

# Executive Education and Consulting 2019



भारतीय प्रबंध संस्थान तिरुचिरापल्ली  
Indian Institute of Management Tiruchirappalli

# Executive Education & Consulting

Indian Institute of Management Tiruchirappalli, apart from degree and full time programmes, is offering Executive Programmes for organizations and individuals in different ways and durations as per the requirement.

## **Executive Education Programmes**

Executive Education Programs are both short duration and long duration programmes designed to enhance the skills and knowledge of the working executives. These programmes could be either open programmes where executives from various organizations attend specific programmes designed by the faculty of IIM Tiruchirappalli or the EEC might design a customized programme for the company, after understanding the specific needs of the organization.

## **Consulting Services**

The EEC also provides Business Consulting services to organizations. IIM Tiruchirappalli prides in its capabilities and contemporary knowledge to provide holistic insights in tackling business challenges. Faculty members of the IIM Tiruchirappalli with a blend of corporate experience and academic expertise, are equipped to understand challenges faced by the organizations and offer solutions.

## **Open Enrollment Programmes**

Open Enrollment Programmes (OEPs) of IIM Tiruchirappalli is equipping working executives and practicing managers with the necessary skills and capabilities to fathom the macro and micro environment of business. In addition, the participants are provided with the necessary knowledge and skills required to adapt to the changing business environment, enabling them to stay ahead of the competition.

OEPs offer functional and cross-functional specializations to executives. Participants will get to interact with the distinguished faculty of IIMT and executives from a wide range of industry sectors. Faculty members design modules to ensure that executives get a very rich peer learning experience where they understand best practices from different industries and at the same time critically analyze the possibilities and modalities of applying them in their own organizations.

Participants attending OEPs for specific number of days are eligible to become alumni of the institute.

OEP calendar 2019 is planned from Jan to December comprises of programmes across all disciplines of management. IIMT offers Open programmes in its main campus located at Trichy as well as at Chennai.



## Open Enrollment Programme (OEP) Calendar 2019

### IIMT Chennai Campus (Non-Residential) Programme

Programme	Area	Programme Director(s)	Fee (INR)	Dates
Finance for Non- Finance Executives	Fin & Acc	P Saravanan & Prashant Gupta	30,000	Feb 20 - 22, 2019
Design Thinking for People Managers	Gen. Mgt	Upam Makhecha	40,000	Feb 25 - 26, 2019
Negotiation Essentials for Managers	OB & HR	Smita Prashant Chattopadhyay	30,000	Mar 07 - 08, 2019
Achieving Service Excellence	Ops Mgt & Quant Techs	Sivakumar S	35,000	Apr 08 - 10, 2019
Entrepreneurship in Practice	Strategy	Sankalp Pratap	30,000	Apr 11-12, 2019
Competing through Business Models	Strategy	Mukundhan K.V.	37,500	Apr 24 - 26,2019
Enabling the corporate entrepreneur in you for your employer	Strategy	Sankalp Pratap	45,000	May 16-17, 2019
Crafting and Executing Marketing Strategy	Marketing	Suresh Paul Antony	34,947	May 23-24, 2019
Strategic Management of Intellectual Property Rights	Law	Nithyananda KV	45,000	Jun 12 - 14, 2019
Simulation Modelling and Analytics with Arena	Ops Mgt & Quant Techs	Gajanand M S	30,000	Jun 17 - 18, 2019
Law and Strategy for Efficient Contract Management	Law	Nithyananda KV	45,000	Jun 26 - 28, 2019
Process Improvement and Innovation Training	Ops Mgt & Quant Techs	Ayon Chakraborty	40,000	Jul 15 - 17, 2019
Legal Aspects of Marketing	Law	Nithyananda KV	45,000	Jul 17 - 19, 2019
Lean Six Sigma Training	Ops Mgt & Quant Techs	Ayon Chakraborty	40,000	Jul 24 - 26, 2019
Behavioral Finance	Fin & Acc	Nilesh Gupta	35,000	Sep 16 - 18, 2019
Sales & Operation Planning	Ops Mgt & Quant Techs	Sivakumar S	30,000	Sep 23 - 25, 2019
Data Visualization for Managers	Gen. Mgt	Karthik Dhandapani	40,000	Oct 07 - 09, 2019

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## Open Enrollment Programme (OEP) Calendar 2019

### *IIMT Campus Trichy (Residential as well as Non-Residential)*

Programme	Area	Programme Director(s)	Fee (in INR)	Dates
Business Analytics with R	Ops Mgt & Quant Techs	Vinu CT	35,000	Feb 08 - 09, 2019
Pricing Decisions to Enhance Profits	Fin & Acc	Godwin Tennyson	30,000 (NR) 40,500(R)	Feb 20 - 22, 2019
Brand Communication in a Digital World	Marketing	Satish S Maheswarappa	50,000(NR) 68,000(R)	Feb 25 - 29, 2019
Managing & Leading Organizational Change	OB & HR	Abhishek Totawar, Capt. J. Raghuram	48,000	Mar 01 - 02, 2019
Managing Difficult People at Work	OB & HR	Papri Nath and Abhishek Totawar	35,000	Mar 14 - 15, 2019
Finance for Non- Finance Executives for Top Management	Fin & Acc	V. Gopal	50,000	Aug 05 - 07, 2019
Strategic Cost Management	Fin & Acc	V. Gopal	35,000	Sep 09 - 11, 2019
Ethics, Corporate Governance and Vigilance for Central PSEs	Fin & Acc	V. Gopal	35,000	Nov 11 - 13, 2019
Performance Enhancement through Balanced Score Card	Fin & Acc	V. Gopal	35,000	Oct 07 - 09, 2019

#### **Please Note:**

- Both company sponsored as well as self-sponsored nominations are invited.
- Fee mention here is exclusive of any tax. Currently 18% GST is applicable on the fee mentioned above.
- R-Residential, NR- Non-Residential.



## e-Learning Programmes

With the change in environment and growing technology, e-mode learning is going to be the future of executive learning who can't spare time off from office and family.

Some of the select open programmes are delivered through online platform viz. Studio to Centre (Hub & Spoke) & Direct to Device. Programmes are offered either during evenings of working days or over weekends. Each programme will have modules which includes campus as well as majority of online sessions.

EEC offers long and short duration certificate programmes of various disciplines including General Management and Leadership. In order to ensure that executives gain the most out of the program, each module is designed and delivered using pedagogies like case studies, problem solving exercises, videos, lectures from eminent professionals and so on.

Each participant will become alumni after successful completion of the programme.

## Customized Executive Programmes (CEPs)

EEC is engaging with various Organizations, Corporates, Government Bodies / Departments at both State as well as Central level, Public Sector Enterprises, Technical Institutions, Clients of Organizations etc... through Customized Executive Programmes (CEPs).

Programmes are designed to address the specific needs of organizations either to enhance the capabilities of their employees or to train them to overcome specific issues they face in business life. These programmes vary from few sessions to more than a yearlong modular programmes depending upon client's expectation.

Many organizations have so far benefited from such customized programmes designed by IIM Tiruchirappalli faculty and have achieved great success.

Few of our notable clients



## **Technical Education Quality Improvement Programme**

The Ministry of Human Resource Development launched in December, 2002 the "Technical Education Quality Improvement Programme of Government of India (TEQIP)" which aims to upscale and support ongoing efforts in improving quality of technical education and enhancing existing capacities of the institutions to become dynamic, demand-driven, quality conscious, efficient and forward looking, responsive to rapid economic and technological developments occurring both at national and international levels.

The Programme was conceived and designed as a long term project to be implemented in 10-12 years in 3 phases to support excellence and transformation in Technical Education in the country.

The Indian Institute of Management Tiruchirappalli is honoured to be part of this ambitious vision for India and have been delivering continuous programmes at various levels.

## **About IIM Tiruchirappalli (IIMT)**

Indian Institute of Management Tiruchirappalli (IIMT) is the eleventh IIM and was instituted on 4th January 2011. IIM as a name has steadily become synonymous with excellence in management education and has established a benchmark for unwavering quality in India. IIM Trichy aims to find its own footing in developing competent professionals for the industry and doing quality research in India.

IIMT is functioning from its sprawling state-of-the-art campus spread over 175 acres of land on Trichy-Pudukottai highway, about 11 km from Tiruchirappalli International Airport.

IIMT offers the following academic programmes

- PGPM: Two-year full-time Post Graduate Programme in Management
- FPM: Full-time doctoral programme Fellow Programme in Management
- PGPBM: Two-year part-time Post Graduate Programme in Business Management

Apart from regular academic programmes and Executive Education programmes, IIMT also provides consulting services to corporations and other organizations in different areas of management.

For any programme related correspondence

### **Executive Education & Consulting (EEC)**

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