

INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

Management Development Programmes 2012-13

Sl.No.	Name of the Programme	Programme Directors	Duration	Fees*	Venue
1	Personal Growth and Team Building	Prof. B.N.Srivastava	June 25-29, 2012	Rs. 45,000/-	Tata Hall, IIMC
2	Communication and Presentation Skills	Prof. Leena Chatterjee & Prof. Vidyanand Jha	July 02-05, 2012	Rs.45,000/-	Tata Hall, IIMC
3	Leadership and Team Building	Prof. B.N.Srivastava & Prof. Chetan Joshi	July 02-06, 2012	Rs. 45,000/-	Tata Hall, IIMC
4	Marketing to the Rural And Bottom-of-the-Pyramid Markets	Prof. Ramendra Singh & Prof. Prashant Mishra	July 07-09, 2012	Rs.40,000/-	Tata Hall, IIMC
5	Managing Financial Institutions	Prof. Rama Seth	July 07-10, 2012	Rs.40,000/- (R) Rs. 35,000/- (NR)	Tata Hall, IIMC
6	Strategic Choices during Recession for achieving Competitive Success and Growth	Prof. Ranjan Das	July 13-14, 2012	Rs. 20,000/-	Tata Hall, IIMC

7	C-Level Strategic Decision Making Skills	Prof. Rama Seth	July 14-17, 2012	Rs. 40,000/- (R) Rs. 35,000/- (NR)	Tata Hall, IIMC
8	Managerial Leadership and Conflict Resolution	Prof. B.N.Srivastava	July 16-21, 2012	Rs. 54,000/-	Tata Hall, IIMC
9	Finance for Executive Decision Making Skills	Prof. Purusottam Sen & Prof. Manju Jaiswall	July 23-27, 2012	Rs. 50,000/-	Tata Hall, IIMC
10	Management of Creativity and Innovation	Prof. Vidyanand Jha	July 23-27, 2012	Rs.50,000/-	Tata Hall, IIMC
11	Value Investing	Prof. Kaustav Sen	August 01-02, 2012	Rs. 25,000/-	Tata Hall, IIMC
12	Developing your team for superior performance	Prof. Vidyanand Jha & Prof. Amit Dhiman	August 06-09, 2012	Rs. 40,000/-	Tata Hall, IIMC
13	Managing the Sales-Marketing Interface	Prof. Ramendra Singh & Prof. Suren Sista	November 03-04,2012	Rs. 30,000/-	Tata Hall, IIMC
14	Disruptive Innovation and Sustainability as sources of Competitive Advantage	Prof. Ranjan Das	August 16-17, 2012	Rs. 20,000/-	Tata Hall, IIMC
15	Becoming Effective Sales Managers	Prof.Prashant Mishra & Prof. Ramendra Singh	August 20-23, 2012	Rs. 50,000/-	Tata Hall, IIMC

16	Advanced Management Programme	Prof. Biju Paul Abraham & Prof. Krishanu Rakshit	August 20-31, 2012 (M-I) November 10-24, 2012 (M-II)	Rs.2,25,000/- (M-I) Rs. 5,15,000/- (M-I&II)	Tata Hall, IIMC (M-I) Abroad (M-II)
17	Workshop on Corporate Governance	Prof. Sushil Khanna & Prof. B.B.Chakrabarti	August 22-25,2012	Rs.40,000/-	Goa (R)
18	Building and Leading Market Oriented Organizations	Prof. Prashant Mishra, Prof. Krishanu Rakshit & Prof. Abhishek Goel	September 03-05, 2012	Rs.40,000/-	Tata Hall, IIMC
19	Corporate Citizenship: Managing for Effectiveness	Prof. Nimruji Prasad J	September 03-06, 2012	Rs. 40,000/-	Tata Hall, IIMC
20	Business Law for Managers	Prof. R.Rajesh Babu & Prof. V.K.Unni	September 07-09, 2012	Rs.35,000/-	Tata Hall, IIMC
21	Managerial Effectiveness	Prof. Leena Chatterjee & Prof. Rajiv Kumar	September 10-14, 2012	Rs. 50,000/-	Tata Hall, IIMC
22	Alternative Profit Models	Prof. Ranjan Das	September 12-13, 2012	Rs. 20,000/-	Tata Hall, IIMC
23	Managing Retailing for Superior Performance	Prof. Suren Sista & Prof. Prashant Mishra	September 17-20, 2012	Rs. 50,000/-	Tata Hall, IIMC
24	Managing Talent and Enhancing Employee Engagement	Prof. Amit Dhiman	September 20-22, 2012	Rs. 27,000/-	Tata Hall, IIMC

25	Marketing Strategies for Profitable Growth in India	Prof. Prashant Mishra & Prof. Ramendra Singh	September 24-27,2012	Rs. 50,000/-	Tata Hall, IIMC
26	Strategic Cost Management	Prof. Purusottam Sen & Prof. Manju Jaiswall	September 26-28, 2012	Rs. 30,000/-	Tata Hall, IIMC
27	Managerial Leadership & Team Effectiveness	Prof. Leena Chatterjee & Prof. Rajiv Kumar	October 01-05, 2012	Rs. 50,000/-	Tata Hall, IIMC
28	Strategic Brand Management	Prof. Ramanuj Majumdar	October 03-06, 2012	Rs. 40,000/-	Tata Hall, IIMC
29	Mergers and Acquisitions	Prof. Ashok Banerjee & Prof. Kaustav Sen	October 08-10, 2012	Rs. 40,000/-	Tata Hall, IIMC
30	Marketing Communications: Maximizing Gains from New Opportunities	Prof. Suren Sista & Prof. Ramendra Singh	January 18-19,2013	Rs. 20,000/-	Tata Hall, IIMC
31	Implementing Operations Improvement Strategies	Prof. Partha Priya Dutta	November 19-22, 2012	Rs.37,500/-	Tata Hall, IIMC
32	Marketing Skills for High Performers	Prof. Krishanu Rakshit	November 19-22, 2012	Rs. 50,000/-	Tata Hall, IIMC
33	Negotiating Your Way to Success	Prof. B.N.Srivastava	November 19-23, 2012	Rs. 45,000/- (R) Rs. 39,000/- (NR)	Tata Hall, IIMC

34	Leadership Excellence	Prof. C.Panduranga Bhatta	November 26-28, 2012	Rs. 27,000/-	Bengaluru (R)
35	General Management Programme for Senior and Middle-Level Executives	Prof. Subrata Mitra	November 26-30, 2012	Rs. 50,000/- (R) Rs. 45,000/- (NR)	Tata Hall, IIMC
36	Developing a Leading Edge Operations Strategy	Prof. Partha Priya Dutta	November 19-22, 2012	Rs.37,500/-	Tata Hall, IIMC
37	Improving Communication and Interpersonal Effectiveness	Prof. Leena Chatterjee	December 03-05, 2012	Rs. 40,000/-	Tata Hall, IIMC
38	Building an Effective Services Marketing Strategy	Prof. Prashant Mishra & Prof. Krishanu Rakshit	December 03-05, 2012	Rs.40,000/-	Tata Hall, IIMC
39	Managing Risks in Banks and Financial Institutions	Prof. B.B.Chakrabarti & Prof. Ashok Banerjee	December 06-08, 2012	Rs. 40,000/-	Tata Hall, IIMC
40	Business Decisions using Analytics and Computational Intelligence	Prof. Saibal Chattopadhyay & Prof. Uttam Kumar Sarkar	December 06-09, 2012	Rs. 50,000/-	Tata Hall, IIMC
41	Leadership and Team Building	Prof. B.N.Srivastava & Prof. Chetan Joshi	December 10-14, 2012	Rs. 45,000/-	Tata Hall, IIMC

42	Supply Chain Management	Prof. Balram Avittathur & Prof. Preetam Basu	December 11-14, 2012	Rs. 35,000/- (R) Rs. 30,000/- (NR)	Tata Hall, IIMC
43	Art of Leading in a Borderless World: Insights from Indian Ethos	Prof. C.Panduranga Bhatta	December 17-19, 2012	Rs. 27,000/-	Tata Hall, IIMC
44	Strategic Brand Management	Prof. Ramanuj Majumdar	December 19-22, 2012	Rs. 40,000/-	Tata Hall, IIMC
45	Leadership Excellence	Prof. C.Panduranga Bhatta	January 07-09, 2013	Rs. 27,000/-	Tata Hall, IIMC
46	Project Management	Prof. Subrata Mitra	January 07-11, 2013	Rs. 50,000/- (R) Rs. 45,000/- (NR)	Tata Hall, IIMC
47	Management of Creativity and Innovation	Prof. Vidyanand Jha	January 14-18, 2013	Rs.50,000/-	Tata Hall, IIMC
48	Managerial Leadership & Conflict Resolution	Prof. B.N.Srivastava	January 14-19, 2013	Rs. 54,000/-	Tata Hall, IIMC
49	Marketing Research and Analytics	Prof. Suren Sista	January 21-24, 2013	Rs. 50,000/-	Tata Hall, IIMC

50	Managerial Leadership & Team Effectiveness	Prof. Leena Chatterjee & Prof. Rajiv Kumar	January 21-25, 2013	Rs. 50,000/-	Tata Hall, IIMC
51	Leadership Excellence in School Education	Prof. C.Panduranga Bhatta	January 28-30, 2013	Rs. 23,000/-	Tata Hall, IIMC
52	Product Management in India	Prof. Ramanuj Majumdar	January 30- February 02, 2013	Rs. 40,000/-	Tata Hall, IIMC
53	Organizational Excellence through Leadership	Prof. C.Panduranga Bhatta	February 04-06, 2013	Rs. 27,000/-	Tata Hall, IIMC
54	Knowledge Management for Competitive Excellence	Prof. Rajiv Kumar & Prof. Vidyanand Jha	February 04-06, 2013	Rs. 30,000/-	Tata Hall, IIMC
55	Leadership in Multicultural Environment	Prof. Abhishek Goel	February 07-09, 2013	Rs. 40,000/-	Tata Hall, IIMC
56	Managing Service Operations in the ITeS industry	Prof. Krishanu Rakshit & Prof. Prashant Mishra	February 11-14. 2013	Rs. 60,000/-	Tata Hall, IIMC
57	Personal Growth and Team Building	Prof. B.N.Srivastava	February 11-15, 2013	Rs. 45,000/-	Tata Hall, IIMC
58	Management of Organizational Change	Prof. Vidyanand Jha	March 18-21, 2013	Rs.40,000/-	Tata Hall, IIMC

59	Advanced Corporate Finance	Prof. B.B.Chakrabarti & Prof. Ashok Banerjee	February 18-23, 2013	Rs. 70,000/-	Tata Hall, IIMC
60	Emotional Intelligence	Prof. Vidyanand Jha	March 04-07, 2013	Rs.40,000/-	Tata Hall, IIMC
61	Art of Leading in a Borderless World: Insights from Indian Ethos	Prof. C.Panduranga Bhatta	March 04-06, 2013	Rs. 27,000/-	Bengaluru (R)
62	Communication and Presentation Skills	Prof. Leena Chatterjee & Prof. Vidyanand Jha	March 11-14, 2013	Rs.45,000/-	Tata Hall, IIMC
63	Interpersonal Effectiveness and Leadership Excellence	Prof. Chetan Joshi	March 11-15, 2013	Rs. 45,000/- (R) Rs. 38,000/- (NR)	Tata Hall, IIMC
64	Marketing for Non-Marketing Executives	Prof. Suren Sista & Prof. Ramendra Singh	November 23-24, 2012	Rs.20,000/-	Tata Hall, IIMC

***Service Tax as applicable will be charged extra on above fees**

