



INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

ANNUAL MDP CALENDAR 2024-25

Sl. No.	Name of the Programme	Dates	Programme Director(s)	Fees (₹)*
BUSINESS ANALYTICS				
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
BUSINESS COMMUNICATION				
1	Communication and Presentation Skills	Nov 11 – 15, 2024	Prof. Vidyanand Jha	140000
2	Communication Skills for Global Leadership	Dec 02 – 05, 2024	Prof. Apoorva Bharadwaj	96000
3	Communication and Presentation Skills	Feb 10 – 14, 2025	Prof. Vidyanand Jha	140000
BUSINESS LAW				
1	Contract Management and Arbitration	Feb 10 – 14, 2025	Prof. R. Rajesh Babu, Prof. V. K. Unni	125000
BUSINESS TECHNOLOGY				
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 19 – 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
ECONOMICS				
1	Leveraging Behavioral Economics for Managerial Decision Making	Nov 25 – 29, 2024	Prof. Somdeep Chatterjee	110000
FINANCE & CONTROL				
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
GENERAL MANAGEMENT				
1	Business Leadership Programme Module I, II, III	Module I : Aug 26 – 30, 2024 Module II : Nov 18 – 22, 2024 Module III : Feb 03 – 07, 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
MARKETING				
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
OPERATIONS				
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
ORGANIZATIONAL BEHAVIOR/HUMAN RESOURCE MANAGEMENT				
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	130000
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
STRATEGY				
1	Mastering Strategy – Insights from Indic Arthasastra 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.