovation Incubation and Entrepreneurship (CIIE)	Amit Karna & Kirti Sharda	Jun 14-17, 2021	90,000
	Advanced Customer Analytics	Marketing	Soumya Mukhopadhyay & Sourav Borah	Jun 14-16, 2021	90,000
	Customer Based Business Strategy	Marketing	A.K. Jain, Amit Karna & Rama Bijapurkar	Jun 21-23, 2021	1,15,000
	Hospital Management	Centre for Management of Health Services	Rajesh Chandwani	Jun 21-26, 2021	1,40,000

NOTES :

- Programmes, dates, fees, and faculty are subject to change at the discretion of the institute without any prior notice. All rights reserved
- GST as applicable.
- For registering online: <http://www.iima.ac.in/exed>
- All on-campus programmes are residential and accommodation will be provided either on campus or with empanelled hotel partners.



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.

CUSTOMISED PROGRAMMES

A significant part of our portfolio consists of the engagements in constructing and conducting customised programmes for different organisations, corporates, government, public sector undertakings, educational institutions, regulatory bodies and other similar organisations. The aim is to address their specific requirements and provide them with suitable development interventions and strategic solutions. The training modules for these programmes are designed in close association with our clients to ensure value added delivery.

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- FABM)
- » Ph.D. Programme in Management
- » One-Year Full Time Post Graduate Programme in Management for Executives (MBA- PGPX)
- » Executive Education offers short duration programmes through open enrollment, customisation and online for various levels of experienced professionals across industry
- » Faculty Development Programme (FDP)
- » Two-Year e-Mode (online + campus) Post Graduate Programme in Management (ePGP)
- » Post Graduate Diploma in Advanced Business Analytics (ePGD-ABA)

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 and Quantitative Methods
- » Public Systems Group

INTERDISCIPLINARY CENTRES

- » Ravi J. Matthai Centre for Educational Innovation
- » Centre for Innovation, Incubation and Entrepreneurship (CIIE)
- » Centre for Management in Agriculture (CMA)
- » Centre for Management of Health Services (CMHS)
- » Gender Centre
- » IIMA-Idea Telecom Centre of Excellence
- » India Gold Policy Centre
- » Misra Centre for Financial Markets and Economy (MCFME)
- » NSE Centre for Behavioural Science in Finance, Economics and Marketing



कार्यकारी शिक्षा
भारतीय प्रबंध संस्थान अहमदाबाद

Executive Education
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