



**GOA INSTITUTE
OF MANAGEMENT**

PORIEM, SATTARI, GOA



MANAGEMENT DEVELOPMENT PROGRAMME

CALENDAR

AUGUST 2024 – JUNE 2025



Month-Wise MDP Calendar (2024-2025)



MDP No	Program Title	Functional Area	Program Director (Prof.)	Duration (In days)	Program Date	*Program Fee (₹)
AUGUST 2024						
1	Innovative Leadership: A Design Thinking Approach	Leadership	Sneha Bhat	3	Aug 05-07, 2024	21000
2	Organisational Development and Change Management for Managing Transition	Leadership	V. Padmanabhan	2	Aug 16-17, 2024	14000
3	Finance for Non-Finance Executives	Finance	Amiya Sahu	2	Aug 23-24, 2024	14000
4	Value-Based Negotiation (VbN)	Leadership	Sadhan K Bhattacharya	2	Aug 23-24, 2024	**29000
5	Financial Modelling Using Spreadsheets	Finance	Neeraj Amarnani	3	Aug 26-28, 2024	21000
6	Multi-Stakeholder Engagement and Collaborative Leadership	Leadership/ Sustainability/ CSR	Divya Singhal & Ms. Joanna Pyres	2	Aug 30-31, 2024	14000
7	Marketing for Non-Marketing Professionals	Marketing	Pravat Surya Kar	2	Aug 30-31, 2024	14000
SEPTEMBER 2024						
8	Ethical Perspectives for Managers	Leadership	Sebastian Morris	3	Sep 02-04,2024	21000
10	Strategic Implementation of AI/ML in Insurance: Enhancing Efficiency and Customer Service	Analytics	Sumit Tripathi	3	Sep 09-10, 2024	21000
11	Unleashing Potential: Unlock Insights and Drive Performance with Business Dashboards	Analytics	Abhishek Naresh	2	Sep 13-14, 2024	14000
12	Applying System Thinking and Designing Thinking for Organisational Development and Change Management	Strategy	V. Padmanabhan	2	Sep 26-27, 2024	14000
13	Corporate Leadership -The Role of the General Manager and CEO	Leadership	Sebastian Morris	3	Sep 26-28, 2024	21000
OCTOBER 2024						
14	Crafting Exceptional Service Experiences	Marketing	Pravat Surya Kar	2	Oct 04-05, 2024	14000
15	Achieving Strategic Competitiveness in Pharma Industry	Strategy	Sneha Bhat	3	Oct 09-11, 2024	21000
16	Maximizing Value through Customer Insight	Marketing	Pravat Surya Kar	2	Oct 11-12, 2024	14000
9	Credit Risk Management	Finance	Hanish Rajpal & Ashish Agarwal	3	Oct 14-16, 2024	21000
17	Gen-AI for Sales & Marketing	Marketing	Pravat Surya Kar	2	Oct 25-26, 2024	14000
NOVEMBER 2024						
18	Sustainability Perspectives for Senior Managers	ESG	Sebastian Morris	3	Nov 04-06, 2024	21000
19	Bidding, Procurement and Contracting Perspectives	Strategy	Sebastian Morris	3	Nov 07-09, 2024	21000



Month-Wise MDP Calendar (2024-2025)



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NOVEMBER 2024						
20	Macroeconomic Perspectives on the Indian Economy for Capital Market Participants	Finance	Sebastian Morris	3	Nov 11-13, 2024	21000
21	Digital HRM & HR Analytics	Analytics	Anamika Sinha	3	Nov 14-16, 2024	21000
22	Machine Learning Applications in Marketing: Improving Sales Through Lead Generation, Targeting and Forecasting	Analytics	Shantanu Prasad	5	Nov 18-22, 2024	35000
23	Competency Mapping for Talent Management	HR	V. Padmanabhan	2	Nov 21-22, 2024	14000
24	Machine Learning Applications in Marketing: Improving Sales Through Lead Generation, Targeting and Forecasting	Marketing	Shantanu Prasad	5	Nov 25-29, 2024	35000
25	Responsible Leadership Through ESG	ESG	Divya Singhal & Sreerupa Sengupta	3	Nov 25-27, 2024	21000
26	Employee Relations in VUCA World	HR	V. Padmanabhan & Akbar Khan	2	Nov 28-29, 2024	14000
DECEMBER 2024						
27	Getting Public Private Partnership Right	Strategy	Sebastian Morris	5	Dec 02-04, 2024	35000
28	The Art of Story Telling for Leadership	Leadership	V. Padmanabhan & Samhita Arni	2	Dec 05-06, 2024	14000
29	Industrial Relations & Collective Bargaining in the VUCA world	HR	Kingshuk Sarkar	3	Dec08-10, 2024	21000
30	Fostering Creativity and Design Thinking; Storytelling for Business and Executive Presence	Strategy	Karman Khanna	3	Dec 12-14, 2025	21000
31	ESG Reporting and Roadmap for Netzero	ESG	Abhishek Naresh & Divya Singhal	2.5	Dec 13-15, 2024	17500
32	ESG Analytics	ESG	Aanchal Singh & Sumit Tripathi	2	Dec 17-19 , 2024	14000
JANUARY 2025						
33	Issues in Financial Reporting and Governance for Managers	Finance	Abhinav Sharma & Vedprakash Meshram	2.5	Jan 02-04, 2025	17500
34	Family Business Dynamics: Balancing Tradition and Innovation	Entrepreneurship	Aman Bhuwania Anshul Mandliya	2	Jan 08-09, 2025	14000
35	Stores and Inventory Management	Operation	Raj V. Amonkar	3	Jan 08-10, 2025	21000
36	Cyber Savvy Leaders: Elevate Corporate Management with Cyber Security and Cyber Law	Corporate Law	Rubaina Shrivastava	2	Jan 08-09, 2025	14000
37	Financial Statement Analyses for Investors	Finance	Sebastian Morris	3	Jan 13-15, 2025	21000
38	Decision Making Models in Operation and Supply Chain Management	Analytics	Raj V. Amonkar	3	Jan 15-17, 2025	21000



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JANUARY 2025						
39	Legal Risk Management	Corporate Law	Rubaina Shrivastava	2	Jan 22-23, 2025	14000
40	Indian Economy for Finance Managers	Finance	Sebastian Morris	3	Jan 23-25, 2025	21000
41	Advanced Leadership Skill	Leadership	Shelly Pandey	5	Jan 27-31 , 2025	35000
42	Strategic HR Planning and Talent Management	Strategy	Shelly Pandey	2	Jan 30-31 , 2025	14000
FEBRUARY 2025						
43	Service Excellence and Innovation: A Comprehensive Leadership Workshop	Marketing	Mauli Soni & Ranbir Singh Sodhi	3	Feb 06-08 , 2025	21000
44	Mastering Hospital Business : A Strategic Framework	Leadership	Arif Raza	2	Feb 10-11, 2025	14000
45	CRM in the Age of AI	Marketing	Diya Guha Roy & Ranbir Singh Sodhi	3	Feb 13-15, 2025	21000
46	Spatial and Value Analysis in Real Estate	Strategy	Sebastian Morris	5	Feb 13-15, 2025	35000
47	Essential Management Skills for Goan Doctors: Navigating Trends and Enhancing Practice	Leadership	Rohit Prabhudesai & Shantanu Prasad	2.5	Feb 14-16, 2025	17500
48	Digital Business Transformation	Corporate Law	Rubaina Shrivastava	2	Feb 20-21, 2025	14000
49	Digital Transformation in BFIS	Finance	Vishnu T, Neeraj Amarnani & Arpita Amarnani	2	Feb 25-26 , 2025	14000
MARCH 2025						
50	FinTech and Financial Services Innovations	Finance	Neeraj Amarnani & Arpita Amarnani	3	Mar 03-05, 2025	21000
51	Labour Laws for Corporate Managers	Corporate Law	Kingshuk Sarkar	3	Mar 05-07, 2025	21000
52	Sustainable Tourism and Hospitality Management	ESG	Diya Guha Roy & Arpita Amarnani	3.5	Mar 10-12, 2025	24500
APRIL 2025						
53	Data Analytics for Quantitative Decision-Making Using SPSS	Analytics	Anubhav A. Mishra	2	Apr 01-02, 2025	14000
54	Data Analytics for Quantitative Decision-Making Using IBM AMOS	Analytics	Anubhav A. Mishra	2	Apr 08-09, 2025	14000
55	Data Analytics for Quantitative Decision-Making Using Smart PLS	Analytics	Anubhav A. Mishra	2	Apr 15-16, 2025	14000
56	Sales leadership Excellence in the AI Era	Marketing	Pravat Surya Kar	2	Apr 25-26, 2025	14000
57	Legal Aspects of Health Care Management	Corporate Law	Praveen P A	2	Apr 28-29, 2025	14000
58	Sustainability Management	ESG	Arpita Amarnani & Abhinav Sharma	3	Apr 28-30, 2025	21000
59	Psychological Strategies: Navigating Workplace Transactions	Strategy	Aman Bhuwania Anshul Mandliya	2	Apr 28-29, 2025	14000



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MDP No	Program Title	Functional Area	Program Director (Prof.)	Duration (In days)	Program Date	*Program Fee (₹)
MAY 2025						
60	Performance Marketing - Measuring Marketing and Sales Performance	Marketing	Anurag Dugar	2	May 01-02,2025	14000
61	Accelerating Operational Excellence in Pharma Industry	Operation	Meena Parulekar	3	May 05-07, 2025	21000
62	Mastering Negotiation: Strategic Approaches for Success	Strategy	Aman Bhuwania Anshul Mandliya	2	May 12-13, 2025	14000
63	New Labour Codes: Assessments and Reflections	HR	Kingshuk Sarkar	3	May 15-17, 2025	21000
64	Data Science tools and techniques for Advanced Teaching and Research	Analytics	Soumen K Manna	3	May 19-21, 2025	21000
65	Sustainable Supply Chains and Ecosystems	ESG	Fortin Israel	3	May 26-28, 2025	21000
JUNE 2025						
66	Competitive Strategy Essentials - Achieving and Sustaining Market Dominance	Entrepreneurship	Aman Bhuwania	2	Jun 02-03, 2026	14000
67	Founders' Equity Bootcamp: Strategies to Avoid Ownership Pitfalls and Drive Growth	Strategy	Aman Bhuwania Anshul Mandliya	2	Jun 09-10, 2027	14000
68	Strategic Corporate Social Responsibility	Strategy	Aanchal Singh & Rohit Prabhudesai	3	Jun 16-18, 2025	21000
69	Cognitive Ergonomics and Customer Focussed Innovation	Entrepreneurship	Aman Bhuwania Anshul Mandliya	2	Jun 23-24, 2025	14000
70	Neuromarketing : Tourism and Retail	Marketing	Pravat Surya Kar & Diya Guha Roy	3	Jun 23-25, 2025	21000

***Program Fee is excluding Accommodation cost and GST**

**** Fee Include 4 virtual Group coaching followed by classroom MDP**





Functional Area -Wise MDP Calendar (2024-2025)



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ANALYTICS						
1	Strategic Implementation of AI/ML in Insurance: Enhancing Efficiency and Customer Service	10	Sumit Tripathi	3	Sep 09-10, 2024	21000
2	Unleashing Potential: Unlock Insights and Drive Performance with Business Dashboards	11	Abhishek Naresh	2	Sep 13-14, 2024	14000
3	Digital HRM & HR Analytics	21	Anamika Sinha	3	Nov 14-16, 2024	21000
4	Machine Learning Applications in Marketing: Improving Sales Through Lead Generation, Targeting and Forecasting	22	Shantanu Prasad	5	Nov 18-22, 2024	35000
5	Decision Making Models in Operation and Supply Chain Management	38	Raj V. Amonkar	3	Jan 15-17, 2025	21000
6	Data Analytics for Quantitative Decision-Making Using SPSS	53	Anubhav A. Mishra	2	Apr 01-02, 2025	14000
7	Data Analytics for Quantitative Decision-Making Using IBM AMOS	54	Anubhav A. Mishra	2	Apr 08-09, 2025	14000
8	Data Analytics for Quantitative Decision-Making Using Smart PLS	55	Anubhav A. Mishra	2	Apr 15-16, 2025	14000
9	Data Science tools and techniques for Advanced Teaching and Research	64	Soumen K Manna	3	May 19-21, 2025	21000
CORPORATE LAW						
1	Cyber Savvy Leaders: Elevate Corporate Management with Cyber Security and Cyber Law	36	Rubaina Shrivastava	2	Jan 08-09, 2025	14000
2	Legal Risk Management	39	Rubaina Shrivastava	2	Jan 22-23, 2025	14000
3	Digital Business Transformation	48	Rubaina Shrivastava	2	Feb 20-21, 2025	14000
4	Labour Laws for Corporate Managers	51	Kingshuk Sarkar	3	Mar 05-07, 2025	21000
5	Legal Aspects of Health Care Management	57	Praveen P A	2	Apr 28-29, 2025	14000
ENTREPRENEURSHIP						
1	Family Business Dynamics: Balancing Tradition and Innovation	34	Aman Bhuwania Anshul Mandliya	2	Jan 08-09, 2025	14000
2	Competitive Strategy Essentials - Achieving and Sustaining Market Dominance	66	Aman Bhuwania	2	Jun 02-03, 2026	14000
3	Cognitive Ergonomics and Customer Focussed Innovation	68	Aman Bhuwania Anshul Mandliya	2	Jun 23-24, 2028	14000
SUSTAINIBILTY/ ESG						
1	Sustainability Perspectives for Senior Managers	18	Sebastian Morris	3	Nov 04-06, 2024	21000
2	Responsible Leadership through ESG	25	Divya Singhal & Sreerupa Sengupta	3	Nov 25-27, 2024	21000
3	ESG Reporting and Roadmap for Netzero	31	Abhishek Naresh & Divya Singhal	2.5	Dec 13-15, 2024	17500
4	ESG Analytics	32	Aanchal Singh & Sumit Tripathi	2	Dec 17-19, 2024	14000
5	Sustainable Tourism and Hospitality Management	52	Diya Guha Roy & Arpita Amarnani	3.5	Mar 10-12, 2025	24500



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SUSTAINIBILTY/ ESG						
6	Sustainability Management	58	Arpita Amarnani & Abhinav Sharma	3	Apr 28-30, 2025	21000
7	Sustainable Supply Chains and Ecosystems	65	Fortin Israel	3	May 26-28, 2025	21000
FINANCE						
1	Finance for Non-Finance Executives	3	Amiya Sahu	2	Aug 23-24, 2024	14000
2	Financial Modelling Using Spreadsheets	5	Neeraj Amarnani	3	Aug 26-28, 2024	21000
3	Credit Risk Management	9	Hanish Rajpal & Ashish Agarwal	3	Oct 14-16, 2024	21000
4	Macroeconomic Perspectives on the Indian Economy for Capital Market Participants	20	Sebastian Morris	3	Nov 11-13, 2024	21000
5	Issues in Financial Reporting and Governance for Managers	33	Abhinav Sharma & Vedprakash Meshram	2.5	Jan 02-04, 2025	17500
6	Financial Statement Analyses for Investors	37	Sebastian Morris	3	Jan 13-15, 2025	21000
7	Indian Economy for Finance Managers	40	Sebastian Morris	3	Jan 23-25, 2025	21000
8	Digital transformation in BFIS	49	Vishnu T, Neeraj Amarnani & Arpita Amarnani	2	Feb 25-26, 2025	14000
9	FinTech and Financial Services Innovations	50	Neeraj Amarnani & Arpita Amarnani	3	Mar 03-05, 2025	21000
HR						
1	Competency Mapping for Talent Management	23	V. Padmanabhan	2	Nov 21-22, 2024	14000
2	Employee Relations in VUCA World	26	V. Padmanabhan & Akbar Khan	2	Nov 28-29, 2024	14000
3	Industrial Relations & Collective Bargaining in the VUCA world	29	Kingshuk Sarkar	3	Dec08-10, 2024	21000
4	New Labour Codes: Assessments and Reflections	63	Kingshuk Sarkar	3	May 15-17, 2025	21000
LEADERSHIP						
1	Innovative Leadership: A Design Thinking Approach	1	Sneha Bhat	3	Aug 05-07, 2024	21000
2	Organisational Development and Change Management for Managing Transition	2	V. Padmanabhan	2	Aug 16-17, 2024	14000
3	Value-Based Negotiation (VbN)	4	Sadhan K Bhattacharya	2	Aug 23-24, 2024	**29000
4	Ethical Perspectives for Managers	8	Sebastian Morris	3	Sep 02-04, 2024	21000
5	Corporate Leadership -The Role of the General Manager and CEO	13	Sebastian Morris	3	Sep 26-28, 2024	21000
6	The Art of Story Telling for Leadership	28	V. Padmanabhan & Samhita Arni	2	Dec 05-06, 2024	14000
7	Advanced Leadership Skill	41	Shelly Pandey	5	Jan 27-31, 2025	35000
8	Mastering Hospital Business : A Strategic Framework	44	Arif Raza	2	Feb 10-11, 2025	14000
9	Essential Management Skills for Goan Doctors: Navigating Trends and Enhancing Practice	47	Rohit Prabhudesai & Shantanu Prasad	2.5	Feb 14-16, 2025	17500



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LEADERSHIP/ SUSTAINABILITY/ CSR						
10	Multi-Stakeholder Engagement and Collaborative Leadership	6	Divya Singhal & Ms. Joanna Pyres	2	Aug 30-31, 2024	14000
MARKETING						
1	Gen-AI for Sales & Marketing	17	Pravat Surya Kar	2	Oct 25-26, 2024	14000
2	Marketing for non-Marketing Professionals	7	Pravat Surya Kar	2	Aug 30-31, 2024	14000
3	Crafting Exceptional Service Experiences	14	Pravat Surya Kar	2	Oct 04-05, 2024	14000
4	Maximizing Value through Customer Insight	16	Pravat Surya Kar	2	Oct 11-12, 2024	14000
5	Machine Learning Applications in Marketing: Improving Sales Through Lead Generation, Targeting and Forecasting	24	Shantanu Prasad	5	Nov 25-29, 2024	35000
6	Service Excellence and Innovation: A Comprehensive Leadership Workshop	43	Mauli Soni & Ranbir Singh Sodhi	3	Feb 06-08, 2025	21000
7	CRM in the Age of AI	45	Diya Guha Roy & Ranbir Singh Sodhi	3	Feb 13-15, 2025	21000
8	Sales leadership Excellance in the AI Era	56	Pravat Surya Kar	2	Apr 25-26, 2025	14000
9	Performance Marketing - Measuring Marketing and Sales Performance	60	Anurag Dugar	2	May 01-02,2025	14000
10	Neuromarketing : Tourism and Retail	70	Pravat Surya Kar & Diya Guha Roy	3	Jun 23-25, 2025	21000
OPERATION						
1	Stores and Inventory Management	35	Raj V. Amonkar	3	Jan 08-10, 2025	21000
2	Accelerating Operational Excellence in Pharma Industry	61	Meena Parulekar	3	May 05-07, 2025	21000
STRATEGY						
1	Applying System Thinking and Designing Thinking for Organisational Development and Change Management	12	V. Padmanabhan	2	Sep 26-27, 2024	14000
2	Achieving Strategic Competitiveness in Pharma Industry	15	Sneha Bhat	3	Oct 09-11, 2024	21000
3	Bidding, Procurement and Contracting Perspectives	19	Sebastian Morris	3	Nov 07-09,2024	21000
4	Getting Public Private Partnership Right	27	Sebastian Morris	5	Dec 02-04, 2024	35000
5	Fostering Creativity and Design Thinking; Storytelling for Business and Executive Presence	30	Karman Khanna	3	Dec 12-14, 2025	21000
6	Strategic HR Planning and Talent Management	42	Shelly Pandey	2	Jan 30-31, 2025	14000
7	Spatial and Value Analysis in Real Estate	46	Sebastian Morris	5	Feb 13-15, 2025	35000
8	Psychological Strategies: Navigating Workplace Transactions	59	Aman Bhuwania Anshul Mandliya	2	Apr 28-29, 2025	14000
9	Mastering Negotiation: Strategic Approaches for Success	62	Aman Bhuwania Anshul Mandliya	2	May 12-13, 2025	14000
10	Founders' Equity Bootcamp: Strategies to Avoid Ownership Pitfalls and Drive Growth	67	Aman Bhuwania Anshul Mandliya	2	Jun 09-10, 2027	14000
11	Strategic Corporate Social Responsibility	69	Aanchal Singh & Rohit Prabhudesai	3	Jun 16-18, 2025	21000



About Executive Education at GIM



Established in 1993, the Goa Institute of Management (GIM) is a premier business management school in India, renowned for its systematic and sustained focus on nurturing management expertise across a wide range of organizations, sectors, and industries. This diverse expertise enables GIM to deliver rigorous and high-value training programs that build upon the participants' existing knowledge and experiences.

The institute's faculty, comprising over **80 full-time members**, brings a wealth of experience from teaching, research in functional areas of management and allied disciplines, as well as hands-on managerial roles and board-level positions. GIM's executive education offerings span critical domains shaping businesses and economies today, including public leadership, public policy, healthcare management, banking, Insurance and finance strategies, big data analytics, and governance. The institute takes an innovative approach, seamlessly blending classroom instruction with synchronous online classes, asynchronous video courses, and other modern learning modalities.

Key Offerings

- **Open Management Development Programs (MDPs):** Targeted at honing specific leadership and functional competencies for executives across industries.
- **Customized In-Company Programs (ICPs):** Bespoke solutions crafted to address unique organizational challenges and upskill workforces with an option of flexible mode of delivery.
- **Post-Graduate Certificate/Diploma Programs:** Rigorous long-duration programs equipping professionals with advanced knowledge and skills in specialized domains.
- **Research and Consultancy Services:** Leveraging GIM's expertise to provide data-driven insights and strategic advisory to drive organizational excellence.

With its comprehensive suite of executive education solutions, GIM serves as a single-window resource, empowering organizations and professionals to stay ahead in an ever-changing business landscape. The institute's commitment to excellence, coupled with its industry-relevant curriculum and diverse faculty expertise, positions it as a premier destination for executive education in India.



To promote multi-disciplinary academic as well as practice oriented research, GIM Goa has set up **Five Centres of Excellence (CoEs)**:

- **CENTRE FOR SOCIAL SENSITIVITY AND ACTION (CSSA)**
- **CENTRE FOR EXCELLENCE IN SUSTAINABLE DEVELOPMENT (CESD)**
- **CENTRE OF EXCELLENCE IN RESEARCH (CER)**
- **CENTRE FOR CREATIVITY, INNOVATION, AND DESIGN THINKING (CCIDT)**
- **CENTRE FOR PUBLIC POLICY AND GOVERNANCE (CPPG)**

General Information for MDP at GIM, Goa

Nomination Process:

- Submit completed Nomination Form via email to mdpoffice@gim.ac.in
- Nominations confirmed on first-come, first-served basis upon payment receipt
- GIM reserves the right to refuse nominations

Accommodation Options:

- Residential option available at GIM Campus, Goa
- Accommodation provided from evening before program start until noon of day after program ends
- Charges apply only for program duration

Residential Rates (Additional to Program Fee):

- Single occupancy: Rs. 4000 + GST per day per participant
- Twin sharing: Rs. 2500 + GST per day per participant
- Includes all meals

Payment Details:

- Payable via NEFT/RTGS or website payment gateway
- Bank details provided on Pro-forma Invoice upon receipt of nomination form
- Full payment required before program commencement

Cancellation Policy:

- Notify MDP Office at least one week before program start
- Late cancellations incur 100% program fee charge

Program Cancellation by GIM:

- In case of unforeseen circumstances, GIM may postpone/cancel programs
- Notice will be sent to sponsoring companies/participants 10 days in advance
- GIM not responsible for participant travel cancellation costs

For any further information or clarification, please contact the **MDP Office**.

E-mail: mdpoffice@gim.ac.in | M:- **+91 9834161149 /94311 87 303**
Landline P: **+91-832-2366 936/939/932** | B: **+91-832-2366700** | Fax: **+91-832-2366710**

Goa Institute of Management

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