Management Development Program
Calendar 2020 - 21

ICFAI Business School, Hyderabad
Center for Management Development (CMD)
**Founder’s Profile**

Mr. N. J. Yasaswy (1950-2011), founder of the ICFAI Group of educational institutions and a pioneer in promoting higher education in the private sector had a brilliant academic career: B.Com (Andhra University 1969 – First Rank), CA Inter (May 1971 – First Rank), CA Final (May 1973 – First Rank), ICWA Inter (July 1970 – First Rank) and ICWA Final (July 1972 – First Rank). He was the recipient of the Basu Foundation Award for the Best Student of the Year from both – The Institute of Cost and Works Accountants of India (in 1972) and The Institute of Chartered Accountants of India (in 1973).

During 1974-1980, Mr. Yasaswy was associated with the Administrative Staff College of India as a Faculty Member. In 1981, he started his consultancy firm, Yasaswy Management Association (P) Limited, Hyderabad.

Mr. Yasaswy was appointed by the Government of Andhra Pradesh as Chairman, Andhra Pradesh State Trading Corporation (1985–88), and Vice-Chairman, Public Enterprises Management Board (1986–88). He was a visiting faculty member at the Indian Institute of Management-Ahmedabad (1986-88) and was nominated as a Member on the SEBI Committee on Accounting Standards. He was a member of the Board of Directors of the Association of Certified International Investment Analysts (ACIIA), Switzerland. He authored several books on finance and investments.

Mr. Yasaswy set up the ICFAI as a single institute in 1985 without governmental sops or institutional funding, in an era where government support was the norm. He chose to spend all his energy on the fledgling institution which over the years grew to become a monument to what ambition can deliver. He was instrumental in building several business schools and universities in the developing states of India, particularly in the North-East region. He stood for professional management, excellence in the quality of education offered in the ICFAI institutions, and absolute discipline.

He was charismatic, a great teacher, an institution builder, a visionary and a genius who was years ahead of his time. His vision will continue to guide ICFAI forever.
The Center for Management Development (CMD) at IBS Hyderabad was established with the objective to promote executive education through customized and in-house Management Development Programs, Customized Programs for Faculty of Business schools (FDPs), Applied Research and Consulting Projects for industry. The CMD draws its capabilities from the vast pool of faculty members who have industry, teaching and research competence.

The CMD has been instrumental and successful in providing an array of programs for the Private Sector, Government Institutions, Business schools, Non-Profit Organizations and other organizations that sought its expertise and services.

In the last 5 years alone the CMD has successfully conceptualized and offered programs to leading organizations which includes:

- ITC
- India Post
- Indian Railways
- Indian Army
- National Academy of Defense Production (NADP)
- Bharat Dynamics Limited (BDL)
- Kerala Government
- Khadi and Village Industries Commission (KVIC)
- Oil and Natural Gas Corporation Limited (ONGC)
- NTT Data
- Open Text
- Progress Software
- Water Health International
- Penna Cements
- UltraTech Cements
- KCP Cements
- Hindalco
- Netafim
- Canara Bank

The CMD is well poised and equipped to associate with the industry in imparting customized solutions for manpower training and development. These programs are organized at the IBS Campus (Situated about 30kms from Hyderabad city). IBS campus has dedicated and fully furnished executive rooms to accommodate the participants. Alternatively, programs can be held in locations as per client’s preference.

IBS Hyderabad campus built in a 90 acre sprawling green area has the necessary infrastructure like the fully equipped IT lab, behavioral lab, comprehensive electronic databases, licensed software of SPSS, SAS and MS Office, vast pool of competent faculty across domains such as business analytics, Finance, Marketing, Operations, IT, Economics, Human Resources, Organization Behavior, strategy and leadership to name a few.

IBS Hyderabad adopts the popular case pedagogy approach, a globally accepted successful tool in Management Learning and Training, IBS faculty members are competent to draw upon the client’s needs through a detailed Training Need Analysis and customize programs depending on the level and hierarchy of the participating group/organization. Pedagogy and training material are finalized after assessing the client organization learning goals and expected performance outcomes. Positive feedback and repeat programs from clients are a testimony to the growing demand from organizations for Management Development Programs being offered by IBS Hyderabad.

The following programs have been planned for the year 2020-21 drawing from the feedback from different organizations we have contacted as well as on contemporary and challenging issues facing the corporate executives*.
## MDP Programs

<table>
<thead>
<tr>
<th>#</th>
<th>Title of the Program</th>
<th>Program Director(s)</th>
<th>Fees (INR) (Excluding GST)</th>
<th>Dates</th>
<th>Online / In Campus</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Evaluating and Financing Capex Projects</td>
<td>Dr Meher Pramod Mantravadi</td>
<td>20,000</td>
<td>Dec 17-18, 2020</td>
<td>In Campus</td>
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<td>2</td>
<td>Growing through M &amp; As</td>
<td>Dr Meher Pramod Mantravadi</td>
<td>20,000</td>
<td>Jan 28-29, 2021</td>
<td>In Campus</td>
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<tr>
<td>3</td>
<td>Security Analysis and Portfolio Management</td>
<td>Dr Meher Pramod Mantravadi</td>
<td>20,000</td>
<td>Feb 25-26, 2021</td>
<td>In Campus</td>
</tr>
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<td>4</td>
<td>Data Visualisation using SAS &amp; R</td>
<td>Prof Kaushik Bhattacharjee &amp; Prof Shrikanth Parthola</td>
<td>9,000</td>
<td>Mar 1, 2021</td>
<td>In Campus</td>
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<td>5</td>
<td>Finance for Non-Finance Executives</td>
<td>Prof. VDMV Lakshmi</td>
<td>5,000</td>
<td>Mar 1-3, 2021</td>
<td>Online</td>
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<td>6</td>
<td>Data Visualisation using Microsoft Power BI</td>
<td>Dr. Jyothi Chittineni</td>
<td>2,500</td>
<td>Mar 4-5, 2021</td>
<td>Online</td>
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<td>7</td>
<td>Finance for non-finance executives</td>
<td>Dr D S Prasad</td>
<td>8,000</td>
<td>Mar 15, 2021</td>
<td>In Campus</td>
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<td>8</td>
<td>Introduction to Research Methods</td>
<td>Prof Kaushik Bhattacharjee &amp; Prof Shrikanth Parthola</td>
<td>3,000</td>
<td>Apr 1, 2021</td>
<td>Online</td>
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<td>9</td>
<td>Project Management Basics and Primer</td>
<td>Dr Samyadip Chakraborty</td>
<td>10,000</td>
<td>Dec 15-16, 2020</td>
<td>Both options available</td>
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<td>10</td>
<td>Excel: An analytics tools for managers</td>
<td>Dr. D.Saravanan</td>
<td>11,000</td>
<td>Dec 23-24, 2020</td>
<td>In Campus</td>
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<td>11</td>
<td>Partial least squares, variance based structural equation modeling (PLS-SEM)</td>
<td>Dr. Shailja Tripathi and Dr. Bijeta Shaw</td>
<td>10,000</td>
<td>Dec 25-26, 2020</td>
<td>Both options available</td>
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<td>12</td>
<td>Excel from beginner to manager</td>
<td>D. Saravanan</td>
<td>12,000</td>
<td>Dec 30-31, 2020</td>
<td>In Campus</td>
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<tr>
<td>13</td>
<td>Project Management Advances and applications</td>
<td>Dr Samyadip Chakraborty</td>
<td>12,500</td>
<td>Jan 5-6, 2021</td>
<td>Both options available</td>
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<td>14</td>
<td>Machine learning using Python</td>
<td>Dr. KVSSN Narasimha Murty</td>
<td>12,000</td>
<td>Feb 11-12, 2021</td>
<td>Both options available</td>
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<td>15</td>
<td>Python Programming for Beginners</td>
<td>Dr. C. Lakshmi Devasena</td>
<td>10,000</td>
<td>Mar 4-5, 2021</td>
<td>Both options available</td>
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<td>16</td>
<td>Multi-Criteria Decision Making for Beginners</td>
<td>Dr. Santosh Kumar Yadav</td>
<td>10,000</td>
<td>Mar 16-17, 2021</td>
<td>In Campus</td>
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<td>Dates</td>
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<td>17</td>
<td>Data Analytics using Python</td>
<td>Dr. C. Lakshmi Devasena</td>
<td>12,500</td>
<td>Mar 18-19, 2021</td>
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<td>18</td>
<td>Supply chain Analytics using excel  Foundation</td>
<td>Dr. Anusha Sreeram</td>
<td>10,000</td>
<td>Apr 10-11, 2021</td>
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<td>19</td>
<td>Supply chain Analytics using SAS _ Advanced</td>
<td>Dr. Anusha Sreeram</td>
<td>12,500</td>
<td>Apr 17-18, 2021</td>
<td>In Campus</td>
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<td>20</td>
<td>Innovative Operations: Business Models &amp; Strategy</td>
<td>Dr. J. Prince Vijai</td>
<td>20,000</td>
<td>Apr 22-23, 2021</td>
<td>In Campus</td>
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<td>21</td>
<td>Machine learning with R</td>
<td>Dr. Nitish Kumar Srivastava &amp; Dr. Arindam Ghosh</td>
<td>10,000</td>
<td>Apr 29-30, 2021</td>
<td>Both options available</td>
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<td>22</td>
<td>Introduction to Fuzzy Set</td>
<td>Dr Sumant Kumar Tewari</td>
<td>10000</td>
<td>May 6-7, 2021</td>
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<td>23</td>
<td>Scaling Operations: Managing Growth</td>
<td>Dr. J. Prince Vijai</td>
<td>20,000</td>
<td>May 13-14, 2021</td>
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<td>24</td>
<td>Analytics using R</td>
<td>Prof. Sanjay Fuloria</td>
<td>12,500</td>
<td>May 20-21, 2021</td>
<td>Both options available</td>
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<td>25</td>
<td>R Programming for Beginners</td>
<td>Prof. Sanjay Fuloria</td>
<td>10,000</td>
<td>May 28-29, 2021</td>
<td>Both options available</td>
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<td><strong>MARKETING</strong></td>
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<td>26</td>
<td>Basic of Social Networking Analysis</td>
<td>Dr. Shiv Ratan Agrawal</td>
<td>6,000</td>
<td>Sep 12-13, 2020</td>
<td>In campus</td>
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<tr>
<td>27</td>
<td>Managing Platform Businesses</td>
<td>Prof. Shailendra Singh Bisht</td>
<td>20,000</td>
<td>Sep 14-26, 2020</td>
<td>Online with Campus Contact Classes</td>
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<td>28</td>
<td>Digital Marketing &amp; Analytics</td>
<td>Dr. Rishi Dwesar &amp; Dr. Vaibhav Shekhar</td>
<td>9,000</td>
<td>Oct 16 &amp; 17, 2020</td>
<td>In Campus</td>
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<tr>
<td>29</td>
<td>Customer Acquisition Strategies for Platform Businesses</td>
<td>Prof Shailendra Singh Bisht</td>
<td>6,000</td>
<td>Oct 30 - 31, 2020</td>
<td>In Campus</td>
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<tr>
<td>30</td>
<td>Predictive Analytics for Marketers</td>
<td>Dr. Rishi Dwesar</td>
<td>6,000</td>
<td>Dec 1- 2, 2020</td>
<td>Online</td>
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<td>31</td>
<td>Database Marketing &amp; Analytics (Using Excel &amp; R)</td>
<td>Dr. Surjit Kumar Kar</td>
<td>10,000</td>
<td>Dec 4-6, 2020</td>
<td>In Campus</td>
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<tr>
<td>32</td>
<td>Database Marketing &amp; Analytics (Using Excel &amp; R)</td>
<td>Dr. Surjit Kumar Kar</td>
<td>8,000</td>
<td>Dec 12-13, 2020</td>
<td>In Campus</td>
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<tr>
<td>33</td>
<td>Academic Writing</td>
<td>Dr Ritesh Tiwari</td>
<td>3,000</td>
<td>Dec 16, 2020</td>
<td>In Campus</td>
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<td>34</td>
<td>International Marketing- Opportunity as Growth Strategy</td>
<td>Dr. Mohandas J Menon &amp; Prof. Vengopal Bagadhi</td>
<td>6,000</td>
<td>Jan 7-8, 2021</td>
<td>In Campus</td>
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<tr>
<td>35</td>
<td>Theory Building</td>
<td>Dr. Ritesh Tiwari</td>
<td>4,000</td>
<td>Jan 20, 2021</td>
<td>In Campus</td>
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<tr>
<td>36</td>
<td>B2B Marketing Mix</td>
<td>Dr. Mohandas J Menon &amp; Prof. Shailendra Singh Bisht</td>
<td>6,000</td>
<td>Jan 21-22, 2021</td>
<td>In campus</td>
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<tr>
<td>37</td>
<td>Enhancing sales performance</td>
<td>Dr. Mukesh Kumar Mishra &amp; Dr. Santosh.A</td>
<td>8,000</td>
<td>Feb 4-5, 2021</td>
<td>In Campus</td>
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<tr>
<td>38</td>
<td>Marketing for Non-Marketing Managers</td>
<td>Dr. Anees Ahmad &amp; Dr. Pankaj Kumar Singh</td>
<td>5,000</td>
<td>Feb 27-28, 2021</td>
<td>In Campus</td>
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<tr>
<td>39</td>
<td>Entry Strategies for Rural Markets</td>
<td>Dr. Vijayudu G &amp; Dr. Dwarakanath S</td>
<td>5,000</td>
<td>Mar 3-4, 2021</td>
<td>In Campus</td>
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<tr>
<td>40</td>
<td>Basic Statistics for Scopus Publication</td>
<td>Dr. Debajani Sahoo</td>
<td>8,000</td>
<td>May 7-8, 2021</td>
<td>In Campus</td>
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<tr>
<td>41</td>
<td>Structural Equation Modeling (SEM) with IBM AMOS &amp; SmartPLS</td>
<td>Dr. Vikas Gautam</td>
<td>6,500</td>
<td>Mar 12-13, 2021</td>
<td>In Campus</td>
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<tr>
<td>42</td>
<td>Qualitative Research</td>
<td>Dr. Anitha Acharya</td>
<td>3,000 - Executives &amp; 2,500 Students and Scholars</td>
<td>Apr 9, 2021</td>
<td>In Campus</td>
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<tr>
<td>43</td>
<td>Relationship Marketing in Digital Era</td>
<td>Dr. Anuja Agarwal</td>
<td>6,000</td>
<td>Apr 9-10, 2021</td>
<td>In Campus</td>
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<td>44</td>
<td>Value Creation through digital Marketing Practice</td>
<td>Dr. Achyut Telang &amp; Dr. Souvik Roy</td>
<td>6,000 - Industry PRactioners, 4000 Faculty Members &amp; 3,000 Doctoral Scholars</td>
<td>April 16, 2021</td>
<td>In Campus</td>
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<tr>
<td>45</td>
<td>Role of Technology in Contemporary Marketing</td>
<td>Dr. Vaibhav Shekhar &amp; Dr. Sunny Bose</td>
<td>8,000 - Executives &amp; 5000 Faculty &amp; Scholars</td>
<td>Apr 16-17, 2021</td>
<td>In Campus</td>
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<td>46</td>
<td>Advance Research Methodology using IBM SPSS</td>
<td>Dr. Vikas Gautam</td>
<td>5,000</td>
<td>Apr 23-24, 2021</td>
<td>In Campus</td>
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<tr>
<td>47</td>
<td>Role of Technology in Contemporary Marketing</td>
<td>Dr. Vaibhav Shekhar &amp; Dr. Sunny Bose</td>
<td>5,000</td>
<td>Apr 24, 2021</td>
<td>Online</td>
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<td>Fee</td>
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<td>48</td>
<td>Segmentation, Targeting &amp; Positioning: A Data Driven Approach</td>
<td>Dr. Sunny Bose &amp; Dr. Vaibhav Shekhar</td>
<td>6,000</td>
<td>Apr 30-May 1, 2021</td>
<td>In Campus</td>
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<tr>
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<td><strong>SOFT SKILLS</strong></td>
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<td>49</td>
<td>Online Communication (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9,000</td>
<td>Aug 7-9, 2020</td>
<td>Online</td>
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<tr>
<td>50</td>
<td>Effective Presentation Skills (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9,000</td>
<td>Aug 21-23, 2020</td>
<td>Both options available</td>
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<tr>
<td>51</td>
<td>Online Communication (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9,000</td>
<td>Sep 11-13, 2020</td>
<td>Online</td>
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<tr>
<td>52</td>
<td>Business Writing (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9,000</td>
<td>Sep 25-27, 2020</td>
<td>Both options available</td>
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<tr>
<td>53</td>
<td>Creativity and Teamwork (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9,000</td>
<td>Oct 9-11, 2020</td>
<td>In Campus</td>
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<tr>
<td>54</td>
<td>Mental Health (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9,000</td>
<td>Oct 15-17, 2020</td>
<td>In Campus</td>
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<tr>
<td>55</td>
<td>Effective Speaking Skills</td>
<td>Prof. Chethana G Krishna</td>
<td>5000</td>
<td>Nov 6, 2020</td>
<td>In Campus</td>
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<tr>
<td>56</td>
<td>Effective Speaking Skills</td>
<td>Prof. Chethana G Krishna</td>
<td>5000</td>
<td>Dec 4, 2020</td>
<td>In Campus</td>
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<tr>
<td>57</td>
<td>Effective Presentation Skills (task-based)</td>
<td>Prof. Mushtakhusen S.M.</td>
<td>9000</td>
<td>Dec 11-13, 2020</td>
<td>Both options available</td>
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<td><strong>HUMAN RESOURCE MANAGEMENT</strong></td>
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<td>58</td>
<td>Work From Home: The Art Balancing between Profession and Family Life</td>
<td>Dr. M. Bhaskara Rao</td>
<td>2500</td>
<td>July 11, 2020</td>
<td>Online</td>
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<td>59</td>
<td>Motivating Students for Online Learning and Assessment</td>
<td>Dr. M. Bhaskara Rao</td>
<td>2,000</td>
<td>Aug 08, 2020</td>
<td>Online</td>
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<td>60</td>
<td>Entrepreneurship education and development</td>
<td>Dr. Srinivasa Rao</td>
<td>8,000</td>
<td>Sep 18-19, 2020</td>
<td>Both options available</td>
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<td>61</td>
<td>Decision making skills</td>
<td>Prof. Showry</td>
<td>4,000</td>
<td>Oct 4, 2020</td>
<td>Both options available</td>
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<tr>
<td>62</td>
<td>Honing skills for PMS</td>
<td>Dr. Srinivasa Rao</td>
<td>8,000</td>
<td>Oct 9-10, 2020</td>
<td>Both options available</td>
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<td>63</td>
<td>Creating Mindful Managers</td>
<td>Dr. S. Raghavendra &amp; Dr. Kalaa Chenji</td>
<td>5,000</td>
<td>Oct 17-18, 2020</td>
<td>Both options available</td>
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<td>64</td>
<td>ROI (Return on Investment) on Training</td>
<td>Dr. Srinivasa Rao</td>
<td>4,000</td>
<td>Nov 13, 2020</td>
<td>Both options available</td>
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<td>65</td>
<td>Positive Psychology for Managers</td>
<td>Dr. Prerna Chhetri &amp; Dr. Sita Mikkilineni</td>
<td>5,000</td>
<td>Nov 27-28, 2020</td>
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<td>66</td>
<td>People Analytics for beginners</td>
<td>Dr. Sharda Singh, Dr. Rajasekhar David, and Dr. Kranthi Kumar</td>
<td>5,000</td>
<td>Dec 3-5, 2020</td>
<td>Both options</td>
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<td>67</td>
<td>Leading with Emotional Intelligence in the Times of Uncertainty</td>
<td>Dr. KBS Kumar</td>
<td>5,000</td>
<td>Dec 4, 2020</td>
<td>Both options</td>
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<td>68</td>
<td>Managerial Effectiveness</td>
<td>Dr. Asha Binu Raj &amp; Dr. G. Ashok Kumar</td>
<td>4,000</td>
<td>Dec 11-12, 2020</td>
<td>Both options</td>
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<td>69</td>
<td>Leadership and Organizational Development</td>
<td>Dr. Srinivasa Rao</td>
<td>8,000</td>
<td>Dec 11-12, 2020</td>
<td>Both options</td>
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<td>70</td>
<td>Team Building and Conflict Management</td>
<td>Dr. Mohd Abdul Nayeem &amp; Dr Niraj K Chimote</td>
<td>7,500</td>
<td>Dec 17-19, 2020</td>
<td>Both options</td>
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<tr>
<td>71</td>
<td>Sustainable work practices</td>
<td>Dr. M. Bhaskara Rao</td>
<td>8,000</td>
<td>Dec 19, 2020</td>
<td>At City Premises</td>
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<td>72</td>
<td>Diversity and Gender Sensitization</td>
<td>Dr. Mohd Abdul Nayeem</td>
<td>6,500</td>
<td>Jan 7-8, 2021</td>
<td>Both options</td>
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<td>73</td>
<td>HR Analytics-Empowering HR Professionals</td>
<td>Dr. Namratra C, Dr. Sharda Singh, &amp; Dr. Rajasekhar David</td>
<td>6,000</td>
<td>Jan 9-10, 2021</td>
<td>Both options</td>
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<td>74</td>
<td>Academic Writing</td>
<td>Dr. Manish Gupta &amp; Dr. Musarrat Shaheen</td>
<td>5,000</td>
<td>Jan 10, 2021</td>
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<td>75</td>
<td>Neuro Linguistic Programming</td>
<td>Prof. Showry</td>
<td>4,000</td>
<td>Dec 12-13, 2020</td>
<td>Both options</td>
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<td>76</td>
<td>Transaction Analysis</td>
<td>Prof. Showry</td>
<td>4,000</td>
<td>Dec 17-18, 2020</td>
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<td>77</td>
<td>Management of Creativity and Innovation</td>
<td>Dr. Kalaa Chenji &amp; Dr. S. Raghavendra</td>
<td>4,000</td>
<td>Jan 18, 2021</td>
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<td>78</td>
<td>Building a Thriving Workforce</td>
<td>Dr. Prerna Chhetri &amp; Dr. Sita Mikkilinen</td>
<td>5,000</td>
<td>Jan 22-23, 2021</td>
<td>Both options</td>
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<td>79</td>
<td>Psychological wellbeing through personal financial planning</td>
<td>Dr G. Ashok Kumar, Dr Akbar Jan &amp; Dr. Asha Binu Raj</td>
<td>4,000</td>
<td>Feb 12-13, 2021</td>
<td>Both options</td>
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<td>80</td>
<td>Mindful Communication</td>
<td>Dr. S. Raghavendra, Dr. Kalaa Chenji &amp; Prof. Mushtaque Hussain</td>
<td>5,000</td>
<td>Feb 27-28, 2021</td>
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<td>Developing Positive Organization</td>
<td>Dr. Musarrat Shaheen</td>
<td>2,000</td>
<td>Mar 20, 2021</td>
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<td>82</td>
<td>Qualitative Methods in Social Science Research</td>
<td>Dr. Chetna Priyadarshini &amp; Dr. Namrata Chatterjee</td>
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<td>Apr 17-18, 2021</td>
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<td>83</td>
<td>Competency Mapping and Assessment</td>
<td>Dr. Musarrat Shaheen</td>
<td>2,000</td>
<td>Apr 24, 2021</td>
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<td>Basic Leadership Skills</td>
<td>Dr. Asha Binu Raj, Dr. G. Ashok Kumar &amp; Dr. Akbar Jan</td>
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<td>Scale Development in Social Science Research</td>
<td>Dr. Chetna Priyadarshini &amp; Dr. Namrata Chatterjee</td>
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<td>May 1-2, 2021</td>
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<td>Work-Life Balance and Stress Management for Sustainable Growth</td>
<td>Dr. Preshita Neha Tudu &amp; Dr. Neha Gahlawat</td>
<td>5,000</td>
<td>May 15-16, 2021</td>
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<td><strong>ECONOMICS</strong></td>
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<td>Usefulness of microeconomic analyses for working executives</td>
<td>Dr. Subhendu Dutta</td>
<td>8,000</td>
<td>Jul 24-26, 2020</td>
<td>In Campus</td>
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<td>88</td>
<td>Macroeconomic Policies and Business Decisions</td>
<td>Dr. Subhendu Dutta</td>
<td>10,000</td>
<td>Aug 20-21, 2020</td>
<td>In Campus</td>
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<td>International Business Management for Start-ups</td>
<td>Prof. Vighneswara Swamy &amp; Prof. Tamma Koti Reddy</td>
<td>14,000</td>
<td>Aug 20 – 21, 2020</td>
<td>In Campus</td>
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<td>Quantitative Techniques for Primary Research</td>
<td>Dr. Laila Memdani</td>
<td>4000</td>
<td>Oct 10, 2020</td>
<td>In Campus</td>
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<td>Stakeholders Consultation on Corporate Social Responsibility</td>
<td>Dr. Sushanta Kumar Mahapatra</td>
<td>6,000</td>
<td>Oct 15-16, 2020</td>
<td>In Campus</td>
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<td>92</td>
<td>Managing Risk in Banks and Financial Institutions</td>
<td>Prof. Vighneswara Swamy &amp; Prof. Tamma Koti Reddy</td>
<td>16,000</td>
<td>Oct 22–23, 2020</td>
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</table>

*Minimum 10 participants mandatory to start the program*
Vision
To be a leader in management education through industry-focused curriculum, case-based learning and applied research.

Mission
To offer high quality management programs that equip students with the right knowledge, skills and attitudes required to succeed in a dynamic world.

Knowledge
The right knowledge implies relevant, contemporary and cutting-edge knowledge oriented obtained through research and practice which empowers students to think and act independently, creatively and ethically.

Skills
The right skills enable students to think through complex problems, analyze them critically and find solutions quickly in a changing market environment.

Attitudes
The right attitudes help students put their thoughts, feelings, behaviors and actions in place while handling tough situations.
For further details please contact

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Dontanapalli, Shankapalli Road, Hyderabad – 501203.
www.ibhyderabad.org

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Email: satishd@ibsindia.org
Mobile: 9849322745, 7997532288