



# INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

## ANNUAL MDP CALENDAR 2024-25

| Sl. No.  | Name of the Programme   | Dates   | Programme Director(s)                                       | Fees (₹)* |
|--|---|---|---|-----------|
| <b>BUSINESS ANALYTICS</b>                                |   |   |   |           |
| 1  | Data Science for Business - Enabling Objective and Superior Managerial Decisions        | Nov 18 - 22, 2024   | Prof. Sahadeb Sarkar, Prof. Prajmitra Bhuyan                | 140000    |
| 2  | Business Analytics for Strategic and Tactical Level Decision Making                     | Dec 16 - 20, 2024   | Prof. Saibal Chattopadhyay, Prof. Uttam Kumar Sarkar        | 135000    |
| <b>BUSINESS COMMUNICATION</b>                            |   |   |   |           |
| 1  | Communication and Presentation Skills   | Nov 11 - 15, 2024   | Prof. Vidyanand Jha   | 140000    |
| 2  | Communication Skills for Global Leadership  | Dec 16 - 19, 2024   | Prof. Apoorva Bharadwaj                                     | 96000     |
| 3  | Communication and Presentation Skills   | Feb 10 - 14, 2025   | Prof. Vidyanand Jha   | 140000    |
| <b>BUSINESS LAW</b>                                      |   |   |   |           |
| 1  | Contract Management and Arbitration   | Feb 10 - 14, 2025   | Prof. R. Rajesh Babu, Prof. V. K. Unni                      | 125000    |
| <b>BUSINESS TECHNOLOGY</b>                               |   |   |   |           |
| 1  | Accelerating Business Transformation with Cyber Readiness                               | Aug 05 - 07, 2024   | Prof. Abhipsa Pal, Prof. Anik Mukherjee                     | 81000     |
| 2  | Industry 4.0 & The Indispensability of Digital Ethics: An Introduction for Managers     | Aug 05 - 07, 2024   | Prof. Nisigandha Bhuyan                                     | 72000     |
| 3  | The Power of Generative AI: How to Transform Your Business for the Future               | Aug 20 - 23, 2024   | Prof. Soumyakanti Chakraborty                               | 100000    |
| 4  | Transitioning to Product Management   | Sep 19 - 22, 2024   | Prof. Priya Seetharaman                                     | 110000    |
| 5  | Leading Business Transformation in Digital Era  | Nov 11 - 13, 2024   | Prof. Debashis Saha   | 87000     |
| 6  | Industry 4.0 and Internet of Things (IOT) - What Every Manager Needs to Know About Them | Dec 02 - 05, 2024   | Prof. Debashis Saha   | 110000    |
| 7  | Digital Technology Management for Business Excellence                                   | Mar 03 - 06, 2025   | Prof. Debashis Saha   | 115000    |
| <b>ECONOMICS</b>   |   |   |   |           |
| 1  | Leveraging Behavioral Economics for Managerial Decision Making                          | Nov 25 - 29, 2024   | Prof. Somdeep Chatterjee                                    | 110000    |
| <b>FINANCE &amp; CONTROL</b>                             |   |   |   |           |
| 1  | Understanding Cost and Finance for Business Decisions                                   | Jul 22 - 26, 2024   | Prof. Manju Jaiswall  | 125000    |
| 2  | Finance for Non-Finance Executives  | Sep 09 - 13, 2024   | Prof. Manju Jaiswall  | 125000    |
| 3  | Strategic Cost and Financial Analysis of Business                                       | Dec 02 - 06, 2024   | Prof. Manju Jaiswall  | 130000    |
| 4  | Corporate Financial Statements under Ind AS   | Jan 13 - 16, 2025   | Prof. Sudhir S. Jaiswall                                    | 96000     |
| 5  | Finance and Accounting for Business Managers  | Feb 03 - 06, 2025   | Prof. Arpita Ghosh, Prof. Vivek Rajvanshi                   | 100000    |
| <b>GENERAL MANAGEMENT</b>                                |   |   |   |           |
| 1  | Business Leadership Programme   | Module I : Aug 26 - 31, 2024<br>Module II : Nov 18 - 23, 2024<br>Module III : Feb 03 - 08, 2025 | Prof. Amit Dhiman, Prof. Anirvan Pant, Prof. Peeyush Mehta  | 390000    |
| 2  | Embracing ESG through Responsible Leadership  | Sep 16 - 18, 2024   | Prof. Runa Sarkar, Prof. Prashant Mishra                    | 80000     |
| 3  | General Management Programme for Senior and Middle-Level Executives                     | Nov 25 - 29, 2024   | Prof. Subrata Mitra   | 130000    |
| 4  | Financial Leadership and Management Excellence  | Feb 17 - 21, 2025   | Prof. Sudhir S. Jaiswall, Prof. Peeyush Mehta               | 145000    |
| <b>MARKETING</b>   |   |   |   |           |
| 1  | Winning in Rural and Low-Income Markets   | Aug 28 - 30, 2024   | Prof. Ramendra Singh, Prof. Avinash Kumar                   | 75000     |
| 2  | Strategic Brand Management for Business Excellence                                      | Sep 16 - 20, 2024   | Prof. Prashant Mishra, Prof. Saravana Jaikumar L.           | 130000    |
| 3  | Becoming an Effective Sales Manager   | Nov 05 - 09, 2024   | Prof. Ramendra Singh, Prof. Prashant Mishra                 | 110000    |
| 4  | Strategic Digital and Social Media Marketing  | Nov 11 - 15, 2024   | Prof. Saravana Jaikumar L.                                  | 125000    |
| 5  | Strategic AI for Business: Adopting Gen AI  | Dec 09 - 13, 2024   | Prof. Saravana Jaikumar L.                                  | 135000    |
| 6  | Succeeding as a strategic CMO   | Jan 20 - 24, 2025   | Prof. Ritu Mehta, Prof. Prashant Mishra                     | 135000    |
| 7  | Marketing Excellence through Pricing  | Feb 03 - 07, 2025   | Prof. Ritu Mehta  | 135000    |
| 8  | Sales and Negotiation Skills  | Feb 10 - 14, 2025   | Prof. Suren Sista, Prof. Prashant Mishra                    | 125000    |
| 9  | Customer-Centric Leadership: Strategies for Sustained Management Success                | Feb 17 - 21, 2025   | Prof. Prashant Mishra, Prof. Saravana Jaikumar L.           | 135000    |
| 10   | Business-to-Business (B2B) Marketing  | Feb 24 - 28, 2025   | Prof. Ritu Mehta, Prof. Prashant Mishra                     | 135000    |
| <b>OPERATIONS</b>  |   |   |   |           |
| 1  | Sustainable Business Transformation   | Sep 23 - 27, 2024   | Prof. Bodhibrata Nag, Prof. Partha Priya Datta              | 145000    |
| 2  | Innovation Strategies for Operational Excellence  | Nov 05 - 09, 2024   | Prof. Partha Priya Datta                                    | 135000    |
| 3  | Digital Operations and Technology   | Nov 18 - 22, 2024   | Prof. Peeyush Mehta, Prof. Uttam Kumar Sarkar               | 130000    |
| 4  | Supply Chain Management   | Dec 09 - 13, 2024   | Prof. Balram Avittathur, Prof. Peeyush Mehta                | 130000    |
| 5  | Project Management  | Jan 06 - 10, 2025   | Prof. Subrata Mitra   | 125000    |
| <b>ORGANIZATIONAL BEHAVIOR/HUMAN RESOURCE MANAGEMENT</b> |   |   |   |           |
| 1  | Leadership and Team Building  | Jul 29 - Aug 02, 2024   | Prof. Chetan Joshi  | 135000    |
| 2  | Interpersonal Effectiveness and Leadership Excellence                                   | Aug 27 - 31, 2024   | Prof. Chetan Joshi  | 135000    |
| 3  | Managerial Leadership and Conflict Resolution   | Sep 09 - 13, 2024   | Prof. Chetan Joshi  | 135000    |
| 4  | Managerial Leadership and Team Effectiveness  | Sep 16 - 20, 2024   | Prof. Abhishek Goel, Prof. Rajiv Kumar                      | 145000    |
| 5  | HR Analytics for Effective Management of Human Resources                                | Sep 23 - 27, 2024   | Prof. Amit Dhiman, Prof. Vimal Kumar M.                     | 125000    |
| 6  | Managerial Effectiveness for Public Enterprises & Government                            | Oct 21 - 25, 2024   | Prof. Abhishek Goel, Prof. Rajiv Kumar                      | 145000    |
| 7  | Developing Leadership Potential   | Nov 25 - 29, 2024   | Prof. Abhishek Goel, Prof. Rajiv Kumar                      | 145000    |
| 8  | Leadership and Team Building  | Dec 09 - 13, 2024   | Prof. Chetan Joshi  | 135000    |
| 9  | Interpersonal Effectiveness and Leadership Excellence                                   | Jan 06 - 10, 2025   | Prof. Chetan Joshi  | 135000    |
| 10   | Managerial Leadership and Team Effectiveness  | Jan 27 - 31, 2025   | Prof. Abhishek Goel, Prof. Rajiv Kumar                      | 145000    |
| 11   | Managerial Leadership and Conflict Resolution   | Feb 10 - 14, 2025   | Prof. Chetan Joshi  | 135000    |
| 12   | Leading and Managing Change   | Feb 24 - 28, 2025   | Prof. Abhishek Goel, Prof. Rajiv Kumar, Prof. Vidyanand Jha | 145000    |
| 13   | Personal Growth and Team Building   | Mar 03 - 07, 2025   | Prof. Chetan Joshi  | 135000    |
| <b>STRATEGY</b>  |   |   |   |           |
| 1  | Mastering Strategy - Insights from Indic Arthashastra Traditions                        | Nov 11 - 15, 2024   | Prof. Biswatosh Saha  | 140000    |

\*Taxes extra

- Programmes shall be conducted at the Management Development Centre (MDC) inside IIM Calcutta campus.
- Programme fees mentioned are on Residential basis, on single occupancy. 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 Rs.10,000/- less than the Residential fee. Tax and surcharge (if any) will be charged as applicable.
- Transaction/Remittance charges related to fee payments, if any, would have to be borne by the sponsoring entity.
- Executive Education Alumni: With effect from April 01, 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.