



# INDIAN INSTITUTE OF MANAGEMENT CALCUTTA



## DEVELOPING LEADERSHIP POTENTIAL



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



**Programme Dates:**  
November 20 - 24, 2023



**Programme Venue:**  
MDC, IIM Calcutta

## OBJECTIVES

- To understand the competencies required to be a successful leader in today's environment
- Understand and explore one's own leadership and interpersonal styles
- Identify gaps/areas of Improvement

## KEY TOPICS

- Self-awareness
- Interpersonal effectiveness
- Developing influencing skills and persuasion
- Building and maintaining teams
- Dilemmas in leadership
- Decision making in tough times/ Courage in Leadership



## PEDAGOGY

The program is built around participant centered learning. Consequently, participants can expect to have pre-reads, simulations, paper and pencil tests, structured exercises, role plays, case discussions and occasional lectures.



## WHO MAY ATTEND

The programme is of special relevance to High Potential employees in middle to senior management positions across medium to large organizations. Experienced entrepreneurs are also encouraged to apply.



## 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 Work Family Conflict and Leadership Development. His publications have appeared in reputed journals including the Harvard Business Review and International Journal of Manpower. He has been a visiting fellow to Germany and Spain. He has won research based awards, including the Young Scientist Scholarship at the XXIX International Congress of Psychology in Berlin. He has been the President of the International Society for the Study of Work and Organizational Values (ISSWOV, [www.issowv.net](http://www.issowv.net)) from 2018-2022.

**Prof. Rajiv Kumar**, Professor – OB Group, 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. He teaches compulsory and elective courses related to Organizational Behavior at IIM Calcutta, with a specific focus on interpersonal, team, and leadership aspects. He also offers courses related to research methods. His research interests are varied, and he has presented his work in international and national conferences. His research has also appeared in peer-reviewed journals and edited books.







## PROGRAMME DETAILS

- **Duration:** November 20 - 24, 2023
- **Programme Commencement:** 9:00 AM on November 20, 2023
- **Programme Conclusion:** 2:00 PM on November 24, 2023
- **Venue:** Management Development Centre (MDC), IIM C Campus
- **Accommodation:** For Residential participants
  - **Check in:** November 19, 2023 (6:00 pm onward)
  - **Check out:** November 24, 2023 (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 ACCREDITATIONS AND RANKINGS

- 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 member of CEMS, a global alliance of leading business schools, multinational companies and NGOs
- IIM Calcutta has been ranked 2nd in India and 59th globally in ‘Open-enrolment Programmes’ category in the Financial Times Executive Education Ranking 2022. The Institute has secured 76th rank in Financial Times Global MBA Ranking 2023 and 1st in BT-MDRA Best B-School Survey 2022



### 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](mailto:program_mdp@iimcal.ac.in)**