



INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

MANAGERIAL EFFECTIVENESS

 Programme Directors: Prof. Abhishek Goel & Prof. Rajiv Kumar

 Programme Dates: October 17 - 21, 2022

 Programme Venue: MDC, IIM Calcutta



OBJECTIVES

The broad objective of the program is to help participants develop themselves as effective managers in the organisational context.

KEY TOPICS

Managers require a combination of various skills to manage effectively. While technical and conceptual skills are important, research has shown that managing interpersonal relationships is a critical differentiator between effective and mediocre managers. Therefore this program addresses issues relating to interpersonal effectiveness.

Topics covered in the program include the following:

- Understanding self - what are one's strengths and weaknesses
- Communication issues - Listening skills, negotiation skills, influencing styles, and managing conflict
- Team dynamics - how people act in team situations
- Leadership - leadership issues in managerial situations
- Change - the ability to be creative and manage change situations effectively



PEDAGOGY

Instructors will act more as facilitators in helping participants through the process of learning, using lectures, discussions, case studies, and experiential exercises. The learning will heavily depend on active participation from the participants in all the above, especially in discussions and sharing of experiences.



WHO MAY ATTEND

Junior & middle level managers in public & private organisations.



PROGRAMME DIRECTORS

Prof. Abhishek Goel (Fellow-IIMA) is a faculty in the Organizational Behavior Group since 2008. He is active in teaching and consulting in areas of Leadership Development, Teambuilding, Cross-Cultural Management, and Organizational Culture. His current research interests are in the area of Employee Engagement and Organizational Citizenship Behaviors. His publications have appeared in reputed journals including the Harvard Business Review. He has been a visiting fellow to Germany and Spain. He has won a few research based awards, including the Young Scientist awardee from the XXIX International Congress of Psychology in Berlin.

Prof. Rajiv Kumar has earned his Ph.D. in management from IIM Ahmedabad (with specialization in Organizational Behavior). He has worked for about 5 years across an NGO (Society for the Promotion of Wastelands Development), an international HR consulting firm (Hewitt Associates) and academia (IMT Ghaziabad) before joining IIM Calcutta in March, 2008.



PROGRAMME DETAILS

- **Duration:** October 17 - 21, 2022
- **Programme Commencement:** 9:00 AM on October 17, 2022
- **Programme Conclusion:** 2:00 PM on October 21, 2022
- **Venue:** Management Development Centre (MDC), IIM C Campus
- **Accommodation:** For Residential participants
- **Check in:** October 16, 2022 (6:00 pm onward)
- **Check out:** October 21, 2022 (2:00 pm)



PROGRAMME FEES

- **Residential (R):** ₹ 140,000/- plus taxes and surcharges as applicable.
- **Non-Residential (NR):** ₹ 130,000/- plus taxes and surcharges as applicable.

We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode.

Discount on Programme fees:

A discount of 10% on the Programme fees can be availed by an organization if it nominates at least 4 participants for a particular MDP.

TERMS & CONDITIONS

- Participants would have to make their own travel arrangements.
- Accommodation at IIM C will be provided till 2.00 p.m. on the last day of the Programme. Participants staying beyond this time will have to bear additional stay and food charges, which they have to settle directly with the hospitality service provider, conditional upon room availability.
- Cancellation Policy: In case you/your nominated candidate(s) does(do) not attend the programme, 40% of the programme fees will be retained, as per policy.
- Executive Education Alumni: With effect from April 1, 2017, participants of IIM Calcutta's 'Open' MDPs who attend 20 days of learning through two or more Open MDPs will be eligible to apply for 'Executive Education Alumni of IIM Calcutta' status.



HOW TO APPLY

- You can apply/nominate your personnel by clicking on the “Apply Now” link corresponding to the particular MDP, as appearing on our online calendar available at: <https://iimcal.ac.in/mdp/mdp-calendar>
- Once the candidature(s) is (are) approved, the sponsoring authority or participant (in case of self-nomination) will be intimated over email along with the Payment Advice seeking programme fees in advance.
- Programme fees can be remitted online through Electronic Fund Transfer (NEFT/RTGS).
- Upon remitting the fees online, kindly intimate CMDP office with the UTRNo./relevant transaction details through email, so that we can connect your remittance to your nomination(s). Please note that confirmation of participation is subject to receipt of Programme fees by CMDP Office before commencement of the MDP.

IIM CALCUTTA'S RANKINGS AND ACCREDITATIONS

- Triple accreditations by AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS.
- IIM Calcutta is the only B-school in India to be a part of the prestigious CEMS. (The Global Alliance in Management Education or CEMS (formerly the Community of European Management Schools and International Companies) is an international cooperation of leading business schools and universities with multinational companies and NGOs).
- IIM Calcutta has been ranked at No. 2 in India and 59 Globally in the Financial Times Executive Education Ranking 2022. IIM Calcutta had secured 2nd rank amongst all B-schools in India and 21st Globally, in Financial Times: Masters in Management Rankings 2020.



Our correspondence address is as follows:

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For all other details on administrative matters please refer to the ‘Guidelines for Participants’ on our website or e-mail to program_mdp@iimcal.ac.in