



# INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

## ANNUAL MDP CALENDAR 2021-22

Month	Sl. No.	Name of the Programme	Programme Director(s)	Start Date	End Date	Mode of delivery	Fees(Rs)*
AUGUST	1	Finance for Non-Finance Executives	Prof. Manju Jaiswall	August 06, 2021	August 22, 2021	Live Online	90,000
	2	Interpersonal Effectiveness and Leadership Excellence	Prof. Chetan Joshi	August 16, 2021	August 21, 2021	Live Online	82,000
SEPTEMBER	3	Enhancing Interpersonal Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	September 13, 2021	September 17, 2021	Live Online	90,000
	4	Strategic Cost & Performance Management	Prof. Manju Jaiswall	September 17, 2021	September 26, 2021	Live Online	76,000
	5	Managerial Leadership and Conflict Resolution	Prof. Chetan Joshi	September 20, 2021	September 25, 2021	Live Online	82,000
	6	Business Leadership Programme (3 Modules)	Prof. Amit Dhiman Prof. Anirvan Pant Prof. Peeyush Mehta	Module I: Sept. 20 - Oct. 01, 2021 Module II: December 13 - 18, 2021 Module III: February 14 - 19, 2022		Live Online In-Campus In-Campus	288,000
	7	Strategic Brand Management	Prof. Prashant Mishra & Prof. Saravana Jaikumar	September 27, 2021	October 01, 2021	Live Online	100,000
OCTOBER	8	Leadership and Team Building	Prof. Chetan Joshi	October 04, 2021	October 09, 2021	Live Online	82,000
	9	Managerial Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	October 25, 2021	October 29, 2021	Live Online	90,000
NOVEMBER	10	Competitive Marketing Strategy	Prof. Suren Sista	November 08, 2021	December 05, 2021	Live Online	100,000
	11	Internet of Things (IoT) and Industry 4.0 – What every manager needs to know about them	Prof. Debashis Saha	November 12, 2021	November 21, 2021	Live Online	60,000
	12	Digital and Social Media Marketing for Business Growth	Prof. Saravana Jaikumar	November 15, 2021	November 19, 2021	Live Online	100,000
	13	Managerial Leadership and Team Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	November 15, 2021	November 19, 2021	Live Online	90,000
	14	Rebooting your Strategy: Converting the digital threat to a Strategic Opportunity	Prof. Biswatosh Saha	November 15, 2021	November 21, 2021	Live Online	88,000
	15	Sports Management	Prof. Suren Sista	November 22, 2021	December 19, 2021	Live Online	95,000
	16	Finance for Non-Finance Executives	Prof. Manju Jaiswall	November 25, 2021	December 05, 2021	Live Online	90,000
	17	Management Lessons through Sports and Films	Prof. Suren Sista	November 29, 2021	December 26, 2021	Live Online	95,000
	18	Healthcare Leadership and Management Programme	Prof. R. Rajesh Babu & Prof. Manish Thakur	November 29, 2021	December 10, 2021	Live Online	90,000
DECEMBER	19	Ecommerce and Social Media Analytics	Prof. Saravana Jaikumar	December 06, 2021	December 10, 2021	Live Online	90,000
	20	Developing Leadership Potential	Prof. Abhishek Goel & Prof. Rajiv Kumar	December 06, 2021	December 10, 2021	Live Online	90,000
	21	Digital Operations and Technology	Prof. Peeyush Mehta	December 06, 2021	December 11, 2021	Live Online	80,000
	22	FinTech, Blockchain and Cryptocurrency	Prof. Debashis Saha	December 10, 2021	December 19, 2021	Live Online	60,000
	23	Business Analytics for Strategic and Tactical Level Decision Making	Prof. Saibal Chattopadhyay & Prof. Uttam K. Sarkar	December 13, 2021	December 17, 2021	Live Online	100,000
	24	Becoming an Effective Sales Manager	Prof. Ramendra Singh	December 13, 2021	December 17, 2021	Live Online	110,000
	25	Managerial Leadership and Conflict Resolution	Prof. Chetan Joshi	December 13, 2021	December 18, 2021	Live Online	82,000
JANUARY	26	Sales and Negotiation Skills	Prof. Suren Sista	January 03, 2022	January 07, 2022	In-campus	100,000
	27	Leadership and Team Building	Prof. Chetan Joshi	January 03, 2022	January 07, 2022	In-Campus	100,000
	28	Pricing to Drive Profits	Prof. Ritu Mehta	January 10, 2022	January 13, 2022	In-Campus	76,000
	29	Value Creation Through Operations Strategy	Prof. Peeyush Mehta	January 10, 2022	January 13, 2022	In-Campus	72,000
	30	Managerial Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	January 10, 2022	January 14, 2022	In-Campus	110,000
	31	Interpersonal Effectiveness and Leadership Excellence	Prof. Chetan Joshi	January 17, 2022	January 21, 2022	In-Campus	100,000
	32	Marketing Applications of Machine Learning and Artificial Intelligence	Prof. Saravana Jaikumar	January 17, 2022	January 21, 2022	In-Campus	100,000
	33	Key Account Management	Prof. Suren Sista	January 17, 2022	January 21, 2022	In-campus	100,000
	34	Customer Service Strategy and Value Creation	Prof. Saravana Jaikumar	January 31, 2022	February 04, 2022	In-Campus	100,000
FEBRUARY	35	Managerial Leadership and Team Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	January 31, 2022	February 04, 2022	In-Campus	110,000
	36	Finance and Accounting for Business Managers	Prof. Arpita Ghosh & Prof. Vivek Rajvanshi	February 07, 2022	February 11, 2022	In-Campus	90,000
	37	Contract Management and Arbitration	Prof. R.Rajesh Babu & Prof. V.K.Unni	February 07, 2022	February 11, 2022	In-Campus	90,000
	38	Customer Centricity: Managing Customer Value, Customer Satisfaction, Loyalty and Relationships	Prof. Suren Sista	February 07, 2022	February 11, 2022	In-Campus	100,000
	39	Personal Growth and Team Building	Prof. Chetan Joshi	February 14, 2022	February 18, 2022	In-Campus	100,000
	40	Digital Technology Management for Business Excellence	Prof. Debashis Saha	February 21, 2022	February 24, 2022	In-Campus	72,000
	41	Advanced programme on Arbitration, Conciliation and Mediation	Prof. R.Rajesh Babu	February 28, 2022	March 03, 2022	In-Campus	72,000
	42	Gender Sensitization and Communication: Bridging Gaps	Prof. Nisigandha Bhuyan	February 28, 2022	March 04, 2022	In-Campus	90,000

\*Taxes and surcharges as applicable will be charged extra on above fees

Programme details available at <https://iimcal.ac.in/mdp/mdp-calendar>

Programmes may be rescheduled, or those that are currently planned to be delivered in-campus may be shifted to virtual classrooms due to Covid-19 related exigencies and government guidelines.

- Fees: For online programmes, Programme fees mentioned are inclusive of tuition fees, reading materials and access to virtual classrooms.
- 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.