Management Development Program
Calendar 2023-24

ICFAI Business School, Hyderabad

Center for Management Development (CMD)

Founder's Profile

N J Yasaswy
(1950-2011)

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. ICFAI Business School 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
- Rashtrlya 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 2023-24 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)	Fee (INR) Excluding (GST)	Dates	Online/ On-Campus/ Hybrid
	FINANCE & ACCOUNTING				
1	Deep Learning using Tensorflow	Dr. D.Srinivasa Rao	3,000	June 18-19 2024	Online
2	Technical Analysis with R	Dr. D.Srinivasa Rao	2,000	Dec. 19-20, 2023	Online
3	Story Telling with Data	Dr. Abhishek Sinha	3,000	Dec. 9-10	On-campus
4	Finance for Non Finance Through Stories	Dr. Abhishek Sinha	3,000	Sept.16-17	On-campus
5	Forensic accounting	Dr.T.Sita Ramaiah	3,000	Oct- 1-15	On-campus/ Hybrid
6	Equity Valuation for Coporates	Dr. Jyoti Kumari	3,000	June 6-7 2024	Online
	MARKETING				
1	Qualitative Research	Dr. Anitha	3,000	5th Apr 2024	On Campus
2	Effective Selling Skills	Dr. Mukesh Kumar Mishra	4,000	7th to 8th Jan., 2024	On Campus
3	Product Management Toolkit	Dr. Surjit Kumar Kar	4,500	8-9 Apr 2024	Hybrid
4	Data Analytics & Business Consulting	Dr.Surjit Kumar Kar	4,500	15-16 Apr 2024	Hybrid
5	2 Day Workshop on Structural Equation Modelling (SEM) including Mediation, and Moderation Analyses with IBM AMOS	Dr. Vikas Gautam & Dr. Saubhagya Bhalla	6,000	12 - 13 Apr 2024	On Campus
6	3 Days Workshop on Digital Marketing	Dr. Rishi Dwesar	6,000	22-24 Feb., 2024	Hybrid
7	2 Days workshop on Marketing for Non-marketing managers	Dr. Pankaj Kumar Singh	4,000	8-9 March, 2024	On Campus
8	Insights into Social Media & E-Commerce Marketing Strategies from a Business Perspective	Dr. Souvik Roy	3,000	6th Apr 2024	Online
9	Design Thinking for Marketers	Dr. Amar Raju	3,000	20th Apr 2024	Online
10	Data Analysis using SPSS	Dr. Debajani Sahoo	4,400	26-27 Apr 2024	Hybrid
11	Thematic Analysis using Atlas.ti software	Dr. Debajani Sahoo	4,500	20 Apr 2024	on Campus

#	Title of the Program	Program Director (s)	Fee (INR) Excluding (GST)	Dates	Online/ On-Campus/ Hybrid
ECONOMICS					
1	Economics for Executives	Dr. Subhendu Dutta	4,000	12-13 Apr 2024	On campus
2	Analysing Economic Environment for effective Business Decisions	Dr. Subhendu Dutta	4,000	11-12 May 2024	On campus
3	Managing Risk in Banks and Financial Institutions	Dr. Vighneswara Swamy	8,000*	18-19 May 2024	Online
4	Foreign Exchange Markets and Strategies for Managing Currency Volatility	Dr. Vighneswara Swamy	8,000*	25-26 May 2024	Online
5	Measuring Economic Performance and Efficiency of Small Firms	Dr. Vighneswara Swamy	8,000*	27-28 Apr 2024	Online
	[Discount of 10% for simultaneous registration of two or above in teams.]				
6	Economic Thinking for Non-Economists	Dr. C S Shylajan	8,000	Jan. 6th & Jan. 13, 2024	Online
7	Economics for Journalists- How to Read and Report Economic & Financial Data	Dr. C S Shylajan & Dr. Radhamohan	10,000	Apr 5-6, 2024	On campus
8	Understanding Environment, Economics and Policy for Strategizing Sustainability	Dr. C S Shylajan	8,000	Apr 26-27, 2024	Online
9	Credit Risk and Ratings Analysis	Rashmi Ranjan Paital and Aruna Kumar Dash	2,000	16th Feb 2024	On campus
10	Calculation of Statistics for Hedge Fund Analysis	Aruna Kumar Dash and Rashmi Ranjan Paital	2,000	24th Jan 2024	On campus
OPERATIONS & IT					
1	Introduction to Operations Analytics	Dr. J. Prince Vijai	5,000	Apr 6, 2024	Online
2	Operations & Analytics Edge	Dr. J. Prince Vijai	10,000	Apr 19-20, 2024	On-Campus
3	Introduction to Digital Operations	Dr. J. Prince Vijai	5,000	May 4, 2024	Online
4	Digital Operations & Strategy	Dr. J. Prince Vijai	10,000	May 17-18, 2024	On-Campus
5	Quantitatives methods in new product development	Dr. Sayan Chakraborty and Dr. Ajith Tom James	1,000	Jan. 6, 2024	On-Campus

#	Title of the Program	Program Director (s)	Fee (INR) Excluding (GST)	Dates	Online/ On-Campus/ Hybrid
6	Facility Management in Indian IT Sector-Current trends and targets with reference to reliability and operational effectiveness	Dr. Ajith Tom James and Dr. Sayan Chakraborty	3,000	Jan. 20,2024	On-Campus
7	Introduction to project management	Prof. Sandeep	5,000	Jan. 6, 2024	Online
8	Introduction to Multi-Criteria Decision Making	Dr. Santosh Kumar Yadav	3,000	March 16, 2024	On-Campus
9	Application of Multi-Criteria Decision Making	Dr. Santosh Kumar Yadav	10,000	March 22-23, 2024	On-Campus
10	Frontiers of Project Management	Dr. Venkata Siva Gabbita	10,000	Flexible	On-Campus
11	Designing your Service Operation	Dr. Venkata Siva Gabbita	10,000		On-Campus
HUMAN RESOURCE MANAGEMENT					
1	Digital Mindfulness	Dr. S. Raghavendra & Dr. Kalaa Chenji	7,500	28 Jan 2024	Hybrid
2	Managing Creativity & Innovation	Dr. Kalaa Chenji & Dr. S. Raghavendra	7,500	2 Feb 2024	Hybrid
3	Design Thinking	Dr. Yamini Meduri	10,000	30 Sept. 2023	On Campus
4	Team Building & Conflict Management	Dr. Mohd Abdul Nayeem & Dr. Niraj	8,000	12-13 Oct 2023	Hybrid
5	Diversity Training and Gender sensitization	Dr. Mohd Abdul Nayeem	7,000	23-24 Nov 2023	Hybrid
6	Aligning HR Processes in VUCA World	Dr. Mohd Abdul Nayeem	10,000	13-15 Dec 2023	Hybrid
7	Basic Leadership Skills	Dr. Akbar Jan, Dr. G. Ashok Kumar & Dr. Asha	7,000	Mar 4 - 5, 2024	Hybrid
8	Managerial Effectiveness	Dr. Asha, Dr. Akbar Jan & Dr. G. Ashok Kumar	7,000	Apr 22 - 23, 2024	Hybrid
9	Mindful Leadership in the Workplace	Dr. G. Ashok Kumar, Dr. Asha & Dr. Akbar Jan	7,000	May 13 - 14, 2024	Hybrid
10	Essentials of Qualitative Research (1 Day)	Dr. Musarrat Shaheen	5,500	27th Aug., 2023	On Campus
11	Analysing Qualitative Data with NVivo (1 Day)	Dr. Musarrat Shaheen	4,400	23rd Sept., 2023	Online
12	Analysing Qualitative Data with MAXQDA (1 Day)	Dr. Musarrat Shaheen	5,400	25th Nov., 2023	Online

#	Title of the Program	Program Director (s)	Fee (INR) Excluding (GST)	Dates	Online/ On-Campus/ Hybrid
13	Generative AI in HRM (1/2 Day)	Dr. Musarrat Shaheen	3,900	2nd Sepetmber, 2023	Online
14	Algorithmic HRM (1 Day)	Dr. Musarrat Shaheen	6,500	10th December, 2023	On Campus
15	Predictive and Prescriptive Workforce Analytics (2 Days)	Dr. Musarrat Shaheen	8,500	4rth and 5th March, 2024	On Campus
16	Developing HR Dashboards with Tableau (1 Day)	Dr. Musarrat Shaheen	4,500	6th Apr, 2024	Online
17	Developing HR Dashboards with PowerBI (1 Day)	Dr. Musarrat Shaheen	4,500	20th Apr, 2024	Online
19	Job Competency Mapping & Assessments (2 Days)	Dr. Musarrat Shaheen	10,000	11th-12th May, 2024	On Campus
20	The Code on Wages 2019	Dr. Showry	4,000	18th Nov 2023	Online
21	The code on Occupational Safety and health Code, 2020	Dr. Showry	4,000	25th Nov. 2023	Online
22	The employee relations Code, 2020	Dr. Showry	4,000	2nd Dec. 2023	Online
23	The Social Welfare code 2020	Dr. Showry	4,000	9th Dec. 2023	Online
24	The Prevention of Sexual Harassment -2013	Dr. Viswanath & Dr. Showry	4,000	18th Apr, 2024	Online
25	Emotional Intelligence at Workplace	Dr. Viswanath	9,000	Sept 01-02, 2023	Online
26	Unleashing Leadership Potential	Dr. Viswanath	3,000	Oct. 06, 2023	Online
27	Mindfulness based Stress Reduction	Dr. Viswanath	3,000	Oct. 27, 2023	Online
28	Mentoring & Coaching Skills for Leaders	Dr. Viswanath	5,000	16th Nov. 2023	Online
29	Mindfulness for Cognitive Fitness	Dr. Viswanath	3,000	24th Nov. 2023	Online
30	Accelerated Leadership Development	Dr. Viswanath	10,000	27th Nov. 2023	Online

#	Title of the Program	Program Director (s)	Fee (INR) Excluding (GST)	Dates	Online/ On-Campus/ Hybrid
		SOFT SKILLS			
1	Inter-cultural Competence	Prof. Mustakhusen S. M.	7,000	Oct. 19-21, 2023	On Campus
2	Professional Writing	Prof. Mustakhusen S. M.	7,000	Nov. 23-25, 2023	On Campus
3	Effective Presentation Skills	Prof. Mustakhusen S. M.	7,000	December 14-16, 2023	On Campus
4	Social Media Communication	Prof. Mustakhusen S. M.	7,000	Jan. 18-20, 2024	On Campus
5	Interpersonal Communication	Prof. Mustakhusen S. M.	7,000	Feb. 22-24, 2024	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.