

# INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

## ANNUAL MDP CALENDAR 2022 - 2023

Sl. No.	Name of the Programme	Programme Director(s)	Duration	Fees (Rs.)*
<b>BUSINESS ANALYTICS</b>				
1	Business Analytics using Strategic and Tactical Level Decision Making	Prof. Saibal Chattopadhyay & Prof. Uttam K. Sarkar	December 12 - 16, 2022	140000
<b>BUSINESS COMMUNICATION</b>				
1	Analytical Communication and Data Presentation	Prof. Pragyan Rath & Prof. Nandita Roy	September 19 - 23, 2022	120000
2	Communication and Presentation Skills	Prof. Vidyanand Jha	October 31 - November 04, 2022	140000
3	Strategic Storytelling for Executives	Prof. Pragyan Rath & Prof. Nandita Roy	January 09 - 13, 2023	120000
4	Communication and Presentation Skills	Prof. Vidyanand Jha	February 13 - 17, 2023	140000
<b>BUSINESS TECHNOLOGY</b>				
1	FinTech, Blockchain and Cryptocurrency	Prof. Debashis Saha	November 09 - 12, 2022	108000
2	Industry 4.0 and Internet of Things (IoT) - What every manager needs to know about them	Prof. Debashis Saha	February 13 - 16, 2023	88000
3	Digital Technology Management for Business Excellence	Prof. Debashis Saha	March 02 - 05, 2023	96000
<b>FINANCE &amp; CONTROL</b>				
1	Strategic Cost and Performance Management	Prof. Manju Jaiswall	September 05 - 08, 2022	88000
2	Finance for Non-Finance Executives	Prof. Manju Jaiswall	November 21 - 25, 2022	110000
3	Finance and Accounting for Business Managers	Prof. Arpita Ghosh & Prof. Vivek Rajvanshi	February 02 - 05, 2023	92000
4	Finance for Non-Finance Executives	Prof. Manju Jaiswall	February 27 - March 03, 2023	110000
<b>GENERAL MANAGEMENT</b>				
1	Business Leadership Programme Module I	Prof. Amit Dhiman, Prof. Anirvan Pant, Prof. Peeyush Mehta	Module I: August 22 - 27, 2022 Module II: Nov 7 - 12, 2022 Module III: Jan 30 - Feb 04, 2023	375000
2	Sports Management	Prof. Suren Sista	November 14 - 18, 2022	125000
3	Management Lessons through Sports and Films	Prof. Suren Sista	January 16 - 20, 2023	125000
4	Gender Sensitization and Communication: Bridging Gaps	Prof. Nisigandha Bhuyan	March 13 - 17, 2023	120000
<b>HEALTHCARE MANAGEMENT</b>				
1	Healthcare Leadership and Management Programme	Prof. R.Rajesh Babu & Prof. Manish Thakur	November 28 - December 02, 2022	110000
<b>LEGAL ASPECTS OF BUSINESS</b>				
1	Advanced Programme in Mediation and Arbitration	Prof. R.Rajesh Babu	February 06 - 09, 2023	88000
2	Contract Management and Arbitration	Prof. R.Rajesh Babu & Prof. V.K.Unni	February 13 - 17, 2023	110000
<b>MARKETING</b>				
1	Digital and Social Media Marketing for Business Growth	Prof. Saravana Jaikumar	August 22 - 26, 2022	135000
2	Strategic Brand Management	Prof. Saravana Jaikumar	September 05 - 09, 2022	135000
3	Becoming an Effective Sales Manager	Prof. Ramendra Singh	November 07 - 11, 2022	110000
4	Customer Centricity: Managing Customer Value, Customer Satisfaction, Loyalty and Relationships	Prof. Suren Sista	November 28 - December 02, 2022	125000
5	Sales and Negotiation Skills	Prof. Suren Sista	December 19 - 23, 2022	125000
6	Pricing to Drive Profits	Prof. Ritu Mehta	January 02 - 05, 2023	96000
7	Key Account Management	Prof. Suren Sista	January 09 - 13, 2023	125000
8	Marketing Applications of Machine Learning and Artificial Intelligence	Prof. Saravana Jaikumar	January 09 - 13, 2023	135000
9	Competitive Marketing Strategy	Prof. Suren Sista	February 06 - 10, 2023	130000
10	Becoming an Effective Sales Manager	Prof. Ramendra Singh	February 13 - 17, 2023	110000
11	Customer Service Strategy and Value Creation	Prof. Saravana Jaikumar	February 20 - 24, 2023	135000
<b>OPERATIONS MANAGEMENT</b>				
1	Strategic Sourcing and Vendor Management	Prof. Peeyush Mehta	September 12 - 15, 2022	100000
2	Digital Operations and Technology	Prof. Peeyush Mehta	December 05 - 09, 2022	125000
3	Supply Chain Management	Prof. Balram Avittathur & Prof. Peeyush Mehta	December 12 - 16, 2022	120000
4	Value Creation Through Operations Strategy	Prof. Peeyush Mehta & Prof. Balram Avittathur	January 30 - February 03, 2023	120000
<b>ORGANIZATIONAL BEHAVIOUR</b>				
1	Leadership and Team Building	Prof. Chetan Joshi	July 11 - 15, 2022	125000
2	Management of Organizational Change	Prof. Vidyanand Jha	August 01 - 05, 2022	140000
3	Interpersonal Effectiveness and Leadership Excellence	Prof. Chetan Joshi	August 22 - 26, 2022	125000
4	Managerial Leadership and Conflict Resolution	Prof. Chetan Joshi	September 12 - 17, 2022	150000
5	Managerial Leadership and Team Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	September 19 - 23, 2022	140000
6	Managerial Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	October 17 - 21, 2022	140000
7	Developing Leadership Potential	Prof. Abhishek Goel & Prof. Rajiv Kumar	November 14 - 18, 2022	140000
8	Management of Creativity and Innovation	Prof. Vidyanand Jha	November 21 - 25, 2022	140000
9	Leadership and Team Building	Prof. Chetan Joshi	December 12 - 16, 2022	125000
10	Enhancing Interpersonal Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	December 19 - 23, 2022	125000
11	Accelerating Innovation	Prof. Nimruji Prasad J	January 02 - 06, 2023	140000
12	Managerial Leadership and Conflict Resolution	Prof. Chetan Joshi	January 02 - 07, 2023	150000
13	Succeeding at DEI	Prof. Nimruji Prasad J	January 16 - 20, 2023	130000
14	Management of Creativity and Innovation	Prof. Vidyanand Jha	January 16 - 20, 2023	140000
15	Interpersonal Effectiveness and Leadership Excellence	Prof. Chetan Joshi	January 30 - February 03, 2023	125000
16	Managerial Leadership and Team Effectiveness	Prof. Abhishek Goel & Prof. Rajiv Kumar	February 06 - 10, 2023	140000
17	Leading and Managing CSR Function Strategically	Prof. Nimruji Prasad J	February 20 - 25, 2023	156000
18	Personal Growth and Team Building	Prof. Chetan Joshi	February 27 - March 03, 2023	125000

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

In case of exigencies like that of Covid-19, programmes may have to be rescheduled, or those that are planned to be delivered in-campus may have to be shifted to virtual classrooms.

- Transaction/Remittance charges, if any, would have to be borne by the sponsoring entity.
- Programmes shall be conducted at the Management Development Centre (MDC) inside the IIM Calcutta campus. Programme fees mentioned are on Residential basis.
- We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode. Still, in case a candidate wishes to apply on a Non-Residential basis, the Programme fee for such participant will be ₹ 10,000/- less than the Residential fee. Tax and surcharge (if any) will be charged as applicable.
- 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.