



Management Development Program Calendar 2022 - 23

ICFAI Business School, Hyderabad
Center for Management Development (CMD)





N J Yasaswy
(1950-2011)

Founder's Profile

Shri N. J. Yasaswy (1950-2011), the founder of the ICFAI Group of Educational Institutions was a pioneer and trailblazer in promoting higher education in the Private Sector. He conceptualized, developed and built business schools and universities in an era when private sector participation was not the order. IBS Hyderabad, established in 1995, grew quickly to be rated as one of the best business schools in India in promoting management education that is industry focused and adaptive to changing economic and social landscape. His aim was to deliver unmatched value to the student community by promoting institutions that espoused great values, ethics and morals. The institute is rated as top business school in India by leading rating agencies.

ICFAI Business School (IBS)-Hyderabad, a constituent of the ICFAI Foundation for Higher Education (IFHE), a Deemed University as per the UGC Act 1956 and AACSB member, occupies pride of place among several institutions he started and was close to his heart. He was an institution builder, a visionary, a person with boundless energy and an academic genius way ahead of his peers. His vision continues to guide the ICFAI Group of Institutions in general and ICFAI Foundation for Higher education in particular.

Center for Management Development (CMD)

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, Public Sector Undertakings, Government, 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
- Rashtriy Chemicals and Fertilizers Ltd. (RCF)
- National Academy of Defense Production (NADP)
- Bharat Dynamics Ltd (BDL)
- Kerala Institute of Local Administration (KILA)
- Khadi and Village Industries Commission (KVIC)
- Oil and Natural Gas Corporation Ltd (ONGC)
- Defense Research and Development Organization (DRDO)
- Aurobindo Pharma Ltd
- NTT Data
- Open Text
- 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 2022–23 drawing from the feedback from different organizations we have contacted as well as on contemporary and challenging issues facing different organizations and executives*. The programs would be offered on hybrid mode.

MDP Programs

#	Title of the Program	Program Director (s)	Fees (INR) (Excluding GST)	Dates	Online/ On-Campus/ Hybrid
FINANCE & ACCOUNTING					
1	Essentials of GST	Dr. Pavana Jyothi & Dr. Sireesha Mamidenna	4,000	Oct 14, 2022	Online
2	Advanced Excel for Finance Executives	Dr. Bhanu Sireesha & Dr. M.V.S.Kameshwar Rao	10,000	Dec 16 - 17, 2022	On campus
3	Finance for Entrepreneurs	Dr. Abhishek Sinha	10,000	Jan 15 -16, 2023	On campus
4	Statistical Analysis of Financial Data	Dr. Kaushik Bhattacharjee	10,000	Jan 21-22, 2023	On campus
5	Currency Risk Management for Non-Finance Business	Dr. M.V.S.Kameshwar Rao	10,000	Jan 27 - 28, 2023	On campus
6	Data Visualisation using SAS Studio	Dr. Kaushik Bhattacharjee	10,000	Feb 11 - 12, 2023	On campus
7	Orientation to Analytics for Finance Managers using MS Excel	Dr. M.V.S.Kameshwar Rao & Dr. Bhanu Sireesha	10,000	Mar 10 - 11, 2023	On campus
8	Risk Management for Entrepreneurs	Dr. Abhishek Sinha	10,000	Mar 14 - 15, 2023	On campus
9	Financial Analytics using Excel	Dr. Jyothi Chittineni	10,000	Mar 15 - 17, 2023	On campus
MARKETING					
10	Zero Code Analytics using Freewares	Dr. S.K.Kar	3,000 (10% disc. on min. 5 entries)	Jun 25 - 26, 2022	Hybrid
11	Database Marketing & Analytics (Using Excel & R)	Dr. S.K.Kar	3,000 (10% disc. on min. 5 entries)	Jul 2 - 3, 2022	Hybrid
12	Power BI - Visualization & Analytics	Dr. S.K.Kar	3,000 (10% disc. on min. 5 entries)	Jul 30 - 31, 2022	Hybrid
13	Advanced Text Mining for Academic Research	Dr. Rishi Dwesar	3,000 (10% disc. on min. 3 entries)	Oct 07, 2022	Hybrid
14	Bibliometric Analysis & Text Mining for Academic Research	Dr. Rishi Dwesar	5,000 (10% disc. on min. 3 entries)	Nov 2 - 3, 2022	Hybrid

#	Title of the Program	Program Director (s)	Fees (INR) (Excluding GST)	Dates	Online/ On-Campus/ Hybrid
15	Applications of Social Network Analysis in Marketing Research	Dr. Shiv Ratan Agrawal	5,000 (10% disc. on min. 5 entries)	Nov 5 - 6, 2022	Hybrid
16	International Marketing - Opportunity for Growth	Dr. Mohandas J Menon & Prof. Venugopal Bagadhi	6,000 (10% disc. on min. 5 entries)	Jan 5 - 6, 2023	Hybrid
17	Effective Selling Skills	Dr. Mukesh Kumar Mishra	4,000 (15% disc. on min. 5 entries)	Jan 9 - 10, 2023	On campus
18	Qualitative Research Methods – Introduction	Dr. Anitha Acharya	2,000	Jan 13, 2023	On campus
19	Two Days Workshop on 'Enhancing B2B Marketing Skills in Digital Era'	Dr. Mohandas J Menon, Prof. Shailendra Singh Bisht & Dr. Dwarakanath Siriguppi	6,000 (10% disc. on min. 5 entries)	Jan 19 - 20, 2023	Hybrid
20	Two Days Workshop on Structural Equation Modelling (SEM) with AMOS	Dr. Vikas Gautam	4,000 (15% disc. on min. 5 entries)	Mar 11 - 12, 2023	Hybrid
ECONOMICS					
21	Pricing Techniques in Business	Dr. Subhendu Dutta	5,000 (Early Bird Discount: 10%)	Nov 18 - 19, 2022	Hybrid
22	Business Environment & Effective Business Decisions	Dr. Subhendu Dutta	5,000 (Early Bird Discount: 10%)	Dec 16 - 17, 2022	Hybrid
23	Insurance for Non-insurance Executives	Dr. Padmavathi V	5,000 (Early Bird Discount: 10%)	Mar 3 - 4, 2023	Hybrid
24	Risk Management for Insurance Companies	Dr. Padmavathi V	5,000 (Early Bird Discount: 10%)	Mar 17-18, 2023	Hybrid

#	Title of the Program	Program Director (s)	Fees (INR) (Excluding GST)	Dates	Online/ On-Campus/ Hybrid
OPERATIONS & IT					
25	Healthcare Analytics	Dr. Nikhat	2,000	Oct 7 - 8, 2022	Hybrid
26	Service Efficiency Frontier Design using DEA	Dr. Shankha Sengupta	3,500	Oct 2nd & 4th Sat, 2022	Hybrid
27	MS EXCEL for Managers	Dr. Sumant Kumar Tewari	3,500	Oct 2nd & 4th Sat, 2022	Hybrid
28	Block Chain Analytics	Dr. Sashikala Parimi	6,000	Nov 2nd & 4th Sat, 2022	Hybrid
29	Qualitative Research Techniques	Dr. Shankha Sengupta	4,000	Nov 2nd & 4th Sat, 2022	Hybrid
30	Structural Equation Modelling & CFA using SPSS & AMOS	Dr. Shailja Tripathi	4,000	Nov 2nd & 4th Sat, 2022	Hybrid
31	Python Essential Packages for Beginners	Dr. Lakshmi Devasena C	4,000	Nov 25 - 26, 2022	Hybrid
32	Project Management Essentials for Managers	Dr. Jigeesh	3,500	Dec 2 - 3, 2022	Hybrid
33	Introduction to Applications of Machine learning using Python	Dr. Lakshmi Devasena	3,500	Dec 30 - 31, 2022	Hybrid
34	Analytics using R	Dr. Sanjay Fuloria	2,000	Dec 2 nd & 4 th Sat, 2022	Hybrid
35	Healthcare Analytics	Dr. Anusha	2,000	Jan 6 - 7, 2023	Hybrid
36	Advanced Analytics using R	Dr. Sanjay Fuloria	2,000	Jan 2 nd & 4 th , Sat, 2023	Hybrid
37	Supply Chain Research in Relationship Development	Dr. Shankha Sengupta	3,500	Jan 2 nd & 4 th Sat, 2023	Hybrid
38	Healthcare Analytics	Dr. Lakshmi Devasena	2,000	Mar 3 - 4, 2023	Hybrid
39	Quality Control Tools	Nishit Kumar Srivastava	1,500	Apr 2 nd & 4 th Sat, 2023	Hybrid

#	Title of the Program	Program Director (s)	Fees (INR) (Excluding GST)	Dates	Online/ On-Campus/ Hybrid
40	FDP on Machine learning using Python	Dr. Sanjay Fuloria	2,000	1 st Fri & Sat of every month	Hybrid
41	FDP on Machine learning using R	Dr. Sanjay Fuloria	2,000	2 nd Fri & Sat of every month	Hybrid
42	Effective Teaching with Online Tools	Dr. Sanjay Fuloria	1,000	3 rd Sat of every month	Hybrid
HUMAN RESOURCE MANAGEMENT					
43	Digital Mindfulness	Dr. S Raghavendra & Dr. Kalaa Chenji	5,000	Jul 15, 2022	On campus
44	Emotional Intelligence at Workplace	Dr. Viswanatham K N	9,000	Aug 18 - 19, 2022	Online
45	Unleashing Leadership Potential	Dr. Viswanatham K N	2,000	Aug 26, 2022	Online
46	Mindfulness based Stress Reduction	Dr. Viswanatham K N	2,000	Sep 09, 2022	Online
47	Mentoring & Coaching Skills for Leaders	Dr. Viswanatham K N	9,000	Sep 23, 2022	Online
48	Mindfulness for Cognitive Fitness	Dr. Viswanatham K N	2,000	Oct 07, 2022	Online
49	Emotional Intelligence in Teaching	Dr. KBS Kumar	4,000	Oct 14, 2022	Online
50	Team Leadership	Dr. Viswanatham K N	6,000	Nov 18, 2022	On campus
51	Building & Leading Teams	Dr. Viswanatham K N	6,000	Dec 09, 2022	On campus
52	Mindfulness for Cognitive Fitness	Dr. Viswanatham K N	5,000	Dec 09, 2022	On campus
53	Digital Wellbeing	Dr. S Raghavendra & Dr. Kalaa Chenji	5,000	Dec 09, 2022	On campus
54	Accelerating Leadership Development	Dr. Viswanatham K N	4,000	Dec 16, 2022	Online
55	Leveraging Strengths	Dr. Viswanatham K N	2,000	Jan 27, 2023	Online
56	Managing Creativity & Innovation	Dr. Kalaa Chenji & Dr. Sode Raghavendra	2,000	Jan 20, 2023	On campus

#	Title of the Program	Program Director (s)	Fees (INR) (Excluding GST)	Dates	Online/ On-Campus/ Hybrid
57	Basic Leadership Skills	Dr. Akbar Jan, Dr. G. Ashok Kumar & Dr. Asha	6,000	Mar 10 - 11, 2023	On campus
58	Enhancing Emotional Intelligence: Strategies	Dr. Viswanatham K N	4,000	Mar 16 - 17, 2023	Online
59	Managerial Effectiveness	Dr. Asha, Dr. Akbar Jan & Dr. G. Ashok Kumar	6,000	Apr 28 - 29, 2023	On campus
60	Mindful Leadership in the Workplace	Dr. G. Ashok Kumar, Dr. Asha & Dr. Akbar Jan	6,000	May 12 - 13, 2023	On campus
61	Work Life Balance & Stress Management for Sustainable Growth	Dr. Preshita Neha Tudu & Dr. Neha Gahlawat	5,000	May 19 - 20, 2023	Online
SOFT SKILLS					
62	Intercultural Competence	Prof. Mustakhuseen Mujawar	9,000	Oct 19 - 21, 2022	On campus
63	Business Writing	Prof. Mustakhuseen Mujawar	9,000	Nov 9 - 11, 2022	On campus
64	Effective Presentation Skills	Prof. Mustakhuseen Mujawar	9,000	Dec 7 - 9, 2022	On campus
65	Social Media Communication	Prof. Mustakhuseen Mujawar	9,000	Jan 11 - 13, 2023	On campus
66	Interpersonal Communication	Prof. Mustakhuseen Mujawar	9,000	Mar 15 - 17, 2023	On campus

Note: 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
Center for Management Development (CMD),
ICFAI Business School, Hyderabad,
Dontanapalli, Shankapalli Road, Hyderabad – 501203.
www.ibshyderabad.org

Dr. D. Satish
MDP Coordinator
Email: satishd@ibsindia.org
Mobile: 9849322745, 7997532288