



MANAGEMENT DEVELOPMENT PROGRAMME

GOING BEYOND CHANGE

We adopt, nurture and train

We go beyond change

We transform...



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VISION & MISSION OF JIMS, ROHINI

OUR VISION

To be an Institute of Academic Excellence with total commitment to quality education and research in Management and Information Technology with a holistic concern for better life, environment and society

OUR MISSION

To serve the society and improve the quality of life by imparting high quality education in management and information technology, providing training and development services, fostering research, giving consultancy services to industry and disseminating knowledge through the publication of books, journals and magazines

QUALITY POLICY

We at Jagan Institute of Management Studies are committed to provide quality management education, bearing in mind expressed and implied needs of the students, society and industry.

We aim at providing on a permanent basis facilities for the students to achieve academic excellence for employability as world class managers and entrepreneurs

ABOUT JIMS, ROHINI



Jagan Institute of Management Studies, Rohini (JIMS), established in 1993, imparts professional education at post graduate levels in the fields of Management and Information Technology. Our PGDM Programme is approved by the All India Council for Technical Education and accredited from National Board of Accreditation (NBA) for excellence in quality education. PGDM has also been granted equivalence to MBA degree by Association of Indian Universities (AIU). Apart from PGDM, we have two AICTE approved Two-Year Full Time Programs namely PGDM (International Business) & PGDM (Retail Management). Our MCA programme is accredited by National Board of Accreditation (NBA) for both the shifts.

JIMS is a place of learning for knowledge-driven learners. It has been built with an aim to impart education that surpasses the benchmarks of excellence. To achieve the motto it has a comprehensive pedagogical structure which provides paramount academic skills, curriculum with the ever-evolving dynamics of global business environment, esteemed faculty members with their vast experience and expertise and world class facilities.

JIMS, Rohini has been promoted by Jagan Nath Gupta Memorial Educational Society, which is managed by learned people drawn from academics, industry and business. Over the last 25 years this Society has gradually set up various educational institutions in NCR and at Jaipur, offering opportunities to the student right from graduate to the Ph.D. level.

Ranking & Awards

Various newspapers, magazines and websites have consistently accorded high grades and rankings to JIMS over the years. JIMS is one of the most sought after institution for CAT and MAT aspirants. Some of the recent rankings of JIMS are as follows:

S.No.	Magazine/ Newspapers Name	Year	Ranking / Award
1.	National Institutional Ranking Framework (NIRF)	2017	JIMS Ranked 23rd among the private sector institutes in India.
2.	Business World 2016	2016	Ranked 7th in Delhi/NCR and 36th in All India Ranking for Top Private Business Schools in India
3.	3rd FICCI Higher Education Awards	November 2016	JIMS were shortlisted as one of the top five institutes for excellence in employability in the 3rd FICCI Higher Education Awards held on 10th Nov. 2016.
4.	Outlook	October 2016	Ranked 45 amongst top 100 Management Schools in India.
5.	Competition Success Review (CSR) Award 2016	April 2016	JIMS receives award for Excellence in Education by renowned magazine Competition Success Review (CSR), 4th year in a row
6.	National Institutional Ranking Framework (NIRF)	April 2016	JIMS attained 43rd spot in the management category in a list of top 50 institutions on an all India basis.
8.	Times of India	February 2016	Times of India B school survey report Ranked amongst Top 50 Management Institutes in India.

INFRASTRUCTURE

Location

The institute is located in a spacious area in Rohini, in north-west part of Delhi. It is near Rithala Metro Station. Apart from metro, it is easily accessible by all modes of public transport.

Classroom

Our classroom teaching is aided with many modern facilities like air-conditioning convenience, internet and intranet connectivity and hi-tech multimedia and audio visual equipment which sets the tone for students to engage in stimulating discussions.

Library

JIMS has two well stacked and fully equipped libraries separately for management and information technology programmes. Audio and multimedia versions of some course modules are also available.

Conference Hall & Auditoriums

The conference hall and auditorium are an extension of our complete and holistic classroom atmosphere. It is well-resourced, with state-of-the-art visual and interactive tools to facilitate smooth presentations and corporate programmes.

Cafeteria

Our cafeteria not only provides a vibrant atmosphere and unleaded fuel for the day but also is an effective way to put forth a new method called the "Cafeteria approach". A modern gourmet class, cafe offers variety of snacks and meals to cater to the tastes of the students.

Info Tech Hub

Operating round the clock, with a large number of desktops, world-class server, Wi-Fi networked campus and a wide network with access to Internet and other facilities, the campus facilitates an effective mode of learning.

JIMS Hostel

a. Boys Hostel

Our exclusive Boys Hostel has well-furnished AC rooms having double occupancy with attached toilet bathroom and has excellent facilities for dining and sports area. It is well connected through public transport.

b. Girls Hostel

The Girls Hostel has spacious rooms with windows opening onto your own spacious balcony, gives you a feeling of luxury and comfort as soon as you walk in. Apart from the infrastructural soundness, the hostel provides sufficient scope for interaction and relationship building.

CORPORATE AT JIMS

At JIMS, Corporate Resource Management Centre (CRMC) acts as a vital interface to bridge the gap between Industry and Academia. It actively conducts varied activities like workshops, seminars, industrial visits to support its core objectives of formulating need-based and result-oriented training programs. The placement activities are further supplemented through business expert interaction through, live projects and special industry guided lectures. Various initiatives have been taken to develop students to be industry ready professionals

Following are some of the Corporate who have been regularly associated with JIMS for last several years in various activities;

Nestle
Colgate Palmolive
ITC
Airtel
Reckitt Benkiser
Aditya Birla Retail Ltd.
Ameriprise Financial
Axis Bank
Copal Amba
CRISIL
Deutsche Bank

Eli Research
Evalueserve
F1F9 India Pvt. Ltd
FIEO
HDFC Bank
H T Burda Media Ltd.
IndusInd Bank
Jaro Education
Jubilant Foods
Kotak Mahindra Bank
Mancer Consulting

Nagarro
Naukri.com
Saint Gobain
Smart Utility
Tac House
TCS
Team Lease
WNS
XL Dynamics
Yes Bank
Blue Star



MESSAGE FROM THE CHAIRMAN



JIMS has been working for the attainment of a mission i.e. to develop highly skilled and professional human resource for industry and business. We have created a niche in 20 years in the fields of Management and Information Technology. Our pedagogies are unique and accepted by the industry.

We had started JIMS, keeping some of the leading institutions as our benchmarks but today we take this pride to be a benchmark for other institutions to follow. We have evolved and developed extensive modern teaching methodologies that transforms ideological thinking to practical thinking that lead to ideas that are out of the box and triggers creativity. Our students explore ample opportunities of learning with us which prepares them to face the industry challenges and meet corporate expectations.

We understand that management education is ever-changing and ever-evolving. On these lines we focus and frequently interact with the industry to know our employer expectations. This has enabled repeated arrival of companies for campus recruitments year after year. The feedback received from the industry is regularly incorporated to update and upgrade our academic deliverables which has made our students highly competent. Moreover, our rich alumni base has also proved our 20 years of fruitful interactive existence. Our Alumni are present in all parts of the world and have earned reputation for them and as well as for the institute.

Our determination, conviction and perseverance have helped us to keep our roots intact. On the completion of our 20th year of academic excellence we renew our commitment to uplift the standards of education and we welcome all the students to join JIMS with high spirits, right focus and vision to excel.

MANISH GUPTA
(Chairman)

MESSAGE FROM THE DIRECTOR



It is a great honour and pleasure to address you. Management involves decision making. We all know that in order to make best possible utilization of available resources, we come across various alternative solutions. We have to pick some and forego others. These decision making skills are sometimes god-gifted, but more often than not, these skills could be acquired. One way of acquiring them is through the process of trial and error. That could be very costly and sometimes, prove fatal for the organization. There is an increasing realization that managerial skills should be acquired. There is greater emphasis on building the human capital. According to some recent demographic studies, India will have a comparative advantage over U.S. and Europe in terms of 'young' population. India is being seen as a major supplier of workforce in the next decade, since the developed world shall have a large component of aging population. This would be possible only when our workforce undergoes appropriate training and acquires requisite skills. This is not an era of the 'generalist'; it is an age of the 'specialist'.

We, at JIMS, strive to train our students accordingly. Apart from the standard curricula, we lay a lot of emphasis on imparting specific skill in accordance with the industry and business needs.

DR. J. K. GOYAL
(Director)

ABOUT THE MDP / EDP

JIMS, Rohini has been providing working executives, both at senior as well as junior levels, opportunity to update their knowledge and competencies with the latest business practices and tools. The programmes are designed on wide ranging topics so as to create value for the participants from diverse backgrounds.

Our MDPs are intended to enhance the skills of entrepreneurs and are also focused on MSME units whether those in trading or manufacturing sector. The themes cover areas related to Marketing, Finance, International Business, HR, Strategy, Operations, Quality and Ethics. These are conducted by experienced resource persons drawn from the both academia and industry. The pedagogy followed is mostly interactive in the form of role plays, group activities, case discussions, presentations and video clips.

Certificate of Participation shall be provided to all the participants

Programs customized for the Company:

We also customize programmes on request from the companies - both from the Public and the Private Sector. These workshops & training modules are designed and delivered as per the specific requirements of the organization and its employees

Venue:

Seminar Hall, Jagan Institute of Management Studies,
3, Institutional Area, Sector-5, Rohini, Delhi - 110085
(Near Rithala Metro Station on Red line, Opp. Hotel Crowne Plaza)

We also conduct in-house training programmes at Company's premises if number of participants are more. However, facilities such as seminar room, audio / video facilities, etc. are required

We are pleased to offer our MDPs as per the details provided and invite your organization to participate in these programmes.

Programme dates are tentatively as per the MDP Calendar. However these are open and can be conducted round the year, as per the mutual consent.

Kindly visit: <https://www.jimsindia.org/mdp-calendar.aspx>

Or send your query / nominations to:

Dr. Sumesh Raizada

sumesh.raizada@jimsindia.org

(M) 9650758671, 011-45184001, 002, 003

Jagan Institute of Management Studies

3, Institutional Area, Sector-5, Rohini, Delhi -85

SELECT LIST OF MANAGEMENT / EXECUTIVE

PROGRAMMES OFFERED

Sr. No	Topic	No. of Days	Programme Faculty Incharge
i.	Customer Engagement Strategies	01 Day	Ms. Pooja Jain & Ms. Yukti Ahuja
ii.	Managing Conflicts at Work place	01 Day	Prof. S.C. Kapoor
iii.	Oracle 12c	02 Days	Dr. Manjot Bhatia & Ms. C. Komalavalli
iv.	Implementing Quality Management System in Organization	01 Day	Mr. Sanjive Saxena
v.	Understanding, GOOGLY of interview	02 Days	Prof. S.C. Kapoor
vi.	Tracking Macro Variables for Micro Decision Making	01 Day	Dr. Deepti Kakar
vii.	Managing Self for Leading Others	03 Days	Dr. Preety Wadhwa
viii.	Advanced MS-Excel: Applications in HR, Finance and Marketing	01 Day	Mr. Sanjive Saxena, Mr. Devesh Lowe & Ms. Disha Grover
ix.	Techniques for effective Decision Making in production process	01 Day	Mr. Sunny Seth
x.	Cyber Attacks and Internet Security	01 Day	Dr. Deepshikha Aggarwal
xi.	Exporting Strategically Competitively - New Ways	01 Day	Dr. Jagmohan Taluja
xii.	The ACE to Soft skill – Attitude, Communication and Etiquette for Success	01 Day	Ms. Parul Raj
xiii.	Managing Professional and Ethical Behaviour for a Successful Career	01 Day	Dr. Sumesh Raizada
xiv.	Financial Skills Enhancement for Non-Finance Professionals	01 Day	Dr. Deepika Saxena & Dr. Navneet Joshi
xv.	Working Capital Management for Small and Medium Enterprises	01 Day	Mr. N.P. Singh & Ms. Sugandha
xvi.	Business Marketing Skill Development	01 Day	Dr. Sumesh Raizada

PROGRAMME DETAILS

MDP Topic

i. CUSTOMER ENGAGEMENT STRATEGIES

Introduction

The customer of today has acquired devout status for the business houses. With this scenario, enterprises have realized that it is not just enough to satisfy and delight them but also build genuine and long term relationships in a way that would lead to mutual benefits. Customer Engagement Strategies analyses, assesses, designs and builds strategic customer experience and relationship programs and processes. The objective of engaging with customer is to get the highest maximum benefit in return of lowest amount of money spent. Present MDP on Customer engagement offers a platform to the executives to learn about the best engaging practices used by marketers which they can further replicate in their organizations

Programme Objectives

- To understand the challenges in the current business environment
- To introduce customer engagement strategies in the organization
- To study the impact of customer engagement on Sales and Marketing Initiatives

Programme Contents

- Leveraging media for customer engagement
- Issues and challenges in implementation of customer engagement strategies
- Customer engagement cycle; Organizing and managing client engagement
- Managing resistance; Technology as a tool for building engagement

Pedagogy

The methodology will be an eclectic mix of lectures, discussions, case studies and exercises

For Whom

- Middle level marketing and customer service/relations managers in manufacturing and service organizations, Entrepreneurs, owners, executives of small and medium enterprises

Duration:

One day

Faculty Incharge

Ms. Pooja Jain & Ms. Yukti Ahuja

MDP Topic

ii. MANAGING CONFLICTS AT WORKPLACE

Introduction

Managers, especially those at middle management level, often face situations, where they have to resolve conflicts among the workers, staff members or between supervisor and subordinates. These may be related to working conditions, incentives, targets, etc. Present MDP is aimed at improving competencies of managers in taking decisions, which can be accepted by all the aggrieved parties

Programme Objectives

- To enhance decision making skills for resolving conflicts at workplace

Programme Contents

- Understanding Human Behaviour
- Consensus building among team
- Conflict resolution process
- Decision Making

Pedagogy

Lecture, activities, videos and discussions

For Whom

Middle level Managers in manufacturing and service organizations

Duration

One Day.

Faculty Incharge

Prof. S.C. Kapoor

MDP Topic

iii. ORACLE 12C

Introduction

Database consolidation is a key step in the journey to the cloud. Oracle Database 12c makes the process far faster and simpler, enabling the high density of schema-based consolidation—without requiring changes to existing applications

Objectives of the MDP

- How to execute SQL queries in Oracle 12C
- Use PL/SQL programming constructs and conditionally control code flow (loops, control structures, and explicit cursors)
- Create stored procedures and functions
- Write dynamic SQL for more coding flexibility
- Create triggers to solve business challenges
- Create and debug stored procedures and functions
- Describe the features and syntax of PL/SQL
- Design PL/SQL anonymous blocks that execute efficiently

Programme Contents

- SQL commands and SQL statements
- Joins and Subqueries, Using built in functions
- PL/SQL introduction: Defining variables and Data types; Using SQL in PL/SQL
- Program structure to control execution flow; Using cursors
- Using composite data types; Exception Handling
- Using and managing Procedures, user defined Functions, Triggers

Pedagogy

Mix of lectures and hands-on exercises

For Whom

Developers from IT industry at the junior levels

Duration:

Two days

Faculty Incharge

Dr. Manjot Bhatia & Ms. C. Komalavalli

MDP Topic

iv. IMPLEMENTING QUALITY MANAGEMENT SYSTEM IN ORGANIZATION

Introduction

The business world today is marked by hyper competitiveness and complexity. This has forced the business units to determine mechanisms to simplify their business processes and at the same time ensure that the basic objectives of the business are met. One of the means through which this is achieved is by implementing Quality Management System (QMS) in their business. The said MDP is designed to cater to the requirements of implementing QMS in an organization

Objectives of the MDP

- To create awareness of QMS and understand its importance in the current environment
- To understand the areas or domains as to where it can be applied in day to day operations
- To learn to use QMS improvement tools to enhance customer satisfaction and further improve processes within their organizations.
- To know about the implementation process and the various issues and challenges during the implementation process as well as in the post implementation process

Programme Contents

- Concept & Importance of Quality and Quality Management System
- How can QMS help the business in gaining competitive advantage?
- Popular QMS approaches (Deming, Crosby, Edward Juran etc.)
- Improvement tools & methodologies
- The implementation Process; Issues & challenges
- External Audit & the Certification Process
- Dealing with the challenges of Post Certification Scenario
- Role of Certification agencies
- Incentives for Small Business Units

Pedagogy

Role plays, Group participation, Case studies, Presentations, Video clips, etc.

For Whom

Top Management (COO, VP's, HOD's), Managers, Supervisors, QA Practitioners, Entrepreneurs

Duration:

One day

Faculty Incharge

Mr. Sanjive Saxena

MDP Topic

v. UNDERSTANDING, GOOGLY OF INTERVIEW

Introduction

Everything, seems either simple while hearing an experience. The real challenge comes when you encounter it. It is true that facing interview with corporate is altogether a different game than the routine process we come across of interaction. The major issue is understanding the expectations of the Corporate. As well, it is critical to

understand, how corporate evaluates the replies you share to the queries raised. Today, most of the Corporates focus your suitability through 'Behaviorally Techniques of Evaluation' Motive, clarity becomes critical to reflect your views. It is therefore important that the budding managers should have a clear understanding of the process to enable balanced reply to the questions posed during interview

Programme Objectives

- To provide live exposure to the participants on how to conduct and face job interviews

Programme Contents

- Concepts, purpose and types of Interviews
- Corporate expectations
- What cliques the Interviewer and traps laid to grill you?
- The natural mode v/s balanced mode.
- Situation handling. When in doubt, what to avoid and points to reflect.
- IIM techniques. Model of BATI

Pedagogy

Discussions, Role plays and videos

For Whom

Junior level HR executives and those involved in campus recruitment process

Duration

One / two day.

Faculty Incharge

Prof. S.C. Kapoor

MDP Topic

vi. TRACKING MACRO VARIABLES FOR MICRO DECISION MAKING

Introduction

Every business operates within an external environment. The economic composition of this environment may create an enabling or stifling setting for an individual business. An awareness and understanding of these may help a business to be proactive in its decisions and create an edge for itself in the competitive environment. Economic environment and the component economic variables are important indicators that reveal the health of an economy. They also specifically give signals about the forthcoming opportunities and impending dangers. Knowledge of these variables and comprehension of changes in them can enable appropriate and well informed decision making.

Objectives of the MDP

- To enable participants to interpret macro-economic variables
- To enable participants to co relate macro-economic variables
- To enable participants to identify macro-economic variables relevant to specific micro-level decisions

Programme Contents

- Macro-economic variables with a layman view. These would include economic growth, inflation, fiscal deficit, exchange rate, and interest rate
- Knowledge sharing about the key policy announcements - the time, periodicity, and understanding of the components
- Application of the macro economic variables in actual or micro level decision making in business organizations

Pedagogy

Mix of lecture, interactive discussions and illustrations

For Whom

The program is designed to help managers in positions of decision making that require information of changes in economic environment

Duration:

One day

Faculty Incharge

Dr. Deepti Kakar

MDP Topic

vii. MANAGING SELF FOR LEADING OTHERS

Introduction

According to Edwin Flippo, "No organization has a choice of whether to develop employees or not, the only choice is that of method." The need for management development is well accepted in the present business, which is fast changing due to technological and social developments.

Ironically, most MDPs are tailored to evolution of a single managerial perspective at a time, whereas the efficacy of a manager is the entirety of diverse facets of his personality. Refining only one side may make a person deranged. Therefore this MDP confronts manifold aspects of a manager so that he emerges as a morally and socially upright individual

Programme Objectives

- To impart knowledge and insights for taking up high-priority management challenges.

Programme Contents

- Micro Lab – ‘Unlearn and Relearn nature’ (Meditation and Yoga)
- Understanding Self (Psychometric testing)
- Managing Self for Leading Others (Leadership)
- Developing Positive Orientation (Power of positivity and Motivation)
- Emotional Intelligence
- Enhancing Interpersonal skills
- Understanding Team dynamics
- Developing Action Plan

Pedagogy

Case studies, Simulations, Role plays, closed Group analyses, Psychometric tests, and applied learning projects, interspersed with lecture sessions

For Whom

Middle and senior level managers of public and private sector organizations, MNCs, Banks, Financial institutions, Government departments and other Organizations / Institutions.

Duration

Three days

Faculty Incharge

Dr. Preety Wadhwa

MDP Topic

viii. ADVANCED MS-EXCEL: APPLICATIONS IN HR, FINANCE AND MARKETING

Introduction

This is the proposal for conducting MDP in Advanced MS Excel for managers. As MS Excel is widely used in industry, there are certain features which are required to be used by executives working in middle or senior position in different functional areas of HR, Finance or Marketing

Objectives of the MDP

MDP aims to cover the following key features;

- Why MS Excel
- Key management areas where MS Excel can be applied
- How MS Excel can be customized to execute various executive level tasks
- How MS Excel can be integrated with other Office products to utilize the existing data

Programme Contents

- Understanding the various add-on operations in the MS excel such Analysis tool pack
- Understanding the linkages of data in various sheets
- A quick glimpse of programming in MS Excel
- Demonstration of some of the advanced tricks in MS Excel
- Handling complex data in MS Excel
- Formatting the Data in MS Excel by means of String functions, date functions, etc.

Pedagogy

Mix of lectures, PPTs, hands on exercise and case studies

For Whom

- Senior and middle level Executives
- Team Leads
- Entrepreneurs

Duration:

One day

Faculty Incharge

Mr. Sanjive Saxena, Mr. Devesh Lowe & Ms. Disha Grover

MDP Topic

ix. TECHNIQUES FOR EFFECTIVE DECISION MAKING IN PRODUCTION PROCESS

Introduction

Operations research is a bouquet of mathematical techniques to improve the process of business decision making. It offers tools to optimize and find best solutions to decision making problems that managers have to take in their day-to-day operations or while carrying out strategic planning. In today's competitive business environment, the success of a firm depends largely on the capability of its managers in taking effective decisions within the constraints posed by environment, market and internal forces. Executives in every organization should use operations research to model real world situations and make better decisions with less risk and improve day-to-day operations

Programme Objectives

- To provide understanding of various tools of operations research and their applications
- To enhance competence for effective decision making in various business situations

Programme Contents

- Introduction, Significance, Modeling of real life business problems
- LPP formulation, solution and sensitivity analysis using Excel.
- Time-effective scheduling models for optimum utilization of facilities.

Pedagogy

Interactive sessions with mix of formal lectures, practical sessions and hands-on for solving various exercises and real life production problems

For Whom

Supervisors, Managers, Production heads of small and medium enterprises, PSUs, etc.

Duration

One Day

Faculty Incharge

Mr. Sunny Seth

MDP Topic

x. CYBER ATTACKS AND INTERNET SECURITY

Introduction

In the world of Internet where we are sharing all important information through networks, security is a major concern. Computer security, also known as cyber security or IT security, is the protection of computer systems from the theft or damage to their hardware, software or information, as well as from disruption or misdirection of the services they provide. Data present in a computer can also be misused by unauthorized intrusions. Malicious intents can also be a factor in computer security. Intruders often use your computers for attacking other computers or websites or networks for creating havoc. Vengeful hackers might crash someone's computer system to create data loss. A computer security risk is any event or action that could cause a loss or damage to computer hardware, software, data, or information. Some breaches to computer security are accidental, but some are planned. Any illegal act involving a computer is generally referred to as a computer crime.

Objectives of the MDP

- To enlighten the audience about different kinds of Cyber Attacks and ways to protect the data

Programme Contents

- Introduction to computer networks
- Overview of network security
- Types of Cyber Attacks

- Methods for Internet security
- Do's and Don'ts of Cyber security

Pedagogy

Mix of lecture, illustrations and hands-on exercises

For Whom

Junior/ Fresher level Management Executives

Duration:

One day

Faculty Incharge

Dr. Deepshikha Aggarwal

MDP Topic

xi. EXPORTING STRATEGICALLY COMPETITIVELY - NEW WAYS

Introduction

Currently India's Share in world exports is 1.67% as compared to 1950 when it was about 2%. India has now technologically advanced, possesses 3rd largest professional manpower in the world and government encourages & support exports. While about 75% exports is from small and medium scale enterprises, large companies do not contribute substantially. Indian exporters have to fight competitively with International brands, Quality and International prices. A new exports direction needs to be evolved independent of government support to fight competitively, with higher contribution by the exporters

Programme Objectives

To acquaint participants with;

- Competitive pricing
- Selecting markets based on market research and profitability
- Logistics as tool for market penetration and cost reduction

Programme Contents

- New challenges in exports and International business dynamism
- Growing Competition, Technological changes and De-globalization
- Meeting Export Challenges
- Correlating company, country policies integrating with world trends
- International market selection based on Country evaluation techniques
- Market selection by market research, profitability-from Sales to contribution

- Penetrating through Product / Service differentiation
- Preparing Organization –Training and Cultural understanding
- International Negotiation
- Logistics as tool for International Marketing and for Increasing profitability

Pedagogy

Presentation, discussions and case study

For Whom

Entrepreneurs, Small & Medium Enterprises, senior executives and managers involved in exports marketing

Duration

One Day

Faculty Incharge

Dr. Jagmohan Taluja

MDP Topic

xii. THE ACE TO SOFT SKILL – ATTITUDE, COMMUNICATION AND ETIQUETTE FOR SUCCESS

Introduction

Our world is witnessing a major change in communication patterns, with expanding social spheres, openness in communication and professionals working in multicultural environments. It is crucial; therefore, that India's workforce remains world-class, through re-training and continuous improvements

The ACE of Soft Skills is a part of this process that produces top-notch professionals. As Soft Skills are built on Attitude, is manifested as Communication and polished by Etiquettes. Knowing how to get along with people – and displaying a positive attitude – is crucial for success. The problem is, the importance of these soft skills is often undervalued, and there is far less training provided for them than hard skills

Programme Objectives

- To develop competencies related to soft skills
- To improve problem solving skills through right attitude and team work
- To provide learning on Etiquettes at workplace, meetings and greetings

Programme Contents

- Attitude – Big Picture, Pride, Passion and Process
- Communication – Communication Cycle, People Skills
- Etiquette – Workplace, meetings and greetings

Pedagogy

Interactive with mix of Presentations, Exercises, Role play and Video Clips

For Whom

Junior and middle level executives

Duration

One Day

Faculty Incharge

Ms. Parul Raj

MDP Topic

xiii. MANAGING PROFESSIONAL AND ETHICAL BEHAVIOUR FOR A SUCCESSFUL CAREER

Introduction

The MDP would create awareness among the participants about various aspects of Professionalism and Ethics at work place. It would be conducted in four sessions that would include presentations, case discussions, activities and few videos. At the end of the workshop, participants are expected to become more sincere in their approach towards ethical and professional behaviour and values. They would realize the importance of values, morals and discipline in personal and career growth

Programme Objectives

- To develop understanding of the professional and ethical behaviour at workplace

Programme Contents

- Professionalism at Workplace; Managing Time; Business Etiquettes, Quality Management
- Ethics – Relevance in personal and professional life
- Aspects of CSR and Environmental Ethics

Pedagogy

Interactive, with mix of Presentations, Activities, Case Discussions and Video Clips

For Whom

Junior and middle management level Executives

Duration

One Day

Faculty Incharge

Dr. Sumesh Raizada

MDP Topic

xiv. FINANCIAL SKILLS ENHANCEMENT FOR NON-FINANCE PROFESSIONALS

Introduction

An efficacious professional needs to take multi-dimensional decisions in the business world. Such decisions have vital effect on the profit and wealth generating capacity of the business. A constant effort and appropriate skill is required in the area of finance for accomplishing better organizational goals & formulating business policies. The non-finance professionals are generally found in a puzzling situation while dealing with procedures & practices in finance. The program provides the professionals with a comprehensive working knowledge of critical financial concepts in an easy manner that will help them to make better decisions in their concerned areas

Programme Objectives

- To understand the basic knowledge in book keeping and accounting.
- To understand financial statements and how they are made.
- To enable non-finance professionals to understand the dynamics of finance and interpretation of financial statements.
- To analyze the impact of decision making on finance.
- To sharpen financial skills and competencies for professional success

Programme Contents

- Relevance of financial concepts and basic principles and financial terminology
- Basic concepts of Accounting and Finance
- Introduction to Financial Statements: Balance Sheet and Profit & Loss Account
- Cash Flow Statement and Techniques of Financial Analysis
- Financial Statement Analysis
- Discussion on financial concepts understanding through activities, case studies etc.
- Financial Analysis by participants

Pedagogy

Discussions, Exercises, Activities and Case-lets

For Whom

Non-finance professionals from corporates, NGOs, Start-ups, MSMEs and other Organizations. Engineers, Technical and Software professionals, Management consultants, Corporate trainers, Academicians and Management students

Duration

One Day

Faculty Incharge

Dr. Navneet Joshi and Dr. Deepika Saxena

MDP Topic

xv. WORKING CAPITAL MANAGEMENT FOR SMALL AND MEDIUM ENTERPRISE

Introduction

Working capital management is an integral part in any business. This area is not only related to finance professionals but also to every vertical of business for smooth functioning and constructive decision making to achieve the organizational growth. So whether person is from marketing, HR or any other domain must know how to incorporate working capital decisions with specific domain. This MDP is a humble step towards it. It would provide an opportunity whereby the participants will be acquainted with different models and techniques to facilitate decision making

Programme Objectives

To acquaint participants with;

- The concept and application of operating cycle and working capital estimations
- Inventory models for optimum stock levels and quantity discount
- Cash budget preparation and optimum cash management
- Credit management and appraisal

Programme Contents

- Introduction to Working Capital management
- Operating cycle and working capital estimation
- Inventory controlling Techniques: EOQ, ABC, JIT etc.
- Optimum cash level and cash budget
- Credit policy and cash discount

Pedagogy

Interactive discussions, formal lecture sessions, activities and case studies

For Whom

Executives in Small and Medium Manufacturing or Service enterprises, Consultants, etc.

Duration

One Day

Faculty Incharge

Mr. N.P. Singh and Ms. Sugandha Sharma

MDP Topic

xvi. BUSINESS MARKETING SKILL DEVELOPMENT

Introduction

Marketing of Industrial and Business products is extremely challenging as customers are mostly aware about the company, its competitors and the products offered. They are technically qualified and expect the sales person to be competent enough to satisfy their queries. The customer varies from small retailers and professionals to senior officials in private as well as public organizations. Considering that business buying involves bulk quantities and huge amount, the marketers have to be extremely proactive in their approach. They should be well acquainted with the business environment as well as current and potential requirements of the buyers. The present MDP shall focus on some of the areas which are essential for successful selling

Programme Objectives

- To provide overview of Industrial / Business Markets
- To develop proficiency in marketing to industrial buyers

Programme Contents

- Overview of Industrial / B2B Marketing
- Strategies to segment and target industrial customers
- Challenges in Business selling and how to overcome them

Pedagogy

Presentation, Activities, Case Discussions and Experience sharing

For Whom

Junior and middle level Business Marketing Executives

Duration

One Day

Faculty Incharge

Dr. Sumesh Raizada

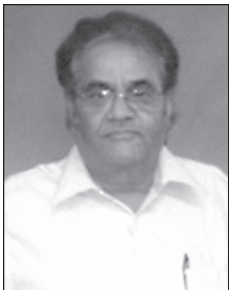
PROFILE OF FEW CORE FACULTY



Dr. V.B. Aggarwal

Professor - Information Technology

Dr. Vijay B. Aggarwal is presently Dean-InfoTech at Jagan Institute of Management Studies, Rohini, Delhi. He has more than 44 years of teaching and research experience in various capacities. He has done his Graduation and Post-Graduation from Delhi University. He was awarded Ph.D. Degree by University of Illinois, Urbana, in USA. He continued his research work in the areas of Super Computers and Array Processors. In USA, he started and continued his professional career as faculty member at 3 different Universities. From 1981-88, Dr. Vijay B. Aggarwal has been Founder Head, Department of Computer Science, University of Delhi; where he introduced 3 Year PG Programme, MCA in 1982-85. Dr. V.B. Aggarwal, as life member of Computer Society of India, since 1979, held various offices at Delhi Chapter, CSI as chapter vice-chairman and chairman. Prof. V.B. Aggarwal has authored more than 18 Computer Publications which are very popular among the students of Schools. Currently 5 Ph.D. scholars are working under his guidance registered at different universities.



Prof. S.C. Kapoor

Professor

Prof. Subhash Kapoor has 40 years of experience at the Corporate, consulting and has innovative mix of academics. He has been involved in providing consulting in major management areas of Human Resource and Industrial Relations with special focus on HRD including Human Resource Policies, Recruitment and Selection, Training and Development, Appraisal Systems, Compensation and Benefits, Attitude, Morale and Motivational studies, etc. He has been practicing counsel in industrial relations and industrial laws and has rendered his expertise to more than hundred industries in India in various facet of IR right from diagnosis to contingency management to preventive and proactive aspects of developing healthy IR culture in the organizations.

He is former General Secretary NIPM (Delhi Chapter) he is also life member NHRD and was member ad-hoc committee NHRD (Delhi Chapter). He is regularly conducting training programs for ICAI in Managerial effectiveness. Prof. Kapoor holds an honours degree in English Literature with a post graduate degree in Social Work with specialization in Personnel Management and Industrial Relations from the University of Delhi. He also holds a Diploma in Labour Law from the Indian Law Institute, New Delhi



Dr. Ashok Bhagat

Professor

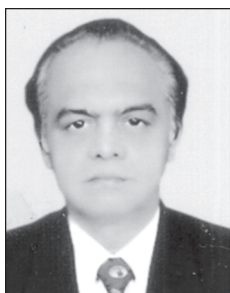
Prof. Ashok Bhagat has over thirty nine years of banking operational experience mostly in the area of Trade Finance business. He is actively associated as Trainer since last 25 years with various banks (locally /overseas), Corporate, Industry associations and Academic institutions, etc. in the area of Trade Finance.

He has worked with Syndicate Bank for 19 years in the area of International Business and around 19 years with Societe Generale, one of the world's largest bank and a major player in international trade finance, where he was responsible for controlling Trade Finance operations, including Trade business development. Last corporate position held by Prof. Bhagat was Head of Sales Trade & Vice President – Societe Generale, New Delhi. He also worked for two years as a faculty on International Business with Northern India Bank Staff Training College New Delhi (promoted by Reserve Bank of India)

Dr. S.K. Khandelwal

Professor

Dr. S.K. Khandelwal is Professor in Management at JIMS, Rohini. His areas of specialization are Quantitative Techniques, Operations and Decision Making. He is a prolific writer and has authored six books on different areas in Q.T. He enjoys reading books and a widely travelled person. He has been associated with teaching and research in a large number of business schools and Delhi University for the last forty seven years. His style of teaching makes him very popular among his students



Dr. Jagmohan Taluja

Professor

Dr. Jagmohan Taluja is Ph.D, MBA (FMS, Delhi University) and Chartered Mechanical Engineers from Institution of Engineers. He has nearly 45 years of experience in corporate, consultancy and academics. He has worked for over 19 years with M/s Escorts International Division and M/s Chinar Exports Ltd., exporting engineering, electronics and textile products as also providing consultancy in International business for 25 years. He has developed several new markets, new products in competitive environment besides setting up several turnkey projects in overseas countries including joint venture trading company in Europe. Dr. Taluja has widely travelled several countries across Europe, Asia and Africa

Dr. M.S. Verma

Professor

Dr. M.S. VERMA is an expert in Management Studies with a vast and diversified experience of 45 years now in teaching, research, designing and conducting management programs as well as training to corporates at different levels and for many institutes and universities of repute. Mentoring of academic teams, designing new courses/ program structures for business schools and executive trainings has been his primary interest. During last many years, he has organized and participated in many national and international conferences, seminars and symposia. Currently his primary interest areas are in emerging marketing challenges and strategic issues of advertising, branding and international business



Dr. Sumesh Raizada

Professor

Dr. Sumesh Raizada is an Electrical Engineer, MBA and Ph.D. He has over twenty nine years of experience in corporate and academia. He has been Dean - PGDM and PGDM (Retail Management) programmes at JIMS, Rohini. Earlier, Dr. Raizada worked for almost seventeen years in the marketing department of Ms. Crompton Greaves Limited (Switchgear Division) and for about two years as a management trainee in an electronics OEM.

Dr. Sumesh has presented and published over 30 research papers in conferences and journals, edited 02 books and has contributed nearly 100 newspaper articles in the Tribune, Chandigarh and the Hindustan Times, Lucknow. His areas of teaching and interest are International Marketing, Industrial Marketing, Business Ethics, Digital Marketing and Supply Chain Management



Dr. Joydeep Goswami

Professor

Dr. Joydeep Goswami, is an able academician and researcher with demonstrated abilities in Research; particularly Social Research, besides hand on experience working with Large Data. He started his career with North Eastern Hill University (NEHU) in Shillong, as Research Associate and later shifted to teaching economics at both undergraduate (Honours Subjects) and Post graduate level and later went on to become HoD Economics. He has a proven record of teaching papers on Tourism Management, Entrepreneurship and Environmental Economics.

In 2007, Dr. Goswami joined National Council of Applied Economics Research (NCAER) as Consultant and later as Associate Fellow. At NCAER, he worked extensively on the project like India Human Development Report, Sponsored by University of Maryland, USA, Third Handloom Census, sponsored by Ministry of Textiles, Govt. of India, Reading Habits among the Indian Youth, Sponsored by Book Trust of India, Status of Para Teacher in India, sponsored by Ministry of Human Resource Development and others. Dr. Goswami also worked for a brief period with Indian Planning Commission being a part of NCAER team



Dr. Deepti Kakar

Professor

Dr. Deepti Kakar is a Professor in the Department of Management and has been associated with JIMS for more than 12 years. She holds Ph.D. in development economics and post graduate degrees in economics and management. Her specialization lies in micro-economic decision making, macro-economic management and business environment. Her research interest rests in developmental issues and specifically rural poverty studies. She has presented research papers at national and international conferences and published a number of research articles and case studies.

In addition to teaching assignments, in the past she has edited college magazine and newsletter, convened an international conference and co-convened national seminars



Dr. Pratima Daipuria

Professor

Dr. Pratima Daipuria is presently working as Professor and Dean, PGDM program at Jagan Institute of Management Studies, Rohini. Her core areas are Human Resource Management and Organizational Behavior. She is a Certified Hogan Assessor and makes use of personality based assessments for consultancy support to industry in selections, team building, training and coaching. She has done MBA in Personnel Management and Ph.D. from Faculty of Management Studies, University of Delhi. She has 5 years of industry experience in Corporate HR and has been associated with academics for last 10 years. She has worked for large corporates such as Blue Dart Express Ltd. and Chemline India Ltd. Her professional interest lies in research and training in individual behaviour, interpersonal relations, mentoring, emotional intelligence, work-life balance, personal effectiveness, performance dimensions and related domains. Dr. Pratima has conducted Management development programs for top and middle level managers in various organizations. She has done competency mapping and employee engagement exercises in corporates. In addition to scholarly publications, she enjoys developing case studies and writing creatively based on day to day experiences and observations



Dr. Praveen Arora

Professor - Information Technology

Dr. Praveen Arora has done MCA, M.Phil in Computer Science and completed her Ph.D. degree in year 2011 from Kurukshetra University. She has a rich experience of 14 years in the industry as well as in Academia. She started her career as an Application Developer in Software industry in year 2001, worked there for 4 years and then joined JIMS in year 2005. She has been working as Head of Department - Information Technology since 2007. She has written various research papers in the area of fuzzy logic in National and International journals and presented many research papers in national and international conferences. Her keen interest is in the area of Programming, Data Structures and Fuzzy logic.



Dr. Deepshikha Aggarwal

Professor - Information Technology

A highly dedicated and accomplished faculty and researcher with extensive experience of over 16 years in academia. She has done her B.E. and M. Tech in Computer Science and completed her PhD on the topic "A Framework to enhance the quality of data in a Data Warehouse through Data Cleansing". She has written several research papers for various National and International journals and attended various seminars and conferences. Her research interests include Data warehousing, Data quality, E-learning and Data Science.

Dr. Manjot Kaur Bhatia

Professor - Information Technology

Dr. Manjot Kaur Bhatia is working as Professor in the IT department, Jagan Institute of Management Studies, Sector-5, Rohini, Delhi. She is M.C.A., M.Phil. and Ph.D. from University of Delhi, Delhi in the field of Security in Grid Computing. She has more than 14 years of teaching experience. She is actively involved in teaching and research in the areas of Databases, Linux, Operating System and Information Security. Her other areas of interest includes Grid Computing, Steganography, Data Hiding and Software testing. She has presented number of papers in various international conferences and published research work in various refereed journals.



Dr. A. R. Mishra

Professor

Dr. A.R. Mishra has done B.Sc. (Maths) from Allahabad University, MBA (Marketing) from Motilal Nehru Institute of Research and Business Administration (MONIRBA), Allahabad University and Ph.D. from Gautam Buddha University, Greater Noida. He is UGC-NET qualified and has 20 years of teaching experience in the areas of Marketing, Research and Quantitative Techniques. He is well versed in Advanced Data Analysis through SPSS and Structural Equation Modelling through AMOS Software. He has been resource person in the Faculty Development Programmes on Research Methodology and Advanced Data Analysis through Software organized by I.T.S and various other institutions.



Dr. Preety Wadhwa

Professor

Dr. Preety Wadhwa is currently Professor, Marketing at JIMS, Rohini. Prior to this, she was associated with Bharati Vidyapeeth University for more than a decade, since 2004. She has a total experience of more than 17 years of Academics at Post graduate and Undergraduate Level. Her areas of interests include Business Analytics, Marketing Analytics, Marketing Research, Strategy, General Management, etc. She has organized and conducted workshops and skill development programs (MDPs, FDPs and SDPs, etc.) on varied topics. Some of the organizations for which she has conducted MDPs are "M/s Surya Roshni" on Time Management, "M/s UTI Bank" on "Selling Skills", "Time Management and People Management" for National Institute of Entrepreneurship, "Effective Communication & Time Management Skills: A Hallmark for Executive Excellence" for M/S Koutons India Limited, Delhi Police Personnel on "Communication and Negotiation Skills and Stress Management", etc.



Ms. Pooja Jain

Associate Professor

Ms. Pooja Jain has been associated with JIMS, Rohini for about 13 years now as an Associate Professor. She has worked with Reliance Infocom for about a year in the sales division and has handled institutional selling. Her areas of interest include Rural Marketing, Sales Management and Consumer Behaviour. She has conducted MDPs and Trainings on customer relationship management and selling skills for junior and middle level executives. She is presently pursuing her Ph.D. and has several national & international publications to her credit



Dr. Bhupender Kumar Som

Associate Professor

Dr Bhupender Kumar Som, Programme Head, PGDM (International Business), is a PhD from department of Statistics and Operational Research, Kurukshetra University, Kurukshetra. His area of expertise include, Stochastic Queuing Models and Statistical Data Analysis. He is on the board of reviewers for Journal of Business Theory and Practice, LA, USA and ICTACT Journal of Management. He is editor-in-chief of v3 Journal of Management. He was also a reviewer for PAN IIM conference. He has more than 60 publications and conference paper presentations. The list of paper includes journals and conferences of international repute. He is also involved in industrial projects and suggested effective scientific solutions to industrial problems



Dr. Deepika Saxena

Associate Professor

Dr. Deepika Saxena is currently working as Associate Professor in Jagan Institute of Management Studies (JIMS), and has work experience of more than 12 years including academia and industry. She is a graduate in commerce from Delhi University and in computer applications from IGNOU. She has done Masters in Business Administration from Jaipuria Institute of Management, Ghaziabad and Ph.D. from Gautam Buddha University, Greater Noida. Her areas of research include financial inclusion, micro-finance, micro-credit, technology in banking etc. She has published and presented several research papers in Journals and Conferences of National and International repute including IIM and IIT. Her research paper titled: 'Technology based Initiatives by Indian Commercial Banks towards Financial Inclusion' received the "Best Paper Award" in annual conference of IIM-Bangalore. She has also conducted several MDPs and involved in consulting and case study development



Mrs. C. Komalavalli

Associate Professor - Information Technology

C. Komalavalli is Associate Professor in the Department of Information Technology, JIMS, Rohini. She is pursuing doctorate in the field of Wireless Sensor Networks. She has more than 20 years of experience, teaching Programming Languages, Database management System and Distributed Database Management System. Her other areas of interest include, Web Technologies, Mobile computing and Sensor Networks, etc. She has been guiding the students in identifying areas for project work and developing the project. She is a member of editorial board of JIMS International Journal.

Mr. Sanjive Saxena

Associate Professor

Sanjive Saxena has a total experience of 28 years which includes 16 years of Industry experience and 12 years of academic. He has worked in several organizations including Fujitsu consulting India Ltd., Risk Management Solutions India Ltd. and TCIL Bell South Ltd. During his corporate stint, he has led the organizations to achieve ISO 9001, ISO 27001, CMMI assessments and others. He holds Masters in Mathematics and M.Tech in Information Technology. His Quality related credentials include: Lead Auditor for ISO 27001:2005, Certified Software Quality Professional from STQC Directorate, Internal Quality Auditor ISO 9001:2000, Certified Internal Quality Auditor ISO 9001:1994, etc.



Dr. Latika Kharb

Associate Professor - Information Technology

Dr. Latika Kharb is teaching faculty in Department of MCA, JIMS, Sector-5. She has over 13 years of teaching and 4 years of research experience in IT. She is one of the shortlisted candidate for UGC organized Commonwealth Fellowship tenable in U.S.A. (2004). During her teaching services, she received several awards such as International Professional of the Year award, 21st Century Award for Achievement by Cambridge University, etc. Her research areas include: Software Metrics, Software Testing, Artificial Intelligence, Cyber Laws, Bioinformatics, Computer Forensic Science, Nanotechnology, Virtual Reality, etc.



Dr. Navneet Joshi

Associate Professor

Dr. Navneet Joshi has experience of over 16 years in the area of academics, consulting industry projects and case study development. He is a Microsoft Faculty Fellow, holds Ph.D. degree in commerce from MJP Rohilkhand University, EDP-CF from IIM-C and PGDIT from SMU. Currently he is working as Associate Professor in JIMS. He has published and presented more than 36 research papers in Journals and Conferences, both International and National.

His research paper titled: "A multi-server mathematical financial model with reverse balking and retention of impatient customers" received the "Best Paper Award" in International Conference held at J.K. Lakshmiapat University, Jaipur (India) in 2016. He has conducted several MDPs and has been involved in guiding the post graduate students for dissertations and research projects



Mr. N. P. Singh

Associate Professor

Mr. N. P. Singh is Associate Professor at Jagan Institute of Management Studies (JIMS), Delhi. He was awarded Gold Medal for securing top position in PGDM (Finance). He earned his M. Phil. (Finance) from University of Delhi. He is presently pursuing Ph.D. from Delhi School of Management, Delhi Technological University (DTU). He has over 15 years of teaching experience in Derivatives and Risk Management, Security Analysis and Portfolio management, International Financial Management, Corporate Finance, Operations Research and Business Statistics. His research areas include Commodity and Financial Derivatives, Financial Modelling, Security Analysis and applications of Optimization Techniques in Finance. His research papers have been published in international and national journals. He has participated in research projects/CEP/workshops on topics like optimization methods, quantitative finance, financial modelling and risk management at institutes like IIM Calcutta, IIT Delhi, IIT Kharagpur and IGIDR Mumbai. Recently, Mr. Singh has completed summer research fellowship at IIT, Delhi.



Ms. Yukti Ahuja

Asst. Professor

Ms. Yukti Ahuja is associated with Jagan Institute of Management Studies as an Assistant Professor since 7 years. An MBA from University School of Management Studies, GGSIPU along with UGC (NET), is a graduate in English Literature (B.A Hons.) from Jesus and Mary College She is pursuing her PhD in the field of consumer behaviour. Prior to this she has worked with the media giant HT Media Ltd. in the sales division and has handled institutional selling. She has many national and international publications and has presented posters, papers and case studies at National and International forums. Her areas of interest includes Marketing, Market research and Consumer behaviour



Mr. Sunny Seth

Asst. Professor.

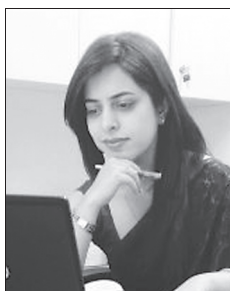
Mr. Sunny Seth is M.Sc. Mathematics from IIT Delhi and has qualified Joint CSIR-UGC NET in Mathematical Sciences. He has more than 8 years of teaching experience at both undergraduate and postgraduate level. He is currently pursuing Ph.D. in Operations Research. He has done extensive research on creating customer values by analysing the customers' behaviour and Effective Business Management in Uncertain Business Environment using Operations Research Techniques.



Mr. Devesh Lowe

Asst. Professor - Information Technology

Devesh Lowe is currently working as Assistant Professor with JIMS, Rohini for past 4 years. Before joining JIMS, he had a work experience of 10 years in IT Industry and Academia. After starting his career in software development and Marketing for 1 year, he switched to academia and was associated with many colleges and universities like University of Delhi, NIFT, BVIMR, IAM, JIMS and IBMR as visiting faculty. Currently at JIMS, he is coordinator for summer training and workshops for IT students, coordinator for STP workshops of IIT-Bombay, Student Branch Coordinator for Computer Society of India, Coordinator for NASSCOM-Barclays YEI project, Co-editor of Annual IT Magazine - INSIGHT and co-Convener of Annual seminars of MCA and BCA programs.



Ms. Parul Raj

Assistant Professor

Ms. Parul Raj is B.Com from University of Delhi, Bachelor's in Information Technology, MBA with specialization in Marketing and MA in English. Currently she is pursuing Ph.D. from Jagannath University. She has academic experience of more than 9 years and has conducted series of workshops on Soft Skills, Interpersonal Skills, Team Spirit, Business Etiquettes, Negotiations Skills, Behavioural traits such as attitude, motivation and time management, Listening Skills, etc.

Ms. Parul Raj has conducted workshop for Hotel Management Training participants at Hotel Oberoi and Interns in HDFC Bank, IDBI Bank and Genpact on modules like Basic Etiquettes, Presentation Skills, Negotiation skills, Leadership Skills, Personal Management etc. She has more than 8 years of experience as a trainer and several workshops to her credit with thousands of groomed students in Delhi and NCR. Ms. Parul has conducted MDPs on "Leadership through the power of influence" and on "Enhancing Managerial Competencies for achieving personal & organizational Excellence" for corporate and professionals. She has published several articles and research papers in the area of Business Ethics, Human Resource Management and Corporate Communications in Journals of repute.



Ms Sugandha Sharma

Assistant Professor

Ms. Sugandha Sharma holds MBA in Finance and is pursuing Ph.D. from Jagannath University, Jaipur. Also, she is NSE Certified Market Professional and holds NSE Certification in Financial Markets, Mutual Funds, Securities Markets, Capital Markets, Derivatives Markets, Commodities Markets, Options Trading, Equity Derivatives and Currency Derivatives. With more than 8 years of experience that includes both academic and corporate, she is actively involved in teaching Project Planning Evaluation and Control, Indian Financial System,

Corporate Restructuring, Capital Markets, Derivatives, Financial Management, Business Law, Indian Economy etc. She has presented number of papers in national and international conferences and published research work in various journals.



Ms. Disha Grover

Asst. Professor - Information Technology

Disha Grover is associated with JIMS, Sec-5, Rohini for past 8 years. Currently, she is working as an Assistant Professor in the IT department. She is a post graduate from GGSIPU and pursuing Ph.D. from Jagannath University in the field of Cloud Computing. She is regularly involved in research and training programmes related to information technology areas

FEES

a) For programmes conducted at JIMS, Sec.5 Rohini Campus

Rs.1500/- per day per participant. (This includes refreshment, lunch, etc.)

b) For programmes conducted in-house in the Company's premises

Rs. 15000/- to Rs. 25000/- per day, if held within in Delhi/NCR. (Range varies according to location, resources, etc.). For outside Delhi / NCR, organization will have to bear the additional expenses of travel & accommodation for the resource person(s)

Certificate of Participation shall be provided to all the delegates and participants

CONTACT DETAILS FOR ENQUIRY / NOMINATIONS

For details, please contact undersigned or visit <https://www.jimsindia.org/mdp-calendar.aspx>

Dr.Sumesh Raizada

Tel.: 91-9650758671, 011-45184023

E-mail: sumesh.raizada@jimsindia.org

Jagan Institute of Management Studies

3, Institutional Area, Sector-5, Rohini, Delhi-85

Phone: 011-45184001, 002, 003

www.jimsindia.org

PREVIOUS MDP / WORKSHOPS

Some of the Management Development Programmes organized earlier, within and outside JIMS' campus, are being listed as follows;

S.No.	Event Date	Title
1	22/04/2017	MDP on Managing Conflicts at Work place
2	22/02/2017	MDP - 'Excellence in Stores Operations' (ESOPs)
3	27/09/2016	Training Programme by Dale Carnegie on "How to Build Relationships Impact fully in Sales"
4	14/10/2015	MDP - Excellence in Store Operations (ESOPs)
5	26/09/2014	MDP on "Managing Conflicts at Work place"
6	20/06/2014	MDP on Contemporary issues in international payments
7	08/02/2014	MDP on "Managing Trade Finance Business & Letters of Credit
8	11/07/2013	Master Class on Letters of Credit and Trade Finance
9	05/03/2013	Excellence in Stores Operations (ESOPs)
10	17/12/2012	Managerial Effectiveness through Innovative Leadership
11	06/10/2012	Application of IT towards Enhancing Operational Efficiency
12	22/09/2012	Export Opportunities and Challenges in Key Sectors
13	25/08/2012	Finance for Non-Finance Managers
14	21/07/2012	Smart Marketing in Competitive Service Sector
15	23/06/2012	Leadership through the power of influence
16	05/05/2012	Total Quality Management
17	22/04/2012	Time Management & Interpersonal skills
18	24/03/2012	Customer Relationship Management
19	02/02/2012	Excellence in Stores Operations' (ESOPs)

Previous MDP / Workshops (few images)



NOMINATION FORM

MDP / EDP NOMINATION FORM

Name of the Programme _____ Date _____

Name of the Applicant(s) # _____

Academic Qualification _____

Phone _____ E-mail id _____

Designation _____

Name of the Organisation _____

Address (office) _____

Phone (office) _____ Website _____

Payment Details:(DD / NEFT Txn particulars) _____

- a) *DD (Demand draft) drawn in favour of Jagan Institute of Management Studies, Delhi*
- b) *NEFT details: Please mention the UTR code, after NEFT payment is done(Bank account details for NEFT purpose shall be provided on demand)*

Note: *Kindly use separate sheet if participants are more than one*





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