



# INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

## ANNUAL MDP CALENDAR 2023-24

Sl. No.	Name of the Programme	Dates	Programme Director(s)	Fees(₹)*
BUSINESS ANALYTICS				
1	Business Analytics for Strategic and Tactical Level Decision Making	Dec 11 - 15, 2023	Prof. Saibal Chattopadhyay & Prof. Uttam K. Sarkar	140000
BUSINESS LAW				
1	Contract Management and Arbitration	Feb 12 - 16, 2024	Prof. R.Rajesh Babu & Prof. V.K.Unni	110000
BUSINESS TECHNOLOGY				
1	Industry 4.0 and Internet of Things (IoT) - What every manager needs to know about them	Dec 04 - 07, 2023	Prof. Debashis Saha	100000
2	Digital Technology Management for Business Excellence	Mar 04 - 07, 2024	Prof. Debashis Saha	110000
BUSINESS COMMUNICATION				
1	Enhancing Productivity with Effective Cross-Cultural Business Communications	Sep 04 - 07, 2023	Prof. Apoorva Bharadwaj	88000
2	Communication and Presentation Skills	Oct 30 - Nov 03, 2023	Prof. Vidyanand Jha	140000
3	Communication and Presentation Skills	Feb 12 - 16, 2024	Prof. Vidyanand Jha	140000
ECONOMICS				
1	Leveraging Behavioral Economics for Managerial Decision Making	Dec 18 - 22, 2023	Prof. Somdeep Chatterjee	110000
FINANCE & CONTROL				
1	Trading & Investments in Equities and Derivatives	Apr 15 - 16, 2023	Prof. Sudhakar Reddy	44000
2	Finance for Non-Finance Executives	Sep 25 - 29, 2023	Prof. Manju Jaiswall	120000
3	Trading & Investments in Equities and Derivatives	Nov 18 - 19, 2023	Prof. Sudhakar Reddy	44000
4	Finance for Non-Finance Executives	Nov 27 - Dec 01, 2023	Prof. Manju Jaiswall	120000
5	Strategic Cost and Performance Management	Dec 18 - 21, 2023	Prof. Manju Jaiswall	88000
6	Finance and Accounting for Business Managers	Feb 05 - 08, 2024	Prof. Arpita Ghosh & Prof. Vivek Rajvanshi	92000
GENERAL MANAGEMENT				
1	Business Leadership Programme Module I, II, III	Module I - Aug 21 - 26, 2023 Module II - Nov 20 - 25, 2023 Module III - Feb 05 - 10, 2024	Prof. Amit Dhiman, Prof. Anirvan Pant, Prof. Peeyush Mehta	375000
2	General Management Programme for Senior and Middle-Level Executives	Nov 06 - 10, 2023	Prof. Subrata Mitra	125000
HEALTHCARE MANAGEMENT				
1	Healthcare Leadership and Management Programme	Nov 27 - Dec 01, 2023	Prof. R.Rajesh Babu & Prof. Manish Thakur	110000
MARKETING				
1	Becoming an Effective Sales Manager	Nov 06 - 10, 2023	Prof. Ramendra Singh	110000
2	Strategic Brand Management	Nov 20 - 24, 2023	Prof. Saravana Jaikumar	135000
3	Digital and Social Media Marketing For Business Growth	Nov 27 - Dec 01, 2023	Prof. Saravana Jaikumar	135000
4	Pricing to drive Profits	Dec 18 - 21, 2023	Prof. Ritu Mehta	120000
5	Succeeding as a Strategic CMO	Jan 15 - 19, 2024	Prof. Ritu Mehta	130000
6	Key Account Management	Feb 12 - 16, 2024	Prof. Suren Sista	125000
7	Customer Service Strategy and Value Creation	Feb 19 - 23, 2024	Prof. Saravana Jaikumar	135000
8	Sales and Negotiation Skills	Feb 26 - Mar 01, 2024	Prof. Suren Sista	125000
ORGANIZATIONAL BEHAVIOUR				
1	Leadership and Team Building	Jul 24 - 28, 2023	Prof. Chetan Joshi	130000
2	Interpersonal Effectiveness and Leadership Excellence	Aug 21 - 25, 2023	Prof. Chetan Joshi	130000
3	Managerial Leadership and Conflict Resolution	Sep 11 - 15, 2023	Prof. Chetan Joshi	130000
4	Managerial Leadership and Team Effectiveness	Sep 25 - 29, 2023	Prof. Abhishek Goel & Prof. Rajiv Kumar	140000
5	Managerial Effectiveness	Oct 09 - 13, 2023	Prof. Abhishek Goel & Prof. Rajiv Kumar	140000
6	Developing Leadership Potential	Nov 20 - 24, 2023	Prof. Abhishek Goel & Prof. Rajiv Kumar	140000
7	Management of Creativity and Innovation	Dec 04 - 08, 2023	Prof. Vidyanand Jha	140000
8	Leadership and Team Building	Dec 11 - 15, 2023	Prof. Chetan Joshi	130000
9	Interpersonal Effectiveness and Leadership Excellence	Jan 08 - 12, 2024	Prof. Chetan Joshi	130000
10	Managerial Leadership and Team Effectiveness	Feb 05 - 09, 2024	Prof. Abhishek Goel & Prof. Rajiv Kumar	140000
11	Managerial Leadership and Conflict Resolution	Feb 26 - 29, 2024	Prof. Chetan Joshi	130000
12	Personal Growth and Team Building	Mar 11 - 15, 2024	Prof. Chetan Joshi	130000
OPERATIONS				
1	Managing Disruption Risk through Strategic Sourcing (SSVM)	Sep 11 - 14, 2023	Prof. Peeyush Mehta	100000
2	Lean Operations	Oct 09 - 13, 2023	Prof. Partha Priya Datta	125000
3	Innovation Strategies for Operational Excellence	Nov 06 - 10, 2023	Prof. Partha Priya Datta	130000
4	Digital Operations and Technology	Nov 27 - Dec 01, 2023	Prof. Peeyush Mehta	125000
5	Supply Chain Management	Dec 11 - 15, 2023	Prof. Balram Avittathur & Prof. Peeyush Mehta	120000
6	Project Management	Jan 08 - 12, 2024	Prof. Subrata Mitra	125000
7	Value Creation through Resilient Operations	Jan 15 - 19, 2024	Prof. Peeyush Mehta & Prof. Balram Avittathur	120000
STRATEGY				
1	Mastering Strategy - Insights from Indic Arthasastra traditions	Sep 25 - 29, 2023	Prof. Biswatosh Saha	140000

\* Fees mentioned are on Residential basis. Taxes extra.

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.