

2013
Information Brochure



MDI
GURGAON

Management
Development
Institute

MDI at a Glance

First Indian B-School accredited by AMBA



International accreditation by the coveted Association of MBAs (AMBA) London was awarded to three Programmes of MDI: PGPM, NMP and PGPM (Part Time) in 2006. These Programmes were re-accredited in 2011. Three other Programmes: PGP-HRM, PGP-IM and PGP-EM also received accreditation in 2011 establishing international quality standards of the Programmes of the Institute.

Ranked consistently among the top B-Schools of India

In the various B-School surveys, MDI has been ranked consistently amongst Top B-Schools in India.

100% Placements

Despite the economic recession and difficult recruitment season, MDI maintained its tradition of 100% placement this year as well. Prestigious companies from various sectors offered job profiles spanning across various functional areas.



One out of every five PGP students spend at least a term abroad

Well organized exchange programmes ensure that regular PGP students get an opportunity to spend a term abroad. An equal number of international students from as many as 48 B-Schools spend a term in MDI. This makes the experience at MDI truly international.

Continuous Mentoring by Industry Professionals

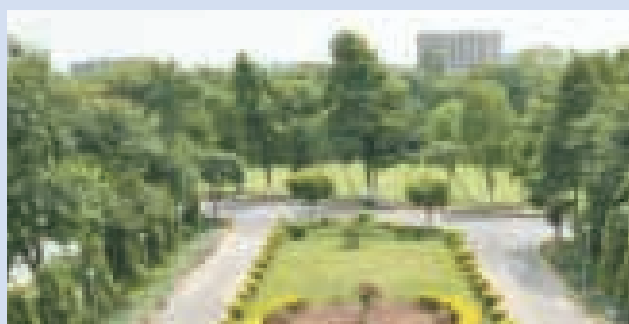
MDI has evolved a mentoring mechanism for its students wherein students have mentors in the industry to guide them draw their career plans.

About 70 nationally and internationally acclaimed full-time faculty

One of the largest communities of full-time faculty brings the right mix of research and industry experience to education and consultancy offered by the Institute. Various industry leaders and practitioners who participate in various roles and capacities further enrich the offerings at MDI.

Largest School for Continuing Education in Management

With more than 74,000 manager beneficiaries, MDI is the largest training institute in the country. MDI takes pride in the growing number of strategic level programmes it conducts. These are uniquely designed to bring a global perspective through international interactions.



40 Acres of Lush Green Campus

MDI is located in a picturesque, serene campus 12 kilometers from the international Airport at Delhi. It provides just the right environment to step away from the mundane world to quietly imbibe, peacefully introspect, and ultimately learn.

Strategically located in the Corporate Hub of India

With Gurgaon emerging as the choice destination of the corporate world, MDI provides the added advantage to its community and the corporate world.

Post Graduate Programme in International Management

In July 2006, MDI in partnership with ESCP-EAP France (now the ESCP-Europe) successfully launched PGP-IM, a truly international programme conducted partly in India and partly in Europe. The programme provides a comprehensive international experience to budding global managers.



Largest International Exchange Programme in India

MDI has partnerships with leading B-Schools across the world. The institute is partnering with only the top 5 business schools of any country with a stipulation that the partnering B-School has an extensive international agenda for its activities.

School of Public Policy and Governance

A unique PG programme in PPM designed to create a think tank for India was launched in September 2006 for the senior Government officials. The programme equips these architects of the country with grounded management concepts and latest strategic tools for policy formulation and implementation.



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Vision

MDI is a school for:

- Thought Leaders and Change Masters
- Academic Excellence and Continuous Innovation

Mission

Our Mission is to create, both at individual and organizational levels, cutting edge management capability through:

- Value-based Education
- Best Global Practices
- Action-centric Research
- Value-adding Consulting

Board of Governors

Chairman

SHRI ATUL KUMAR RAI

Chief Executive Officer & Managing Director,
IFCI Ltd & Chairman, Board of Governors, MDI,
New Delhi

SHRI VENUGOPAL N. DHOOT

Chairman
Videocon Group of Companies
Mumbai

Members

SHRI ALOK KUMAR

Joint Secretary (Training)
Dept. of Personnel & Training, New Delhi

SHRI TRIPURARI SHARAN

Director General
Doordarshan, New Delhi

SHRI S. RAVI

Chartered Accountant, New Delhi

SHRI R.M. MALLA

Chairman and Managing Director
IDBI Bank Ltd., Mumbai

SHRI N. BALASUBRAMANIAN

Former Chairman & Managing Director
Small Industries Development Bank of India, Mumbai

PROF. OMPRAKASH MISHRA

Professor of International Relations
Jadavpur University, Kolkata

SHRI THOMAS MATHEW T.

Managing Director
Life Insurance Corporation of India, Mumbai

SHRI A.C. MAHAJAN

Former CMD, Canara Bank, Mumbai

PROF. SHOBHIT MAHAJAN

Department of Physics
University of Delhi, Delhi

PROF. MUKUL P. GUPTA

Director
Management Development Institute, Gurgaon

SHRI SUJIT K. MANDAL

Whole Time Director
IFCI Ltd. New Delhi

Representative of Regulatory Body

Representative of AICTE



Director's Message



Prof. Mukul P. Gupta
Director, MDI

An educational institution has a profound role to play in the building of a nation, a society and an individual and it is a job of high responsibility when the recipients of that education are slated to perform roles of high responsibility, as in case of a business school like MDI Gurgaon.

MDI is a young business school that has made a positive impact on people, companies and society in a short period of time. The institute enjoys autonomy, both strategic and financial that few peer schools in India can boast of. We place education of people first and that is reflected in our strategy, faculty development, design of programmes and research initiatives. Our programmes are regulation compliant and internationally accredited.

At MDI we recognize that latent talent can be sculpted only by the perfect blend of global business awareness and discovery. In a bid to cultivate international exposure therefore, MDI regularly invites prime faculty from unrivalled and foremost business schools and universities from across the globe. We have constant interactions with various business leaders and global managers from the corporate world as also the academic gurus who often double up as guest faculty. The nurturing environment and competitive spirit make it an 'institute of choice' for renowned faculty. Faculty members engage with senior executives on real business problems thereby contributing to the industry on one hand and enriching the classroom discussion on the other.

48 substantive collaborations with institutions across the world, involving exchange of students and faculty, collaborative programs, exchange of knowledge and co-designing the future of business education, make MDI the most internationalized business school in the country.

With all the basics in place and a leadership position on a national front, we are now gearing up for some signal achievements. As a school we will continue to foster thought leadership and lead change. We will be modifying our activities in ways that foreground the importance of global citizenship and sustainable business models. These will be professed in the education we impart and the activities we undertake. We will further integrate with the globe through enhanced diversity in our programs and encourage networks that foster multilateral exchanges that open vistas for creativity and innovation.

All these are some steps that we are taking towards attaining increased international recognition and credibility, and earning the preference of top global recruiters. We strongly value our partnerships with business, employers and the wider community as we work together to enhance the country's social and economic health.

Mukul P. Gupta

Milestones at MDI

- 1973** MDI set-up – Training, Consulting & Research activities commence.
- 1977** Development Banking Centre (DBC), started first sectoral project funded by Developmental Financial Institutions.
- 1984** DBC project completed.
- 1988** National Management Programme – a full-time, residential programme sponsored by Department of Personnel & Training, Ministry of HRD, GOI launched.
- 1994** Full-time Residential Post-Graduate Programme in Management (PGPM) launched.
- 1996** Training activities move up to include policy level programmes; Advanced Management Programme (AMP) started.
- 1999** Fellow Programme in Management (FPM) launched.
- 1999** Post Graduate Programme in Management (Part-Time) launched.
- 2004** Post-Graduate Programme in HRM (PGP-HR) launched.
- 2004** Executive Fellow Programme in Management (EFPM) launched.
- 2005** Post Graduate Programme in Energy Management established in association with the Ministry of Power and USAID.
- 2005** MoU for School of Public Policy and Governance signed with Ministry of Personnel and Training, GOI.
- 2005** MDI awarded the South Asian Qualification Systems (SAQS) accreditation.
- 2006** AMBA (Association of MBAs) UK accredited MDI's full-time Post Graduate Programmes. MDI became the first and only B-School in India to be internationally accredited.
- 2006** Post Graduate Programme in International Management launched in collaboration with European School of Management (ESCP-Europe), France.
- 2006** Post-Graduate Programme in Public Policy & Management launched.
- 2007** MDI increased intake in Post Graduate Programmes in Management.
- 2010** MoU for School of Public Policy and Governance signed again with Ministry of Personnel and Training, GOI.
- 2010** MDI signs MoU with Aston Business School, Aston University, Birmingham, UK.
- 2010** MDI signs MoU with Schneider Electric India (SEI), Maruti Suzuki India Limited & Indian Oil Corporation Limited for multiple activities.
- 2011** Three of the Programmes of MDI: PGPM, NMP and PGP (Part-Time) re-accredited by AMBA, UK
- 2011** Three other Programmes: PGP-HRM, PGP-IM and PGP-Energy Management also received accreditation by AMBA,UK
- 2011** MDI enters into collaboration with four new Educational Institutions: Smeal College of Business (USA), Louvain School of Management (Belgium), New Castle University (UK), Munich Business School (Germany)
- 2012** MDI signs MoU with Richard Ivey School of Business, Canada



About MDI

MDI is one of the top B-Schools of the country. The institute integrates knowledge, research, industry experience and international exposure to offer comprehensive management programmes. MDI has the distinction of being the first internationally accredited Indian B-School. It was accredited by South Asian Quality Systems (SAQS) in 2005. The long-term Education Programmes are accredited by Association of MBAs (AMBA), U.K.



The PG Programmes in Management offered by MDI are recognized and accredited by the All India Council for Technical Education (AICTE) New Delhi. Its PGPM has been awarded "A" Grade by the 'National Board of Accreditation' of All India Council for Technical Education. Various surveys have consistently ranked MDI amongst the top B-Schools of the country.

The Board Members of MDI include eminent personalities from both industry as well as academia. The board meets every quarter. MDI follows an organizational chart that has four layers. MDI is headed by its Director, followed by 4 Deans – Dean (Graduate Programmes), Dean (Executive Graduate Programmes), Dean (Research), and Dean (Consulting & Executive Development). This is followed by Chairpersons of institutional activities, management areas and academic areas. General administration is headed by the Registrar & Secretary. All academic activities are faculty driven. The faculty decides on the curriculum content, delivery, duration and management of each programme.

Programmes on Offer

Education Programmes

Post Graduate Programmes

- Post Graduate Programme in Management (PGPM)
- Post Graduate Programme in Human Resource Management (PGP-HRM)
- Post Graduate Programme in International Management (PGP-IM)

Executive Post Graduate Programmes

- National Management Programme (NMP)
- Post Graduate Programme in Management (Part-Time)
- Post Graduate Programme in Energy Management (PGP-EM)
- Post Graduate Programme in Public Policy and Management (PGP-PPM)

Doctoral Programmes

- Fellow Programme in Management (FPM)
- Executive Fellow Programme in Management (EFPM)

Education Programmes

Post Graduate Programmes



Prof. Ashok Panjwani
Dean (Graduate Programmes)

The Programmes include Post Graduate Programme in Management (PGPM), Post Graduate Programme in Human Resource Management (PGP-HRM), Post Graduate Programme in International Management (PGP-IM), National Management Programme (NMP), Post Graduate Programme in Energy Management (PGP-EM), Post Graduate Programme in Public Policy & Management (PGP-PPM), Post Graduate Programme in Management (Part-Time) and Doctoral level Fellow Programme in Management (FPM) and Executive Fellow Programme in Management (EFPM).

The PGPM programme was launched at MDI in 1993. The programme is ranked among the very best in the country and is therefore one of the most sought after PGPM programmes in the country. PGP-HRM in association with the National HRD Network was launched in 2004 and the PGP-IM was launched in 2006. The reputation of these programmes has been built over the years by a combination of three important elements; rigorous admission process, academic rigour and excellent placements. The admission process involves two stages. Students are short listed on the basis of CAT score and then selected on the basis of their performance in Group Discussions and Personal Interviews.

Academic rigour is reflected in the programme structure and delivery. The two year programme provides rigorous academic input combined with regular industry interactions. As a result, the final placements of the students have been very encouraging. Placements at MDI are a student driven activity supported by the faculty. 100% placements have been achieved year after year with organizations of very high repute.

Executive Post Graduate Programmes

In 1988, the National Management Programme (NMP) was launched for Senior executives of public sector. The programme now has a mix of professionals from public and private sectors. Later in 1999, the PGPM (Part-Time) was initiated to impart management education to working executives in the National Capital Region (NCR). In 2005, the Programme for Energy Management was started to build capacity in the wake of the Power Sector reforms in the country. In 2008, the coveted School for Public Policy and Governance was set up to impart management education to Class I officers of the Govt. of India. Admission to each of these programmes is based on a specially designed selection process.



Prof. Ashok Kapoor
Dean (Executive Graduate Programmes)

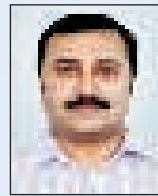
Faculty

Accounting and Finance

The Finance Area is strongly committed to build-up financial expertise and know-how through two-way approach of Industry-Institute Interface and Research Collaborative Forum. One thrust area is to develop strong industry linkages and provide necessary exposure to industry practices and second, to strengthen the research in the area of finance at MDI. The key research areas pursued by the Finance Area are - Stock market efficiency, investment decisions under uncertainty and fuzzy environment, risk modeling, financial economics, behavioral finance, project finance, financial governance and earnings management. The Finance area is devoted to expand the knowledge horizon both at theoretical as well as applied level.



BHUSNURMATH N.R.
Professor
Chairperson (Executive Graduate Placements)
Area Chairperson
M.Sc., MBA (University of Delhi), CAIIB
Areas of Interest: Asset Liability Management, Management of Financial Institutions and Project Finance.



MISHRA Anil
Associate Professor
MBA, Ph.D. (University of Lucknow)
Areas of Interest: Financial Management, Management Accounting, Working Capital Management.



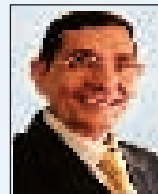
BISWAL Pratap Chandra
Associate Professor
Coordinator (Admissions)
M.A., M.Phil., Ph.D (Univ. of Hyderabad)
Areas of Interest: Derivatives & Risk Management, International Financial Management and Open Economy Macroeconomics.



RAI Shailender Kumar
Assistant Professor
M.Com., Ph.D. (BHU), Post-Doctoral Fellow (School of Public Policy, George Mason University)
Areas of Interest: Corporate Finance, Entrepreneurial Finance and Venture Capital.



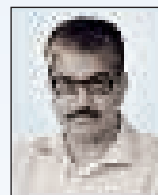
DASH Ashutosh
Assistant Professor
M.Phil, Ph.D. (Utkal University)
Areas of Interest: Financial Accounting, Financial Management, Mergers & Acquisition.



SHARMA Anand Kumar
Professor
M.Com. (Delhi School of Economics), L.L.B.(Delhi), Ph.D (University of Bombay)
Areas of Interest: Managerial Accounting, Public Private Partnership, Infrastructure Finance.



GOEL Sandeep
Assistant Professor
Chairperson (Open Enrolment Programmes)
M.Com. (Finance), Ph.D. (Finance), Ph.D. (Accounting)-FMS, University of Delhi
Areas of Interest: Financial Reporting & Analysis, Corporate Finance, Earnings Management & Corporate Governance.



BAKSHI Sanjay
Visiting Professor
F.C.A., M.Sc. (London School of Economics)
Areas of Interest: Behavioral Finance, Social Psychology, Business Valuation and Merger & Acquisition

Business Communications

MDI is one of the few business schools in India to have a full fledged Area of Business Communications. The faculty brings to the Area a judicious mix of industry and academic experience. The Area adopts a hands-on pedagogy to develop communication skills of managers and students alike and is extensively involved in corporate training. It conducts personalized workshops for several Companies. With globalization and IT revolution in full swing the field of business communications is rapidly evolving. The faculty keeps abreast of the latest developments through industry interactions and research activities. Some of the areas in which the Area faculty is pursuing research projects include leadership communications, crisis communications, impact of new media and Effects of National and Corporate Culture on Organizational Communication.



BAJAJ Gita

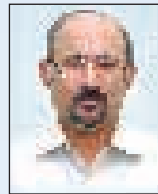
Associate Professor

Chairperson (PGP-IM)

Chairperson (Special Initiatives & International Relations)

BE, Ph.D. (AMU, Aligarh)

Areas of Interest: Oral Communication & Presentation Skills, Business writing, Negotiation Skills, Case Writing, New Media & Crisis Communication



KAPOOR Ashok

Professor

Dean (Executive Graduate Programmes)

BE (Hons.), MMS (BITS, Pilani)

Areas of interest: Corporate Communication, Oral Communication & Presentation Skills, Reputation Management, Social Marketing, Leadership & Mentoring.



JAIN Neera

Associate Professor

Chairperson (Corporate Communication)

Area Chairperson

M.A., M. Phil, Ph.D. (AMU, Aligarh)

Areas of Interest: Presentation Skills, Business Writing, Leadership Communication, Cross Cultural Communication and Gender Studies



SETHI Anjaneer

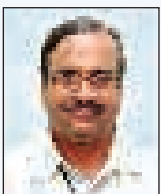
Assistant Professor

M.A., M.Phil, Ph.D. (University of Delhi)

Areas of interest: Management Education, Organizational, Cross Cultural and Computer Mediated Communication, Theoretical & Applied Linguistics.

Economics

Economic theory and practice constitutes the underlying basis of intra and inter disciplinary learning. Such a perspective encourages application of the concepts and theoretical framework at the macro and micro economic activity level. The field of study includes economic policy formulation, implementation and evaluation, sectoral studies, international economics among others. The Economics area is also focusing on the Programme on Energy Management and the Centre for Corporate Governance. One of the Professors from the area heads the Programme on Energy Management at MDI and another heads the Centre for Corporate Governance. In addition to fundamental aspects relating to Economics, the area focuses on research, consultancy and training in the areas of Energy Policy, Telecom Policy, Transportation Policy, Corporate Governance, Sustainable Development & International Capital Flows.



ASHRA Sunil

Associate Professor

Chairperson (PGP-EM)

M.A., M.Phil, Ph.D. (JNU)

Areas of interest: Managerial Economics, Macro-economics, International Economics, Econometrics, Infrastructure, Railways, Poverty and related issues & Agriculture Industry interaction.



ATMANAND

Professor

M.A., M.Phil, Ph.D.

Areas of interest: Managerial Economics, Economic Environment and Policy, Macro-Economic Theory, Financing of Infrastructure Projects, Insurance and Disaster Management, Public Enterprise Management and Privatization, Energy and Environmental Management, Energy Economics, Clean Technology.



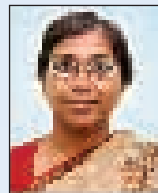
GHOSH Sajal
Assistant Professor
M. Tech, M. Phil, Ph.D. (Jadavpur University)
Areas of interest: Econometrics & time series modeling, Demand forecasting, Energy Economics, Energy Market Reforms, Macroeconomics and Clean Technologies.



RAY Rupamanjari Sinha
Assistant Professor
Area Chairperson
M.A., Ph.D. (Jadavpur University)
Areas of interest: Environmental Economics, EMS and CSR of companies, International Trade and Environment Policy issues, Microeconomics, Macroeconomic issues and policies.



PRASAD Rohit
Associate Professor
M.A., Ph.D. (SUNY Stony Brook)
Areas of interest: Telecom Regulation, ICT for Development, Public Policy.



SIRCAR Subhalakshmi
Assistant Professor
M.Sc. M.Phil, Ph.D. (JNU)
Areas of interest: International Economics & Finance, Macro-economics.

Human Behaviour and Organisational Development

The vision is to build an area known for its seminal contribution in the area of (a) knowledge creation through research; (b) knowledge dissemination through teaching and training and (c) application through consulting. The mission of the area is to groom thought and action leaders capable of looking within, looking around and looking beyond for managing institutions and organizations, with the focus on larger contribution to socio-economic transformation.



AGARWAL Madhushree Nanda
Assistant Professor
B.E., PGDM, Fellow (IIM Calcutta)
Areas of interest: Organizational Planning and Design, Organizational Design and Change, Interpersonal and Inter-cultural Skills.



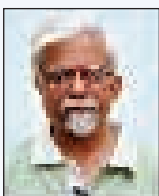
PATHAK Anil Anand
Associate Professor
Chairperson (Student Affairs and Warden – Boys Hostel)
M.A., Ph.D. (Nagpur)
Areas of interest: Careers, Personality, Psychological Testing, Survey Research and BPO.



CHAUHAN Daisy
Associate Professor
Coordinator (Corporate Communication)
M.A., Ph.D. (Panjab University, Chandigarh)
Areas of interest: Stress Management & Work-life Balance, Personality, Emotional Intelligence and Leadership.



RAI Sumita
Associate Professor
M.A., Ph.D. (IIT, Kanpur)
Areas of Interest: Transformational Leadership, Employee Motivation, Social Equity Theory, Team Building and Change Management.



GUPTA R. K.
Professor
Area Chairperson
B.Tech, Fellow (IIMA)
Areas of interest: Organization Design & Change, Cultural & Organization.



SHARMA Radha R.
Professor
Chairperson (Student Counseling)
M.A., Ph.D. (BHU), Advanced MBTI Professional, APTI, CSR Certified.
Areas of interest: Emotional Intelligence mapping and development, Assessment and management of Stress and Executive Burnout, Personality and Potential Testing & Counseling, Culture Building, Management of Change through HR Interventions, Competency Mapping and Transformational Leadership Development.



JAIN Ajay K. (EOL)
Associate Professor
M.A., PGDPM, Ph.D (IIT, Kanpur)
Areas of interest: Organizational Citizenship Behaviour, Self Management, Emotional Intelligence, Social Power and Impression Management.

Human Resource Management

Human Resource Management area at the Institute has been playing a catalytic role in the development of HR profession through networking with academic institutions and the Industry and undertaking Management Development, Research, Consultancy and Management Education activities. The area has a number of books to its credit on Human Resource Management: Perspectives for the New Era, Personnel and Employee Relations, Labour Law and Governance, The Sociology Of Formal Organizations, Social Security, International Encyclopedia of Laws (Kluwer Law International, The Hague); Labour Judiciary, Adjudication and Industrial Justice and Redressal of Labour Grievances, Claims and Disputes. HRM Area faculty has International research papers to its credit in the top ten HR journals of the world, including management cases published by reputed Indian and International Journals. There has been active representation of area members in International and National HRM conferences at USA, Europe, Africa and India. The area has number of visiting Professors to various business schools in Europe & other countries.



BHATNAGAR Jyotsna
Associate Professor
Chairperson (PGP-HRM)
M.A. (Psychology) Ph.D. (IIT, Delhi)
Areas of interest: Innovative HRM, Talent Management & Employee Engagement; High Performance Work Systems; Organizational Learning, Knowledge Management & Strategic HRM.



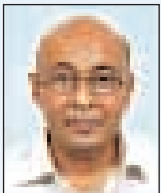
JAIN Janender K.
Associate Professor
M.A., Ph.D.
Areas of interest: Strategy, Grievance Handling, Trade Unions, Motivation, Performance Appraisal, Manpower Planning, Reforms in Electricity Boards, Management Consultancy, Training and Development & Gandhian Philosophy.



BISWAS Soumendu
Assistant Professor
Ph.D. (IIT, Kharagpur)
Areas of interest: Organizational culture, International dimensions of Organizational Behaviour and Multi variate Data Analysis Techniques with specific reference to SEM procedures.



SAINI Debi S.
Professor
Area Chairperson
Editor - MDI Journal
M.Com. LL.M., Ph.D. (Delhi), GPHR (USA)
Areas of interest: Strategic Human Resource Management; New Industrial Relations; Employment Law; Global HRM; and Law, Labour & Society.



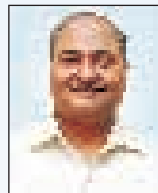
Ghosh Somnath
Professor
Chairperson (FPM/ EFPM)
Ph.D. (JNU)
Areas of interest: Labour-Management Relations, Organization Design & Institutional Development.



Sharma Tanuja
Associate Professor
M.B.A. Ph.D. (FMS, Delhi University)
Areas of Interest: Performance Management System, Compensation Management, HR as service Concept, Societal HR



GUPTA J. L.
Professor
M. Com., M.A. (Psy.) Ph.D (DSE)
Areas of interest: Business Ethics, and Corporate Governance.



SHRIMALI Chandra P.
Professor
M.Com., Ph.D. (Udaipur University)
Areas of interest: Compensation Management and Incentive Systems, Performance Appraisal and Performance Management, Human Resources Planning, Training and Development, Change Management and Management Consulting.



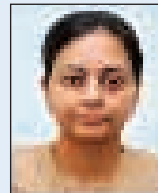
GUPTA Vinod K.
Professor
B.Sc. Engg., M.E., MPMIR, (Punjab University)
Areas of interest: Human Resource Management, Compensation Management, Manpower Planning, Participative Management.

Information Management

Information Management area is broadly concerned with the management and use of information and associated IT in an organizational context. More specifically, the area is concerned with managerial, organizational, behavioral, financial and social implications of the supply and applications of information and IT. The mission of the area is to provide leadership and education in the successful management and use of information and relevant information technology to achieve business excellence. Consequently the focus of the area is on management of information and information systems rather than on information technology.



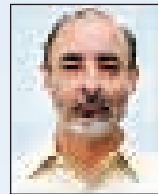
BHARADWAJ Sangeeta Shah
Professor
Chairperson (Admissions)
M.Sc., MMS, M.E., Ph.D. (BITS, Pilani)
Areas of Interest: IT Project Management, Software Project Management, IT and Business Process Outsourcing and Knowledge Management.



KAUSHIK Anjali
Associate Professor
Coordinator (Computer Centre & Website)
BE, MBA, Ph.D. (Delhi University)
Areas of Interest: Enterprise System, IT Strategy, e-Governance and Information Security



GOYAL D.P.
Professor
Chairperson (PGPM)
MBA, Ph.D (Kurukshetra University)
Areas of Interest: Information System, Software Project Management and Knowledge Management.



NATH Dhruva
Professor
Chairperson (Alumni Relations)
Area Chairperson
B.Tech., Ph.D. (IIT Delhi)
Areas of Interest: Strategy & IT, Data Warehousing, CRM and IS Planning.



JAIHWAL Mahadeo P.
Professor
Chairperson (Process Renovation Projects)
M.Sc., Ph.D. (Delhi), Sr. Fulbright Fellow (Carnegie Mellon)
Areas of Interest: Enterprise Systems Capability & Strategy, SaaS, IT Contracts and e-Governance.



SINGH N.P.
Professor
Dean (Research & Accreditations)
M.Sc., M.S., Ph.D.
Areas of Interest: Business of Telecom, Business Intelligence - Data Warehousing, Data Mining and Enterprise Information System.

Marketing

The Marketing Area at MDI is keenly devoted to enhancing knowledge and skills of the marketing professionals by assimilating the latest advancements in the marketing theory with the best practices and tools used by the practitioner. The marketing area faculty is actively involved with carrying out consultancy, research and teaching activities in many thrust areas such as Distribution Channel Management, Customer Relations Management, Brand Management, Sales Management, Cyber Marketing, Consumer Behavior, Marketing Communication, Marketing Research, Marketing of Services, Business Marketing etc. The activities are aimed at helping young professionals and business organizations to deliver a superior customer value.



ARORA Ashok P.
Professor
M.Sc., M.B.A., Fellow (IIMA)
Areas of Interest: Cyber Marketing, Marketing Research, Consumer Behavior, Marketing Strategy and Brand Management.



BHULLAR Neelu S.
Associate Professor
Chairperson (PGPM – Part Time)
M.Sc., MBA, Ph.D. (IIT, Kanpur)
Areas of Interest: Customer Relationship, Marketing for Social Sector and Marketing of Services



CHANDWANI Sanjay
Adjunct Faculty
B.E., PGDRM (IRMA)
Areas of Interest: Consumer Behaviour,
Retailing and CRM.



KAPOOR Avinash
Associate Professor
Coordinator (Consulting)
B.Sc, M.A., MBA, Ph.D. (University of
Rajasthan)
Areas of Interest: Consumer Behaviour,
Brand Management, Marketing Research,
Sales & Distribution Management.



GODINHO Jass Nathaniel
Associate Professor
Chairperson (NMP)
PGDM (IIMA)
Areas of Interest: Strategic Marketing, Sales
and Distribution Management and
International Marketing.



KULSHRESTHA Chinmaya
Assistant Professor
B.A., MBA, Ph.D. (University of Rajasthan)
Areas of Interest: Marketing Management,
Marketing Research, Consumer Behaviour and
Sales Management.



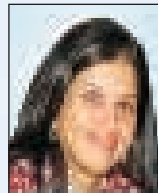
GUPTA Mukul P
Professor
Director, MDI
B.Sc., MBA, Ph.D. (University of Rajasthan)
Areas of Interest: Strategic Marketing,
Consumer Choice Processes, Integrated
Marketing Communications, Distribution
Management and Market Research.



MUKHERJEE Jaydeep
Associate Professor
Area Chairperson
PGDM, Ph.D. (IIT Kharagpur)
Areas of Interest: Marketing of New Products
and New Product Development Process
especially in the emerging market context,
Marketing in Virtual World.



KALIA Vinod
Professor
B.Tech., PGDM (IIMA)
Areas of Interest: Strategic Marketing,
Distribution and Channel Management, Sales
Management, Personal Selling and Industrial
Marketing.



Sharma Kirti
Assistant Professor
B.Sc., MBA, Ph.D. (Kurukshetra University)
Areas of Interest: Marketing Management,
Consumer Behaviour, Marketing Research,
Advertising Management and Marketing of
Services.



KAPIL Kanwal
Associate Professor
Chairperson (Graduate Placements)
MBA, Ph.D. (CCS University, Meerut)
Areas of Interest: Marketing Management,
Brand Management and Consumer Behavior.

Operations Management

The Operations Management area is involved in teaching, training, consultancy and research in areas pertaining to the operations of manufacturing and service organizations. The courses deal with planning, design & control of the related systems that would lead to higher efficiency and productivity. In recent years, the faculty members of this area have published several books and articles in related topics.



AGGARWAL Vijay (EOL)
Professor
B.Tech, MS, Ph.D. (Case Western, USA)
Areas of Interest: Operations Research,
Decision Science and Operations
Management.



CHATTERJEE S.
Professor
Dean (Consulting & Executive Development)
BE, PGDM, Ph.D. (Barkatullah
University, Bhopal)
Areas of Interest: Materials Management,
Operations Research, Quantitative Methods.



GUPTA Narain
Assistant Professor
M.Tech, FPM (IIM Ahmedabad)
Areas of Interest:
Mathematical Optimization, Process Industries Modeling, Supply Chain Management, Decisions Support System



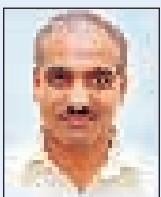
PANJWANI Ashok
Professor
Dean (Graduate Programmes)
B.Tech, Fellow (IIMA)
Areas of Interest: Project Management, Operations Management and Quantitative Modeling for Resource Optimisation.



KUMAR Sanjay
Professor
B.Tech., M.Tech., Ph.D. (IIT Kanpur)
Areas of Interest: Operations Management, Enterprises Resource Planning and Business Process Management.



Saxena N.S.
Adjunct Faculty
B.E., M.Tech, Ph.D (IIT, Kanpur) PGDM
Areas of Interest: Management of Quality, Energy Management, Renewable Resources, Envioement Management & Power Management



METRI Bhimaraya A.
Professor
B.E., M.E, Ph.D. (IIT Bombay)
Areas of Interest: Management of Quality, Supply Chain Management, Project Management and Service Operations.



SRIVASTAVA Manoj
Associate Professor
Area Chairperson
B.E., M.Tech, Ph.D. (BITS, Pilani)
Areas of Interest: Operations Management, Supply Chain Management and System Dynamic Models.



MITRA Joydip
Associate Professor
M.Tech, Ph.D. (Indian Statistical Institute)
Areas of Interest: Statistics for Management, Time Series Analysis & Forecasting and Quantitative Methods in Management.

Public Policy Management

The Public Policy and Governance area is engaged in research, teaching, training and consultancy around issues in sustainable development and natural resource management, inclusive growth, health and social policy, law, corporate governance and Corporate Social Responsibility. It offers a Post-Graduate Diploma in Public Policy and Management to mid-career civil servants. The programme combines courses in the knowledge domains of public policy, governance, development and management. As an extension of the research activities of the members of the area, it also offers a Fellow and Executive Fellow Programme to train academics and researchers in the field.



Bansal C.L.
Professor
M.Com (Panjab University), PH.D, LLB Delhi University, FCS (ICS); Diploma in Administrative Law (Indian Law Institute)
Areas of interest: Business Laws, Corporate Laws, Labor Laws, Public Policy Reputation, IPRS, Corporate Governance



KUMAR Avanish
Associate Professor
Area Chairperson
M.Sc., M.Phil, Ph.D. (University of Delhi)
Areas of interest: Civil Society Organizations, Social & Spatial Inequity, Sustainable Development, Qualitative Methods in Policy Research.



Baxi C.V.
Adjunct Faculty
Areas of Interest: Strategic Management, Corporate Governance, Corporate Social Responsibility & Behaviour Ethics



NARAIN Vishal
Associate Professor
PGDRM, Ph.D. (Wageningen University, the Netherlands)
Areas of interest: Natural Resource Management, Public Policy Processes and Institutions.



TAPASVI S.K.
Associate Professor
Chairperson (PGP-PPM)
M.A., Ph. D. (IIT, Kanpur)
Areas of interest: Sociology and Public Policy, Agriculture Policy, Rural Entrepreneurship, Public Management and Policy Analysis, Organizational Culture and Leadership.

Strategic Management

The Strategic Management Area, concerns itself with achievement of sustainable competitive advantage and covers study of Strategy Formulation, Strategy Implementation (including Mergers and Acquisitions, Strategic Alliances and Joint Ventures, Restructuring etc.), International Business, Microeconomics of Competition, Innovation, Entrepreneurship, etc. The area faculty has published papers in national and international journals.



Dasgupta Meeta
Assistant Professor
B.Com (Hons), PGDM, FPM (MDI)
Areas of Interest: Innovation Management and Strategy, Business Strategy and Competitiveness of Firms.



RAINA S. N.
Associate Professor
Area Chairperson
B.E., PGDM (IIMB)
Areas of interest: Strategic Alliance & Joint Ventures and International Business.



KAPOOR Amit
Associate Professor
PGDM, Ph.D (Panjab University)
Areas of interest: Strategic Analysis, Competitiveness of Firms and Strategy Implementation.



RAMAKRISHNAN K.
Associate Professor
B.E., PGDRM, PhD/Fellow (IIM Calcutta)
Areas of Interest: Retailing, M&As, Rural India, and Outsourcing.



MISHRA Harsh Wardhan
Associate Professor
B.Tech. (IIT, Delhi), Master of Planning (SPA), MBA (IIFT), Ph.D.(Fox School of Business, Temple University, USA)
Areas of interest: Innovation, Knowledge Transfer, Entrepreneurship, Global Strategy and Cross-Cultural Management.



SHARMA Veeresh
Associate Professor
MBA Ph.D. (Faculty of Management Studies, University of Delhi)
Areas of Interest: Environmental Uncertainty, Hypercompetition



PILLANIA Rajesh K.
Associate Professor
MA, MBA, Ph.D. (Punjab University), Visiting Fellow, Harvard (Boston)
Areas of interest: Global strategy and Innovation strategy.



Post Graduate Programmes

Post Graduate Programme in Management (PGPM)



Prof. D.P Goyal
Chairperson (PGPM)

Objectives

MDI's PGPM is designed to nurture students and help them build and enhance their managerial competence. The meticulously structured programme will help students:

- Understand the social, economic, political, technological and ecological environment of modern society and its characteristic values
- Become effective leaders, who can achieve results beyond expectations and transform organizations
- To laterally think, so that they come out with innovative answers, create alternative solutions, and develop entrepreneurial skills
- Imbibe values of integrity, justice and fairness so that they promote and maintain high ethical standards in management
- Develop a global mindset so that as future managers they can meet the challenges from international competition

The Curriculum Design

The PGPM curriculum design and pedagogy emphasize the development of students' skills and abilities to apply management theories and concepts to live problems in

The two year full-time Post Graduate Programme in Management (PGPM), which was launched in 1994, is the flagship programme of MDI. The Programme is designed to develop professional managers to enable them work at responsible position in global environment.

business and industry. Students are expected to achieve high standards of excellence.

The teaching method include – lectures, case studies, seminars, assignments, live projects, group discussions, business games, outbound based experiential learning activities, educational excursion, role plays, simulation exercises, structured and unstructured group work, and field visits. The emphasis is on involving the students in learning, and helping them to relate concepts and theories to business realities. The programme enables students to acquire skills, identify and deal with complex problems in management. Consistent with advances in teaching technology, the programme integrates the use of computers (IT) in the learning processes. The students undertake several field-based projects so that they can get better insights into the workplace reality. The curriculum is revised on an ongoing basis through discussions with practising managers from the industry. This is done to reflect current business needs in the curriculum.

Programme Structure

Core Courses

The PGPM course curriculum is spread across six terms of about three months each. The core courses are covered in four terms, with the bulk of them covered in the first three terms. These core courses enhance the ability to communicate, analyze situations and make decisions using quantitative and qualitative factors, and develop a holistic view of the different functional areas and the business environment. During this period, students take courses in general management and major functional areas, such as finance and accounting,

marketing, operations management, information technology management, organizational behaviour, human resource and strategic management. They are also exposed to the basic disciplines of economics, behavioral sciences, managerial communication, quantitative methods and decision sciences.

Summer Internship

At the end of the first three terms, the students go for an industry internship or summer training with an organization. The internship usually spans over a six to eight week period. This is a compulsory component of the curriculum for the completion of the academic requirements. It is designed to provide exposure to organizational working, to develop an understanding of business realities, and to learn how to apply theory to real life business situations.

Specializations

In the second year, the students take elective/optional courses to specialize in a maximum of two functional areas. These areas are: Finance, Information Management, Marketing, Strategy and Operations Management. To specialize in an area a student must take a minimum of five elective course (15 credits) offered by that Area. All elective packages, however, may not be offered, as this would be determined by the number of students showing interest in specializing in different areas. The Institute may also consider new electives in line with latest developments and availability of expertise to offer the same. Details about the electives are made available to students when they join MDI.

Student Exchange Programme

The student exchange programme promotes a greater understanding of the multiple perspectives on managerial

issues and challenges that are international in nature and enhance the competencies of students so that they are better able to live and work in an increasingly interdependent world. These programmes thus provide a unique opportunity to the students to enrich their international academic experience and widen their career horizons.

MDI has student exchange arrangements with Universities and Business Schools across the world. Students with an academic and/or professional interest in North America, Europe, Asia, South Africa, New Zealand and Australia and want to understand the global context of business can apply for these programmes. Students can apply to institutes with which MDI has student exchange tie-up. Depending upon the nature of the tie-up, a student can spend from a term to one year in the foreign institute in lieu of his/her study term(s) at MDI. There are agreements with ESCP - Europe, EDHEC Business School, IAE Aix-en-Provence France and HHL Leipzig Graduate School of Management, Leipzig Germany for dual degree programme. (For detailed information see International Relations section). Details for selection and opportunities are available to students when they join MDI. Selection of students for exchange programmes is made by MDI.

Evaluation

The evaluation system for the PGPM has been designed to achieve the following:

- Evaluate the progress of learning of each student
- Prescribe and promote certain acceptable and uniform standards of comprehension.
- Encourage healthy and constructive competition among the students.



MDI follows a system of continuous evaluation. Throughout the term, students are tested on their ability to understand concepts, learn techniques and apply them to problems in the real world. At each stage of the course, the students would be in a position to assess their performance and take measures to make improvements. In each course, a student is thus awarded a letter grade only. The weighted average of all courses taken by a student in the programme gives the Cumulative Grade Point Average (CGPA).

MDI Scholarships

- There are five merit scholarships of Rs.10, 000/- each given to the top five students, at the end of the second year.
- Students can apply for the O.P. Jindal Scholarship.

International Scholarships

The following international scholarships are available to MDI students going abroad on an exchange to partner Universities/ Business Schools:

- France: Eiffel Scholarships are available for students going for dual degree programme.
- Germany: DAAD Scholarship.

Other Universities/Business Schools

In addition to above Scholarships, students from time to time get scholarships/funding support from Copenhagen Business School, Denmark, European Business School, Oestrich-Winkel, and Bergische Universitat Wuppertal, Wuppertal, Germany.

MDI also has an arrangement with the following Universities/Business Schools for providing Free Accommodation on reciprocal basis (each out-going student pays the rent for the in-coming student):

- Warsaw School of Economics, Poland
- University of Tampere, Finland
- Lahore University of Management Sciences, Pakistan

Recognition

On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Management, PGDM, which has the approval of the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree of an Indian University.

International Accreditation

MDI is the first Indian Business School and second in Asia to be accredited by an International Institution 'Association of MBAs' (AMBA), UK. MDI has also been granted the South Asian Quality Assurance System (SAQS) accreditation.

Course Curriculum

First Year 2013-2014

Term-I (July - September)

- Human Behaviour in Organizations
- Legal Aspects of Business
- Management Accounting-I
- Marketing Planning
- Microeconomics
- Managerial Communications-I
- Statistics for Management

Term-II (October - December)

- Economic Environment & Policy-I
- Human Resource Management
- Management Accounting-II
- Management Science Models
- Marketing Practices and Implementation
- Operations Management
- Managerial Communications-II

Term-III (January - March)

- Business Ethics
- Corporate Social Responsibility
- Corporate Finance
- Management Information Systems
- Organizational Design and Change
- Research Methods in Business
- Strategic Management-I

Summer Internship (April - June)

Second Year (2014-15)

Term-IV (July - September)

Core

- Strategic Management-II

Electives (4 - 6)

Term-V (October - December)

Electives (5 - 6)

Term-IV (January - March)

Electives (5 - 6)

List of Electives

Business Communication

- Corporate Communication and Media Management
- Effective Communication through Theatre Techniques

Finance

- Analytical Methods and its Applications in Finance
- Financial Markets
- Financial Risk Management
- Investment Management
- Strategic Cost Management
- Financial Services
- Advanced Financial Statement Analysis
- Behavioural Finance and Business Valuation -1
- International Corporate Finance
- Financial Shenanigans & Governance
- Entrepreneurial Finance
- Corporate Restructuring and Business Valuation
- Management of Banking and Financial Institutions
- Behavioural Finance and Business Valuation - 2
- Project Appraisal and Structured Finance
- Taxation for Business Planning
- Treasury and Assets Liabilities Management

Strategic Management

- International Business Environment
- Strategic Alliances & Joint Ventures
- Microeconomics of Competition
- Classic & Contemporary Literature in Business
- Entrepreneurship
- Mergers and Acquisitions
- Innovation Strategy

Marketing

- Brand Management
- Consumer Behaviour
- Product Management
- Sales & Distribution Management
- Business Marketing
- Customer Relationship Management
- Issues in Rural Marketing
- Marketing of Consumer Financial Products
- Marketing of Services
- Advertising Management
- International Marketing
- Marketing for Virtual World
- Retailing and Franchising

Economics

- Application of Game Theory to Business
- Environmental Management and Green Accounting
- Financing and Managing Infrastructure Development
- Demand Forecasting
- Industrial Economics
- International Macroeconomics and Forex Management
- Modeling and Forecasting of Energy & Financial Markets

Information Management

- Business of Telecommunications
- Business Process Management
- Business Intelligence
- Enterprise Systems
- Information Security Management
- IT Business Development
- Strategic Management of IT

Organizational Behaviour

- Leadership and Emotional Intelligence
- Leading Change through Emotional Intelligence
- Self Development and Interpersonal Relations
- Influencing and Negotiation Skills

Operations Management

- Project Management
- Service Operations Management
- Supply Chain Management
- Advanced Operations Management
- Operations Strategy
- Management of Quality
- Systems Approach to Materials Management
- Managing Critical Business Process
- Time Series Analysis & Forecasting

The above list of electives is tentative and not binding on the institute. Actual offerings will depend on the size of the group which shows interest in a course/package. The Institute also considers new electives in line with recent developments and availability of expertise to offer the same.

Post Graduate Programme in Human Resource Management (PGP-HRM)



Prof. Jyotsna Bhatnagar
Chairperson (PGP-HRM)

Fierce competition and the need for continuous change have created a critical role for HR professionals in business organizations. MDI in collaboration with National HRD Network offers PGP-HRM, a unique programme to develop HR professionals with well-rounded business perspective.

Objectives

PGP-HRM attempts to groom holistic business managers with:

- Capability to manage uncertainty & complexity
- Sensitivity to people, potential and their needs : Local and Global
- Capability to create innovation in people practices
- Capability to manage diversity in thought and action
- Capability to network among peers and industry thought leaders
- Global mindset with flexibility and resilience

The PGP-HRM programme is designed and reviewed by faculty members and National HRD Network professionals, and continuously draws on the contemporary business needs, and ensures a rich academia – industry blend.

Programme Structure

The programme is spread over six terms, each of three months. The first four terms are devoted to core courses encompassing various managerial functions, essential for HR managers to develop into future business partners. The balance terms focus on inputs in HR and OB with a mix of core courses and electives. Students have the advantage of interacting with distinguished industry mentors (attached with corporate role models from the industry, drawn from National

HRD Network) who along with internal faculty mentors facilitate their leadership, change management and networking competencies.

Pedagogy

Pedagogy is 'learning centric' and not 'teaching centric'. It is interactive and participative involving fieldwork, case studies, business games, role-plays, simulation exercises, group discussions, experiential exercises, film reviews, application of concepts and structured and unstructured group work and hands-on projects with the industry. Eminent Business and HR professionals, consultants interact with the students besides the faculty from eminent International business schools.

Evaluation

The evaluation system in the PGP-HRM has been designed to foster healthy competition among the students. Students are tested on their ability to understand concepts, acquire techniques and skills and apply them to challenges in an organization. Close to 20 percent of the course is taught by industry practitioners. The evaluation is done by the faculty on a continuous basis. In each course students are awarded a letter grade. The weighted average for all the courses taken by a student in the entire programme would constitute his/her Cumulative Grade Point Average (CGPA).

Recognition

On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Human Resource Management, which has the approval of the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree of an Indian University.

Course Curriculum

First Year (2013-14)

Term I (July - September)

- HR Systems and Processes
- Human Behaviour at Work
- Managerial Communication-I
- Management Accounting-I
- Managerial Economics
- Marketing Planning
- Statistics for Management

Term II (October - December)

- Economic Environment and Policy
- Employee Relations
- Human Resource Planning, Selection and Interviewing
- Employment Law - I
- Corporate Finance
- Managerial Communication-II
- Performance Management

TERM III (January - March)

- Strategic Management I
- Compensation
- Strategic HRM
- Organizational Planning and Design
- Learning and Development
- Human Resource Information Systems
- Research Methods

Summer Internship (April - June)

Term 1V (July - September)

- Journey to Self (Reflection and Lab)
- Social Conscientization and CSR
- Management Accounting II
- Operations Management
- Strategic Challenges for Marketing Professionals
- Strategic Management II
- Management Control Systems

Term V (October - December)

5 Electives

Term VI (January - March)

1. Employment Law II- (Core Course)
2. Business Ethics and Corporate Governance- (Core Course)

Electives - 2



List of Electives

- Management of Creativity and Innovation in Organizations
- Talent Management and Competency Framework
- Negotiation Skills
- Diversity and Inclusion
- Leadership and Managerial Effectiveness
- Mergers and Acquisitions
- Organizational Transformation
- Psychometric Testing and Measurement
- Management of Discipline and Grievance
- Corporate Law
- Industrial Relations in Emerging Context
- Collective Bargaining
- Business Analytics
- Team Building for High Performance
- Managing Organization & Managing Performance
- International HRM
- Coaching, Counseling & Mentoring
- Employer Branding
- Managing across Cultures
- Entrepreneurship & HR



Post Graduate Programme in International Management (PGP-IM)



Prof. Gita Bajaj
Chairperson (PGP-IM)

The emerging business scenario makes global and inter cultural working an imminent reality. The PGP-IM programme prepares managers and future leaders with a global mindset - managers who can appreciate global economic, political, legal and cultural realities, build networks across geographies, and live and work across cultures.

In 2006, MDI Gurgaon launched a unique, first of its kind programme in India - the Post Graduate Programme in International Management (PGP-IM). This was one of the efforts made by MDI to develop managers with appropriate mindset and ability to work in global markets. The programme was launched in collaboration with European School of Management (ESCP- Europe) ranked 2nd in Europe by Financial Times. The unique dual degree programme is delivered partly in India (MDI) and partly in Europe (ESCP- Europe campuses). The first phase of the programme is delivered on MDI Campus, at Gurgaon. The second phase of the programme is delivered in Europe at the Paris, Berlin, Madrid & Torino campuses (English Track).

In Europe, students not only get classroom learning opportunity, they also get an opportunity to work there or in India on a paid internship basis. In addition, there is scope to get placement offers in Europe. Living and working in Europe enables students to understand and appreciate other cultures, hone their skills to work across cultures and develop global mindsets.

Recognition

- PGP-IM that culminates into award of Post Graduate Diploma in International Management has the approval of the All India Council for Technical Education (AICTE) Government of India.
- PGP-IM has been accredited by AMBA (Association of MBAs) UK.

About ESCP Europe – Partner School for PGP-IM.

Established in 1819, ESCP-Europe is the world's oldest business school and has educated generations of leaders and forefront thinkers. With its five urban campuses in Paris, London, Berlin, Madrid, and Torino, ESCP-Europe has a true European identity which enables the provision of a unique style of business education and a global perspective on management issues.

Triple-crown accredited (EQUIS, AMBA, AACSB), ESCP Europe welcomes 4,000 students and 5,000 executives from 90 different nations every year, offering them a wide range of general management and specialized programmes. The School's alumni network counts 40,000 members in 150 countries and from 200 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP-Europe to provide unique career opportunities on an international scale.

Through a combination of innovative pedagogy, cross-campus programmes with integrated curricula, and a research-active faculty, ESCP-Europe is an essential contributor to the development of a European, cross-national management culture. The aspiration of ESCP-Europe is the credo of Europe: to remain faithful to its humanistic values while at the same time anticipating the new ways of the world.

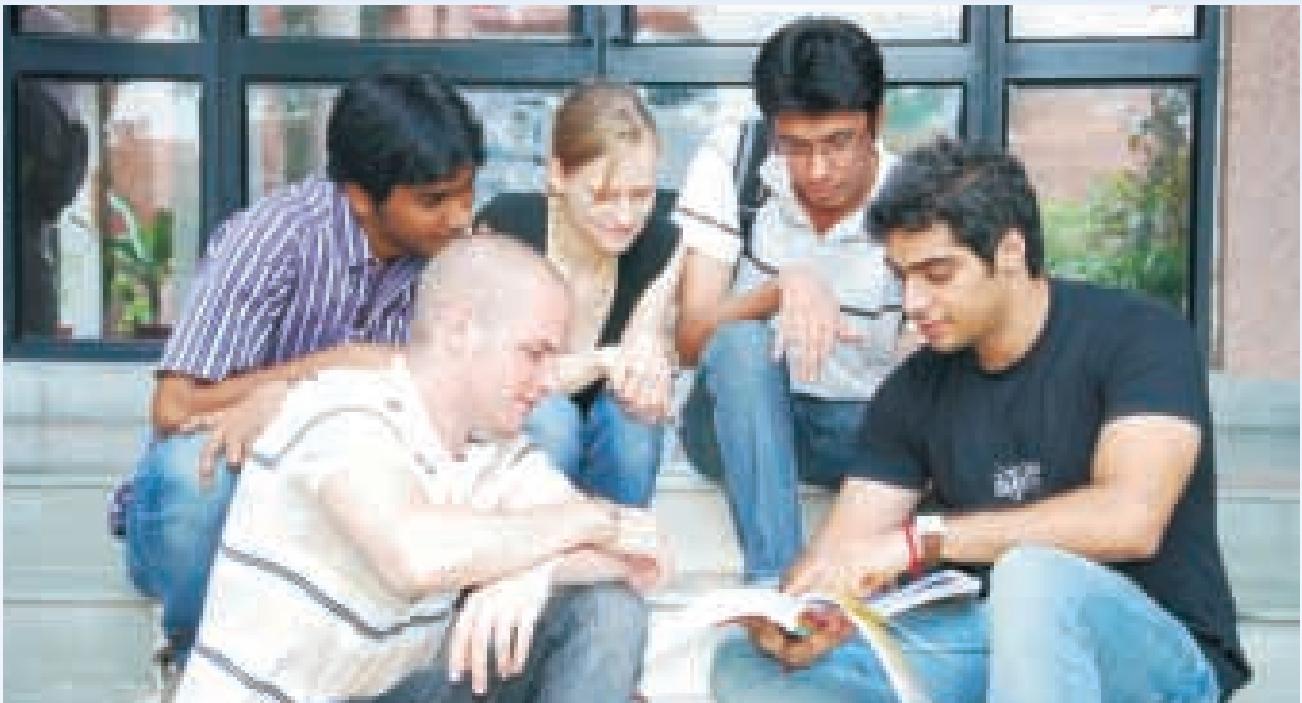
Five Campuses in Europe

There really is something for everyone; be it exploring the historical sites of the Bastille, Buckingham Palace, the Plaza Mayor or the Brandenburg Gate, or discovering the endless shows, theatres, operas, festivals and impressive markets. Each city is the political, cultural, economic or financial capital of their native country. However, each campus offers its own unique characteristics, which enables Masters in European Business (MEB) applicants to suit their individual preferences.

PARIS: The Paris campus is conveniently located in the centre of the city. It is the largest of the five campuses and hosts the greatest number of faculty and students. The school's outstanding reputation and close relationships with leading international companies maximize internship and career prospects for students. With extensive campus facilities and over 50 active students clubs and associations, a strong sense of school spirit and community prevails.

MADRID: Located in a residential suburb, the Madrid campus is an ideal place for students to focus their energy on the demands of the MEB programme. The surrounding gardens and parks set the scene for the hard work and personal reflection necessary during the development of managerial competencies. The close personal attention of the staff in Madrid provides an open and friendly environment for the best results in the programme.

TORINO: The Torino campus is located in Torino in a beautiful building with modern facilities. Torino is one of the main business centers of the Italian economy as well as a masterpiece of architecture and one of the favourite student cities in Italy. The Torino campus has strong relationships with a number of Italian and International companies, which contribute to its governance.



BERLIN: The ESCP- Europe Berlin campus is located near one of the historical centre-pieces of Berlin. The Charlottenburg Castle, which is located in baroque gardens overlooks the school's beautiful late 19th Century building. Throughout the year there are events and conferences on the latest business issues. The Berlin campus is a "staatlich anerkannte wissenschaftliche hochschule" with a degree-awarding charter.

LONDON: The London campus is situated in Hampstead, in the Borough of Camden, and offers students state-of-the-art facilities in a traditional Victorian building dating back to the late 19th century. The bright city lights and the business community are only a tube ride away, whilst the fashionable area of Hampstead offers a broad cultural experience away from the hustle and bustle of inner city life.

Programme Objective

The key objective of the programme is to groom global leaders with:

- Competencies to work across cultures
- Ability to work in unfamiliar markets
- Strong general management orientation
- Adequate grounding in various management functions

Pedagogy

Several pedagogical tools such as case studies, simulations, lectures, discussions and role plays are employed for classroom teaching. Direct exposure to workplace realities is provided through consultancy assignments and internships in the corporate sector. An integrated batch of ESCP- Europe students and MDI students attend the entire programme. Close interactions of this kind develop understanding, appreciation and tolerance of differences across cultures and the skills to work globally.

Programme Structure

The PGP-IM programme is spread over two years. The first semester comprising four terms is delivered at MDI campus. The focus during the first semester is to provide basic inputs in qualitative and quantitative domains and develop analytical and communication skills. Semester two of four months duration is held at ESCP -Europe Campus on one of the allocated locations - Paris, Madrid, Berlin & Torino. In the

Second Semester, the focus shifts to giving an International Management perspective to the students. The Third & Fourth Semesters are dedicated to providing in-company exposure in a global context. Semester three constitutes 3 to 6 months of internship in Europe / India while the focus during Semester four is towards finalization and submission of dissertation work.

Programme Structure

First Year 2013-14

Semester 1 (Term- 0) (For MDI Students only)

- Business Society and Government
- Ethics & Corporate Governance
- French / German /Spanish / Italian Language
- Introduction to Management
- Business Communication

Semester 1 (Term- I)

- Statistics for Management
- Organisational Planning and Design
- Financial Accounting
- French / German / Spanish / Italian Language
- IT for Managers
- India Immersion
(For European Students)
- OB & Intercultural Management
- Fundamentals in Mathematics (Pre-MT)
(For European Students)



- Marketing Planning
- Hindi Language (For European Students)

Semester 1 (Term-II)

- Consultancy Project
- Decision Science
- Managerial Economics in a Global Context
- Legal Aspects of Business.
- French / German / Spanish / Italian Language
- Fundamentals of Finance
- Marketing Management
- Operations Management

Semester 1 (Term III)

- Introduction to Indian Business
- Consultancy Project-I
- Business Strategy
- Economic Issues and Policies in International Business
- French / German / Spanish / Italian Language
- Brand Management
- Global Supply Chain Management

Semester 2 (ESCP-Europe)

- Buying Behaviour & New Product Development
- Consultancy Project 2
- European Business Law & Environment
- Financial Strategy
- Human Resource Management
- International Management
- Management Accounting

- Management Information Systems
- Research Methods
- Finance or Marketing Elective

Semester- 3 Company Internship: Minimum 3 months

Semester- 4 Dissertation

Award of Diploma / Degree

On successful completion of the programme requirements, a student is awarded a Post-Graduate Diploma in Management, PGDM (IM) and a Master in European Business (MEB) from ESCP-Europe. Students going to ESCP-Europe Berlin campus will have an option to get an additional M.Sc degree from ESCP-Europe. Students going to ESCP-Europe Paris campus will also have an option to get a certification of "Grade de Master" from French Ministry of Education.

Note: - MDI reserves the right to make any changes in the design of the programme.

- 1) Students do not have to pay any tuition fee at ESCP-Europe location. However students have to bear visa fee, visa assistance fee, social security, travel cost, lodging & boarding at ESCP-Europe.
- 2) ESCP-Europe will assist students by providing information about accommodation availability. However, students will have to make final arrangements on their own. Cost of stay in Europe is approximately 600-800 euro per month.
- 3) Students are advised to possess a current valid passport (valid for atleast one year) at the time of joining the institute.



Admission Process



Prof. Sangeeta S Bharadwaj
Chairperson (Admissions)

PGPM/PGP-HRM/PGP-IM

Important Dates for Admission to the PGPM/PGP-HRM/PGP-IM Programme

MDI Information Brochure along with Application form available from	:	05 September 2012 to 10 October, 2012
Last Date of submission of Application Form at MDI	:	10 October 2012
CAT Test Window	:	11 October 2012 to 6 November 2012

More information at www.mdi.ac.in

Eligibility

The candidate must have minimum 3 year's Bachelor's Degree, with at least 50% marks or equivalent CGPA in any discipline from any University incorporated by an Act of the Central or State legislature in India or other educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India. The Bachelor's Degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The basis for computing the percentage obtained by the candidate in the bachelor's degree would be based on the practice followed by the university/ institution from where the candidate has obtained the degree. In case of the candidates being awarded grades/CGPA instead of marks, the equivalence would be based on the equivalence certified by the university/ institution from where they have obtained bachelor's degree. In case the university/ institution does not have any scheme for converting CGPA into equivalent marks, the equivalence would be established by MDI by dividing obtained CGPA with the maximum possible CGPA and multiplying fraction so obtained by 100. Candidates appearing for the final examination for the Bachelor's degree (or equivalent examination) and completing all

requirements for obtaining the Bachelor's degree by 30th June, 2013 can also apply, subject to furnishing evidence to that effect latest by 1st October, 2013; otherwise they may be asked to withdraw from the programme.

MDI Application Form

MDI application form along with Information Brochure will be available for sale from 05 September 2012 till 10 October 2012 on payment of Rs.1800/- in cash at MDI and other designated counters.

Last Date for Submission of Form

Application Forms complete in all respects should reach MDI on or before October 10, 2012 at the address given below:

The Chairperson (Admissions)
Admissions Office
Management Development Institute
Mehrauli Road, Sukhrali
Gurgaon-122007 INDIA

Online Application

Applicants can register themselves online by visiting MDI website <http://www.mdi.ac.in>. They can click on the programme they wish to apply for and follow the instructions given on the site. Online registration will be Open till October 10, 2012. Candidates must send Online Application Receipt & a demand draft (DD) for Rs.1800/- in favour of "Management Development Institute", payable at New Delhi. Demand Draft should be dated 10 October 2012 or earlier, barring which their online registration will stand cancelled. Alternatively payment can be made online using credit/debit card. The candidate should write clearly the details of the name, programme applied for, his/her phone number & address, his/her CAT Registration number on the reverse side of the Demand Draft. Documents of Online Applicants should reach MDI Campus on or before October 10, 2012 at MDI, Campus at the address given above.

NOTE: Applicants who wish to apply in more than one programme (PGPM/PGP-HRM/PGP-IM), can do so by filling a single application form. However, applicants must unambiguously mark their preferences for the programmes in their filled in application form, as the preferences will not be changed at any stage later.

Selection Process

Candidates who have appeared for the CAT (2012) would be short listed on the basis of the details in the application form and the CAT scores. Only the short listed candidates will then be called for Group Discussion followed by Personal Interviews during February to April 2013 (tentatively) at one of the centers, viz. Bangalore, Gurgaon, Kolkata, and Mumbai (centers other than Gurgaon being tentative).

Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (taken not later than October 31, 2012). The MDI application form can be purchased by furnishing a demand draft for US \$100 or Rs. 5,500/- in cash from MDI. Alternatively, Foreign/NRI/PIO applicants can apply online and send a demand draft of US \$100 or demand draft of Rs. 5,500/- or make the same payment directly online. The filled in application form along with valid GMAT score card (attested copy) should reach MDI on or before December 31, 2012, at the address

mentioned above. Candidates have to register for MDI Programme at the time of taking GMAT Examination in order to be applicable in determining the NRI status of applicants.

Applicants short listed on the basis of their GMAT score will be interviewed by MDI. NRI Applicants who are residing in India during the period of admission process i.e. July-December, 2012 will have to appear for the CAT and will not be considered for admission on the basis of their valid GMAT scores. GOI Rules will be followed related to admission of these categories of candidates. GOI guidelines will be applicable in determining the NRI status of applicants.

Admission Offer

Successful candidates will be intimated of their final selection in April 2013. The selected candidates must pay the first installment of fees by 1st week of May 2013 (tentatively), failing which the seat would be offered to the next candidate on the waiting list, without any further intimation.



Prof. P. C. Biswal
Coordinator (Admissions)

Fee and other Expenses for PGPM/PGP-HRM/PGP-IM				
S.No.	Nomenclature of Fees	PGPM/PGP-HRM		PGP-IM
		1st Year	2nd Year	1st & 2nd Year (Combined)
1.	Tuition Fees	Rs 5,10,000	Rs 5,50,000	Rs15,50,000
2.	Boarding Charges	Rs 45,000	Rs 45,000	Rs 45,000
		Rs 90,000*	Rs 90,000*	Rs 90,000*
3.	Lodging Charges	Rs 50,000	Rs 50,000	Rs 50,000
4.	Reading Material Fees	RS 26,000	RS 26,000	RS 32,000
5.	Students Welfare Activities	Rs 15,000	Rs 15,000	Rs 15,000
6.	Library Fee	RS 20,000	RS 20,000	Rs 20,000
7.	Alumni Fee	Rs 8,000	–	Rs 8,000
8.	Security Deposit	Rs 20,000	–	Rs 20,000
	Total	Rs 6,94,000	RS 7,06,000	Rs 17,40,000
		RS 7,39,000*	Rs 7,51,000*	Rs 17,85,000*
	Tuition and other charges for NRI/Foreign students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table)	US \$ 27,500	US \$ 28,000	US \$ 75,000

*Optional boarding charges for dining in higher category i.e. executive/MDP hostel subject to feasibility

PGP-IM Students do not have to pay any tuition fees at ESCP-Europe location. However Students have to bear visa fees, visa assistance fees, social security, travel cost, lodging & boarding at Europe. ESCP-Europe will assist students by providing information about accommodation availability. However, students will have to make final arrangements on their own. At present approximate cost of stay in Europe is 600-800 Euros per month.

Note: MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.

Some important dates regarding CAT bulletins & CAT are given below:

Starting Date for Sale of CAT Vouchers 30 July, 2012
Closing date for Sale of CAT Vouchers 17 September, 2012

Closing date for CAT-2011 registration 19 September, 2012
Common Admission Test Window 11 October to 6 November, 2012

Applicants are required to appear for the COMMON ADMISSION TEST (CAT) conducted by the IIMs. Applicants must refer to the CAT advertisement.

- Applicants must purchase the CAT Vouchers.
- Send the filled-in CAT Application Form to the concerned IIM on or before the date mentioned in the CAT Vouchers.
- The concerned IIM will send you the Test Admit Card mentioning your CAT Test Registration Number.
- MDI uses CAT for short listing the candidates for its programmes. IIMs have no role either in the selection process or in conducting the programme.

Executive Post Graduate Programmes

National Management Programme (NMP)



Prof. J.N. Godinho
Chairperson (NMP)

Management (NMP) and is accredited by AMBA, the Association of MBAs (UK). It focuses on developing leaders who will excel in the rapidly changing business environment, become agents of change and be charged with a customer centric orientation.

Objectives

The key objectives of the programme are to develop:

- a recognition of current business realities
- a holistic business perspective
- an ability to recognize and seize opportunities in a competitive environment
- global sensitivity and mindset
- skills of communication, leadership and teamwork
- commitment towards the betterment of society.

Pedagogy

The pedagogy employed in the programme demands substantial participation as it is highly interactive. Teaching is based on recent research studies and experience gathered from around the world. Teaching methods include lectures, case studies, seminars, group discussions, business games, role plays, simulations, exercises, structured and unstructured group work and field visits. The emphasis is on motivating the

The National Management Programme (NMP) is a 15 month post graduate programme that was launched in 1987 as a ground breaking endeavor to enable practicing managers to acquire skills from a wide range of traditionally segregated domains. Over time, the programme has evolved into the Consortium Executive Programme (Consortium Executive MBA) in partnership with ESCP-Europe. The programme is recognized by AICTE as a Post Graduate Programme in





participants to integrate the concepts, learned across the core curriculum and apply them to their own work experience and contemporary business situations.

Group Activities

Group activities provide excellent opportunities to examine a business problem collectively and to learn from the varied cross functional experiences of the participants. The group learning activities can be broadly classified as group assignment/ submissions of case analysis and presentations and group tasks in learning by doing.

International Component

After completion of 12 months of the course at the MDI campus, the participants are given an international exposure for a period of 5 weeks in European Business Schools.

Evaluation

Participants are evaluated on a continuous basis. There is a final examination at the end of each term. Course evaluation is in terms of letter grades. Participants are required to achieve a minimum cumulative grade point average in each term, as well as a minimum letter grade in each course. The overall performance in the programme would also include the evaluation of the dissertation/Project work. The dissertation/project report is required to be submitted within 3 months of completion of the course, else the candidate shall stand debarred from the programme.

All components of the NMP are to be completed within a period of maximum two years from the date of start of the batch programme.

Diploma

Participants who successfully complete the Programme are awarded the Post-Graduate Diploma in Management (National Management Programme) recognized by AICTE.

Awards

- Prime Minister's Medal - awarded for the best overall performance in the programme
- Finance Minister's Medal - awarded for the best performance in the Finance elective courses
- The Department of Personnel, Government of India Medal - awarded for the best performance in the Human Resource Management elective courses
- ITC Medal - awarded for the best performance in the Marketing elective courses

Term Schedule

First term	April - June, 2013
Second term	July - September, 2013
Third term	October - December, 2013
Fourth term	January - March, 2014
Foreign Module	April - May, 2014
Dissertation/Project Work	June – August, 2014
Dissertation Presentation	September - October, 2014

Course Curriculum

2013-14

Term 1

- Organizational Behavior
- Organizational Design and Change
- Micro Economics
- Accounting for Business Decision Making
- Quantitative Techniques in Management
- Strategy Formulation and Implementation
- Legal Aspects of Business

Term 2

- Macro Economics
- Marketing Management
- Management Accounting
- Corporate Finance for Enhancing Value
- Research Methods
- Decision Sciences

Term 3

- Operations Management
- Human Resource Management
- Electives (five to six)

Term 4

- Electives (five to six)

List of Electives

Business Communication

- Managing Image and Corporate Reputation
- Negotiation Skills
- Effective Communication through Theatre Techniques

Finance

- Financial Risk Management
- Investment Management
- Managing Public Private Partnerships
- Security Analysis and Business Valuation
- Corporate Restructuring and Business Valuation
- International Corporate Finance
- Project Appraisal and Structured Finance
- Taxation for Business Planning

Strategic Management

- Mergers and Acquisition
- Strategic Alliances and Joint Ventures
- Innovation
- Entrepreneurship
- Microeconomics of Competition
- International Business
- Corporate Governance

Marketing

- Business to Business Marketing
- Marketing of Services
- Rural Marketing
- Strategic Marketing Management
- Advertising Management
- Consumer Behaviour
- International Marketing Management
- Marketing Insights
- Sales & Distribution Management
- Strategic Brand Management
- Customer Relationship Management (with IT Area)

Economics

- Energy Markets
- Modeling and Forecasting of Energy and Financial Markets

Information Management

- Business of Telecom
- Business Process Management
- Enterprise Systems
- Business Intelligence
- Information Security Management
- Management of IT Projects
- Customer Relationship Management

Organizational Behaviour

- Organizational Transformation
- Negotiation Skills
- Leadership and Emotional Intelligence

Human Resource Management

- Performance Management
- Compensation Management
- Strategic HRM
- Talent Management

Operations Management

- Management of Quality
- Project Management
- Operations Strategy
- Service Operations Management
- Supply Chain Management

Public Policy & Management

- Corporate Social Responsibility
- Corporate Governance

The list of electives is tentative and not binding on the institute. Actual offerings will depend on the size of the group which shows interest in a course. The institute also considers new electives in line with recent developments and availability of expertise to offer the same.

Post Graduate Programme in Energy Management (PGP-EM)



Prof. Sunil Ashra
Chairperson (PGP-Energy Management)

Objectives of the Programme

To cope with the new realities and changing contour of the Energy/Power & allied Sector in India, MDI's Energy Management Programme focuses on developing future leaders who:

- Believe in leading change rather than managing change
- Integrate thoughts with action
- Create an impact and seek to make a difference wherever they go
- Are trained and developed as the best talent to meet the challenge of developing and managing Energy/Power & allied sector in India
- Would be well-equipped with the salient features of functional areas of management
- Would share experiences on national and international best practices and innovations in community-based participative model
- Would be facilitators for awareness, understanding and implementation of enactments relating to energy/power.

Thus, the mission of the programme at MDI is to prepare global leaders who create, manage and effectively lead change in the energy/power & allied sector. These leaders are expected to create winning institutions in the emerging corporate Olympiad. The programme also sensitizes them on ethical issues.

Pedgogy

Teaching is based on recent research material and experience gathered from around the world. The pedagogy is highly

The Post Graduate Programme in Management (PGP-EM) is uniquely designed for young managers of the Energy/Power & allied sectors. Exciting 12 months stay at MDI campus, exposure to international practices in energy/power and allied sector management and three months in-company dissertation to integrate thought and practice is what a formal PGP-EM at MDI offers to high potential Energy/Power and Allied sector executives.

interactive. It envisages substantial participation and action learning. Teaching methods include lectures, cases, seminars, group discussions, business games, role plays, simulations, exercises, structured and unstructured group work and field visits. The emphasis is on involving each participant to make learning participant-centric and help them relate the concepts, ideas, and theories to their own experiences. Consistent with recent advances in training technology, the programme integrates the use of latest IT and computing technologies with learning in different functional areas.

Group Activities

Substantial work is assigned to the participants in small groups. This provides an opportunity to examine a problem collectively and to learn from each other's experiences. The group learning activities can be broadly classified into two:

- Group assignments with presentations, and case analysis
- Group tasks-assignments that involve learning by doing.

Industry Visits

In order to have the first hand experience of the best practices in Energy/Power & allied sector in India, MDI organizes industry visits for the benefit of the participants.

Evaluation

The first four terms are residential on Campus and the fifth term is devoted exclusively to the dissertation work. The tentative term dates are as follows:

Term Schedule

First Term	April-June, 2013
Second Term	July-September, 2013
Third Term	October-December, 2013
Fourth Term	January-March, 2014
Fifth Term	April-June, 2014 (Dissertation)



Recognition

On successful completion of the Programme requirements, participants are awarded a Post Graduate Diploma in Management (Energy Management) which has the approval of the All India Council of Technical Education, Government of India. The Programme is also accredited by AMBA.

Course Curriculum

2013-14

Term 1

- Organizational Behavior
- Organizational Design and Change
- Micro Economics
- Accounting for Business Decision Making
- Quantitative Techniques in Management
- Strategy Formulation and Implementation
- Legal Aspects of Business

Term 2

- Macro Economics
- Marketing Management
- Management Accounting
- Corporate Finance for Enhancing Value
- Research Methods
- Decision Sciences

Term 3

- Operations Management
- Human Resource Management
- Electives (five to six)

Term 4

- Electives* (five to six)

*(Electives under review)



Admission Process

National Management Programme and Post Graduate Programme in Energy Management

Important Dates for Admissions to the NMP and PGP-EM Programmes

MDI Information Brochure along with Application

Form available from: 05 September,2012 till 10 October,2012

Last Date of submission of Application

Form at MDI 10 October,2012

CAT Test Window 11 October to 6 November,2012

Date of Personal Interview (outside Gurgaon Center) January 6, 2013

Date of Personal Interview (Gurgaon Center) January 12, 2013

More information at: www.mdi.ac.in

Eligibility

An applicant should have:

- A minimum of a 3-year Bachelor's degree or equivalent in any discipline recognized by the Association of Indian Universities/AICTE as eligible for Post-Graduate Studies in Management.
- A minimum of 5 years of post qualification executive work experience Further, an applicant should be either:
- A Class I officer belonging to any Central or State Services, or
- A Class I officer in a public sector undertaking, including banks and financial institutions, or
- An officer in a private sector corporation shouldering adequate management responsibilities

Sponsored Candidates

- Sponsored candidates have to forward their applications through their respective organizations.
- All sponsored candidates are required to take the MDI Admission Test to be held in December 2012 at various examination centres. The tests will be followed by personal interviews.

The list of selected candidates for the offer of admission will be sent to the respective sponsors in the last week of January, 2013.

Self Sponsored Candidates

- Applicants are required to appear for the Common Admission Test (CAT-2012) conducted by the IIMs in test window of 11 October to 6 November 2012. Accordingly, the applicants must purchase the CAT voucher as per the information given in the CAT announcement/advertisement and send the duly filled in CAT Application Form to the concerned IIM on or before the date mentioned in the bulletin. The concerned IIM will send you the Test Admit Card mentioning your CAT Registration Number. It is important that all applicants read and follow the instructions given in the CAT voucher.
- All applicants are also required to submit the MDI Application Form duly filled in.

MDI Application form

MDI application forms along with Information Brochure will be available for sale from 05 September,2012 till 10 October, 2012 on payment of Rs.1800/- in cash at MDI and other designated counters.

Last Date for Submission of form: Application Forms completed in all respects should reach MDI Campus on or before 10th October,2012 at the following address:
The Chairperson (Admissions)
Management Development Institute
Mehrauli Road, Sukhrali
Gurgaon-122007. INDIA

Online Application

Applicants can register themselves online by visiting MDI website <http://www.mdi.ac.in>. They can click on the programme they wish to apply for and follow the instructions given on the site. Online registration will be open till 10th October 2012. Candidates must send Online Application Receipt & a demand draft (DD) for Rs.1800/- in favour of "Management Development Institute", payable at New Delhi. The Demand Draft should be dated 10th October 2012 or earlier, barring which their online registration will stand cancelled. The candidate should write clearly his/her name, programme applied for, Mobile (or Landline) number, address and his/her CAT Registration Number on the reverse side of the Demand Draft. Alternatively payment can be made online using credit/debit card. Documents of Online Applicants should reach MDI Campus at the address given above on or before 10th October 2012.

NOTE: Applicants who wish to apply in more than one programme NMP and PGP-EM, can do so by filling a single application form. However, applicants must unambiguously mark their preferences for the programmes in their filled in

application form, as the preferences will not be changed at any stage later.

Selection Process

Applicants would be short listed on the basis of their CAT scores. The candidates will be interviewed on Jan 6, 2013 at one of the centres, viz., Bengaluru, Kolkata and Mumbai (centres other than Gurgaon are tentative) and on Jan 12, 2013 in Gurgaon.

Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (taken not later than October 31 2012). The MDI application form can be purchased by furnishing a demand draft for US \$100 or Rs. 5,500/- in cash from MDI. Alternatively, Foreign/NRI/PIO applicants can apply online and send a demand draft of US \$100 or demand draft of Rs.

5,500/- or make the same payment directly online. The filled in application form along with valid GMAT score card (attested copy) should reach MDI on or before December 31, 2012 at the address given above. Applicants short listed on the basis of their GMAT score will be interviewed by MDI. Candidates have to register for MDI Programme at the time of taking GMAT examination.

Admission Offer

Successful candidates will be intimated of their final selection in last week January 2013. The selected candidates must pay the first installment of fees by 2nd week of February 2013, failing which the offer for admission will be considered withdrawn without any further intimation and an offer will be made to the next candidate on the waiting list.

Fee and other Expenses for NMP and PGP-EM 2013 - 14

Part A – Domestic Component

S.No.	Nomenclature of Fees	NMP	PGP-EM
1	Tuition Fees	Rs 7,50,000	Rs 7,50,000
2	Boarding Charges	Rs 60,000 Rs 1,25,000*	Rs 60,000 Rs1,25,000*
3.	Lodging Charges	Rs 1,80,000#	Rs1,80,000#
4.	Reading Material Fees	RS 32,000	RS 32,000
5.	Students Welfare Activities	Rs 15,000	Rs 15,000
6.	Library Fee	Rs 20,000	RS 20,000
7.	Alumni Fee	Rs 8,000	Rs 8,000
8.	Security Deposit	Rs 20,000	Rs 20,000
	Total	Rs 10,85,000	Rs 10,85,000
		Rs 11,50,000*	Rs 11,50,000*
	Tuition and other charges for NRI/Foreign students (excluding boarding and lodging expenses which are payable in INR and mentioned in the above table)	US \$ 38,500	US \$ 38,500

Option would be available to NMP/PGP-EM on double occupancy subject to availability where the lodging charges may be reduced to Rs 1 lakh per student

* Optional Boarding charges for dining in higher category i.e., executive MDP mess.

Note: MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.

Part B – International Component 2013 - 14

Particulars

Boarding, Lodging and incidental expenses for

5/6 weeks and Overseas Tuition Fees for courses

to be paid in January, 2013

On Actual Basis

Airfare, Visa & Insurance

On Actual Basis

Post Graduate Programme in Public Policy and Management (PGP-PPM)



Prof. S.K. Tapasvi
Chairperson (PGP-PPM)

PGP-PPM is an initiative to create a global programme of excellence for teaching, research, training and consulting in the field of public policy, public management, and governance. The prospective participants are civil servants and public officials from central and state governments, managers with work experience at the executive level in public and private organizations. All the participants in the programme are key stakeholders in our mission to develop a professional programme which meets the learning and capacity building needs of professionals working in the public affairs and public service domain not only in India but also in the whole of South Asia.

PGP-PPM offers a unique integration of management concepts, tools and techniques with stress on public policy formulation, analysis and implementation, including the design and execution of delivery systems. It is a fifteen month programme sponsored by Department of Personnel and Training, Government of India (DoPT-GOI). Several Cadre Controlling Authorities (CCAs) of the Government of India belonging to different All India and Central Services regularly sponsor their service officers for this programme. The purpose is to enhance the sensibility and capability of the participants to better manage the public programmes and systems as well as to make them understand the global trends and practices in these areas to allow exploration of innovative options and choices.

The first year of the programme is full-time residential and includes a six-week term in an international school with an

At a time when the forces of technology and globalization are pushing societies to redefine their paradigms in all areas of critical concern, the field of public policy and governance gains utmost importance as it continues to have the potential of making or breaking the destiny of nations and citizens. Recognizing the strategic significance of this field, MDI has established this Programme for Public Policy and Management (PGP-PPM).

objective to expose the participants to global governance perspectives and challenges. During the second year, the participants would return to their respective work locations but would continue to work on a dissertation on a relevant topic of their interest having significance for public policy discourse. The Post Graduate Programme in Public Policy and Management will be granted only when the dissertation is approved by the thesis evaluation committee.

In the past, the participants of the programme have been sponsored by Department of Personnel and Training, Department of Atomic Energy, Department of Telecom, Railways and several other cadre controlling authorities (CAS) in the Government of India as well as many State Governments.

The Programme has three-fold objectives:

- To create a think-tank for India wherein people from different disciplines, experiences and professions can collectively generate innovative ideas for both policy formulation and policy implementation;
- To harvest the rich and diverse experiences and innovations in area of public policy available within the country for dissemination and replication across South Asia and other parts of the world;
- To partner with the Government of India and the State governments to enhance the capacity involved in setting the policy framework and its implementation.

Programme Design

PGP-PPM is designed to emphasize self-learning and collective deliberation. Some of the key features of this Programme are:

- Thrust on strategic thinking, global mind-set, sensitivity and innovation;
- Experiential learning through outdoor activities;

- Interdisciplinary approach and learning;
- Leveraging of personal and collective experience through reflection and dialogue;
- Integration of global trends with local realities;
- First hand experience of a global way of working through the foreign-study component;
- Opportunity to gain specialization through optional tracks;
- In depth understanding and testing of ideas through an application oriented dissertation;
- Collaborative working through tapping the large intellectual pool and network of MDI; and
- Interactive modes of class-room learning focusing on both theory and its application.

The Academic Schedule

- The PGP-PPM curriculum comprises of three components: the Course Work, an International Module and a Dissertation. In the Course Work, the participants will be expected to take a set of core and elective courses, which will be supplemented by Guest Lectures. On successful completion of the courses, the participants will be exposed to an International Module and then they will work on a dissertation during the last three months of the fifteen months period.
- The participants would be required to compulsorily stay on MDI campus during the course work. They would continue to work on their dissertation after reporting to their respective Departments.
- The courses will provide a wide range of theoretical as

well as application-based inputs on various aspects of managing public policy and public-systems including leadership and advocacy.

Courses Themes*

*Under re-design and will be indicated before the admission starts for April 2013 Batch.

Recognition

On successful completion of the programme requirements, a participant is awarded a Post-Graduate Diploma (PGP-PPM), which has the approval of the All India Council for Technical Education, Government of India.

Admission Process

Important Dates: (for 8th Batch)

To be announced after consultation with DoPT, Government of India.

Eligibility Criteria

- All India Services and Class I Service officers from Central and State Governments, sponsored by DoPT, Govt. of India.
- Mid-career professionals from PSUs dealing in Public Policy and Management.

For DoPT Sponsored candidates: The programme is open to officers of All India Services, Central Services (organised, non-organised, technical and non-technical), faculty members of State ATIs and State Civil Service Officers subject to the following eligibility conditions:



Age: The officer should not be more than 50 years of age on the date of commencement of the programme (53 years in case of officers belonging to SC and ST).

Length of Service: Officers of All India Services, Central Services should have put in at least seven years of Group "A" service. The State Civil Service Officers should have put in at least nine years of Group "A" service.

Earlier Training: The officer should not have undergone a training programme of 12 weeks or more duration in India during a period of five years preceding the date of commencement of the programme. The officer should not have undergone a programme of training abroad of more than two weeks in preceding two years, more than one month in preceding three years or more than six months in the preceding five years.

Venue: Management Development Institute, Gurgaon,

How to apply: After announcement of 8th PGP-PPM by DoPT the application forms can be downloaded from MDI website www.mdi.ac.in or the DoPT website and completed applications must be sent to:

Joint Secretary (Training)
Department of Personnel & Training
Government of India
Old JNU Campus
New Delhi 110067

with a copy to:

The Chairperson (Admissions)
Management Development Institute
Mehrauli Road, Sukhrali
Gurgaon 122007 INDIA

Fee and other Expenses for Public Policy and Management ***

S. No.	Nomenclature of Fees	PGP-PPM
1	Tuition Fees	Rs 7,50,000
2	Boarding Charges	Rs 60,000
		Rs 1,25,000*
3.	Lodging Charges	Rs 1,80,000**
4.	Reading Material Fees	Rs 32,000
5.	Students Welfare Activities	Rs 15,000
6.	Library Fee	Rs 20,000
7.	Alumni Fee	Rs 8,000
8.	Security Deposit	Rs 20,000
	Total	Rs 10,85,000
		Rs 11,50,000*

* Optional boarding charges for dining in higher category, i.e., Executive/MDP Hostel subject to feasibility.

** Option would be available to for lodging on double occupancy subject to availability where the lodging charges may be reduced to Rs. 1.00 lakh per student per year. Limited family accommodation may become available @Rs.3.60 lakh per annum.

*** Wherever MoUs are signed between MDI & sponsoring organizations, MoU fees shall be applicable.

Note:

- i) The above fee does not include International Immersion fee/charges/fares that would be sanctioned by DoPT (Training) for candidates sponsored by them.
- ii) In case of officers working on deputation basis in a PSU/ or mid career professionals from PSUs the entire cost (domestic as well as international component)

Note: MDI reserves the right to increase the fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes. Few Studios are also available for which Lodging Charges will be extra Rs. 6,000 p.m



Post Graduate Programme in Management (Part-Time)



Prof. Neelu Bhullar
Chairperson (PGPM-Part Time)

The Programme is targeted at working executives and entrepreneurs who have not had an opportunity to get exposed to the latest managerial tools and techniques through formal in-class interaction. Apart from filling this gap, it also equips managers for assuming higher responsibilities and enables them to perform more efficiently and effectively in the context of the changed domestic and international business environment.

Objectives

- To develop conceptual knowledge of the subject and behavioral skills of managers.
- To develop general management competencies and decision making abilities of managers.
- To create awareness about the global perspective of various managerial issues.
- To enhance entrepreneurial capabilities and business leadership competency.
- To promote continuous professional and personal self-development.
- To develop collaborative attitudes and sensitivity to group learning and problem solving skills.

Programme Structure

Duration

Three-year (spread over nine terms) Post Graduate Programme in Management (Part Time) is at par with the regular PGPM programme in its coverage and rigour. Each year is split into

MDI's Post Graduate Programme in Management (Part Time) is a rigorous, demanding and relevant programme for the working executives who have no prior exposure to formal management education. It attracts some of the best talent from the corporate world in the National Capital Region. It is approved by AICTE and a Post Graduate Diploma in Management (Part-Time) is awarded on successful completion of the Programme. It is also accredited by Association of MBAs (AMBA), UK.

four terms (of 3-months each). Each term is of 12-weeks duration which includes two weeks for examinations (mid-term & end-term). In order to provide flexibility to the students, they are permitted to drop a term(s) in between, but they would be required to complete all the remaining courses/dissertation work within a maximum time limit of five years from the date of joining (subject to their having paid all the fee installments as applicable). In such cases, the fee payable subsequent to their re-joining/joining back will be that applicable to the batch with which they are joining the term. Re-registration fee will also be levied in such cases.

Pedagogy

The pedagogy is a balanced mix of lectures, group discussion, presentations, case analyses, simulation exercises, business games, field visits and project work. The primary emphasis would be on interactive and participative methods of learning. In line with the recent advances in training methodology, the programme also integrates the use of technology with the learning of basic principles in different functional areas of management. The participants get the opportunity of interacting with eminent academics, policy makers and industry leaders who delve into the current business and policy issues.

Course Work

The programme comprises of 36 courses of thirty hours contact each, of which eighteen are core courses and eighteen are elective courses. The core courses are compulsory for all students. Students are required to complete 18 elective courses out of a larger list. The students are free to choose elective courses of their choice. The elective courses are offered in the following functional areas: Finance, Operations Management, Marketing, Information Management, HRM/OB and Strategy.



The scheme of course work is as follows: in the first year (initial four terms) 16 core courses will be offered, comprising of four core courses in each term, in the second year (fifth term only), there will be two core courses and two electives. Electives will start from fifth term onwards. From the second term of the second year (sixth term onwards) only elective courses are offered. During the eighth term of course work one can start working on the compulsory dissertation / project to be undertaken by all students.

Specialization

In order to do specialization in a functional area, a minimum of five electives must be taken from that area. Dual specialization is also permitted; in which case additional minimum five electives must be chosen in the second area of specialization. Thus out of 18 elective courses 10 must be from the two areas in which students wish to specialize. Remaining elective courses can be taken from any functional area or from the pool of stand-alone electives which may or may not have inter-linkages with other courses. If a student has not taken 5 or more elective courses in any functional area, he will not be considered as having specialized in any functional area and will be given a General Management specialization. The elective courses offered in a term shall be announced towards the end of the previous term to enable pre registration for courses as also to decide which electives will be offered and which shall not be offered on account of insufficient number of students wanting to enroll/opt for the same.

Dissertation / Project Work

In addition to core and elective courses, each student will be required to complete dissertation / project work, equivalent to two credit loads. In this dissertation he/she will address a clearly defined live problem of an organization/business. Normally this dissertation/project work requires one-term equivalent effort and can be started earliest in the eighth term. A faculty member from MDI will have to be chosen to provide guidance for the project work. Students have to choose one guide from the industry also for their project work. The students will submit copies of their typed dissertation report and will defend their work before a panel of examiners. The dissertation work is evaluated and the grade obtained is counted for the final CGPA.

Course Curriculum

Term – I

- Business Communication
- Management Accounting- I
- Managerial Economics
- Quantitative Methods in Management- I

Term-II

- Management Accounting- II
- Marketing Management
- Organization Behavior- I
- Quantitative Methods in Management- II

Term-III

- Financial Management
- Human Resource Management
- Management Information Systems
- Production & Operations Management

Term-IV

- Macro Economics
- Organization Behavior- II
- Research Methodology
- Strategic Management

Term-V

- International Business
- Legal Aspects of Business
- Electives (min 1 : max 3)

Term-VI

Electives (Minimum 3 : Maximum 5)

Term-VII

Electives (min 3 : max 5)

Term-VIII

Electives (min 3 : max 5)

Term-IX

Electives (min 3 : max 5)

Dissertation

Electives (Tentative)

(At least five electives need to be taken from a specialization stream to qualify for that specialization)

Business Communication

- Corporate Communications and Media Management
- Cross-Cultural Communication
- Effective Communications through Theatre Techniques
- Integrated Marketing Communication
- Managing Image and Corporate Reputation
- Organizational Communication
- Negotiation Skills

Marketing

- Advertising & Marketing Communications
- Consumer & Buyer Behavior
- Customer Relationship Management
- International Marketing
- Issues in Rural Marketing
- Marketing of Services
- Sales & Distribution Management
- Social Marketing
- Strategic Brand Management
- Strategic Marketing Management

Strategic Management

- Corporate Governance
- Corporate Social Responsibility
- Corporate Sustainability Management
- Entrepreneurship & New Venture Creation
- Innovation Strategy



- Management of Intellectual Property Rights
- Mergers & Acquisitions
- Microeconomics of Competitiveness
- Strategic Alliances and Joint Ventures

Operations Management

- Management of Quality
- Operations Strategy
- Project Management
- Service Operations Management
- Supply Chain Management
- New Product Development

Finance

- Financial Risk Management
- International Corporate Finance
- Investment Management
- Project Appraisal and Structured Finance
- Security Analysis and Business Valuation
- Strategic Cost Management
- Taxation for Business Planning
- Modelling and Forecasting of Energy and Financial Markets

HRM/Organizational Behavior

- Compensation Management
- Global Human Resource Management
- Leadership & Emotional Intelligence
- Performance Management
- Self Development and Interpersonal Relations
- Strategic Human Resource Management
- Talent Management
- Team Building : Issues and Challenges
- Training & Development

Information Management

- Business Analysis
- Business Intelligence: Data Warehousing & Data Mining
- Business of Telecommunication
- Business Process Re-engineering
- Customer Relationship Management
- Enterprise Systems
- Information Systems Analysis & Design
- IS Consulting & Business Development
- Knowledge Management
- Management of IT Projects
- Strategic Management of IT

Economics

- Financing and Managing Infrastructure Development
- International Economics
- Modelling and Forecasting of Energy and Financial Markets

Note: - The above list is only tentative and not binding on the Institute. Actual offerings will depend on the number of students showing interest in a Course/Area. The Institute may also consider new electives according to latest development and availability of faculty to offer the same.

Class Schedule

In the first year (initial four terms) classes are held on three days every week. These three days are Tuesdays, Thursdays and Sundays for session starting in April and Wednesdays, Fridays and Sundays for session starting in October. Second year (fifth term onwards) classes are held throughout the week and for an individual the class schedule will depend on the electives taken by him/her. Classes are held in the evenings



from 6:30 PM to 9:45 PM on weekdays, consisting of two sessions of 90 minutes each and from 10:00 AM to 8:45 PM on Sundays, six sessions of 90 minutes duration, with a lunch break from 1:15-2:00 p.m.

Diploma

The Institute awards the Post-Graduate Diploma in Management (Part Time) to all successful candidates. The Diploma is recognized and accredited by the All India Council of Technical Education (AICTE), Government of India. It is also accredited by Association of MBAs (AMBA), UK.

Placement

MDI does not provide any placement services to the participants of PGPM (Part Time). Candidates will desist from asking for this at any time.

Admission Process

Eligibility

Managers/Executives of Private, Public and Government Undertakings and State and Central Government Departments posted in and around National Capital Region are the potential candidates. Entrepreneurs from family business (es) are also eligible. The applicant should be a graduate (and not holding a Diploma) of a programme having a minimum 3-year duration, from a recognized university or an equivalent institution recognized by AIU. Single-sitting graduation is not accepted. Candidates with professional qualifications e.g. Engineers, CA, CS, Cost Accountants, Architects, Doctors, etc. would have an added advantage for admission. The participant should have at least three years of executive/managerial work experience after completion of graduation excluding training (stipendiary) period.

An applicant should have:

- A minimum of 3-year Bachelor's Degree or equivalent in any discipline recognized by the Association of Indian Universities/AICTE, as eligible for post-graduate studies in management;
- and
- A minimum of 3 years of post qualification executive work experience (excluding stipendiary training period) as on 31st March 2013 for April 2013 Batch and 30th September, 2013 for October Batch.

Selection Process

The selection would be based on a written test conducted on MDI Campus, Gurgaon. Successful candidates will be called for Interview to MDI Campus, Gurgaon. The Post Graduate Programme in Management (Part-time) is currently offered twice a year (viz. April and October).

Sponsorship

The programme would admit both organization-sponsored as well as self-sponsored candidates. A sponsorship letter from the organization would be required in the case of organization-sponsored candidates. A no objection letter from the organization will be required from self-sponsored candidates.

Physical Application Form:

The Post Graduate Programme in Management (Part-Time) Information Brochure and Application Form would be available for sale on payment of Rs.1800/- in cash. The forms will be available from January 18, 2013 to February 18, 2013 for April 2013 batch and July 19, 2013 to August 19, 2013 for October 2013 batch (During office hours: 1000 -1700) from Room No.4 Gurukula Building on MDI Campus and MDI Registered Office, 15th Floor, IFCI Tower, 61, Nehru Place, New Delhi -110019.

Online Application Submission:

Post Graduate Programme in Management (Part Time) application form can also be filled online from MDI website - <http://www.mdi.ac.in>. An applicant is required to fill required details Online and print a hard copy of the MDI Application Receipt generated online. A recent passport size photograph is to be affixed on the application receipt. The online Application Receipt then has to be sent to MDI, Gurgaon by Courier, along with a crossed demand draft of Rs.1800/- favouring Management Development Institute, payable at New Delhi. Write your application number, name and contact numbers on reverse of demand draft. You are also required to send two self-addressed adhesive labels along with above documents. (Or alternately payment can be made Online using credit card/debit card/internet banking).

Last Date for Submission of Physical & Online Application Forms:

Candidates sending filled-in application forms by Courier must do so sufficient time in advance, so as to ensure that their filled in application forms are received within the deadline the Programme as per the Table given below.

Entrance Test

The candidates will have to appear for a written test to be conducted by MDI on MDI Campus in Gurgaon. This test is on similar lines/of the same pattern as the Common Admission Test (CAT). The tentative dates for the Entrance (written) Examination are 3 March, 2013 for April 2013 Batch and 1 September, 2013 for the October 2013 Batch.

Interview

Shortlisted candidates will be called for a Personal Interview tentatively one week after the Written Examination, to MDI Campus, Gurgaon. The Interview will be on Sunday, March 11, 2013 for April 2013 Batch and on Sunday, September 8, 2013 for October 2013 Batch.

Admission Offer

Successful candidates will be intimated of their final selection individually and through our website. The selected candidates will have to pay the first installment of fee by the given deadline, failing which their offer of admission would be forfeited, without any further intimation.

Session Commencement Date

The classes will start from Tuesday 2nd April, 2013, for April Batch and Friday, 4th October, 2013 for the October Batch. The classes will start from 6.30PM to 9.45PM.

An Induction Programme will be held on Sunday, 31st March, 2013 at MDI Campus for the April Batch and on Sunday, 29th September, 2013 for the October Batch for the whole day from 9.30 am.

Important Dates for Admissions to the PGPM (Part- Time) Programme

	For April 2013 Admission	For October 2013 Admission
MDI Information Brochure along with Application Form available from	January 18, 2013 to February 18, 2013	July 19, 2013 to August 19, 2013
Last Date of submission of Application Form at MDI	February 18, 2013	August 19, 2013
MDI Entrance Test	Sunday, March 3, 2013	Sunday, September 1, 2013
Personal Interview	Sunday, March 10, 2013	Sunday, September 8, 2013
Induction Programme	Sunday, March 31, 2013	Sunday, September 29, 2013
Class Commencement	Tuesday, April 2, 2013	Friday, October 4, 2013
Weekly Class days during First Year	Tuesday Thursday Sunday	Wednesday Friday Sunday

For further information, contact: Chairperson PGPM (Part-Time) or log on to MDI website www.mdi.ac.in

FOREIGN/NRI/PIO APPLICANTS

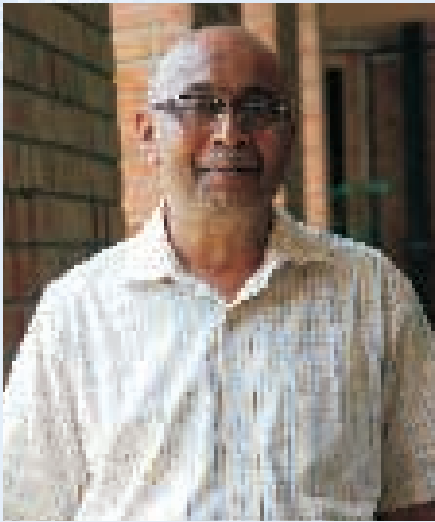
Foreign/NRI/PIO applicants can be considered for admission. The MDI application form can be purchased by furnishing a demand draft for US \$100 or Rs. 5,500/- in cash from MDI. Alternatively, Foreign/NRI/PIO applicants can apply online and send a demand draft of US \$100 or demand draft of Rs. 5,500/- or make the same payment directly online.

Fee and other Expenses for PGPM (Part-Time)

S.No.	Nomenclature of Fees	PGPM (Part-Time)		
		First Year	Second Year	Third Year
1	Tuition Fees	Rs 2,20,000	Rs 2,50,000	Rs 2,80,000
2	Boarding Charges	-	-	-
3	Lodging Charges	-	-	-
4	Reading Material Fee	Rs 20,000	Rs 20,000	Rs 20,000
5	Students Welfare Activities	Rs 7,500	Rs 7,500	Rs 7,500
6	Library Fee	Rs 20,000	Rs 22,000	Rs 24,200
7	Alumni Fee	Rs 8,000	-	-
8	Security Deposit	Rs 20,000	-	-
	Total	Rs 2,95,500	Rs 2,99,500	Rs 3,31,700
	Tuition and other charges for NRI/Foreign students (excluding boarding and lodging expenses which are payable in INR and mentioned in the above table)	US \$ 13,500	US \$ 13,500	US \$ 15,500

Note: MDI reserves the right to enhance fee and other charges at any point of time during the Academic Year. Due notice would be given, while making such changes.

Doctoral Programmes



Prof. Somnath Ghosh
Chairperson (FPM/EFPM)

MDI lays great emphasis on its doctoral programmes, namely the Fellow Programme in Management (FPM) and the Executive Fellow Programme in Management (EFPM), both of which encourage interdisciplinary research in contemporary areas of management

Research Culture And Environment

MDI has a vibrant research environment and its doctoral programmes are at the core of this research. Since its inception in 1999, MDI's doctoral programmes have been growing steadily, both in numbers, as well as in their contribution to knowledge. Seminars, presentations, discussion forums and informal knowledge-sharing sessions

throughout the year keep MDI's research scholars intellectually stimulated and engaged with peers and faculty at all times. Scholars have access to an excellent library, which has a diverse range of books and journals. In addition, MDI subscribes to most prominent online journal databases such as EBSCO, Proquest, JSTOR, Emerald, Elsevier, INFORMS, Psych Article, Psych Net, Blackwell HSS etc. The library is Wi-Fi enabled, with exclusive working space for doctoral students.

MDI's doctoral programmes encourage research in contemporary areas of interest in management. The primary purpose of our doctoral programme is to produce scholars who will stretch the frontiers of management thought and also impact on management practice.



Fellow Programme in Management (FPM)

Fellow Programme In Management (FPM)

The Fellow Programme in Management was started with the objective of developing outstanding scholars for careers in teaching and research at leading business schools and management departments of universities. To accomplish this, the Programme provides students with academic knowledge and research skills that make them specialized researchers, with adequate depth of knowledge in various knowledge-domains of management. In 2010 MDI celebrated 10 years of FPM @MDI.

Programme Overview

The FPM programme is largely residential in nature and would take approximately three-four years to complete. During this period, the student goes through course work, and submits a thesis at the end of the programme. The thesis should make a significant contribution to the discipline of management or to one of its source disciplines. The next FPM programme will start by first week of July 2013.

The FPM programme consists of two phases. The first phase of the programme involves course work, followed by a Comprehensive Examination. The second phase requires scholars to work on their thesis, which involves the preparation of a thesis proposal, development of this thesis, and finally an examination based on this thesis.

Course Work

Courses from the Post-Graduate Programme in Management

This component of the course work aims at providing those inputs in various areas of management, which the student might have missed (or might not have covered to a sufficient level of detail) in his/her Master's level qualification. The student is required to take First Year courses of the Post-Graduate Diploma in Management (PGDM). Which is approximately three months in duration. Completion requirements are as applicable to PGDM students. Only after completing this PGDM level course work, can students take FPM level courses.

Students who already hold an MBA or equivalent qualification are exempted from this course work requirement.

The course work constitutes three levels:

- (a) General Core
- (b) Area Core
- (c) Electives

(a) General Core Courses:

These courses are aimed at providing basic knowledge and skills that FPM students require for their role as researchers. For this role, the student must be familiar with conducting research in emerging issues of management, using the latest methodologies. To accomplish this, the student is required to take the following general core courses:

- (i) Advanced Research Methods
- (ii) Crafting Research Output
- (v) Case Writing

(b) Area Core:

These courses are designed to give the student in-depth subject knowledge in the broad area of his/ her specialization. These constitute 1-2 core courses in the domain of specialization.

(c) Electives:

Fellow Programme level electives are designed to give students an in-depth exposure to contemporary issues. FPM students are required to take such electives from their own domain of specialization as well as from other areas subject to their relevance for the proposed thesis work.

Comprehensive Assessment

On completion of all requirements of course work, students would need to go through a comprehensive assessment based on the FPM courses studied by them, through a written and oral examination.

Thesis Work

Thesis Proposal

The student's research work would start with the identification of a thesis topic (usually based on guidance/advice from faculty members), and getting a Thesis Committee constituted for supervision of this research. The student would work with this Committee to develop a research design, leading to the development of a thesis proposal. He/she will then be required to deliver an open seminar on the thesis proposal to the MDI academic community. In case any modifications to the proposal are suggested, the student has to carry out the modifications and the revised proposal is to be presented within a given time frame. Once the proposal is approved, the student may proceed with the research work towards his/her thesis.



The student is further required to make two presentations on his/her progress - typically every six months - where faculty community and doctoral students give feedback and suggestions for improvement. These have to be implemented within the given time frame.

Thesis Writing

Work on the thesis represents the culminating phase of the Fellow Programme. The thesis work of the student, in consultation with the Thesis Committee, is expected to provide a distinct contribution to knowledge in the subject using robust research design and techniques, and should provide evidence of discovery of new facts.

Thesis examination

Once the Thesis Committee has approved the thesis, the Chair (FPM/EFPM) would appoint a Thesis Examination Committee consisting of the Thesis Committee Chairperson and two external examiners of which one can be from a reputed institution abroad. This Committee would examine the thesis and then subject the candidate to an exhaustive Viva Voce examination based on the thesis. Based on the comments of the examiners and the oral examination, the thesis may be either accepted as it is or accepted after modifications, or rejected.

Publication Requirement

The research undertaken by an FPM student is expected to provide sufficient basis for writing papers in refereed academic journals. One of the objectives of the Fellow Programme is to prepare students for academic work. Hence the final requirement for qualifying for the title of Fellow is to have at least two papers in reputed peer reviewed international

journals in well known classification lists like Thomson, Harzing & ABDS. Out of the two papers, one may be Management Case published in ACRC Hong Kong / Harvard/IVEY. The student should be either single author or the first author for this purpose.

Requirement For Research/teaching Assistantship

Since the purpose of the FPM programme is to prepare students for outstanding careers in teaching/research, there is a need to build collaborative research/teaching skills. Therefore, each student is required to work with a faculty member as a 'research assistant', and document the outcome of this collaborative work as a research paper/report. Alternatively, a student could also work with a faculty member as a 'teaching assistant' supporting the faculty in teaching which could include teaching, lecturing/case material preparation, course design, curriculum design, grading, etc. FPM students are expected to work upto 40 hours per month as research/teaching assistant, remuneration for which will be on a case to case basis.

Award of the Title of Fellow

A student must complete the following requirements to qualify for the award of the title of Fellow:

- Successfully complete the FPM course-work.
- Successfully complete the comprehensive exam.
- Successfully complete the thesis work.
- Complete the publication requirement.
- Complete the research / teaching assistantship requirement.
- Obtain clearance from various functionaries of the Institute as per guidelines.

On qualifying for the award of the title, students will receive the title of "Fellow of the Management Development Institute, Gurgaon" at the Institute's Annual Convocation.

Duration of The Programme

The programme should be completed within 3 years from the date of registration. It may be extended by another one year subject to merits of the case and favourable review of work progress by the Research Committee.

Financial Support

MDI provides one of the best financial packages for FPM students. Apart from stipend (currently Rs. 16,000 pm*), the Institute attempts to provide accommodation for single as well couples on a subsidized basis. There is also a contingency grant as well TA allowance.

* Under Review.

Support for Attending Conferences

Scholars are encouraged to take part in conferences organized by institutions/associations of repute. The institute supports the candidate to attend up to two conferences held within India. Substantial support is offered for participating in one conference outside India during the tenure of the FPM program.



Executive Fellow Programme In Management (EFPM)

The Executive Fellow Programme in Management is a non-residential doctoral programme designed to cater to the scholarly needs of working business executives. It prepares executives for careers in management teaching and research, as well as in management practice, consulting and development.

The Executive Fellow programme focuses on excellence in research, as does the Fellow programme. Therefore executives aspiring for the EFPM programme should be willing to devote time and energy that the programme requires.

EFPM Programme is restricted to candidates based in National Capital Region (NCR).

Programme Overview

The Executive Fellow programme is designed to:

- Enhance the research and consulting skills of the executive
- Increase the executive's understanding of research methodology and techniques
- Build on the executive's past experience and academic achievements
- Help the executive maximize his/her effectiveness as an educator or practitioner

As a consequence, the executive is expected to develop/learn the following as part of the Programme:

- An appreciation of the potential contribution of research in management practice
- The ability to plan and carry out a research project in the field of management, and to ultimately implement the research findings
- The ability to make an original contribution to know-how in the practice of management
- The ability to improve personal performance through the analysis of past practice

The programme is thus expected to help executives in their current senior management roles, as well as in preparing them for possible careers in academics or consulting.

The programme is split into two phases. The first phase of the programme consists of course work involving completion of FPM-level courses on MDI campus over three terms, classes being typically held over the weekends. This is followed by a Comprehensive Examination. The second phase of the programme consists of Thesis work involving preparation of a Thesis Proposal, Thesis development, and its examination. In addition, the programme also requires publication of two articles in journals to demonstrate scholarly competencies of the candidate.



Course Work (same as mentioned above for FPM*)

This phase prepares students for research in the field of management, with special emphasis on their knowledge-domain and related areas of interest. It consists of course work (core and electives), leading to the comprehensive examination.

*Since candidates come with at least 10 years of experience, they have to take one course less as compared to the FPM candidates.

Duration of the Programme

The course work must be completed within 2 years from the date of registration. The programme should be completed within 3 years after registration, which may be extended by another one year subject to merit of the case and favorable review of work progress by the Research Committee.

Knowledge Domains for the FPM and EFPM Programmes

Business Communication

- Organizational Communication
- Cross-cultural Communication
- Leadership Communication
- Computer Mediated Communication
- Understanding and improving Interpersonal Communication
- Corporate Communications
- Identity Management: Communication as Impression Management

Economics

- Advanced Econometrics
- Environmental Economics & Management
- Energy Markets Reforms
- Money, Banking and Finance
- Game Theory
- Time Series Modeling & Forecasting
- Advanced Microeconomics
- Economics of Regulation and Antitrust

Finance

- Advances in Accounting and Financial Management
- Investment Management

Human Behavior & Organizational Development

- Advances in Micro OB
- Creativity and Innovation
- Advances in Organizational Change
- Culture & Organizations
- Advanced Course on Organization Design and Change
- Leadership and Innovation
- Qualitative and Case Study Research Methods & Techniques
- Personality Theories and Human Development
- Emotional Intelligence: New Vistas
- Spirituality & Human Behavior at Workplace
- Psychological Testing

Human Resource Management (HRM)

- Strategic HRM: Advances in Research
- Talent Management
- Industry and Human Resource Interface
- Learning & Development
- Performance Management Systems
- Multivariate Data Analysis through Structural Equation Modeling

Information Management

- Strategic Management and Sourcing of Business Processes
- Business Analysis
- Information Security Planning and Management
- IT & Innovation Strategy
- Business Agility and IT Strategy
- Organisational Learning & Knowledge Management
- Strategic Management of E-Governance Initiatives
- Business Intelligence

Marketing

- Advances in Marketing Management
- Marketing Theory & Consumer Issues
- Marketing Models
- Seminar in Marketing Channels
- Theories and Research in Consumer Behavior

Operations Management

- Models & Methods in Management Science
- Strategic Operations Management
- Systems Dynamic Models
- Quantitative Aspect of Logistics and SCM
- Advanced Data Analysis Techniques
- Systems Approach to Management

Strategic Management

- Organization & Strategy
- Theory of Strategy
- Competitiveness
- Innovation and Technology Strategy
- Mergers and Acquisitions as Growth Strategy
- Global Strategy
- Strategy in India

Public Policy & Governance

- Public Management and Policy Processes
- Civil Society Organizations & Public Action
- Public Policy Implementation
- Natural Resource Management for Sustainable Development
- Social Entrepreneurship
- Institutions and Development
- Partnership for Inclusive Growth

Admission Process

FPM & EFPM Programmes

MDI is looking for candidates with a consistently good academic record, professional accomplishments and a strong urge to contribute to knowledge creation and dissemination in the field of management.

FPM / EFPM Eligibility Criteria

- A master's degree in any discipline with at least 60% marks or equivalent grade point average recognized by AICTE /AIU with a Bachelor's degree / equivalent qualification after completing higher secondary schooling (10+2) (OR)
- Five year integrated Masters Degree Programme in any discipline with at least 60% marks, obtained after completing higher secondary schooling (10+2) or equivalent (OR)
- A professional qualification like CA, ICWA, CS with at least 60% marks or equivalent grade point average (OR)
- 4 years / 8 semester bachelor's degree (B.E./B.Tech./B. Arch. etc.) with at least 60% marks or equivalent grade point average. Those appearing for their final examinations in the respective disciplines can also apply. Candidates have to complete the requirement for the course before 30 June, 2013 and produced original certificate /Mark Sheets by 31 December, 2013.
- For EFPM, a minimum of 10 years of managerial work experience with experience at senior levels is required. The minimum age for the EFPM candidate is 35 years as on 1st January 2013.

Selection Process for FPM /EFPM

Candidates are required to take Standard Tests like CAT/GMAT/GRE/GATE/UGC-JRF. These scores are valid for

two years, including deadline date for submission of application form for FPM/EFPM programme.

Those who are yet to take the said examinations will be considered subject to meeting the minimum score requirements. Only the shortlisted candidates will then be called for interviews during March 2013 at MDI Campus.

* For full-time two-year PGP alumni from MDI, IIMs & XLRI: standard test scores not required.

Application Form

The FPM / EFPM information Brochure along with the application form can be obtained from November 1, 2012 to January 31, 2013 through payment of Rs. 1800/- in cash. Applicants can also apply online www.mdi.ac.in and send the same along with a crossed demand draft for Rs. 1800/- in favour of "Management Development Institute", payable at New Delhi. Alternatively, candidates can fill online application and make online payment. The last date for submission of filled-in application form is 31st January 2013.

Financial Assistance for FPM Students

The FPM student shall be provided with financial assistance of Rs. 16,000/-* per month for first two years and Rs. 18,000/-* for next two years as scholarship, for a maximum period of four years. In addition, a contingency grant shall also be given to FPM students to support their field work, purchase of books, etc. The grant of financial assistance will be subject to satisfactory progress in the programme. In addition, the tuition fee shall be waived. The institute usually provides furnished studio apartments for both married/single students in its FPM Hostel free of cost. In case there is a shortage of accommodation, and if the institute is unable to provide alternative accommodation, students may be permitted to make their own arrangements and reside outside campus.

*Under revision

S. No.	Nomenclature of Fees	FPM (Annual)	EFPM (Annual)
1.	Tuition Fees	Rs. 1,00,000*	Rs. 1,00,000
2.	Boarding Charges	On actual basis	On actual basis
3.	Lodging Charges	On actual basis	On actual basis
4.	Reading Material Fees	Rs. 15,000*	Rs. 15,000
5.	Students Welfare Activities	Rs. 15,000*	Rs. 7,500
6.	Library Fee	Rs. 20,000 with 10% hike annually *	Rs. 20,000 with 10% hike annually
7.	Alumni Fee	Rs. 8,000	Rs. 8,000
8.	Security Deposit	Rs. 20,000	Rs. 20,000
9.	Total	Rs. 1,78,000	Rs. 1,70,500

* Waived

Note: The institute reserves the right to charge any other fees from the students or increase the above fees if considered necessary. Due notice would be given, while making such changes.

Continuing Education



Prof. S. Chatterjee
Dean (Consulting & Executive Development)

Management Development Programmes

Business organisations in today's world are competing in an extremely dynamic and complex environment. There is critical need for continuous upgradation of individual and organizational capabilities in order to successfully meet the challenges in the internal and external business environment.

MDI is a pioneer and market leader in continuing education in India. The programmes are designed with careful planning and substantial research. These programmes help the executives to broaden their understanding and improve their skills to face challenges at higher positions. MDI has alliances with international business schools, industry and individual experts to offer joint programmes to address the diverse needs in continuing education.

Advanced Management Programme

The Advanced Management Programme (AMP) a flagship programme of MDI - was launched in 1996 for top managements of the corporate world. It is designed for industrialists, entrepreneurs and top level managers holding Board or just below the Board level positions with a view to broaden their understanding of the emerging national, regional and global business scenario; making them aware of competitive management strategies and transformational leadership traits. The AMP thus aims at providing a rare

MDI is the largest school for training and development of managers. Around 74,000 managers have been trained over 39 years of its existence. The institute prides itself for the personalized training modules that it offers to companies especially at the senior levels.

opportunity for top managers to reflect, introspect and examine their organizational vision and objectives necessary to redesign business strategies for organizational renewal towards globally competitive leadership.

In-Company Programmes

MDI conducts more than 100 specially designed executive development programmes for top, senior and middle level managers of different organizations every year. Such programmes involve extensive study of the client organization, preparation of specific teaching materials and cases towards the delivery of a customized course design to suit the needs of organization. These programmes are of short as well as long duration and attempt to upgrade the skills of participants to help the organization develop a culture conducive to organizational excellence. MDI has training alliances with business organizations such as Allahabad Bank, Armed Forces, Apollo Tyres Ltd., Aviva, BEL, BOB, Canara Bank, CRPF, CEA, CWC, Bank of India, DAE, EXL, Flextronics Software, ECIL, Cadila Health Care, Pepsi, Hewlett Packard,



Prof. Sandeep Goel
Chairperson (Open Enrolment Programmes)



Hindustan Copper, IBM Daksh, IPCL, Jindal Steel, LIC, Maruti Udyog Ltd, NHPC, ONGC, Punjab State Electricity Board, LNG Petronet, Promed Experts, CBDT, Schnieder Electric India, Geological Survey of India, NRPC, IIFCL, Voith Hydro, Shyam Networks, PGCIL, PNB, PSEB, Roche, RBI, SAPIENT, SAIL, UCO Bank etc. A great number of programmes for Social Sector are also being conducted like Navodaya Vidyalaya, Fairtrade and NPIU.

The emergence of the global corporate village and rapid technological shifts has drastically altered the mode of transacting business. The challenge, therefore, for each organisation is to continuously develop its senior management to provide an incessant stream of talent to lead the organization towards global excellence. People, who are in line for Board-level appointments, particularly need to develop an innate understanding of international trends, not only with regard to environmental shifts in technology, trade and talent, but also about the changing norms of accountability by which the Boards of organisations are being assessed.

MDI has taken a one-of-its-kind initiative of conducting a series of workshops for executives at the levels of Executive Directors/Senior Vice-Presidents/Group General Managers of large corporations and financial institutions.

Some Organizations that have trusted MDI for Continuous Development of their Personnel are:

- Airport Authority Of India
- Apollo Tyres Limited
- Asean Brown Boveri Ltd. (ABB)
- Asian Development Bank (ADB)
- Ballarpur Industries Ltd.
- Bank of Baroda
- Bank of India
- Bharti Tele-Ventures Ltd.
- Bongaigaon Refinery & Petrochemicals
- BPL Ltd.
- Cadila
- CBDT
- CEA
- Central Warehousing Corporation
- CRPF
- Dabur India Limited
- Dena Bank
- Dept of Science & Technology
- Directorate of Industries, Uttar Pradesh
- Directorate of State Resource Centres
- ESCP, France
- FAIRTRADE
- ECIL
- GENESIS PR Ltd.
- Geological Survey of India
- HECL
- Hero Honda Motors Limited
- Hewlett Packard
- Hindustan Coca Cola
- Hindustan Lever Limited
- HPCL
- IBP Limited
- IFCI Limited
- IIS Infotech Ltd.
- Indian Council of Agricultural Research
- Indian Forest Service
- Indian Oil Corporation Limited
- Indian Petrochemicals Corporation Ltd.
- Indian Infrastructure Financial Corp. Ltd.
- Indian Railways

- Industrial Pollution Prevention Project (IPPP), Ministry of Environment & Forests
- Institutes of Hotel Management (Sponsored by NCHM)
- ISGEC
- J. Sagar Associates Pvt. Ltd.
- Jaiprakash Industries Limited
- Jan Siksha Sansthan
- Jindal Organisation
- JK Organisation
- KRIBHCO
- Larsen & Toubro Limited
- LIC of India
- Maruti Udyog Limited
- Mahatma Gandhi Institute of Public Administration
- Ministry of Defence
- National Academy of Customs, Excise & Narcotics (NACEN)
- National Bank for Agriculture & Rural Development (NABARD)
- National Housing Bank
- National Hydroelectric Power Corpn. Ltd.
- National Regional Power Committee
- National Project Implementation Unit
- Navodaya Vidyalaya
- NESTLE India Limited
- Oil & Natural Gas Corporation Ltd.
- PEPSI
- Promed Experts
- Power Grid Corporation Ltd.
- Punjab National Bank
- Punjab State Electricity Board
- Reserve Bank of India
- Schneider Electric India Limited
- Shyam Networks
- SIEMENS Power Engineering Pvt. Ltd.
- State Bank of India
- Steel Authority of India Limited
- Tele Atlas Ltd.
- Telstra India Pvt. Ltd.
- Teijin, Japan
- The Oberoi Group of Hotels
- Tourism Finance Corpn. of India
- Uco Bank
- Unitech Limited
- Usha International Ltd.
- Voith Hydro
- Vodafone
- WIPRO Limited

Open Programmes

MDI has been a leader in providing working executives with learning opportunities through its wide range of Open MDPs. The Open MDPs are programmes offered to Executives of different companies, both public and private. The programmes are carefully designed on topical themes to create value for participants from diverse backgrounds.

Indian Armed Forces Programme

The Indian Armed Forces represent a large group of well groomed and highly motivated people who are accustomed to work in a system that expects them to set high individual standards and high achievement targets. Officers from the Armed Forces are known to be self-reliant, innovative, resourceful and highly adaptable and are endowed with courage, motivation, education, selflessness and honesty. They lead and inspire the men working under them to perform extraordinary tasks in impossible situations and under tiring circumstances.

MDI has been conducting a six-month Certificate Course in Business Administration for the officers of Armed Forces sponsored by the Directorate General of Resettlement (DGR). 15 batches of officers here been trained at MDI till now.



Research



Prof. N.P. Singh
Dean (Research & Accreditations)

Research is an important constituent of MDI's mission and vision. Consequently MDI expects its entire academic community to be research active and to carry out research work of a consistently high international standard that will contribute to the national goals of innovation, socio-economic development and environmental sustainability. Research involves three essential components for its sustained growth: research projects, research management, and research outcomes. MDI supports all the three components. Furthermore, research can be undertaken directly by one or more faculty members, or through Centres of Excellence, which are independent entities within MDI carrying out research through their members.

Centres of Excellence and Multi-Disciplinary Research

A Center of Excellence (CoE) is generally a physical or virtual center of research which concentrates on existing capacity and resources to enable researchers to collaborate across disciplines and institutions, on projects that are locally relevant and internationally challenging in order to enhance the pursuit of research excellence and capacity development. In the context of MDI, Centers of Excellence are consortia of MDI academics, industry experts and member companies that

advance knowledge and industry practices in 'areas of expertise'. Winning companies and their leaders often report that part of their success comes from shaping and expanding their expertise and insight by learning, sharing and engaging with others. These centers foster and support that spirit of knowledge creation, insight and implementation. Member companies drive the topic of their interest; the Center facilitates, participates and expands the thought leadership. The defining feature of 'expertise area' and a CoE in the area will be: (a) the collaboration between a number of experts within and without the MDI such that a distinct 'expertise destiny' is clearly present. This would be achieved by sharing of knowledge and other resources not normally available for each business school; (b) the existence of (or the potential for) maintaining sustained programmes in the area, which are characterized by excellence in publication and in advancing industry practices.

MDI faculty members across various functional areas are actively engaged in research on a number of subjects closely aligned with their areas of teaching, training and consulting. Apart from functional areas, MDI encourages the development of Centers of Excellence so that they can become a focal point of MDI's research effort and promotion.

Centers of Excellence:

- Promote multi-disciplinary academic as well as practice-oriented research and encourage the formation of strong research groups;
- Recognize true excellence in research, having high impact on various stakeholders;
- Support research in broad fields that MDI identifies as priority themes; and
- Give faculty members "leverage" in raising resources for research, in times where MDI and external research funding represent only one component of the funding required for research in a high-priority area.

Existing Centers of Excellence at MDI

At present, there are the following Centers of Excellence in MDI:

- Centre for Corporate Governance
- Centre for Excellence in Information Management (CEXIM)
- Centre for Entrepreneurship
- Centre for Supply Chain Management
- Centre for Transformational Leadership
- Centre for Responsible Business

Centre for Corporate Governance

Objectives of the Center:

- Carry out research in strategic areas of corporate governance
- Study the board governance process and practices in the Indian public enterprises
- Critically examine the corporate governance practices in the family business
- Study the role of the independent directors
- Identify and analyze the determinants of board effectiveness and
- To design and deliver training programmes for board members

Centre for Excellence in Information Management (CEXIM)

Objectives of the Center:

This Centre was established at the Management Development Institute (MDI), Gurgaon with a grant from the European Union under the EU-India Cross-Cultural Exchange Programme. This Centre has been created in response to the growing need for bringing technological awareness to Indian business and industry as well as building expertise in managing and using information and knowledge for achieving business excellence. The major competence domain of the Centre is in enterprise systems, business process management, e-government and business process and IT outsourcing. The Centre is a 'competency centre' on ERP systems, as the faculty with the Centre is certified consultant on the two ERP packages and IFS.

Centre for Entrepreneurship (CFE)

Objectives of the Centre:

- A variety of services, on a non-profit basis, to encourage, plan for, and link up entrepreneurs, firms, and organizations in India and abroad
- Facilities and networking to entrepreneurs under an Outreach Program
- Training to students aspiring to be entrepreneurs
- Services and training that may facilitate entrepreneurs to operate in emerging areas
- Platform for various national international centers

Centre for Supply Chain Management (SCM)

Objective of the Centre:

- To identify a strategic direction for organizations to harness the benefits of Supply Chain Management and to achieve stated corporate goals
- To provide an environment to model, analyze and design supply chain process both operational and strategic

- To evaluate supply chain processes using pilot implementation with the help of information management tools
- To optimize supply chain process, thereby making the organization globally competitive in the present knowledge-based economy

Centre for Transformational Leadership (CTL)

Objectives of the Centre:

- To understand the leadership phenomenon in the Indian context through research
- To develop new pedagogies to enable leadership development
- To develop cases and case studies of leaders
- To develop instruments for leadership assessment and measurement

Centre for Responsible Business (CRB)

Objectives of the Center:

- To carry out research on responsible business practices in corporate and state-owned enterprises
- To examine the corporate philanthropic practices in the family-owned businesses in large, medium, small and micro enterprises
- To study the role of strategic governance in promoting responsible business practices
- To design and deliver training programmes for corporate clients on responsible business practices and global standards
- To develop cases on issues related to corporate governance and social responsibility in emerging economies

Research Projects

Faculty members at MDI are involved in action-centric research and organizational problems are solved with academic rigor. Many faculty members have maintained their focus of research on certain key topics and have established their expertise and credibility in that area.

MDI encourages its faculty and doctoral students to publish their papers in quality journals classified as Class A, B & C based on ISI Thomson Scientific's Journal Impact Factor and cases in Asia Case Research Centre, Hong Kong.

MDI faculty members are collaborating with leading institutions and societies for organizing international conferences and conducting research projects which also produce high quality publications such as books and research reports.

MDI has MOU with Asia Case Research Centre (ACRC) Hong Kong to promote India Business series. MDI has recently signed an MOU with Richard Ivey School of Business, Canada for case development and its publication.

Vision: The Journal of Business Perspective

MDI publishes its own journal 'Vision: The Journal of Business Perspective' that publishes high quality research papers every quarter. The editorial board of the journal consists of eminent scholars from various reputed Indian and Foreign institutions. The Institute is committed towards developing a culture of research and publication and performs a leading role in the country by publishing a peer reviewed journal, Vision: The Journal of Business Perspective. This journal is a scholastic platform for sharing of ideas, developing the culture of academic & industrial research and beginning the trend of debates through publishing articles of varied genre in one go. This quarterly journal carries quality papers from every part of the world and reaches to a wide variety of audiences around the world. The journal is subscribed by renowned Management Institutes around the world besides being admired and respected by an array of Indian institutes and educational

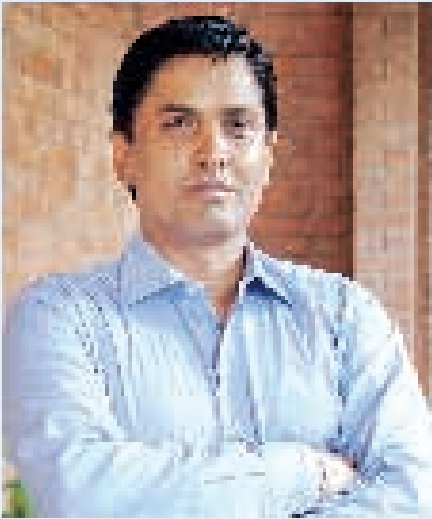
institutions. Furthermore, this journal is also gaining popularity in the corporate world. To universalize the message of high quality management research and for its wider reach the contents of every issue of Vision: The Journal of Business Perspective are indexed on the EBSCO database which is the leading global databases of management and social science journals. Distinguished academicians and researchers of national and international repute from the leading Management Schools and corporate world are on the editorial board who guide the editorial team at regular intervals to strive for the best.

Working Paper Series

In the past MDI had launched working paper series. These preliminary research papers are available for further discussion among the faculty members, doctoral students, scholars of the specific academic areas, doctoral students, and other participants of various programmes. This gives an opportunity to the researchers and the academic fraternity to provide valuable feedback and continue research on specific areas of business and management.



Consulting



Prof. Avinash Kapoor
Coordinator (Consulting)

MDI has the distinction of being involved in large, complex and high quality consulting projects which have helped the Industry. It has also contributed through helping the Social Sector. MDI faculty members remain contemporary through consultancy, continuous research, and develop innovative strategies to facilitate the process of managing a dynamic business environment.

MDI's motto is to provide high quality, cost effective and timely consultancy services to its clients. The faculty members offer consulting services in functional and cross functional areas of business management. The major areas of consultancy are Enterprise Resource Planning (ERP) enabled business process re-engineering, e-Governance, IT Strategy, financial management, human resource management, marketing

management, operations management, productivity management, strategic management, supply chain management, systems design, reputation studies and organizational communication, competency assessment, counseling & feedback, leadership development and organization diagnostics. Through these consulting interventions, the Institute has contributed to the productivity improvements and preparation of plans for expansion, diversification and growth as well as for leadership development. A large number of consultancy projects have also been carried out for the Social Sector.

MDI has carried out more than 300 consultancy projects for the industry and corporate, central and state governments and international bodies. The major clients include ABN-AMRO CES Pvt. Ltd, Blue Bells India Ltd, Directorate of Adult Education, Central Bank of India, Corporation Bank etc. Du pont India Pvt. Ltd., Ericsson India Ltd., EXL Service, HP, Hero Honda, Fortis, Indian Overseas Bank, IRCON International, Ispat Industries Ltd, Jindal Stainless, KRIBHCO, Maruti Udyog Ltd., Ministry of Micro, Small and Medium Enterprises, NALCO, National Academy of Direct Taxes, Nestle, Ranbaxy, Rural Electrification Corporation, SAIL, Tata Chemicals Ltd., Team Computers, UCO Bank, UNICEF, Union Bank of India, Usha Breco Ltd., PowerGrid Corporation of India Limited, NIIT, Pragati Power Corporation Limited, Delhi Transco Limited etc. The driving force behind all the consulting activity is a team of distinguished faculty who have extensive experience and expertise in diverse fields. The Institute is widely recognized by the industry (private and public), Government (Central and State), NGOs and international bodies as an institution that provides quality services to its clients.



International Relations



Prof. Gita Bajaj
Chairperson (Special Initiatives & International Relations)

In 2006, Association of MBAs (AMBA, UK) had awarded its accreditation to MDI's PGPM, PGP-HR and NMP and consequently MDI became the first Indian B-School with Global Accreditation (AMBA, UK). Now in February 2011, in recognition of MDI's rising profile as a B-School with global standards, all its 6 Programmes namely PGDM, PGP-HR, PGP-IM, Executive Management Programme (EMP), National Management Programme (NMP), and Executive PGDBM (Energy Management) have been awarded accreditation by AMBA, UK, making it the first B-School in India to have received this coveted stamp of global approval. This brings all Programmes of MDI in the international league. The Institute has partnerships in several regions of the world and has a thriving exchange programme with many leading international institutions.

MDI nurtures a vision to be a truly global business school. As economic networks gained eminence over geographic boundaries, MDI realized the emerging role of international markets and the need for B-Schools to groom managers with international perspective. The process of building linkages was started more than a decade ago. As on date, MDI has partnerships in almost every continent of the globe. In fact MDI is the first B-School from India to partner with countries in Africa which reflects on MDI's efforts to be a truly global B-School.

A thriving International Exchange Programme ensures that one out of every five students enrolled for PGPM & PGP-HR gets an opportunity to study abroad. Other programmes such as the PGP-IM, (NMP) PGDM, PG Diploma in Public Policy and Management, and several MDPs each have a significant international component. Under various exchange programmes, nearly 150 students from MDI go abroad. The number of international students studying at MDI campus have also increased over the years and MDI's exchange programme is one of the largest in the country. MDI insists on partnering with only the top business schools of any country with a stipulation that the partnering B-School has quality as well as an extensive international agenda of its own for its activities.

What started as a student exchange programme has additionally evolved into an entire gamut of academic exchange that includes exchange of distinguished faculty, research collaboration, development of academic materials, and collaborative work on projects of international scope.

MDI was the first Indian business school and second in Asia to be accredited by AMBA, London, UK. MDI is also accredited by the South Asian Quality Assurance System (SAQS).

Some of the Key Business Schools that MDI Collaborates with are as Follows:

United States

- Bentley College University
- Marquette University, Wisconsin
- North Carolina State University, Raleigh, North Carolina
- Robert H. Smith School of Business, University of Maryland
- School of Public Policy, George Mason University
- The University of North Carolina, Kenan-Flagler Business School, Chapel Hill
- University of Connecticut
- Smeal College of Business, Pennsylvania State University

Canada

- DeGroote School of Business, McMaster University
- McGill University
- University of Waterloo, Waterloo
- Richard Ivey School of Business

France

- ESCP Europe
- EDHEC Business School
- The Institut d'Etudes Politiques de Paris (Sciences-Po)
- IAE Aix-en Provence
- Total Professors Association (TPA), Paris
- Grenoble Ecole de Management, Grenoble

Germany

- Bergische Universität Wuppertal, Wuppertal
- European Business School - Oestrich-Winkel
- Frankfurt School of Finance & Management, Frankfurt
- HHL Leipzig Graduate School of Management, Leipzig
- Munich Business School, Munich, Germany

Austria

- Vienna University of Economic & Business Administration

Denmark

- Copenhagen Business School
- Aarhus School of Business

Belgium

- Solvay Business School, Brussels
- The Faculty of Applied Economics, University of Antwerp
- Louvain School of Management, Louvain, Belgium

Norway

- Norwegian School of Management BI, Sandvika

Italy

- Bocconi University, Milan

- Università Carlo Cattaneo, (LIUC)

Poland

- Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHIFM), Warsaw
- Warsaw School of Economics

Finland

- University of Tampere

The Netherlands

- RSM Erasmus University, Rotterdam

Greece

- Athens University of Economics and Business, Athens

England

- Middlesex University, London
- Aston Business School, Aston University, Birmingham
- Newcastle University, UK

Australia

- Queensland University of Technology, Brisbane
- Royal Melbourne Institute of Technology (RMIT), Melbourne

New Zealand

- University of Otago, Dunedin

Russia

- Moscow International Higher Business School 'MI RBIS', Moscow





South Africa

- University of the Free State, Bloemfontein

Pakistan

- Lahore University of Management Sciences (LUMS)

Thailand

- School of Management, Asian Institute of Technology, Thailand

China

- Huazhong University of Science and Technology (HUST), School of Management

Student Exchange Programme

Student Exchange Programme (SEP) promotes a greater understanding of the multi-faceted international issues and increases the competencies of students who will live and work in an increasingly interdependent globalized world. For the first time in the history of mankind the importance of global citizenship has emerged. An exposure to the global and multi-cultural environment of working is well appreciated and much needed by transnational companies and Indian corporate houses alike. SEP provides a unique opportunity for the students to enrich their academic experience and widen their career horizons.

Students with academic and/or professional interest in other parts of the world and wanting to understand the global context of business can apply for the student exchange

programme and depending upon the nature of tie-ups, a student can spend one or two terms in these foreign institutions in lieu of his/her study term(s) at MDI. MDI has a dual degree programme with ESCP Europe, EDHEC Business School, IAE Aix-en-Provence, France and HHL Leipzig Graduate School of Management, Leipzig, Germany.

Details on the selection process and various opportunities are available to students when they join MDI. Selection of students for exchange programme is made by MDI.

Scholarships

A number of international scholarships are available for MDI students going abroad on exchange programme to our partner Universities/Business Schools. These include Eiffel Scholarships for students going for dual degree programme in France, scholarship from French embassy in India, DAAD Scholarship for HHL Leipzig and EBS, Germany etc.

In addition, students from time to time get scholarships/funding support from Copenhagen Business School, Denmark, Aarhus School of Business, Denmark

MDI also has arrangements with Warsaw School of Economics, Poland and Lahore University of Management Sciences, Pakistan for providing Free Accommodation on reciprocal basis.

Placements



Prof. Kanwal N Kapil
Chairperson (Graduate Placements)

This year's placement season was marked with an incredible array of the most reputed and respected organizations spanning almost all sectors of the Indian economy: Banking, Financial Services, Investment Banking, Consulting, FMCG, Retail, Manufacturing, IT, Telecommunications, Pharmaceuticals and Media. The highest domestic salary (CTC) for PGPM this year was INR 20.8 lakh while the highest international salary offered was AUD 78,000. The average salary was INR 14.31 lakh. For PGHR, the highest domestic salary (CTC) was INR 20.8 lakh and the average salary was INR 13.87 lakh. For PGIM, the batch was placed successfully with the average salary of INR 11.14 lakh and highest domestic salary of INR 17.88 lakh.

Around 123 companies including 55 new recruiters snapped up the graduating students of the batch of 2010-12. Some of the organizations with which MDI has a continuing recruiting and alumni relationship are:

- Abbott
- Accenture
- Aditya Birla Group
- Adventity
- AF Ferguson & Co.
- Agilent
- Agrotech Foods
- AIG
- Aircel
- Airtel
- Akzo Nobel
- American Express
- Amway
- Aon Hewitt
- Apollo Tyres Ltd.
- Arcelor Mittal
- Aricent
- Ashok Leyland
- Asian Paints
- Astro Malaysia
- ATFL
- Atos Origin
- Avalon Consulting
- Axis Bank
- Axis Risk Consulting
- Bajaj Allianz
- Bajaj Finance
- Bajaj Risk Consulting
- Bank of America
- Bank of Baroda
- Bank of Maharashtra
- Barclays
- Baxter
- Becton Dickinson & Co.
- Benchmark Six Sigma
- Benetton
- Bennett Coleman & Co. Ltd.
- Berkshire Insurance
- Bharat Shell Ltd.
- Bharti Airtel
- Bharti Realty
- Big FM
- Biocon
- Birlasoft
- BMR
- BNP Paribas
- Boeing
- Bombardier Transport
- BPCL
- Brainmatics
- Bristlecone
- Britannia
- Cadbury
- Cairn Energy
- Care Ratings
- Cargill Foods
- Carlsberg
- Castrol
- Caterpillar
- CavinKare
- Citibank
- Citigroup
- Coca Cola India
- Cognizant
- Colgate Palmolive
- Compaq
- Corning
- Crisil
- Dabur
- Dalmiya Cement
- Damco
- Darashaw & Co. Ltd.
- DBS Cholamandalam
- DCM Sriram
- Dell
- Deloitte
- Deutsche Bank
- DHL
- Dolcera
- Dr. Reddy's Laboratories
- DSP Merrill Lynch Ltd.
- eBay
- Eli Lilly
- Emerio Globesoft
- Ernst & Young
- Essar
- Eureka Forbes Ltd.
- Eveready Industries
- Exide
- Federal Bank
- Fidelity
- First Source Solutions
- Flipkart
- Fortis
- Franklin Templeton
- FritoLay India
- GAIL
- GE Commercial Finance
- GE Corporate

- GE Money
- Genpact
- GlaxoSmithKline
- Glenmark
- Godrej
- Godrej & Boyce Mfg. Co.
- Goldman Sachs
- Goodyear Tyre
- Google
- Grail Research
- H&M
- HCCB
- HCL
- HDFC Bank
- Hector Beverages
- Hero Honda
- Hewitt Associates
- Hindustan Aeronautics Ltd.
- Honeywell
- HP
- HSBC
- HT Media
- IBM
- ICICI
- ICRA
- IDBI Capital Markets
- Idea Cellular
- IDFC
- IFCI
- Imax
- Indian Hotels Co.
- Indus Tower
- Infosys
- ING Vysya
- Intel
- Interglobe
- IOCL
- ITC
- Johnson & Johnson
- JP Morgan Chase
- JSPL
- JSW Steel
- Jumbo Group
- Juniper Capital
- Kellogg's
- Kohler
- KPIT Cummins
- KPMG Consulting
- L&T
- Langham Capital
- Lenovo
- Logica CMG
- L'Oreal India
- Louis Dreyfus
- Macquarie Bank
- Madura Garments
- Maersk Line
- Mahindra & Mahindra
- MakeMyTrip
- Marico

- Maruti Udyog
- Max New York Life Insurance
- McKinsey Knowledge Centre
- Mercer Consulting
- Michael Page
- Microsoft
- Mindtree Consulting
- Mother Dairy
- Motorola
- Nagarro
- Nestle
- Noam Consulting
- Nokia
- Novartis India Ltd.
- OLAM International Ltd.
- Oracle
- Panasonic
- Patni Computers
- Pepsi
- Perfetti
- Phillips
- Pidilite
- Power Grid Corporation
- Power Trade Corporation
- PricewaterhouseCoopers
- Procter & Gamble
- Promed
- Punj Lloyd
- Punjab National Bank
- QAI Consulting
- Ranbaxy
- Raymond
- RBI
- RBS
- REC
- Reckitt Benckiser
- Red Bull
- Reliance
- Religare
- Rio Tinto
- RPG Group
- S C Johnson
- Saint Gobain Abrasives
- Samsonite
- Samsung
- SAP
- Sapient
- SBI
- SBI Caps
- SC Johnson
- Schneider Electric
- Scotia Capital
- SEBI
- Shell India
- Shell International
- Shoppers Stop
- Siemens
- Sony India
- Standard Chartered
- Stanton Chase



Prof. N R Bhusnurmath
Chairperson (Executive Graduate Placements)

- Sundaram Mutual Funds
- Surefin
- Sybase
- Tata AIG
- Tata Capital
- Tata Consultancy Services
- Tata McGraw-Hill
- Tata Motors
- Tata Sons
- Tata Steel
- Tata Tele Services
- Tavant Technologies
- Tech Mahindra
- Tecnova India Pvt. Ltd.
- The Times of India
- Titan
- TML Financial Services
- Trident
- TVS Motor Company Ltd.
- UB Group
- UBS International
- Union Bank of India
- Usha International
- UTI Bank
- Vedanta
- Vodafone
- Voltas
- VSNL
- Whirlpool
- Wipro
- Wipro Consumer Care
- WNS Global
- Wockhardt
- Wrigley
- Xerox India Ltd.
- Yamaha
- Yes Bank

Student Life



Prof. Anil Anand Pathak
Chairperson (Student Affairs)

Students at MDI do not believe in just excelling in the classroom. The emphasis is on holistic learning both within and outside the classroom. No wonder, extra-curricular activities are pursued with a lot of enthusiasm and gusto.

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For an all-round development of the students, a wide gamut of clubs has been set up under the purview of the Students Council. These include Monetrix for Financial freaks, Marquity for Marketing gurus in the making, ThinC for the IT savvy, Opseccion for the Operations enthusiasts, HR Direction for HR Professionals in the making and Strategist for those interested in strategy. MDI also hosts Imperium, its annual inter B-school management fest, Illumina the marketing mela & Delphique, the management convention through which students undertake activities to give back to society and to organize cultural events. Other major activities include Placements, Alumni Relations and Corporate Communications. Yet others include Unnati, Prayas, Samaritans & Sanskriti. Each club and activity functions as a platform for students to pursue a broad spectrum of interests and enables them to excel at whatever they pursue.

Events At MDI

Imperium

Imperium is the annual inter B-School management and cultural fest. 72 hours of non-stop activities including case studies, business games and simulations based on contemporary business scenarios from various disciplines of

management, one-on-one discussions with leaders, cultural night performances by some of the biggest celebrities of India, corporate quiz hosted by India's finest quizmasters and interaction with eminent personalities from different walks of life through Talk Series. Along with these are a cartload of informal events that make the event an amazing roller-coaster ride. Imperium 2011 was a huge success, with various new and exciting elements introduced.



Prof. Radha R Sharma
Chairperson (Student Counselling)

The event showcased various case studies, business games and simulations based on contemporary business scenarios from various disciplines of management hosted by corporate quizmasters. Imperium's cultural evenings enthralled the crowd through Nomadic Orchestra of the World performance, Fashion Show, Choreo Night and Rock Night. The fest hosted interactions with eminent personalities from different walks of life such as Ms. Roopali Mehra Sr. DGM- Corporate Finance JSPL and Mr. Binny Bansal Co-Founder Flipkart.com. Mr. Bansal interacted with students and faculty as part of the Change Masters Talk Series, which was also covered by Indian Express. He talked about the challenges he faced in the initial

value of the research, there is high profile panel discussion on the research by the who's who of the corporate world. Delphique's success is corroborated each year by the presence of industry leaders as knowledge partners and sponsors who show continuous trust on the format and quality of the event. Each time Delphique focuses on one central theme which is most relevant to each and every functional domain of the corporate world and gives every company a chance to engage with MDI's student community and academicians. Delphique tries to increase the value addition for every stakeholder with each passing year. Research projects followed by panel discussion will continue to be Delphique's prime focus, giving



years of startup like taking people onboard, taking loans etc. Imperium 2012, being the twelfth edition of the event, is slated to be much grander, living up to its legacy. The flagship events, Nautica - the online game, and PhalanX - the multi-disciplinary campus game, along with various academic, cultural and informal events, will be reinvented and recreated.

Delphique

Delphique is MDI's National Management Convention which is now into its 16th year. Delphique is a confluence of three events - the Research Panel discussion, Cerebro - a Case study competition and Vincenza - an International Business plan competition-cum-coaching program. It provides the perfect platform for practitioners and thought leaders from the industry, academia, and the student populace to come together to share, exchange and contemplate ideas under various management domains. Delphique is India's only B-school event which focuses on strong research in various domains of management. The quality of research is ensured by the students, backed by faculty guidance. And to increase the

leading organizations a sound platform to bring their real-time problems to the nation's brightest minds and get a fresh perspective.

Over the years, big corporate houses like PwC, Deloitte, Hay Group, Procter & Gamble, PepsiCo, Citigroup, American Express, Aon Hewitt, Mercer, Aditya Birla Group, IBM, Cognizant, Dell and others have put their trust in Delphique for value added research.

Firmly believing in the importance of integrating theoretical knowledge and research findings to generate innovative ideas, and creating competitiveness for the corporate, Delphique has chosen "Imbibe, Innovate and Inspire" as its main 2012 Annual Convention theme.

Illumina

ILLUMINA, the disguised market research event is a permanent feature in the annual calendar of MDI. It presents to Corporate a unique opportunity to gain valuable insights into the consumer psyche through innovative models designed by the students of MDI. Illumina is organized in three formats:

Urban Illumina, Rural Illumina and Expressions.

Urban Illumina is celebrated as a "Diwali Mela" at the MDI Greens amidst shining lights, delectable cuisines and enthralling performances by folk artistes. Research disguised in the form of skits and games inspired by mythology, Bollywood etc. make Illumina a one-of-its-kind event in the country.

With a focus on rural consumers, Rural Illumina involves conducting disguised market research during the famous 100 year old Dussehra Mela held at the Pataudi village in Haryana.

'Expressions' the third format is conducted in partnership with companies focusing on children. Children from schools across

the FPM Courses, undertakes the responsibility of initiating, maintaining and renewing communication with the MDI alumnus. One of the critical elements of business relations is networking. As MDI charts its upward climb rapidly, a strong and healthy relationship with the alumni and the industry helps in providing newer avenues for growth across various sectors for the students. For more details please refer the Alumni Relations section on page no. 76.

The Corporate Communication Committee

The Corporate Communications Cell performs its pivotal role of connecting the MDI community with multiple stakeholders through several media relation activities. It also enable



NCR participate in drawing, solving math puzzles, extempore, speeches and many other games which form the basis of our research.

In 2012, MDI will be celebrating the 16th edition of Illumina where corporate and the students of MDI collaborate to understand the Indian consumer. Celebrated with a festive spirit amidst much fanfare, Illumina is one of the most eagerly awaited events in Gurgaon.

Student Committees In MDI

The Placement Committee

Placements Committee at MDI is a student driven initiative. Comprised of a few hand-picked students the Placement Committee, not only performs the vital function of ensuring the placement of all the students in prestigious positions, but also acts as a platform for training its members in the nuances of leadership. For more details please refer to the Placements section on page no. 74.

The Alumni Committee

The MDI Alumni Committee comprising of representatives of batches of the PGPM, NMP, Part-time PGPM, EMP, PPM and

internal communication among students of all programmes and with students from other Schools & Colleges. For more details please refer to Corporate Communication section on page no. 77.

Clubs At MDI

Monetrix

Monetrix, The Finance and Economics club of MDI, exists to provide opportunities for broad based practical learning that complements theory.

The club organizes FinStreet, a comprehensive Summers and Finals preparation series involving topic presentations and compendiums of essential information, simulation games and competitions like Online stock trading that puts theoretical knowledge to test. Financial workshops on modeling, valuations etc. are conducted to help build skills relevant to the industry.

The club also publishes MDI's annual Finance and Economics Journal, Fin-E-Tune, which includes research articles

contributed by students from top B schools. In addition, the club regularly conducts online quizzes and other competitions to help students stay abreast with the fast changing business environment.

Marquity

MarQuity, the marketing club at MDI, strives to keep the student fraternity abreast with all the latest happenings in the arena of Marketing. MarQuity aims to create an atmosphere in which academic concepts can be discussed and practically applied so that the students have a thorough understanding of marketing fundamentals. This objective is achieved through a series of academic and extra-curricular activities in the field of marketing organized throughout the year.

MarQuity, in partnership with FMCG majors such as Reckitt Benckiser and Godrej Consumer Care, had conducted Advent, a national level case study competition which attracted participants from top B-schools in the country.

The club conducts a comprehensive summer preparation series under the brand name Market Share, a forum to discuss, analyze and understand the latest happenings in the field of marketing. The club publishes MDI's annual Marketing magazine, Book MarQ, which includes research articles from students of top B-schools and interviews of marketing experts in the industry. The club brings opportunities to the MDI student fraternity to showcase their talent through competitions, debating on marketing topics and the like.

The other brands under the MarQuity umbrella are Adda – a collage of creative ads, Creativity ka Karmayudh – a branding competition for the students, Sans Pareil – A sales competition

during Imperium, and more. This year MarQuity plans to continue its regular events and augment them with more competitions, workshops and discussion forums as a platform for practical application of theoretical knowledge.

Opsession

Opsession, the Operations club at MDI comes up with a monthly journal, Ops-Scene, which covers the relevant happenings in the world of Operations Management. The team also prepares simulation games based on operation fundamentals and students apply their classroom learning to it. Verve is digital foot print of Opsession. It is a blog which is regularly updated with all the happenings in the field. Apart from these activities the team also develops games for Imperium, the flagship festival of MDI.

Strategist

Strategist is the Strategy and Now, the Consulting Club of MDI. The club seeks to retain and leverage the interest of the students in the area of strategy and strives to provide them with opportunities to participate in live projects in an effort to expand MDI's student consulting footprint. Club Strategist at MDI is all about creating the college's own domain of consultants. From carrying out detailed sector studies to M&A deals analyses to creating interesting strategy games, the club believes in maintaining a fine balance between being completely professional towards consulting and also making management a fun experience. The club releases its monthly news-letters – Month At Glance (MAG) covering major developments in various sectors. 'Strategist' gives chance to all thinking hats across the country every quarter to pen down



original articles on issues or developments of strategic relevance which are compiled and published in "Strate-log". Through "Fusion"- the M&A vista, club continuously tracks mergers and acquisitions happening in the economies across the world. The club organizes summers and Finals Preparation sessions which include comprehensive sector analyses, mock interview sessions, CV building sessions for the entire batch. Further the club regularly conducts business simulation

Facebook page. IT, being essentially borderless, needs to be understood on a macro level and that is what we at THINC are striving for. (Blogs: <http://thinc-mdi.blogspot.in/>, Facebook: <http://www.facebook.com/MDI.THINC>)

HR DIRECTION

The HR club at Management Development Institute, Gurgaon was launched in 2005. The club has been christened "HR Direction @ MDI". Keeping the spirit of the name, HR



games, talk series, workshops and case studies round the year on varied topics to develop a strategic bent of mind. (Facebook page: <http://www.facebook.com/pages/Strategist-The-consulting-club-at-MDI/191725467578368>)

THINC

THINC or "the Information Consultz" is an academic club at MDI that involves itself with trends and developments in the fastest changing domain of the business world i.e. "Information Management". The members of this club have a penchant for understanding the potential of IT in changing the way business is conducted around the world. Be it marketing, finance, operations, human resources or strategy, in today's digital era one needs to be abreast with the latest developments in IT and its impact on the way business is done. The club has a plethora of activities like conducting quizzes, workshops, talks by industry luminaries, domain knowledge sessions and execute live industry-driven projects throughout the year. The members strive to keep the Mandevians up to date with the latest in IT through the THINC Blog and the

Direction conducts regular industry sessions; organizes competitions for management students across the country. The members of the club invite corporate heads in HR as well as leading academicians to help students gain insights into the latest developments in Human Resource Management. HR Direction also works on increasing corporate interactions and facilitating brain-storming on current issues in the area of Human Resources.

HR Direction strives to bring live industry projects for PGPM and PGPHR students. Some of the live projects brought were from Government of India, KPMG, Godrej, Tata Steel, Tata Consultancy Services, NTPC, RJ Corp, Kite training solutions, Luxury Hues Consultancy Services, to name a few. Some of the regular events the club organizes are HuRDang: Online quiz, Spurt: An event which tests participants' teamwork and negotiation skills, Eleusis: Flagship event of HR Direction with sub events like Enthaa: An audio/Visual quiz intertwined with Business/Human Resource/Organizational Behavior themes, Labor of Hercules, Quest of Leonidas: A case study

competition and Tarak: A simulation game on recruitment and selection. This year the club is starting a newsletter, nationwide online academic quiz and a case building competition as well.

Sports Club

Sports Club @ MDI works with the vision to imbibe healthy & competitive sporting spirit in the students of MDI amidst the intensive academic rigor. It takes the onus of organizing sporting activities to keep students and faculty community healthy & mentally and physically fit. Some of the best memorable moments at MDI are captured in the various sporting events.

It conducts sporting extravaganzas mainly in the fields of Cricket, Football, Volleyball, Badminton, Table tennis, Lawn Tennis, Badminton, Basketball, Carrom, Chess, Snooker/Pool & Athletics. In November 2011, the Sports Club @ MDI conducted "AKSHAYAM", a Sports-cum-Cultural Fest for the first time in the history of MDI with participation from all Top Indian B-schools and it wishes to continue this legacy in all the subsequent years.

The major sporting activities @ MDI are MPL (Mandevian Premier League), King of Kings, War of Worlds, RanBhoomi (Night Cricket Tournament) with many other events every month to keep the spirit of sports alive and active @ MDI. The MPL was conducted for the first time in July 2012 and it was a huge hit among all the students. Sports club provides and ensures a continuous, healthy and constructive interaction among the entire student community.

Sanskriti

Sanskriti, the cultural club at MDI is the embodiment of a collective soul and a singular dream – the quest to build a haven for the novices and connoisseurs alike, where the 'art' of living takes on new meaning. The club is an attempt at providing a platform for musicians, dancers, actors, painters, writers and all types of artists. Celebration is the essence of 'Sanskriti'. Through innumerable events, the club tries to mirror the brighter side of life and add colors to the life of MDI campus.

The club is now taking a new direction by forming larger teams dedicated for taking part in several cultural competitions like dance, dramatics across India, and by being an umbrella for several Special Interest Groups (Movie club, Book reading club) that define the culture at MDI.

CSR Initiatives

MDI imbibes its students with the virtues of transformational leaders. Individuals need to be aware of their surroundings and take actions and initiatives that have harmonious implications for the surroundings. In this era of heightened consciousness of the impact we can have on the environment and society at large, the students of MDI actively take up relevant initiatives.

Samaritans

Samaritans is the social initiative club of the MDI. It aims at inculcating a culture of social responsibility among aspiring managers of today through various events within MDI as well





as by working with NGOs and Corporate on significant projects. The objective is to harness the management acumen of ManDevians in making a difference to the society.

On-going activities include the Literacy Drive with the mess workers, Paper Collection Drive and Food Wastage elimination drive. In addition to the ones conducted on campus, Samaritans also have two regular online features, the Cause of the Month and the Education Drive for underprivileged kids. Other events initiated and organized by Samaritans include partnering with NGOs, Government bodies or other clubs of MDI itself. Samaritans conduct a Blood Donation Campaign and Winter Clothes Collection Campaign every year. The club partners with NGOs like Teach for India and Govt. initiatives like NIF to promote awareness through social B-school competitions. In the upcoming academic year, the team once again plans to hold a Cycling for Awareness Day, a photo-walk based on an environmental theme and a cultural event with under-privileged children. Some of our partners in the coming year include the Haryana Government, Deepalaya, AID Gurgaon and the National Thalassemia Welfare Society.

Though the members of the club play an important role in every activity Samaritans conducts, they act only as facilitators in the whole process. Samaritans is driven by the volunteering of MDI students because of which all these activities are made possible.

Prayas

Prayas is a student-run cooperative on campus that procures and provides the basic amenities of daily life for the students of MDI. Student members undertake procurement of items, inventory management as well as account keeping for the cooperative. Profits generated are used to fund some NGOs as well as the Samaritans

Unnati

Unnati is India's first ever student-run 'live' mutual fund. It was conceptualized in June 2001 as a Diversified Fund with the objective of providing future managers with a launch pad to enhance their learning through the experience of managing a real investment portfolio. In August 2003 a Mid-Cap Fund was added to expand the universe of stocks researched by the team and open new avenues for learning the nuances of investment management by taking real investment decisions. From making a humble start in 2001 with an AUM of Rs. 10000, the AUM has touched the Rs. 1.5 million mark in 2011-12.

A high degree of focus is on investor education and not just providing excellent returns on investment. The research generated is distributed in the form of newsletters, sector outlooks and stock recommendations to keep investors well informed. The future holds exciting possibilities as Team Unnati looks to take this platform of shared learning and practical application of theory to a whole new level through some creative and pioneering initiatives.

Web Committee

Web Committee is the technology club of MDI that brings technology to several aspects of a student's life at MDI – be it academic or extra-curricular. Web Committee is the interface between students and the administration when it comes to technology related issues.

The primary responsibility of Web Committee is to maintain and update the student's portal mandevian.com and engaging with the coordinators of all the activities and events on campus to ensure that the site is updated with the latest content. It also works on creating & managing web accounts and forums for the new batch of students to ensure they are well updated about MDI before coming to MDI.

Yet another major initiative undertaken by Web Committee was to integrate websites/blogs of various clubs under one domain - mandevian.com making it a one stop solution for all club related information. Web Committee maintains 'VidyaSagar' – an online academic system to manage & archive all course and study material for students. Also, Web Committee conducts the online gaming events in various fests held at MDI, which include Imperium, Akshayam and other intra-college, and inter-college fests.



A Day in the Life of a Mandevian

- As the rays of sun hit the campus, the early-risers (and the late sleepers!) are greeted by the twittering birds. While some 'Mandevians' choose to lie down and relax on the spacious lawns, the others rejoice a quick jog.
- Then there are others still who prefer the coziness of their beds before they face the challenging day ahead! No matter which category you belong to, you will sprint all the way to the mess to grab that quick bite of breakfast which will ensure your sustainability.
- And then, the likes of Lakshya and Gurukul become the nerve-centers of all activity. One class after the other, requiring you to muster all the grey cells in your brain to respond to the lectures, case discussions, quizzes, presentations, role plays and what not! At times, a hot cup of coffee is the only resort for survival.
- After this nerve wrecking experience, there is the Grand Lunch (very delicious one too)! It takes away the pent-up fatigue. Even the long queues do not matter as you catch-up with friends and discuss all that has happened during the day. Post-lunch sessions are most exciting as you learn, unlearn and relearn a lot of things through Live Projects and Industry Interactions.
- As the sessions formally end, the students unwind with a game of football in the MDI greens or a game of volleyball in the volleyball court. No one is left out! If you don't play, you cheer. Mandevians take their sports seriously. If you play, you win! Escape the frenzy if you can!
- As twilight appears, you could catch a quick nap or a walk into the cool confines of the cavernous library. You could even engage yourself in the club activities that help you hone your skills
- That is not it! The day has just begun and along with it, it brings the promise of melody, dance and drama. Late night tennis and badminton matches, random walks, serious talks on the benches of footpath, the lonely chairs of Nescafe or the crowded tables of Sharma ji, a guitar playing somewhere far... it all happens in those golden hours!
- The night witnesses everything from group meetings for case presentations, discussions, and assignments to people going to Jha Ji's for the life savior Maggie and ginger tea, Food joint in the parking area for birthday celebrations to gulp down everything on the menu.



Infrastructure

MDI has a well developed state-of-the-art infrastructure, which includes a library with a collection of over 50,000 volumes, and online library providing access to 13,000 international journals and databases, a computer center with over 656PCs, air conditioned lecture halls and syndicate rooms, besides a host of other recreational facilities. State of the art classrooms, IT infrastructure, hostels, library and other facilities set amidst sylvan surroundings create a conducive environment for studies.

State of the Art Classrooms

The campus hosts, air-conditioned lecture halls, syndicate rooms, faculty and administrative blocks, a state-of-the-art computer centre, and one of the best management libraries of the country. MDI provides just the right environment to the students to step away from the mundane world to quietly imbibe, peacefully introspect and ultimately learn.

PGP Classes are hosted in buildings Gurukula, Nalanda and Lakshya (3rd Floor). PGP in Energy Management, PGP in Public Policy and Management classes are held in the Parthenon and Nalanda Buildings. Classrooms in Scholars Building, Auditorium Block and Lakshya are designed for Executive training programmes and host the incompany training and management development programmes for executives.

The Campus also has residential accommodation for academic and administrative staff.

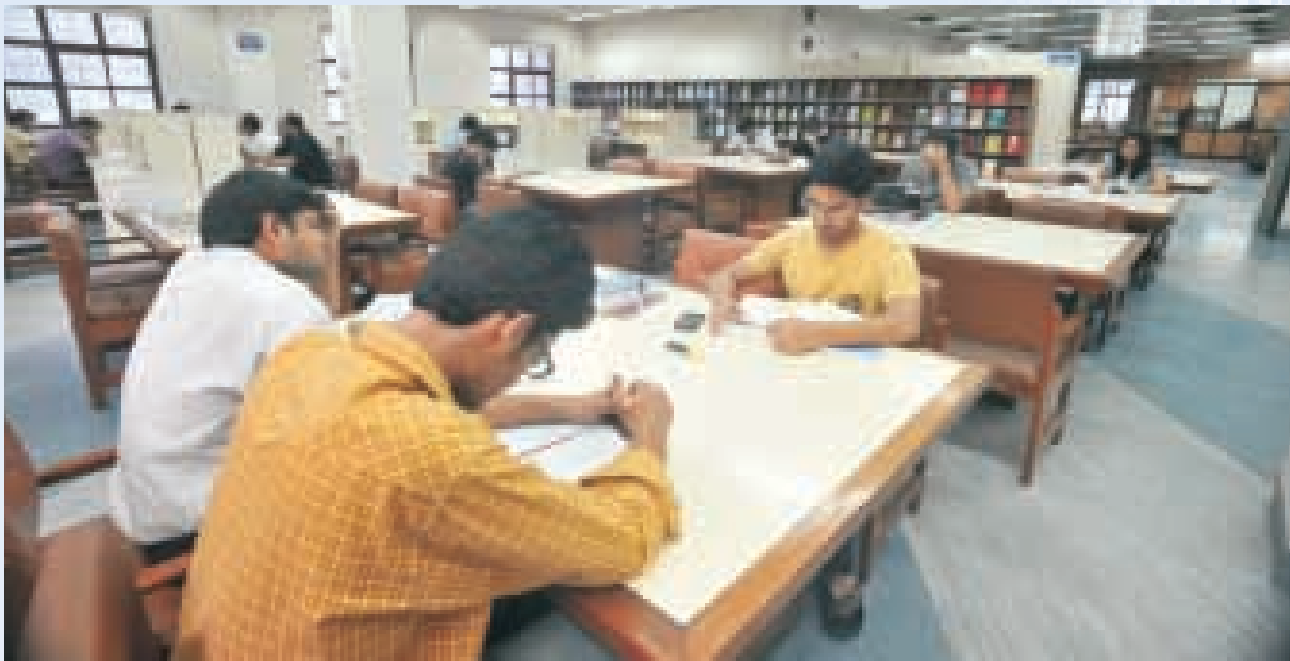
Students' Hostels

Students of PGPM, PGP-HR and PGP-IM stay on Campus and are provided with accommodation on twin- sharing basis in Change Masters and Kshitij. There is a separate hostel block for the girl students called Oddessy. Students are required to bring their own PC with LAN card. The rooms are provided with a bed, a study table, a chair, a cupboard and the usual fixtures. The students may bring their own mattress, bed linen, toiletries and locks for almirah and hostel rooms though these are also available in the student run Co-operative Store "Prayas".

Executive Hostels

The executives of Management Development Programmes are accommodated in Parthenon and Nalanda hostels which have been especially designed to suit the needs of executives. The rooms are air-conditioned and are fully furnished with modern gadgets. The rooms are provided with Internet connection to facilitate extended study hours for the participants. They may bring their PCs with LAN card to fully capitalize on opportunities offered by the residential programme. Taksha Shila is also an executive hostel for the MDP participants with reception halls, air-conditioned dining halls and air-conditioned fully furnished rooms with modern amenities.





Library

The Library holds a rich collection of printed as well as electronic resources which include books, journals, databases, audio-visual materials, CDs/DVDs, e-journals, reports, case studies, conference proceedings, training manuals, etc. The Library with its modern collection of knowledge resources and innovative information services play an essential role for the academic community in their intellectual pursuits.

MDI Library is a hybrid library with the state-of-the-art technological applications. The entire library collection including the CD-ROM/online databases are made available through Institute's network. Users can access the online catalogue and find out the realtime availability of library materials from their own computer terminals. The library offers a range of information services set to the highest professional standards.

The library has a collection of over 50,000 volumes while the online library provides access to 13,000 international journals. The electronic library, which is accessible across the campus network includes major international online databases such as Proquest's ABI/INFORM, Business Source Complete (EBSCO), Sage Online Journals collection, Elsevier collection, JSTOR, CMIE databases, ISI Emerging Markets, etc. The library is open seven days a week.

Computer Centre

MDI has a state-of-art computing facility consisting of 656 PC nodes / laptop includes 10 IBM Pentium based servers, connected on a high speed Gigabit Ethernet Fiber Optic/UTP based network in a distributed Windows XP and Linux environment.

Computer Labs: MDI has 2 nos. Computer Labs equipped with the 120 numbers state of the art computing facilities along with 3 Network LaserJet printers, scanners. 3 nos. projector systems are installed in these computer labs which are being used by students and executives and also conducting the classes for the student & executives.

Class Rooms: All the class rooms are equipped with Projection Systems and Computer System with Internet connectivity.

Facilities for MDI Members: Desktop/ Laptop, printer is being provided to the entire MDI member with internet/Intranet connectivity. All the MDI members have access to Online software package being used for students Grading, Feedback & administrative applications i.e. Leave management system, accounts, admissions & placement.

DATA Center: MDI data center has a 10 IBM Pentium based servers, connected on a high speed Gigabit Ethernet Fiber Optic/UTP based network in a distributed Windows XP and Linux environment as per details given below:

- **Firewall:** The Campus Network is protected using Cyberoam MTU CR 500i - Appliance based Firewall. Email virus protection is provided through Trend Micro Inter Scan Messaging Suite. The MDI implements a very strict security policy to ensure the highest levels of network health and safety.
- **E-mail system:** The e-mail system, which is the most widely, used service on the MDI campus, offers a very user-friendly web based e-mail system allows users to access mails, both from inside the campus and outside.

Internet Connectivity: MDI has 45 Mbps dedicated Internet leased line offers high speed and uninterrupted Internet connectivity from anywhere on the campus, through the campus LAN.

Wi-Fi Facility: To provide flexibility & convenient access to network facilities Wi-Fi Network facilities (IEEE 802.11b.g) have been provided at the various locations in campus i.e. Graduate Program Academic Block, Auditorium, Graduate Program Hostel Mess, Boards Room & Conference Room, Takshashila & Lakshay Buildings etc.

Video Conferencing Facility: MDI has an Internet / ISDN based Video Conferencing Facility setup in the Auditorium. The video conferencing facility comprising of Polycom 4 way multiparty 7,800 Presenter and Visual Concert. This facility is used for

holding global seminars inviting eminent speakers, placement interviews, and virtual student seminars in various programs especially for International Management students.

Hostel Rooms Facilities: The entire Executives hostels are provided Computer System in their room with Internet connectivity. Laser jet printers also being provided in the Executive hostels common room. Network & Internet connectivity is being provided in the students hostels.

Recreational Facilities

A Golf Course, Lawn Tennis, Badminton, Table Tennis, Billiards, Gymnasium, Recreation Room, T.V. Lounge and Canteen are some of the facilities provided on campus. Yoga classes are conducted for the fitness freaks. Facilities like ISD / STD Telephone, Fax, E-mail, Internet and Medical aid are also available on the campus.

Climate

Mid-July to September are monsoon months, followed by pleasant weather till November. December - January is a cold phase and one may need heavy woollens during this period. April-June are quite warm and the temperature sometime goes up to 40 degrees centigrade or above.



Alumni Relations



Prof. Dhruv Nath
Chairperson (Alumni Relations)

An institute is known by the achievements of its alumni and the difference they make to the world around them. Over the 36 years of its existence, MDI has developed a strong and influential network of professionals around the globe; many of them are in the position of transforming and leading companies, creating and building industries, as well as serving the nation. They have made a mark for themselves and their alma mater, and MDI is proud of their achievements and success.

The MDI alumni network has members from all post graduate programs of MDI. With more than 700 members joining the group every year, the alumni network with more than 4800 members currently is growing stronger every year. Members are spread all over the country as well as internationally. Their contributions have been acknowledged by organizations and institutions, as they have marched ahead creating value along the way.

MDI values this community and its relationship with MDI. To strengthen links with Alumni and build long lasting associations, the Institute has an Alumni Office that devotes itself to this cause, along with the students' Alumni Committee, and a Chairperson of Alumni Relations from the faculty, to provide a platform for meaningful interactions, dialogues, and relationship building.

MDI's Alumni Committee organizes an annual Alumni meet at MDI and also regional meets in different metros in the country. The MDI Alumni Committee also keeps its Alumni updated through a Newsletter from time to time.

The Alumni contributes to the development of the student community through the Business Thought Leadership and Synapse lecture Series. These series serve as a forum for exchange and sharing practical and functional expertise between business leaders and the future managers. MDI is keen to further strengthen the bonds with alumni through reunion meets, group interactions, and by involving alumni in MDI activities in future.



Corporate Communication



Prof. Neera Jain
Chairperson (Corporate Communication)

In today's highly competitive and information driven business environment, thoughtful, consistent and well articulated communication has become critical to connecting people. At MDI, we understand the importance of communicating and engaging with not only the internal audience but also our diverse stakeholders in the world around. Through regular e-mails, media coverage of important events and individual achievements, digital signage at different places across the campus, we try to keep our internal audience involved and further their identification and purpose with the Institute. Similarly with the help of various mass media channels like MDI film, website posts, information brochure and advertisements we seek to establish rapport and build relationships with our external stakeholders.

MDI corporate communication committee, headed by a chairperson and co-chairperson and guided by a few faculty members is thus trying to create and foster formal channels of communication. MDI corporate communication cell is a student group attached with the faculty committee. Through various initiatives like informal online presence on facebook, twitter, blogs and videos on youtube, the cell has become the eyes and ears of not only our alumni but also our prospective students. The Corporate Communication committee is thus the custodian of the brand image, identity and culture of MDI.



Prof. Daisy Chauhan
Coordinator (Corporate Communication)



MDI Programmes : A Snapshot (Tentative)

Name of The Programme	Post-Graduate Programme in Management (PGPM)	Post-Graduate Programme in Human Resource Management (PGP-HRM)	Post-Graduate Programme in International Management (PGP-IM)	National Management Programme (NMP)
DURATION	2 years	2 years	2 Years	15 Months
ELIGIBILITY EDUCATION	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE. With minimum of 50% marks	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE
WORK EXPERIENCE	Suitable work experience desirable	Suitable work experience desirable	Suitable work experience desirable	Minimum 5 years of post-qualification executive (Class I or Officer Grade) work experience as on 31st March 2013
ENTRANCE TEST/ DATE	CAT Window 11th Oct. to 06 Nov. 2012	CAT Window 11th Oct. to 06 Nov. 2012	CAT Window 11th Oct. to 06 Nov. 2012	For Self sponsored Candidates- CAT Window 11Oct to 6 Nov 2012. MDI Admission test (for sponsored candidates)-Dec2012
SELECTION PROCEDURES	CAT, Group Discussion, Interview	CAT, Group Discussion, Interview	CAT, Group Discussion, Interview	CAT (for self sponsored candidates) / or MDI's Entrance Test (for sponsored candidates), Interview.
COMMENCEMENT DATE/INTAKE	June, 2013 240 students	June, 2013 60 students.	June, 2013 35 students	April 2013, 60 students
AREA OF SPECIALIZATION OFFERED	Finance, Information, Strategic, HRM Marketing and Operations Management		General Management	Finance, HRM, Information, Operation, Strategic and Marketing Management
COST/ISSUE DATE OF PROSPECTUS	Rs. 1800/- 05 Sep.-10 Oct. 2012	Rs. 1800/- 05 Sep.10 Oct. 2012	Rs. 1800/- 05 Sep.-10 Oct. 2012	Rs. 1800/- 05 Sep.-10 Oct. 2012
LAST DATE FOR SUBMISSION/ RECEIPT OF APPLICATION FORMS AT MDI, GURGAON	10 Oct.2012	10 Oct.2012	10 Oct.2012	10 Oct.2012

Post Graduate Programme in Energy Management (PGP-EM)	Public Policy and Management Programme PGP(PPM)	Part-Time Post Graduate Programme in Management (PGPM-PT)	Fellow Programme in Management (FPM)	Executive Fellow Programme in Management (EFPM)
15-Months	15-Months	3 Years (Non-Residential)	3 - 4 Years	4-5 Years (Non-Residential)
3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE.	Group "A" officers of all India Central and State civil services, 50 years for general & 53 years for SC/ST category age as on date of commencement of programme.	3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE	A Master's degree in any discipline with at-least 60% marks.	Same as applicable in FPM
Minimum 5 Years of post qualification executive (Class 1 or Officer Grade) work experience as on 31st March 2013.	7 years in Group "A" service for all India/Central civil service officers, 9 years in group 'A' service for state civil service officers and 10 years for self and corporate sponsored candidates	Minimum 3 years of Post-qualification Executive work experience	Suitable work experience desirable	10 years Managerial /Executive work experience and minimum age 35 years as on January, 2013.
For Self sponsored Candidates- CAT Window 11Oct to 6 Nov 2012. MDI Admission test (for sponsored candidates)-Dec2012	3rd March 2013/ 1st Sep 2013 Tentatively	MDI Test to be held on Campus during for the CAT/GMAT/GRE/GATE/UGC-JRF	Candidates who have appeared /are appearing GATE/UGC-JRF qualified	Same as applicable in FPM
CAT (for self sponsored candidates)/or MDI's Entrance Test (for sponsored candidates) Interview	Nomination should be sent to MDI and DoPT/Application through proper channel. Academic and technical screening, personal interviews. Self & corporate sponsored candidates should send their applications directly to MDI	MDI Entrance Test/Interview	Shortlisted candidates will be called for the interview on the basis of CAT/GMAT/GRE/GATE/ UGC-JRF Scores (2 years from the date of the and should be valid on the deadline of the submission of the application)	Same process as in FPM
April, 2013 60 Students	60 Students, dates to be decided	April 2013 (120 students) & October 2013 (60 students)	July 2013 & upto 20 students	July 2013 & upto 20 students
Energy Management	Public Policy Management	Finance, HRM, Information, Marketing, Operation and Strategic Management	Finance, Economics, HBOD/HRM/IM/ Marketing /OM/SM/Public Policy & Governance/Bus. Communication	Same as offered in FPM
Rs. 1800/- 5 Sep.-10 Oct. 2012		Rs.1800/- (For April batch 18 Jan to 18 Feb 2013 and for Oct batch 19 July to 19 August2013)	Rs.1800 1st November 2012-31 January 2013	Rs.1800 1st November 2012-31 January 2013
10th Oct. 2012	(To be announced separately)	For April batch-18 Feb 2013 and for Oct Batch- 19 August 2013	31 Jan 2013	31 Jan 2013





MDI
GURGAON

**Management
Development
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