

# Information Brochure - 2015



**MDI**  
GURGAON

Management  
Development  
Institute

# MDI @ 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 of India.

## 100% Placements

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.

## 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.

## 75+ 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. A number of 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 80,757 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.

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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. Malay Mukherjee

Chief Executive Officer & Managing Director, IFCI Ltd.  
NEW DELHI

## MEMBERS

### Shri A.C. Mahajan

Former CMD, Canara Bank  
MUMBAI

### Shri Alok Kumar

Joint Secretary (Training), Dept. of Personnel & Training, GOI  
NEW DELHI

### Shri Madhu Sudan Sahoo

Secretary, ICSI and Director, IFCI Factors Ltd  
NEW DELHI

### Shri M.S. Raghavan

Chairman and Managing Director, IDBI Bank Ltd.  
MUMBAI

### Prof. Omprakash Mishra

Professor of International Relations, Jadavpur University  
KOLKATA

### Dr. Rajeev Uberoi

General Counsel & Group Head, IDFC Ltd,  
MUMBAI

### Mrs. Renu Sud Karnad

Managing Director, HDFC Ltd  
MUMBAI

### Prof. (Dr.) S.P. Narang

Former Secretary & CEO, ICSI  
DELHI

### Prof. Sanjay Govind Dhande

Former Director, IIT Kanpur  
PUNE

### Shri Tripurari Sharan

Director General, Doordarshan  
NEW DELHI

### Shri Venugopal N. Dhoot

Chairman, Videocon Group of Companies  
MUMBAI

### Dr. Mukul P. Gupta

Director  
Management Development Institute, (Ex-officio member)  
GURGAON



## From the Director

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 expertise and care 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 through a 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 learning on the other.

58 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 @ MDI



#### 2014

- Global Conference on Recovering Markets (series of conferences) organized during March 2014  
MoU signed with:
  - Nagoya University of Commerce & Business, Japan
  - University of Maribor, Slovenia
  - Nepal Administrative Staff College
- Kathmandu University School of Management, Nepal
  - Royal Institute of Management, Bhutan
  - Groupe ISCAE, Morocco
- Cyprus International Institute of Management, Greece
  - Universidade Catolica Portuguesa, Portugal

#### 2010

- MoU for School of Public Policy and Governance signed again with Ministry of Personnel and Training, GOI
  - MoU signed with Aston Business School, Aston University, Birmingham, UK
- MoU signed with Schneider Electric India (SEI), Maruti Suzuki India Limited & Indian Oil Corporation Limited for multiple activities

#### 2012

- MoU signed with Richard Ivey School of Business, Canada

#### 2013

- MoU signed with Hungarian Logistics Association, Hungary
- MoU signed with University of Szeged, Hungary
- International Summer University launched

#### 2007

- Increased intake in Post Graduate Programmes in Management

#### 2011

- Three of the Programmes of MDI: PGPM, NMP and PGPM Part-Time re- accredited by AMBA, UK
- Three other Programmes: PGP-HRM, PGP-IM and PGPEM also received accreditation by AMBA,UK
- Collaboration with four new Educational Institutions: Smeal College of Business (USA), Louvain School of Management (Belgium), New Castle University (UK), Munich Business School (Germany)

# The Institute

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 6 Deans— Dean (Graduate Programmes), Dean (Executive Graduate Programmes), Dean (Consulting & Advancement), Dean (Continuing Education), Dean (Research & Accreditation) and Dean (Faculty & Special Initiatives). 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 (PGPM-PT)
- Post Graduate Programme in Energy Management (PGP-EM)
- Post Graduate Programme in Public Policy and Management (PGP-PPM)

#### Fellow Programme

- Fellow Programme in Management (Full Time)
- Executive Fellow Programme in Management (Working Executive)



# Education Programmes

## Post Graduate Programmes

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. 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.



**Prof. Ashok Panjwani**  
Dean, Graduate Programmes

## Executive Post Graduate Programmes

In 1988, the National Management Programme (NMP) was launched for Senior executives of public sector. NMP was the first PG Programme launched at MDI for executives with diverse experiences from public and private sectors to provide them with holistic business perspective and international exposure. Later in 1999, the PGPM Part-Time (PGPM-PT) was initiated to impart management education to working executives and entrepreneurs in the National Capital Region (NCR) who have not had an opportunity to get exposed to the latest managerial tools and techniques through formal in-class interaction. Energy Management is a unique offering from MDI. It is an exclusive industry-focused programme which addresses the dire need of highly skilled business professionals to sail through the management challenges in the Energy, Power and allied sector. Public Policy course 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. Admission to each of these programmes is based on a specially designed selection process. MDI's Fellow programme encourages research in current and contemporary areas of interest in management. The primary purpose of Fellow programme is to develop scholars who will stretch the boundaries of management thought and will also impact contemporary management practices in real time.



**Prof. D.P. Goyal**  
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.



### **BHUSHURMATH N.R.**

Professor

**Dean, Continuing Education  
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:** Finance, Entrepreneurial Finance and Venture Capital.



### **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



### **SHARMA Anand Kumar**

Adjunct 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.



### **DASH Ashutosh**

Assistant Professor

**Asst Editor, MDI Journal**

M.Phil, Ph.D. (Utkal University)

**Areas of Interest:** Financial Accounting, Financial Management, Mergers & Acquisition.



### **SAHI Shalini Kalra**

Assistant Professor

**Coordinator, Rankings & Compliances**

MBE, M.Phil. (University of Delhi), FPM (MDI, Gurgaon)

**Areas of Interest:** Behavioural Finance, Accounting, Corporate Finance



### **DHAMEJA Nand**

Adjunct Professor

Fellow (IIMA)

**Areas of Interest:** Accounting & Finance



### **BATHIA Deven**

Adjunct Faculty, International

MBA, Fordham University, New York, NY, U.S.A. Master of Commerce, University of Mumbai, Ph.D. University College Dublin, Ireland

**Areas of Interest:** Finance



### **GOEL Sandeep**

Assistant Professor

**Coordinator, Open Enrollment Programmes**

Ph.D. (Finance); Ph.D. (Accounting) – FMS, Delhi University

**Areas of Interest:** Financial Reporting & Analysis, Corporate Finance, Earnings Management & Corporate Governance.



### **GUPTA Jyoti**

Adjunct Faculty, International

Mechanical Engineering IIT, Kharagpur, Ph.D.

University of Manchester, UK

**Areas of Interest:** Finance



### **Iyer Veena**

Assistant Professor

**Chairperson, PGP-IM**

M.A, FPM (IIM, Bangalore)

**Areas of Interest:** Strategic Financial Management, Business Modeling & Valuation, Financial Economics



### **KHANNA Bhagwan**

Adjunct Faculty, International

MBA, Georgia State University, Atlanta, Georgia, Ph.D.

Victoria University of Wellington, New Zealand

**Areas of Interest:** Financial, Cost & Managerial Accounting, International Accounting & History of Accounting

## Business Communication

MDI is one of the few business schools in India to have a full fledged Area of Business Communication. 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 various management development programmes workshops for several organizations. With globalization and IT revolution in full swing, the field of business communications is rapidly evolving. The faculty members keep themselves abreast of the latest developments through industry interactions and research activities. Some of the areas in which the Area faculty is pursuing research include Leadership Communication, Crisis Communication, Impact of New Media and Effects of National and Corporate Culture on Organizational Communication.



### BAJAJ Gita

Associate Professor (EOL)  
BE (Thapar University, Patiala), Ph.D. (AMU, Aligarh)

**Areas of Interest:** Managerial Communication, Influencing and Negotiation Skills, Case Writing, and Cross Cultural Communication.



### JAIN Neera

Associate Professor

**Chairperson, Corporate Communication**

**Area Chairperson**

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

**Areas of Interest:** Interpersonal Communication in Organization  
Presentation Skills, Business Writing, Cross Cultural Communication  
Leadership Communication and Gender Diversity.



### GAUR Vidhu

Assistant Professor

M.A., PGDCM, M.B.A., Ph.D. (University of Kota, Rajasthan)

**Areas of Interest:** Oral Communication & Presentation Skills, Corporate Communication, Business Writing, Anger & Stress Management, Social Marketing, Media Theories and Media Communication.



### KAPOOR Ashok

Professor

B.E (Hons.) Mechanical , MMS (both from BITS, Pilani)

**Areas of Interest:** Oral Communication & Presentation Skills, WAC, Corporate Communication, Image & Reputation Management, Social Marketing, Leadership , Mentoring & Coaching , Theatre Techniques & The Art of Story Telling.

## 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

**Area Chairperson**

M.A.(Delhi School of Economics), M .Phil, Ph.D. (JNU) in Economics

**Areas of Interest:** Managerial Economics, Macroeconomics, International Monetary Economics, Econometrics, Infrastructure, Railways, Poverty and related issues & Agriculture Industry interaction.



### PRASAD Rohit

Associate Professor

M.A., Ph.D. (SUNY Stony Brook)

**Areas of Interest:** Telecom Regulation, ICT for Development, Public Policy.



### ATMANAND

Professor

**Dean, Consulting & Advancement**

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.



### RAY Rupamanjari Sinha

Assistant Professor

**Chairperson, Student Affairs & Warden Girl's Hostel**

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.



### GHOSH Sajal

Assistant Professor

**Editor – MDI Journal**

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.



### 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, PGP-HRM**

M.A., Ph.D. (Nagpur)

**Areas of Interest:** Leadership, Building High Performance Teams, Recruitment, Psychological Testing, Personal and Interpersonal Effectiveness, Careers and Survey Research.



### CHAUHAN Daisy

Associate Professor

**Chairperson, PGPM – Part Time**

**Area Chairperson**

M.A., Ph.D. (Panjab University, Chandigarh)

**Areas of Interest:** Stress Management & Work-life Balance, Personality, Emotional Intelligence, Managing Self and Leadership.



### RAI Sumita

Associate Professor

**Chairperson, Student Counseling**

**Co-ordinator, Customized Programmes**

M.A., Ph.D. (IIT, Kanpur)

**Areas of Interest:** Transformational Leadership, Employee Motivation, Social Equity Theory, Team Building and Change Management.



### GUPTA Amit

Associate Professor

PGDM (IIMA), Ph.D. (University of Maryland at College Park)

**Areas of Interest:** Organization structures, Organization change, Leadership.



### SHARMA Radha R.

Raman Munjal Chair Professor  
Professor, OB & HRD (EOL)

M.A., Ph.D. (BHU), Advanced MBTI Professional; EI Certification (USA), GCPC, Harvard Business School CSR Certification, British Council & New Academy of Business, UK; and World Bank Institute.

**Areas of Interest:** Leadership development, Emotional Intelligence mapping and development, Personality and Potential Testing & Coaching and Counseling, Management of Change through HR Interventions, Assessment and management of Stress and Executive Burnout and Competency Mapping.



### GUPTA R. K.

Professor

B.Tech, Fellow (IIMA)

**Areas of Interest:** Organization Design & Development, Culture & Organizations, Philosophy and methodologies of knowledge creation.



### SETTER Ora

Adjunct Faculty

Tel Aviv University, Israel

M.Sc, Ph.D, Tel Aviv University, Israel

**Areas of Interest:** Organizational Development



### JAIN Ajay K.

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 Industry and undertaking Management Development, Research, Consultancy and Management Education activities. The area has a number of books to its credit on themes as: Human Resource Management: Perspectives for the New Era; Personnel and Employee Relations; Labour Law and Governance; The Sociology Of Formal Organizations; Social Security Law in India; International Encyclopedia of Laws: Social Security (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 global HR journals. Area members have also published management cases in reputed Indian and International Journals. There has been active representation of area members in International and National HRM conferences as research paper presenters, sessions chairs, keynotes or plenary speakers held all over including North America, Europe, Asia, Australia, Africa and India. The area members are Visiting Professors to various business schools in Europe & other countries.



### BHATNAGAR Jyotsna

Associate Professor

**Chairperson, FPM (Full Time/ Working Executive)**

M.A. (Psychology), Lucknow University, Ph.D. (IIT, Delhi)

**Areas of Interest:** Innovative HRM, Talent Management & Employee Engagement; Strategic HRM; High Performance Work Systems; Organizational Learning, Entrepreneurship & HR.



### SAINI Debi S.

Professor

**Area Chairperson**

M.Com. LL.M., Ph.D. (Delhi), GPHR (USA)

**Areas of Interest:** Strategic Human Resource Management; Employee Engagement; High Performance Work System; Employee Relations; Industrial relations Law; and Law, Labour & Society.

**BISWAS Soumendu**

Assistant Professor  
Ph.D. (IIT, Kharagpur)

**Areas of Interest:** Organizational culture, International dimensions of Organizational Behaviour and Multivariate Data Analysis Techniques with specific reference to SEM procedures.

**SHARMA Tanuja**

Associate Professor  
M.B.A. (Allahabad University), Ph.D. (FMS, Delhi University)

**Areas of Interest:** Performance Management System, Coaching & Mentoring, Compensation Management, Corporate Social Responsibility Performance Management System, Compensation Management, HR as service Concept, Social aspects of HRM).

**GUPTA J. L.**

Adjunct 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.

**Prof. Sorensen Henrik B.**

Adjunct Faculty, International  
M.Sc. Ph.D. Aarhus University, Demark

**Areas of Interest:** Organization - Interorganization Relations / HR

**JAIN Janender K.**

Associate Professor  
**Chairperson, NMP/PGP-EM**  
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.

## 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, Business Process 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  
**Dean, Executive Graduate Programmes**  
MBA, Ph.D (Kurukshetra University)

**Areas of Interest:** Information Systems & Strategy, IT Project Management, Business Process 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.

**JAISWAL Mahadeo P.**

Professor  
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 & Accreditation**  
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, Digital and 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.



### KAPOOR Avinash

Associate Professor

**Chairperson, PGPM**

B.Sc, M.A., MBA, Ph.D. (University of Rajasthan)

**Areas of Interest:** Consumer Behavior, Brand Management, Marketing Management, Marketing Research, Sales and Distribution Management



### BHULLAR Neelu S.

Associate Professor

M.Sc., M.B.A., Ph.D. (IIT, Kanpur)

**Areas of Interest:** Customer Relationship, Marketing for Social Sector and Marketing of Services



### KULSHRESTHA Chinmaya

Assistant Professor

**Coordinator, Consulting**

B.A., MBA, Ph.D. (University of Rajasthan)

**Areas of Interest:** Marketing Management, Marketing Research, Rural Marketing, Consumer Behaviour and Sales Management.



### GODINHO Jass Nathaniel

Associate Professor

PGDM (IIMA)

**Areas of Interest:** Strategic Marketing, Sales and Distribution Management and International Marketing.



### MUKHERJEE Jaydeep

Associate Professor

**Area Chairperson**

PGDM, Ph.D. (IIT Kharagpur)

**Areas of Interest:** Marketing of New Products, New Product Development Process especially in the emerging market context, Digital Marketing and Marketing Strategy.



### 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.



### SHARMA KIRTI

Assistant Professor

**Coordinator, International Relations**

B.Sc., MBA, Ph.D. (Kurukshetra University)

**Areas of Interest:** Marketing Management, Consumer Behaviour, Marketing Research, Advertising Management and Marketing of Services.



### KALIA Vinod

Professor

B.Tech., PGDM (IIMA)

**Areas of Interest:** Strategic Marketing, Distribution and Channel Management, Sales Management, Personal Selling and Industrial Marketing.



### SRIVASTAVA Ritu

Assistant Professor

M.C.M, Ph.D (University of Lucknow)

**Areas of Interest:** Marketing Management, Marketing of Services, Relationship Marketing and Retail Management.



### KAPIL Kanwal

Associate Professor

**Chairperson, Placements**

MBA, Ph.D. (CCS University, Meerut)

**Areas of Interest:** Marketing Management, Brand Management and Consumer Behavior.



### SRIVASTAVA Vibhava

Associate Professor

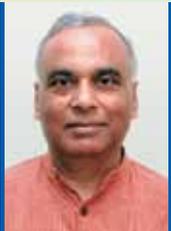
**Coordinator, Placements**

MBA, Ph.D. (MINNIT Allahabad)

**Areas of Interest:** Marketing Management, Marketing Strategy, B2B Marketing, Pricing Strategies and Marketing Research.

## 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

Professor

B.Tech, MS, Ph.D. (Case Western, USA)

**Areas of Interest:** Operations Research, Decision Science and Operations Management.



### PANJWANI Ashok

Professor

**Dean, Graduate Programmes**

B.Tech., Fellow (IIM-Ahmedabad)

**Areas of Interest:** Project Management, Operations Management and Quantitative Modeling for Resource Optimization.



### CHATTERJEE S.

Professor

**Dean, Faculty & Special Initiatives**

BE, PGDM, Ph.D. (Barkatullah University, Bhopal)

**Areas of Interest:** Materials Management, Operations Research and Quantitative Methods.



### Prashar Anupama

Assistant Professor

B.E., MBA, Ph.D (Punjab University)

**Areas of Interest:** Quality and Process Improvement methods, Operations Management, Business Research Methods



### GUPTA Narain

Assistant Professor

**Coordinator, Special Initiatives**

M.Tech. (IIT Kharagpur), FPM (IIM -Ahmedabad)

**Areas of Interest:** Strategic Sourcing, Spend Management, Optimization and Modeling, Process Industries Modeling, Supply Chain Management and Decisions Support System.



### SAXENA N.S.

Adjunct Professor

B.E., M.Tech, Ph.D (IIT-Kanpur) PGDM

**Areas of Interest:** Management of Quality, Energy Management, Renewable Resources, Environment Management and Power Management



### Gupta Kumar Amit

Assistant Professor

Ph.D, M.Tech, (IIT Kanpur)

**Areas of Interest:** Operations management, Decision Science, Supply chain management, Quantitative Techniques



### SRIVASTAVA Manoj

Associate Professor

**Area Chairperson**

B.E.(IIT-Roorkee), M.Tech. (IIT-Delhi), Ph.D. (BITS-Pilani)

**Areas of Interest:** Supply Chain Management, Operations Management, RFID and System Dynamics.



### KUMAR Sanjay

Professor

B.E. (IIT-Roorkee), M.Tech. (IIT-Kanpur), Ph.D. (IITKanpur)

**Areas of Interest:** Operations Management, Business Process Management, ERP, New Product Development and Integrated Manufacturing.



### YANG Ying

Adjunct Faculty, International

MSc, School of Business, Loughborough University, UK, Ph.D. Faculty of Business and Management, Ulster University, UK

**Areas of Interest:** Supply Chain Management & Operations Management



### MITRA Joydip

Associate Professor

**Coordinator, Admissions**

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, regulation and 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

**Chairperson, Customized (In-Company) Customized Programmes**

M.Com (Panjab University), Ph.D, LLB Delhi University, FCS (ICSI);  
Diploma in Administrative Law (Indian Law Institute)

**Areas of Interest:** Business Laws, Corporate Laws, Labor Laws, Public Policy Reputation, IPRS, Corporate Governance



### NARAIN Vishal

Associate Professor

PGDRM, Ph.D. (Wageningen University, the Netherlands)

**Areas of Interest:** Natural Resource Management, Public Policy Processes and Institutions.



### BAXI C.V.

Adjunct Professor

**Areas of Interest:** Strategic Management, Corporate Governance, Corporate Social Responsibility & Behaviour Ethics



### 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.



### KUMAR Avnish

Associate Professor

**Area Chairperson**

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

**Areas of Interest:** Civil Society Organizations, Social & Spatial Inequity, Sustainable Development and Rural Livelihoods, Qualitative Methods in Policy Research.



### CAMPBELL David

Adjunct Faculty, International

Newcastle University Business School

MBA, Newcastle University, UK

Ph.D, Northumbria University, UK

**Areas of Interest/ Specialization:** Ethics and CSR Corporate Governance

## Strategic Management

The Strategic Management Area deals with achievement of sustainable competitive advantage of the organization in ethical manner. It covers Strategy Formulation, Implementation and Control. It includes Mergers and Acquisitions, Alliances & Joint Ventures, Restructuring, International Business, Innovation, Entrepreneurship, Corporate Governance, Corporate Social Responsibility etc. The area faculty has a mix of academicians and practitioners who have, to their credit publications in national and international journals and global industry exposure at strategic level in multiple geographies.



### DASGUPTA Meeta

Assistant Professor

**Coordinator, Accreditations & Compliances**

B.Com (Hons), PGDM, FPM (MDI)

**Areas of Interest:** Innovation Management and Strategy, Business Strategy and Competitiveness of Firms, Strategic Alliances and Joint Ventures



### ROY Ankur

Assistant Professor

B.Com (Hons), PGDBM, Ph.D.

**Areas of Interest:** Competitive strategy, SME strategy, and International Business.



### PILLANIA Rajesh K.

Associate Professor

B.Sc. MBA, Ph.D. (Punjab University), Visiting Fellow, Harvard (Boston)

**Areas of Interest:** Strategy in India, Emerging markets, Global strategy and Innovation strategy.



### SHARMA Veeresh

Associate Professor

**Area Chairperson**

MBA Ph.D. (Strategic Management), Faculty of Management Studies, University of Delhi.

**Areas of Interest:** Environmental uncertainty, hypercompetition



### RAINA S. N.

Associate Professor

B.E., PGDM (IIMB)

**Areas of Interest:** Mergers & Acquisitions, Strategic Alliances & Joint Ventures, and International Business.



### TRIPATHI, Shiv Shankar

Assistant Professor

**Warden – Boys' Hostels**

PhD (IIT Kharagpur), MBA

**Areas of Interest:** Product & Service innovations, Ambidexterity, Growth strategies, Open innovations



# Post Graduate Programmes

## Post Graduate Programme in Management (PGPM)



**Prof. Avinash Kapoor**  
Chairperson, PGPM

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 ready to work at responsible positions in a global environment.

### Objectives

MDI's PGPM is designed to nurture students and help them build and enhance their managerial competence. The meticulously structured programme helps 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
- Think out of the box, 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 of business and industry. Students are expected to achieve high standards of excellence. The teaching methods include—lectures, case studies, seminars, assignments, live projects, group discussions, business games, outbound based experiential learning activities, educational excursions, 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 to identify and deal with complex problems of 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 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 (compulsory) courses are covered in four terms, with the bulk covered in the first three terms. These core courses enhance the ability to communicate, analyze situations and make decisions using both quantitative and qualitative considerations, and also help them develop a holistic view of business management and the business environment. During this period, students choose courses in general management and various functional areas, such as finance and accounting, marketing, operations management, information technology management, organizational behaviour and strategic management. They are also exposed to the basic disciplines of economics, behavioral sciences, managerial communication, business law, 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 period of eight to ten weeks. This is a compulsory component of the curriculum and is an essential part 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 could be any of the following: Finance, Information Management, Marketing, Strategy and Operations Management. All elective packages, however, may not be offered, as this would be determined by the number of students showing interest in specializing in a given area. The Institute may also consider new electives in line with the latest developments and availability of expertise to

offer the same. Details about the electives are made available to students when they join MDI. To specialize in an area, a student must take a minimum of five elective courses (15 credits) offered by that Area. Students shall be allowed to opt for between 14 to 17 electives. However, the CGPA would be arrived at by taking into account the best 14 electives from electives taken by the student.

### 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 enhances the competencies of students so that they are better able to live and work in an increasingly globalized world. This feature thus provides 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 who wish to understand the global context of business can avail this opportunity. Students can apply to institutes with which MDI has a 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 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 awarded a letter grade. The weighted average of courses taken by a student in the programme gives the Cumulative Grade Point Average (CGPA).

### Scholarships

#### MDI Scholarships

- The merit cum need basis O.P. Jindal scholarship of INR 1,25,000 to two students, one each from the first year and second year.
- At the end of the second year, MDI awards five merit scholarships of INR 10,000/- each to the top five students.



### International Scholarships

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

- DAAD Scholarship for schools in Germany
- Eiffel Scholarships for students going for dual degree programme to France.
- Scholarships from French Embassy in India
- Other Universities/Business Schools: In addition to above Scholarships, students from time to time get scholarships/funding support from Copenhagen Business School, Denmark, HHL Leipzig Graduate School of Management, Leipzig, Germany, European Business School, Oestrich-Winkel, and Bergische Universität Wuppertal, Wuppertal, Germany, Aarhus University (Travel Grant).
- 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)
  - o Warsaw School of Economics, Poland
  - o 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 only in Asia to get this programme accredited by an International body the 'Association of MBAs' (AMBA), UK. MDI has also been accredited by a South Asian Quality Assurance System (SAQS).

## Course curriculum

### First Year 2015-2016

#### Term-I (June – Mid September)

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

#### Term-II (Mid September - December)

- Economic Environment & Policy-I
- Human Resource Management
- Management Accounting-II

- Management Science Models
- Managerial Communication-II
- Marketing Practices and Implementation
- Operations Management

### Term-III (January - March)

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

### Summer Internship (April - June)

### Second Year (2016-17)

### Term-IV (June - August)

#### Core Course

- Strategic Management-II

#### Electives

Multiple courses offered. Students choose to study 4 to 6 courses.

### Term-V (September – December)

#### Electives

Multiple courses offered. Students choose to study 5 to 6 courses.

### Term-VI (December - March)

#### Electives

Multiple courses offered. Students choose to study 5 to 6 courses.

#### List of Electives

#### (Offered in Term IV, V and VI)

#### Business Communication

- Effective Communication through Theatre Techniques

#### Finance

- Advanced Financial Statement Analysis
- Analytical Methods and its Applications in Finance

- Behavioural Finance and Business Valuation-I
- Behavioural Finance and Business Valuation-II
- Corporate Restructuring and Business Valuation
- Corporate Tax Planning
- Financial Risk Management
- Forensic Accounting & Corporate Governance
- International Corporate Finance
- Investment Management
- Management of Banking and Financial Institutions
- Project Appraisal and Structured Finance
- Strategic Cost Management
- Treasury and Assets Liabilities Management

#### Strategic Management

- Entrepreneurship
- Innovation Strategy
- International Business
- Mergers and Acquisitions
- Strategic Alliances & Joint Ventures

#### Marketing

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

#### Economics

- Application of Game Theory to Business
- Demand Forecasting
- Economic Environment & Policy-II
- Economics of Competition Law
- Economics of Emerging Markets
- Economics of Real Estate
- Energy Economics



- Environmental Management and Green Accounting
- Financing and Managing Infrastructure Development
- Industrial Economics
- International Macroeconomics and Forex Management
- Modeling and Forecasting of Energy & Financial Markets

### Information Management

- Business Development in IT
- Business Process Management
- Data Analytics
- Enterprise Systems Consulting
- Information Security Management
- Managing Business of Telecommunications

### Organizational Behaviour

- Influencing and Negotiation Skills
- Leadership and Emotional Intelligence
- Leading Change through Emotional Intelligence
- Self Development and Interpersonal Relations
- Team Building for High Performance

### Operations Management

- Advanced Operations Management
- Management of Quality
- Operations Strategy
- Project Management
- Service Operations Management
- Supply Chain Management
- Systems Approach to Materials Management
- 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. It may also not offer some of the courses for relevant reasons. The final offer is announced to students once they join.



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



**Prof. Anil Anand Pathak**  
Chairperson, PGP-HRM

Fierce competition and the need for continuous change have created a critical role for HR professionals in business organizations. MDI offers a unique PGP-HRM 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 continuously draws from the contemporary business developments, and ensures a rich academia-industry blend.

## Programme Structure

The programme is spread over six terms, of three months each. The first four terms are devoted to core courses encompassing various managerial functions, essential for HR managers to develop into future business partners. The remaining terms focus on inputs in HR and OB through a rich offering of electives from HR/OB/Strategy/Finance/Operation and Communication areas. Students have the opportunity of interacting with internal faculty mentors and industry guest faculty who 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 behavioural tools, techniques and skills. Application skills are tested through case studies and live projects in organizations. 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 awarded by an Indian University.

## Course Curriculum

### First Year (2015-16)

#### Term I (June - September)

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

### **Term II (September - December)**

- Economic Environment & Policy
- Employee Relations
- Human Resource Planning
- Employment Law-I
- Management Accounting-II
- Managerial Communication-II
- Performance Management System

### **TERM III (January - March)**

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

### **Summer Internship (April - June)**

#### **Second Year (2016-17)**

#### **Term IV (June - August)**

- Employment Law-II
- Business Ethics and Corporate Governance

- Strategic Management-II
- Journey to Self (Experiential Lab )
- Selection and interviewing
- Operations Management
- Strategic Challenges for Marketing Professionals
- Social Conscientization and CSR

#### **Term V (September - December)**

Students will study 7 electives, which are offered over term V and Term VI. These electives are to be chosen from an Indicative list of 17 electives.

#### **Electives - 4 or 5**

#### **Term VI (December - March)**

#### **Electives - 3 or 4**

#### **List of Electives (Indicative)**

- Leadership and Managerial Effectiveness
- Consulting Skills
- Talent Management and Competency Framework
- Negotiation Skills
- Psychometric Testing and Measurement
- Management across Cultures
- Organizational Transformation
- Team Building for High Performance
- Coaching, Counseling & Mentoring
- International HRM
- Employer Branding
- Mergers and Acquisitions
- Management of Creativity and Innovation in Organizations
- Management Control Systems
- Diversity and Inclusion
- Business Analytics
- Human Capital Management



## Post Graduate Programme in International Management (PGP-IM)



**Prof. S. Veena Iyer**  
Chairperson, PGP- IM

The primary objective of the PGP-IM is to provide students with the ability to look at this bigger picture and the associated dynamics. This programme prepares managers and future leaders to develop a global mindset so as to enable to appreciate global economic, political, legal and cultural realities, build networks across geographies, and live and work across cultures.

In the latter half of the last decade, possibly for the first time after the Great Depression, the world at large and its economies of varying proportions came to terms with their vulnerabilities to economic forces. Globalization, competition, greed, irrational fear – you name it and it has been arraigned as the cause. It's a no brainer that managers of today need to be equipped with contextual abilities and skills to perform effectively across markets that span vast geographies. Also, imperceptibly but surely, terms such as competition, market share grab and profit maximization are yielding to co-competition, maximization of collective value and sustainability.

Regardless of the size of a company, the scale of operations, or the industry, globalization is no longer an option but a strategic imperative. Opportunely, the complexion of internalization in India has moved beyond mere imports and exports or the entry of foreign companies into the Indian markets. Indian companies are a force to reckon with in the international arena.

The Post Graduate Programme in International Management, launched by MDI in 2006, was the first of its kind in India. The programme is currently offered under an arrangement with European School of Management (ESCP – Europe), which has been ranked 2nd in Europe by the Financial Times. MDI is looking to add to the list of partnerships in order to afford its students greater choice of place of study.

The PGP-IM is a programme delivered partly in India (MDI) and partly in Europe (ESCP- Europe campuses). The first phase of the programme is delivered at the MDI campus in Gurgaon, while the second phase is currently delivered in Europe at the Paris, Berlin, Madrid & Torino campuses (English Track). The students have an option to earn another degree offered by the partner institute on completion of a minimum number of credits and fulfillment of other conditions.

At the end of the on-campus part of the programme, the students carry out industry internships, predominantly in Europe. Living and working overseas

make the students understand and appreciate other cultures and develop global mindsets.

### Recognition

- PGP-IM that culminates into the award of the 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 it to offer a unique style of business education with a global perspective on management issues.

Triple-crown accredited (EQUIS, AMBA, and 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 qualifies the applicants for Masters in European Business (MEB) 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 promote 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 prevail.



**BERLIN:** The ESCP-Europe's 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 conducted on contemporary business issues. The Berlin campus is a "staatlich anerkannte wissenschaftliche hochschule" with a degree-awarding charter.



**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 a beautiful building equipped with modern facilities. Torino is one of the main business centers of Italy 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.



**LONDON:** The London campus is situated in Hampstead, in the Borough of Camden. It 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

\* Photograph Source : <https://www.facebook.com/escpeurope>

## Pedagogy

Several pedagogical tools such as case studies, simulations, lectures, discussions and role plays are employed for the 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 the 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.

## Course Curriculum

### First Year 2014-15

#### 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
- Organizational 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 -1
- 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-1
- 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
- European Business Environment
- Financial Strategy
- Human Resource Management
- International Management
- Management Accounting
- 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). Those opting for the additional degree earn 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 the French Ministry of Education.

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

1. Students do not have to pay any tuition fee at ESCP-Europe locations. 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 the availability of accommodation. However, students will have to make final arrangements on their own. Cost of stay in Europe is approximately Euros 600-800 per month.
3. Students are advised to possess a current valid passport (valid for at least one year) at the time of joining the institute.



# Admission Process

## PGPM/PGP-HRM/PGP-IM



**Prof. Sangeeta S Bharadwaj**  
Chairperson, Admissions

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

MDI Information Brochure along  
with Application form availability : September 5, 2014 to November 14, 2014  
Last Date for submission of  
Application Form at MDI : November 14, 2014  
CAT Test Window : November 16 and November 22, 2014

### Eligibility

- The candidates must have 50% marks or equivalent CGPA in both X and XII.
- 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. 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, 2015 can also apply, subject to furnishing evidence to that effect latest by 1st October, 2015; otherwise they may be asked to withdraw from the programme.
- The basis for computing the percentage obtained by the candidate would be based on the practice followed by the university/ institution/ board from where the candidate has obtained the degree/certificate. 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/board from where they have obtained bachelor's degree/certificate. In case the university/ institution /board 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.

### Online Application

Applicants have to apply 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 website. Online registration will be Open till November 14, 2014, 17:00 hrs. Candidates have to make an online payment of Rs 1800/- using Credit/Debit card/Net Banking.

**NOTE:** Applicants have to fill single application form. The preferences of PGPM/PGP-HRM/PGP-IM will be taken only from the shortlisted candidates in the month of January 2015. The shortlisted candidates have to login at MDI website and enter their order of preference for PGPM/PGP-IM/PGP-HRM. Preferences once filled will not be changed at any stage later on.

### Selection Process

Candidates who have appeared for the CAT (2014) will be short listed on the basis of the details filled in the application form and their CAT scores. Only the shortlisted candidates will then be called for Group Discussion and Personal Interviews during February and March 2015 at one of the centers, viz. Bangalore, Gurgaon, Kolkata, Hyderabad, Chennai and Mumbai (centers other than Gurgaon are tentative).

### Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (taken not before 1st January, 2014 and not later than 30th November, 2014). Applicants have to apply 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 website. Online registration for Foreign/NRI/PIO Applicants will be Open till 31st, December, 2014, 17:00 hrs.



**Prof. P C Biswal**  
Coordinator, Admissions

Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants shortlisted 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, 2014 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. Candidates have to make an online payment of Rs 6000/- or US \$100 using Credit/Debit card/ Net Banking.

### Admission Offer

Successful candidates will be intimated of their final selection in April –May 2015. The fees and schedule of payment details are given below:

Fee and Other Expenses for PGPM/PGP-HRM/PGP-IM 2015 – 17			
Nomenclature of Fees	PGPM / PGP-HRM		PGP-IM* 1st & 2nd Year (Combined)
	1st Year	2nd Year	
Tuition Fees	Rs 5,80,000	Rs 6,28,000	Rs 17,85,000
Boarding Charges	Rs 50,000	Rs 50,000	Rs 52,000
Lodging Charges	Rs 60,000	Rs 60,000	Rs 58,000
Reading Material Fees	Rs 30,000	Rs 30,000	Rs 36,000
Students Welfare Activities	Rs 17,000	Rs 17,000	Rs 17,000
Library Fee	RS 23,000	RS 23,000	RS 23,000
Alumni Fee	Rs 8,500	–	Rs 8,500
Security Deposit	Rs 20,000	–	Rs 20,000
Total	Rs 7,88,500	RS 8,08,000	Rs 19,99,500
Grand Total of Two Year	Rs 15,96,500		Rs 19,99,500
Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)	US \$ 31,200	US \$ 32,500	US \$ 86,400
Grand total of Two year for NRI/Foreign students	US \$ 63,700		US \$ 86,400

**\*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. This amount is in addition to the fees mentioned in the table PGPM/PGP-HRM/PGP-IM 2015-17.**

**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.

### Schedule of Payments for PGPM/PGP-HRM

2015-16		2016-17	
May, 2015	Rs 2,50,000	June 2016	Rs 2,69,000
June, 2015	Rs 2,50,000	August, 2016	Rs 2,69,000
August, 2015	Rs 2,88,500	November, 2016	Rs 2,70,000
<b>Total</b>	<b>Rs 7,88,500</b>	<b>Total</b>	<b>Rs 8,08,000</b>
<b>Grand Total Rs. 15,96,500</b>			

### Schedule of Payments for PGPIM

2015-16	
May, 2015	Rs. 2,50,000
June, 2015	Rs. 2,50,000
August, 2015	Rs. 7,49,750
October, 2015	Rs. 7,49,750
<b>Total</b>	<b>Rs 19,99,500</b>

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

Starting Date for Sale of CAT Vouchers : August 06, 2014  
 Closing date for Sale of CAT Vouchers : September 30, 2014  
 Closing date for CAT-2014 registration : September 30, 2014  
 Common Admission Test Window : November 16 & November 22, 2014

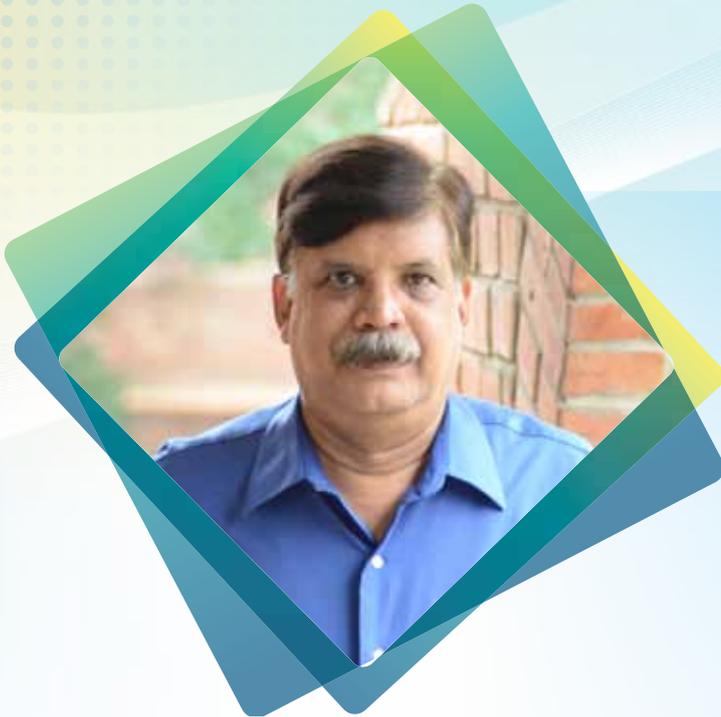
Applicants are required to appear for the COMMON ADMISSION TEST (CAT) conducted by the IIMs. Applicants must refer to the CAT Advertisement for further details. MDI uses CAT for short listing the candidates for its programmes. IIMs have no role either in the selection process or in conducting the programme.



**Prof. Joydip Mitra**  
Coordinator, Admissions

# Executive Post Graduate Programmes

## National Management Programme (NMP)



**Prof. J. K. Jain**

Chairperson, NMP & PGP-EM

National management Programme (NMP) 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.

The Post Graduate Programme in Energy Management (PGP-EM) is uniquely designed for young managers of the Energy / Power & allied sectors.

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 Management.

### 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 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, 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, 2015
Second term	July - September, 2015
Third term	October - December, 2015
Fourth term	January - March, 2016
Foreign Module	April - May, 2016
Dissertation/Project Work	June - August, 2016
Dissertation Presentation	September - October, 2016

## Course Curriculum

### 2015-16

#### Term I

- 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 II

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

#### Term III

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

#### Term IV

- 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
- Training & Development

### **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)

## Objectives of the Programme

To cope with new realities and changing contours 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 to make a difference wherever they go
- Are trained and developed as the best talent to meet the challenges 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 related 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.

## Pedagogy

Teaching is based on recent research material and experience gathered from around the world. The pedagogy is highly 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, 2015
Second Term	July-September, 2015
Third Term	October-December, 2015
Fourth Term	January-March, 2016
Fifth Term	April-June, 2016 (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 2015-16

### Term I

- 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 II

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

### Term III

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

### Term IV

- Elective\* (five to six)  
\*(Electives under review)

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.



# Admission Process

## National Management Programme (NMP)/ PGP-EM (Energy Management) Programme

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

MDI Information Brochure along with Application	
Form availability	September 5 to November 28, 2014
Last Date of submission of Application	
Form at MDI	November 28, 2014
CAT Test Dates	November 16 & November 22, 2014
MDI Test Date	December 7, 2014
Date of Personal Interview (outside Gurgaon Center)	January 11, 2015 (tentative)
Date of Personal Interview (Gurgaon Center)	January 3, 2015 (tentative)

### Eligibility

- The candidates must have 50% marks or equivalent CGPA in both X and XII.
- The candidate must have minimum 3 years 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.
- A minimum of 5 years of post qualification executive work experience as on December 31, 2014. 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 **on December 07, 2014** at various examination centres i.e Gurgaon, Bangalore & Mumbai. 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, 2015.

### Self Sponsored Candidates through CAT/ MDI Test

Applicants are required to appear for either Common Admission Test (CAT-2014) or MDI Test-2014. The Common Admission Test (CAT-2014) is conducted by the IIMs on November 16 & November 22, 2014. Applicants must refer to the CAT Advertisement for further details.

MDI Test 2014 will be conducted on Sunday, December 7th 2014 in Gurgaon, Bangalore and Mumbai (all centers except Gurgaon are tentative).

### Online Application

Applicants have to apply 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 website. Online registration will be Open till November 28, 2014, 17:00 hrs. Candidates have to make an online payment of Rs 1800/- using Credit/Debit card/Net Banking. After the payment has been made an application receipt is generated, the candidates must take the printout of the application receipt and bring along with them at the time

of their Personal Interviews. The candidate will not be allowed to appear in the Personal Interviews without submitting the application receipt duly signed.

**NOTE:** Applicants who wish to apply in more than one programme NMP and PGP-EM, can do so by filling a single application form. The preferences once filled will not be changed at any stage later.

### Selection Process

Applicants would be shortlisted on the basis of their CAT scores/ MDI test scores. The candidates will be interviewed on January 4 2015 (tentative) at Gurgaon and January 11, 2015 at one of the centres, viz., Bengaluru and Mumbai (centers other than Gurgaon are tentative).

### Foreign/NRI/PIO Applicants

Foreign/NRI/PIO applicants can be considered for admission on the basis of their valid GMAT scores (taken not before 1st January, 2014 and not later than 30th November, 2014). Applicants have to apply 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 website. Online registration for Foreign/NRI/PIO Applicants will be Open till 31st December, 2014, 17:00 hrs. Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants shortlisted 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, 2014 will have to appear for the CAT/MDI Test 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. Candidates have to make an online payment of Rs 6000/- or US \$100 using Credit/Debit card/Net Banking.

### Admission Offer

Successful candidates will be intimated of their final selection in third week of January 2015. The selected candidates must pay the first installment of fees by 2nd week of February, 2015, 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 2015-16 Part A – Domestic Component

Nomenclature of Fees	NMP	PGP-EM
Tuition Fees	Rs 8,05,000	Rs 8,05,000
Boarding Charges	Rs 70,000	Rs 70,000
Lodging Charges	Rs 2,10,000#	Rs 2,10,000#
Reading Material Fees	Rs 36,500	Rs 36,500
Students Welfare Activities	Rs 17,000	Rs 17,000
Library Fee	Rs 23,000	Rs 23,000
Alumni Fee	Rs 8,500	Rs 8,500
Security Deposit	Rs 20,000	Rs 20,000
<b>Total</b>	<b>Rs 11,90,000</b>	<b>Rs 11,90,000</b>
Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)	US \$ 44,120	US \$ 44,120

# Option would be available to NMP/PGP-EM for lodging on double occupancy subject to availability where the lodging charges may be reduced to Rs 1.10 lakh per student per year. Limited family accommodation may become available @ Rs. 3.85 lakh per annum.

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

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.

### Schedule of Payments NMP/PGP-EM-2015-16

Payment on or Before	Amount Payable
February 2015	Rs 75,000
March-April 2015	Rs 2,55,000
May 2015	Rs 3,20,000
October 2015	Rs 5,40,000
<b>TOTAL</b>	<b>Rs 11,90,000,</b>

### Part B – International Component 2015-16

Boarding, Lodging and incidental expenses for 5/6 weeks and Overseas Tuition Fees for courses to be paid in January 2016. Airfare, Visa & Insurance will be paid on Actual Basis.



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



**Prof. S. K. Tapasvi**  
Chairperson, PGP-PPM

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).

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. 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 other countries.

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 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/ policy paper on a relevant topic of their interest having significance for public policy discourse. The Post Graduate Diploma in Management with specialization in Public Policy and Management will be granted only when the dissertation/ policy paper is approved by the 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 participants are usually from the three All India Services and Group A (Class-I), Central and State Services.

## 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
- In depth understanding and testing of ideas through an application oriented dissertation/ policy paper

### The Academic Schedule

- The PGP-PPM curriculum comprises of three components: the Course Work, an International Module and a Dissertation/ policy Paper. 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/ policy paper during the last three months of the fifteen month period.
- The participants would be required to compulsorily stay on MDI campus during the course work. They would continue to work on their dissertation/ policy paper 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, negotiation skills and ethics in governance.

### Recognition

On successful completion of the programme requirements, a participant is awarded a Post-Graduate Diploma in Management, with specialization in public policy & management which has the approval of the All India Council for Technical Education, Government of India.

## Admission Process

### Important Dates

Announcement by DoPT	: September 25, 2014
Announcement by MDI	: September 26, 2014
Last date for receipt of applications	: November 28, 2014
Date of Personal Interview	: December 5, 2014
Commencement of the programme	: April 13, 2015

### Eligibility Criteria

- All India Services and Class I Service officers from Central and State Governments, sponsored by DoPT, Govt. of India.

### For DoPT Sponsored candidates:

The programme is open to officers of All India Services, Central Services (organized, non-organized, 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 10th PGP-PPM by DoPT the application forms can be downloaded from MDI website [www.mdi.ac.in](http://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\*

Nomenclature of Fees	PGP-PPM
Tuition Fees	Rs 8,05,000
Boarding Charges	Rs 70,000
Lodging Charges**	Rs 2,10,000
Reading Material Fees	Rs 36,500
Students Welfare Activities	Rs 17,000
Library Fee	Rs 23,000
Alumni Fee	Rs 8,500
Security Deposit	Rs 20,000
<b>Total</b>	<b>Rs 11,90,000</b>

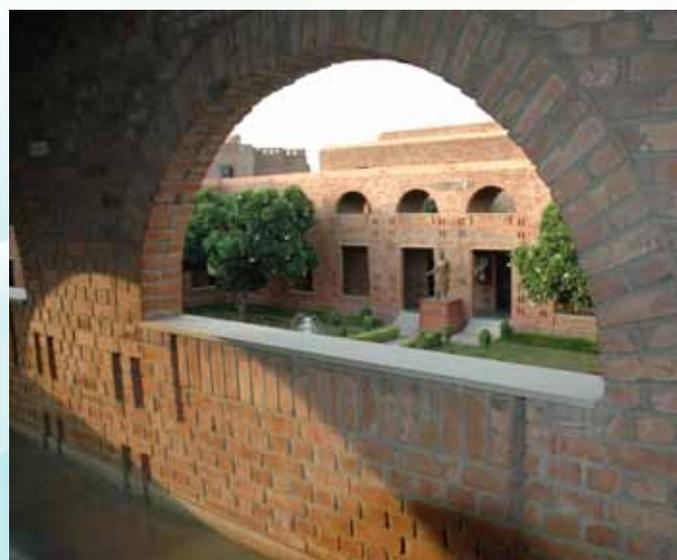
\*Wherever MoUs are signed between MDI & sponsoring organizations, MoU fees shall be applicable.

\*\* Few Studios are also available for which Lodging Charges will be extra Rs. 6,000 p.m.

### Note

- The above fee does not include International Immersion fee/charges/ fares that would be sanctioned by DoPT (Training) for candidates sponsored by them.

**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.



# Post Graduate Programme in Management (Part-Time)



**Prof. Daisy Chauhan**  
Chairperson, PGPM-Part Time

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, Government of India. It is also accredited by Association of MBAs (AMBA), UK.

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.

## The Objectives of the Programmes are to:

- Develop conceptual knowledge of the subject and behavioral skills of managers
- Develop general management competencies and decision making abilities of managers
- Create awareness about the global perspective of various managerial issues
- Enhance entrepreneurial capabilities and business leadership competency
- Promote continuous professional and personal self development.
- Develop collaborative attitudes and sensitize them 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 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 subject to prior intimation/ approval. However, 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 discussions, 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 contact hours 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 are offered, comprising of four core courses in each term, in the second year (fifth term only), there are two core courses and two electives. Electives start from fifth term onwards. From the second term of the second year (sixth term onwards) only elective courses are offered. During the ninth term of course work students work on the compulsory dissertation / project.

\*Programme Design Under Review

## 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 inadequate number of students wanting to enroll/opt for the same.

## Dissertation/ Project Work

In addition to core and elective courses, each student is 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 ninth term. A faculty member from MDI will have to be chosen to provide guidance for the project work. Students also have to choose one guide from the industry for their project work. The students 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 (min 3 : max 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

- Effective Communications through Theatre Techniques

### Marketing

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





PARTHENON

LAKSHYA

### **Strategic Management**

- Corporate Governance
- Corporate Social Responsibility
- Entrepreneurship & New Venture Creation
- Innovation Strategy
- Mergers & Acquisitions
- Strategic Alliances and Joint Ventures

### **Operations Management**

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

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

### Information Management

- Business Process Management
- Business Intelligence: Data Warehousing & Data Mining
- Business of Telecommunication
- 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
- Application of Game Theory to Business
- Environmental Management and Green Accounting

**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 depends on the electives chosen 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 1.15 PM and from 2.00 PM to 5.15 PM on Sundays, four sessions of 90 minutes duration; with a lunch break from 1.15 PM to 2.00 PM.

### Diploma

On successful completion of the requirements of the programme, a student is awarded Post-Graduate Diploma in Management (Part Time), which has the approval of the All India Council for 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 must desist from asking for this at any time.

## Admission Process PGPM-PT

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 to apply.

### Eligibility

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,
- A minimum of 50% marks in 10th, 12th, and Bachelor's Degree or equivalent CGPA, and
- A minimum of 3 years of post qualification executive work experience (excluding stipendiary / training period) as on 31st March 2015 for April 2015 Batch and 30th September, 2015 for October 2015 Batch.

### Selection Process

The selection would be based on a written test conducted in 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.

### Online Application

Applicants have to apply online by visiting MDI website <http://www.mdi.ac.in>. Online registration will be open from December 02, 2014 to January 23, 2015 for April 2015 batch and from June 02, 2015 to July 27, 2015 for October 2015 batch. Candidates have to make an online payment of Rs 1800/- using Credit/Debit card/Net Banking.

### Entrance Test

The candidates will have to appear for a written test to be conducted by MDI in its Gurgaon Campus. 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 February 01, 2015 (Sunday) for April 2015 Batch and August 2, 2015 (Sunday) for the October 2015 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 February 08, 2015 (Sunday) for April 2015 Batch and on August 09, 2015 (Sunday) for October 2015 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, March 31, 2015 (Tuesday) for April Batch and September 30, 2015 (Wednesday) for the October Batch. The classes will be held from 6.30PM to 9.45PM. An Induction Programme will be held

on March 29, 2015 (Sunday) at MDI Campus for the April Batch and on September 27, 2015 (Sunday) for the October Batch for the whole day from 9.30 a.m.

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

#### For April 2015 Admission

MDI Information Brochure along with Application Form available from	: December 02, 2014 to January 23, 2015
Last Date of submission of Application Form at MDI	: January 23, 2015
MDI Entrance Test	: Sunday, February 01, 2015
Personal Interview	: Sunday, February 08, 2015
Induction Programme	: Sunday, March 29, 2015
Class Commencement	: Tuesday, March 31, 2015
Weekly Class days during First Year	: Tuesday, Thursday, Sunday

#### For October 2015 Admission

MDI Information Brochure along with Application Form available from	: June 02, 2015 to July 27, 2015
Last Date of submission of Application Form at MDI	: July 27, 2015
MDI Entrance Test	: Sunday, August 02, 2015
Personal Interview	: Sunday, August 09, 2015
Induction Programme	: Sunday, September 27, 2015
Class Commencement	: Wednesday, September 30, 2015
Weekly Class days during First Year	: Wednesday, Friday, Sunday

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

### FOREIGN/NRI/PIO APPLICANTS

Foreign/NRI/PIO applicants can be considered for admission. Applicants have to apply online by visiting MDI website <http://www.mdi.ac.in>. Online registration will be open from December 02, 2014 to January 23, 2015 for April 2015 batch and from June 02, 2015 to July 27, 2015 for October 2015 batch. Candidates have to make an online payment of Rs 6000/- or US \$100 using Credit/Debit card/Net Banking.

Nomenclature of Fees	PGPM (Part-Time)		
	1st Year	2nd Year	3rd Year
Tuition Fees	Rs 2,20,000	Rs 2,50,000	Rs 2,80,000
Boarding Charges	NA	NA	NA
Lodging Charges	NA	NA	NA
Reading Material Fees	Rs 21,500	Rs 21,500	Rs 21,500
Students Welfare Activities	Rs 8,000	Rs 8,000	Rs 8,000
Library Fee	Rs 21,500	Rs 23,500	Rs 25,700
Alumni Fee	Rs 8,000	-	-
Security Deposit	Rs 20,000	-	-
Total	Rs 2,99,000	Rs 3,03,000	Rs 3,35,200
Grand Total (3 Years)	Rs 9,37,200		
Tuition fee and other charges for NRI/Foreign Students (excluding boarding and lodging expenses which are payable in INR and mentioned in the table above)	US \$ 14,500	US \$ 14,500	US \$ 16,500

#### Schedule of Payments PGPM (Part Time) - 2015 (April)

Due Date for payment of fee	Total (Rs.)
February, 2015	Rs. 50,000
March, 2015	Rs. 1,13,500
August, 2015	Rs. 1,35,500
January, 2016	Rs. 1,51,500
June, 2016	Rs. 1,51,500
November, 2016	Rs. 1,67,600
April, 2017	Rs. 1,67,600
Total	Rs. 9,37,200

#### Schedule of Payments PGPM (Part Time) - 2015 (October)

Due Date for payment of fee	Total (Rs.)
August, 2015	Rs. 50,000
September, 2015	Rs. 1,13,500
February, 2016	Rs. 1,35,500
July, 2016	Rs. 1,51,500
December, 2016	Rs. 1,51,500
May, 2017	Rs. 1,67,600
October, 2017	Rs. 1,67,600
Total	Rs. 9,37,200

**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.**

# Fellow Programme in Management



**Prof. Jyotsna Bhatnagar**

Chairperson, FPM (Full Time / Working Executive)

MDI takes pride in its fellow programmes, the Fellow Programme in Management (Full Time) / Executive Fellow Programme in Management (Working Executive), which encourages rigorous interdisciplinary research in contemporary areas of management.

## Research Culture and Environment

MDI has a vibrant research environment and the Fellow programme is at the core of this research focus. Since its inception in 1999, MDI's Fellow programme has been growing steadily, both in numbers, as well as its contribution to the reservoir of knowledge. Seminars, presentations, discussion forums and informal knowledge-sharing sessions throughout the year keep research scholars intellectually stimulated with peers and faculty. MDI's Fellow programme encourages research in current and contemporary areas of interest in management. The primary purpose of our Fellow programme is to develop scholars who will stretch the boundaries of management thought and will also impact contemporary management practices in real time.

The Scholars have access to an excellent library, which has a large diverse collection of books and journals. In addition, MDI subscribes to the most prominent online journals databases such as ABI/INFORM (Proquest), Business Source Complete (EBSCO), Elsevier's Energy Collection, Elsevier's Online Journals Collection, IGI Online Journals Collection, Informa Online, JSTOR, Proquest's Dissertations & Theses, Psych ARTICLES (APA), SAGE Humanities & Social Science Collection.

The library is equipped with Crisil Research Database includes: Datamonitor<sup>360</sup>, ETIG Database, Financial Times Database, Indian Power Sector Database, IndiaStat, ISI Emerging Markets-Asia.

MDI also has Corporate Databases which include: ACE Analyser, ACE Equity, Bloomberg Terminal, Capitaline, Capitaline Plus, Economic Outlook (CMIE), Industry Outlook (CMIE), Prowess (CMIE), States of India (CMIE), Private Equity Deal Database, M&A Deal Database, Real Estate Deal Database

The library is Wi-Fi enabled, with exclusive working space for the research scholars.

## Fellow Programme in Management (Full Time) \*

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 scholars with scholarly knowledge and research skills that help them become specialized researchers, with adequate depth of knowledge in various knowledge domains of management.

### Programme Overview

The FPM (Full Time) programme is largely residential in nature and would take approximately three to four years to complete. During this period, the scholar undergoes the course work, and submits a thesis at the end of the programme. The thesis should make a significant theoretical and practical contribution to the discipline of management or to one of its source disciplines. FPM programme will commence from the first/second week of July 2015.

The FPM (Full Time) 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, writing of the thesis, and finally an examination based on this thesis.

**\*This Nomenclature and the Title (Fellow /doctorate) are subject to change and is dependent on the regulatory body norms and uniform agreement/ adoption across institutions.**

## Course Work

### 1. Courses from the Post-Graduate Programme in Management

This component of the course work aims at providing 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 Program in Management (PGPM). These courses are approximately of three months duration. Completion requirement is similar to Post Graduate Programme in Management (PGPM). Only after completion of PGPM level course work, the research student can start with FPM level course work.

Scholars who already hold an MBA degree are exempted from this course work requirement.

### 2. Fellow-level courses

The course work constitutes three levels:

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

#### (a) Core Courses:

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

1. Research Method I (Qualitative)
2. Research Method II (Quantitative)
3. Case Writing
4. Crafting Research Output

#### (b) Area Core Courses:

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

#### (c) Electives:

Fellow Programme level electives are designed to give scholars a meaningful exposure to contemporary issues. FPM scholars 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, scholars need to go through a comprehensive assessment based on the FPM courses taken by them, through a written and oral examination.

## Thesis Work

**1. Thesis Proposal:** The scholar's research work would start with the identification of a thesis topic (usually based on guidance/advice of faculty members), and getting a Thesis Committee constituted for supervision of the research to be done. The student is required to 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 modifications to the proposal are suggested, the scholar has to carry out the modifications and a revised proposal has to be presented within a given time frame. Once the proposal is approved, the scholar may proceed with the research work towards his/her thesis.

**2. Presentations:** The scholar is further required to make two presentations on his/her progress - every three months - where the faculty community and fellow scholars give feedback and suggestions for improvement. The feedback given has to be incorporated within the given time frame. The scholar has to submit the progress report with necessary documents and proof of evidence of progress achieved to the thesis committee members, with a copy to the Chairperson of the programme.

**3. Thesis Writing:** Work on the thesis represents the phase of the Fellow Programme. The thesis work of the scholar, in consultation with the Thesis Advisory Committee, is expected to provide some original contribution to knowledge on the subject using a robust research design and techniques and should provide evidence of discovery of new findings.

**4. 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 and rigorous 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. At all stages the work of the scholar is subjected to an anti-plagiarism check.

**5. Publication Requirement:** The research undertaken by an FPM scholar is expected to provide sufficient basis for writing papers in refereed academic journals. One of the objectives of the Fellow Programme is to prepare scholars for academic work and research. 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 Reuters, Harzing & ABDS. Out of the two papers, one may be a management case published in Richard Ivey Case Publishing / Harvard Business School Publishing / ACRC. The scholar should be either single author or the first author for this purpose. The scholar has to be aware of the anti plagiarism clause, and may submit the teaching case with teaching note to either of the above case collections at one point of time.

**6. Requirement For Research/teaching Assistantship:** Since the purpose of the FPM programme is to rigorously prepare scholars for outstanding careers in teaching/research, there is a need to build collaborative research/teaching skills. Therefore, each scholar 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 scholar can also work with a faculty member as a 'teaching assistant' supporting the faculty in teaching which may include teaching, lecturing/ case material preparation, course design, curriculum design, grading, etc. FPM scholars are expected to work up to 40 hours per month as research/teaching assistant.

## Award of the Title of Fellow

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

1. successfully complete the FPM course-work
2. successfully complete the comprehensive exam
3. successfully complete the thesis work
4. complete the publication requirement
5. complete the research / teaching assistantship requirement

In addition, the scholar must obtain clearance from various functionaries of the Institute as per guidelines.

On qualifying for the award of the title, scholars 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 three years from the date of registration (four years for students registered to do PGPM coursework).

### Financial Support

MDI provides one of the best financial stipends for FPM scholars. Apart from stipend, the Institute may provide accommodation on a chargeable basis (Limited accommodation, is reserved for the FPMs). There is also a contingency grant given to the scholars for stationary etc.

### Support for Attending Conferences

Scholars are encouraged to take part in conferences organized by institutions/associations of repute. The institute supports the scholar(s) to attend up to two conferences held within India. Substantial support is offered for participating in one International conference outside India during the first three years of the FPM program, subject to the scholar clearing his/her thesis research proposal stage

## Executive Fellow Programme in Management (Working Executive) \*

The Fellow Programme in Management (Working Executive) is a non-residential Fellow 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. Therefore executives aspiring for the EFPM (Working Executive) programme should be willing to devote time and energy that the programme requires. EFPM (Working Executive) Programme is restricted to candidates based in National Capital Region (NCR). Classes will be held during the week days (Monday to Friday). The course work in first year will be completed in three terms, which are equivalent to approximately nine months.

### Programme Overview

#### The Executive Fellow programme in Management (Working Executive) 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

**\*This Nomenclature and the Title (Fellow /doctorate) are subject to change and is dependent on the regulatory body norms and uniform agreement/ adoption across institutions.**

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.

EFPM (Working Executive) scholars have minimum 10 years work experience in senior management positions and continue to be practicing managers, EFPM scholars may primarily be concerned with "application driven theory" where the "relevance is attained by starting with a concrete problem in the context of an actual application with approaches that are then generalized and made publicly available (e.g. by publication) with sufficient rigor and precision to admit validation by third parties". EFPM scholars may therefore like to "identify a pressing problem or question, or a burning issue that afflicts managers in the field, to which no good solution exists".

In terms of programme design, the EFPM (Working Executive) programme is similar to the FPM (Full Time) programme, there is some leeway in terms of programme duration. The degree awarded will be FPM and EFPM.

### Duration of the Programme

1. FPM (Working Executive) scholars have to complete the course work in one year.
2. The programme has to be completed within 3 years after registration, which may be extended by a maximum of one year depending on the merit of the case and favorable review of work progress by the FPM Committee.

### Knowledge Domains for the FPM (Full Time) / EFPM (Working Executive) Programme

#### Business Communication

- Organizational Communication
- Cross-cultural Communication
- Leadership Communication
- Computer Mediated Communication





### **Economics**

- Basic Econometrics
- Environmental Economics & Management
- Money, Market and Banking
- Advanced Econometrics
- Advanced Macro Economics
- Advanced Micro Economics

### **Finance**

- Advanced Accounting and Control
- Advanced Corporate Finance
- Strategic Financial Management

### **Human Behavior & Organizational Development**

- Advances in Micro OB
- Research on Creativity and Innovation in Organizations
- Advances in Organizational Change
- Culture, institutions and organizations in India
- Advances in Organization Design and Change
- Leadership for Innovation & Change
- Qualitative and Case Study Research
- Personality Theories: Implications at the work place
- Spirituality & Human Behavior
- Psychological Testing & Case Research Entrepreneurial Leadership

### **Human Resource Management (HRM)**

- Strategic HRM: Advances in Research
- Talent Management
- Performance Management Systems
- Multivariate Data Analysis through Structural Equation Modeling

### **Information Management**

- Strategic Management and Sourcing of Business Processes
- Information Systems-I
- Information Security Planning and Management

- IT & Innovation Strategy
- Business Agility and IT Strategy
- Information Systems-II

### **Marketing**

- Advances in Marketing Management
- Marketing Theory & Contemporary Issues
- Marketing Models
- Theories and Research in Consumer Behavior
- Measurement in Marketing

### **Operations Management**

- Models & Methods in Management Science
- Strategic Operations Management
- Emerging Trends in Manufacturing Operations
- Supply Chain Management

### **Strategic Management**

- Organization & Strategy
- Global Strategy
- Strategy in Emerging Markets.
- Entrepreneurship
- Innovation Strategy
- Strategy in India
- Strategic Alliances and Joint ventures

### **Public Policy & Governance**

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



# Admission Process

## FPM (Full Time)/ EFPM (Working Executive) Programmes

### FPM (Full Time)/ EFPM (Working Executive) 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.

#### 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)
- A professional qualification like CA, ICWA, CS 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 June 30, 2015 and produce original certificate /mark sheets by September 30, 2015 failing which they may be asked to withdraw from the programme.

- For FPM (working Executives), a minimum of 10 years of managerial work experience preferable at senior level is required. The minimum age for FPM (working executives) candidate is 35 years as on January 01, 2015.

#### Selection Process

Candidates are required to take Standard Tests like CAT/GMAT/GRE/ UGC-JRF. Candidates must have taken the above mentioned tests during May 01, 2013 – December 31, 2014. The shortlisted candidates will be called for the interview in April 2015 to MDI Campus, Gurgaon.

**Note:** For full-time two-year PGP alumni from MDI, IIMs & XLRI standard test scores may be waived.

#### Online Application

Applicants have to apply 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 website. Online registration will be open from October 1, 2014 to January 30, 2015. Candidates have to make an online payment of Rs 1800/- using Credit/Debit card/Net Banking.

**Note:** Applicants who wish to apply in more than one category of FPM programme can do so by filling single application form. The preferences once filled will not be changed at any stage later.

#### FPM with Fellowship

The FPM student shall be provided with financial assistance of Rs 24,000 per month for first two years and Rs 26,000 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, reading material fee, student welfare activities fee, and library fee will be waived. The FPM student will have to pay one time fees i.e. alumni fees and security deposit (refundable).

#### FPM with Tuition Fee Waiver

The FPM student admitted under this category will not be provided fellowship. However, only tuition fees will be waived off for a period not exceeding four years during FPM programme.

#### FPM with Full Fees

The FPM students admitted under this category will not be provided fellowship and they are also required to pay all the expenses mentioned below including tuition fees.

The institute usually provides furnished studio apartments for all FPM students both married/single on payment basis. 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 the campus.

#### Fee and Other Expenses for FPM (Full Time)/ EFPM (Working Executive)

Nomenclature of Fees	FPM (Annual)	EFPM (Working Executives) (Annual)
Tuition Fees	Rs 1,15,000	Rs 1,15,000
Boarding Charges	On actual basis	On actual basis
Lodging Charges*	Rs 60,000 per student on double occupancy**	On actual basis
Reading Material Fees	Rs 18,000	Rs 18,000
Students Welfare Activities	Rs 17,000	Rs 8,500
Library Fee	Rs 23,500 with 10% hike annually	Rs 23,500 with 10% hike annually
Alumni Fee (One Time)	Rs 8,000	Rs 8,000
Security Deposit (One Time)	Rs 20,000	Rs 20,000
<b>Total</b>	<b>Rs 2,61,500</b>	<b>Rs 1,93,000</b>

\* Subject to availability

\*\* Rs 84,000 per student for single occupancy

**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. N.R. Bhusnurmath**  
Dean, Continuing Education

MDI is the largest school for training and development of managers. Around 80,757 managers have been trained over 41 years of its existence. The institute prides itself for the personalized training modules that it offers to companies especially at the senior levels.

## Management Development Programmes

Business organisations in today's world are competing in an extremely dynamic and complex environment. There is a critical need for continuous upgradation of individual and organizational capabilities in order to successfully meet the challenges in 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 executives 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 management 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 and also making them aware of competitive management strategies and transformational leadership traits. The AMP thus aims at providing a rare 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 of 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, Bank of India, BEL, BOB, Canara Bank, CRPF, CEA, CWC, CPWD DAE, ESCP-Europe, EXL, FIA executive MBA, Brazil, Flextronics Software, ECIL, Cadila Health Care, Pepsi, Hewlett Packard, Hindustan Copper, IBM Daksh, IOB, ITI's, IPCL, Jindal Steel, LIC, Mahindra & Mahindra, Maruti Udyog Ltd, MNIT Jaipur, Ministry of Finance, Kabul, N.A.A.I., N.S.B., NASA, NHPC, ONGC, PNB Housing Limited, Punjab State Electricity Board, LNG Petronet, Promed Experts, CBDT, Schnieder Electric India, Geological Survey of India, NRPC, IIFCL, Ultra-tech cement, 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)



**Prof. C. L. Bansal**

Chairperson, Customized (In-Company) Programmes

- 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
- CPWD
- Dabur India Limited
- Dena Bank
- Dept of Science & Technology
- Directorate of Industries, Uttar Pradesh
- Directorate of State Resource Centres
- DST- Women Scientists
- 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 Overseas Bank
- Indian Petrochemicals Corporation Ltd.
- Indian Infrastructure Financial Corp. Ltd.
- Indian Railways
- Indian Statistical Services, Probationers, (NASA)
- Industrial Pollution Prevention Project (IPPP), Ministry of Environment & Forests
- Institutes of Hotel Management (Sponsored by NCHM)
- ISGEC
- ITI's Principal's
- 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
- MNIT, Jaipur
- National Academy of Customs, Excise & Narcotics (NACEN)
- National Bank for Agriculture & Rural Development (NABARD)
- National Housing Bank
- Mitsubishi Heavy Industries Ltd., Japan
- Mahindra & Mahindra
- National Hydroelectric Power Corpn. Ltd.
- National Regional Power Committee
- National Project Implementation Unit
- Navodaya Vidyalaya
- NESTLE India Limited
- NSB Sri Lanka
- Oil & Natural Gas Corporation Ltd.
- Oriental Bank of Commerce
- PEPSI
- Promed Experts
- Power Grid Corporation Ltd.
- Punjab National Bank
- Punjab State Electricity Board
- Reserve Bank of India
- Revenue Department, Ministry of Finance, Kabul, Afghanistan
- Senior Executive Development program for Nepalese Executives
- 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
- Ultra Tech Cement
- Unitech Limited
- Usha International Ltd.
- Voith Hydro
- Vodafone
- WIPRO



**Prof. Sandeep Goel**  
Co-ordinator, Open Enrolment Programmes



**Prof. Sumita Rai**  
Co-ordinator, Customized Programmes

### 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 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). 16 batches of officers here been trained at MDI till now.



### 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.

# Research



**Prof. N.P. Singh**

Dean, Research & Accreditation

Research is an important constituent of MDI's vision and mission. Consequently, MDI expects its entire academic community to be research active and to carry out research work of a consistently higher international standard that can 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 Centers of Excellence, which are independent entities within MDI that carry 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, for projects that are locally relevant and internationally challenging. These projects help enhancing the pursuit of excellence in research and capacity development. In the context of MDI, Centers of Excellence are consortia of MDI academics, industry experts and member companies that augment knowledge and industry practices in 'the 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 this very spirit of knowledge creation, insight and implementation. Member companies take 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 number of experts within and without MDI such that a distinct 'expertise destiny' is clearly present. This would be achieved by not only sharing the knowledge and other resources which are not easily available for each business school but also by 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

These centers promote multi-disciplinary academic as well as practice-oriented research and encourage the formation of strong research groups to help recognizing true excellence in research and having high impact on various stakeholders. These research groups 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 for 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
- Centre for Entrepreneurship
- Centre for Supply Chain Management
- Centre for Transformational Leadership
- Centre for Responsible Business
- Center for Positive Scholarship

## Centre for Corporate Governance Objectives of the Center

- To carry out research in strategic areas of corporate governance
- To study the board governance process and practices in the Indian public enterprises
- To critically examine the corporate governance practices in the family business



- To study the role of the independent directors
- To identify and analyze the determinants of board effectiveness and
- To design and deliver training programmes for board members

### **Centre for Excellence in Information Management 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 was created in response to the growing need for bringing technological awareness to Indian business and industry and also for building expertise in managing and using information and knowledge for achieving business excellence. The major domain of competence 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.

- Bringing technological awareness to Indian business and industry
- Building expertise in managing and using information and knowledge in order to achieve business excellence.
- Contributing in the major competence domain like enterprise systems, business process management-e-government and business process and IT outsourcing.
- Contributing towards implementation and usage of ERP systems

### **Centre for Entrepreneurship Objectives of the Centre**

- To provide a variety of services, on a non-profit basis, to encourage, plan for, and link up entrepreneurs, firms, and organizations in India and abroad
- To offer facilities and networking to entrepreneurs under an Outreach Program
- To train students aspiring to be entrepreneurs
- To render services and training that may facilitate entrepreneurs to operate in emerging areas
- To serve as a platform for various national international centers

### **Centre for Supply Chain Management Objectives 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



**Prof. Shalini Kalra Sahi**  
Co-ordinator, Rankings & Compliances



**Prof. Meeta Dasgupta**  
Co-ordinator, Accreditations & Compliances

### Centre for Transformational Leadership

#### Objectives of the Centre

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

### Centre for Responsible Business

#### 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

### Centre for Positive Scholarship

#### Objectives of the Center

- To conduct research on emerging areas of positive scholarship and related themes
- To develop awareness through special lectures/seminars/symposia/conferences/labs and social media
- To disseminate research findings through journal papers/books/ book chapters/case studies To design and deliver management development programmes/workshops
- To collaborate on knowledge generation, dissemination and promotion of positive scholarship nationally and internationally

### 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 those areas. 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 publish cases in Ivey Publishing, Canada, 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 turn out to be means of producing high quality publications such as books and research reports.

MDI has MOUs with Asia Case Research Centre (ACRC) Hong Kong to promote India Business series and with Richard Ivey School of Business (Ivey Publishing), 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 India 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



**Prof. Sajal Ghosh**

Editor - MDI Journal

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 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.



# Global Conference on “Managing in Recovering Markets”

## A Unique Initiative by MDI



**Prof. S. Chatterjee**  
Dean, Faculty & Special Initiatives



**Prof. Narain Gupta**  
Co-ordinator, Special Initiatives

Over the last two decades there has been a global shift in the world economy leading to a major aspirational, transformational and strategic shift. While service sector has gained eventually, the industrial growth has seen many challenges. The engine for growth and prosperity has been having a roller coaster ride. The principles of governance have seen a positive shift towards accountability. The labor force has become aspirational and day to day operational and business management has become globalized.

MDI Gurgaon has tried to set the agenda by initiating a series of global conferences on the theme ‘Managing in Recovering Markets’ and deliberating on the global economic scenario for opportunities and the challenges thrust upon the world economies by organizing a 3 days curtain raiser of global conference event at MDI campus, Gurgaon (India) during 5th - 7th March 2014. Eminent researchers, academia, practitioners and policy makers during the three days’ global event deliberated and presented their view points on large number of global concerns and more than 120 research papers presented to this effect. The synthesis of this exercise is being brought out in an exclusive addition of proceedings to be published by Springer.

### Forthcoming Conferences

1. Conference from 8th – 9th November 2014, at Australia Business School Adelaide, Australia.
2. The conference from 3rd – 5th, December 2014, in Johannesburg, South Africa.
3. The conference from 4th – 6th February 2014, at Bangkok, Thailand.
4. The three conference above will be followed by a conference at MDI, Gurgaon, India from 11th – 13th March 2015.
5. MDI March 2015 conference shall be followed by a conference from 18th – 19th May 2015 at Maribor, Slovenia.

The conference will provide a platform for fruitful exchanges within the research community, policy makers, industry leaders, and change masters. It will also encompass paper presentation sessions, invited talks, key note addresses, and panel discussions. In addition, the participants will have an opportunity to enjoy a series of cultural activities, receptions and networking to establish new connections.

## Consulting & Advancement



**Prof. Atmanand**

Dean, Consulting & Advancement

Consulting is our passion. We have been breaking new grounds in consultancy work for over 26 years. We want to work together with our clients to shake things up. The heart of our mission is to contribute to the success of organizations by partnering with them to enhance their performance and to create innovative solutions to their challenges. We are committed to supporting our clients' requirements by delivering cost effective, ethical, reliable and high quality solutions of strategic value.

MDI has the distinction of being involved in large, complex and high quality consulting projects which have helped the Industry. It has always been in the forefront of providing its consulting expertise to the social sector. Faculty members at MDI remain contemporary through consultancy and continuous research. Through these endeavors they 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 & organizational communication, competency assessment, counseling & feedback, leadership development and organization diagnostics. Through these consulting interventions, the Institute has contributed to the productivity improvements, 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 360 consultancy projects for the industry and corporate, central and state governments and international bodies. The major clients include Indian Oil Corporation, PowerGrid Corporation of India, Gujarat State Fertilizers Corporation, Hero MotoCorp, Dedicated Freight Corridor Corporation, HCL Infosystems, NIIT, Samsung Electronics India Limited, HUDCO, Rural Electrification Corporation of India, Berkedia India Limited, PDIL, Fenwel India Limited, SEBI, Bajaj Auto, Petronet LNG, SaciWaters, SPMICL, Directorate of Adult Education, NTPC, NHPC, PSPCL, HPPCL, NSTFDC, HPSEB, Bokaro Steel Plant, NSPCLHPPTCL, Hindustan Copper Limited, UNICEF, IRFC, CBSE, ABN-AMRO CES Pvt. Ltd., Central Bank of India, Corporation Bank, DuPont India Pvt. Ltd., Ericsson India Ltd., EXL Service, HP, Fortis, Indian Overseas Bank, IRCON International, Ispat Industries Ltd., Jindal Stainless, KRIBHCO, Maruti Udyog Ltd., Ministry of

Micro, Small & Medium Enterprises, NALCO, National Academy of Direct Taxes, Nestle, Ranbaxy, SAIL, Tata Chemicals Ltd., Team Computers, UCO Bank, Union Bank of India, Usha Breco Ltd., 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.



**Prof. Chinmaya Kulshrestha**

Co-ordinator, Consulting

# International Relations



**Prof. Kirti Sharma**

Co-ordinator, International Relations

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 an international perspective. The process of building linkages began more than a decade ago and today MDI has partnerships in almost every continent of the globe. In fact, MDI is the first B-School from India to partner with a B-school in Africa.

The International Relations Office attempts to provide an unparalleled multicultural edge to the excellent business education offered at MDI.

As of now, the Institute has collaborative partnerships with leading B-Schools in several regions of the world. One of the criteria for engaging in a partnership is that the particular B-School is among the front rankers in its country and has quality as well as an extensive international agenda for its activities.

The international partnerships encompass a gamut of interests such as joint research, executive education, development of academic material, collaborative work on projects of international scope, faculty exchange and student exchange.

In 2006, MDI was the first Indian business school and the second in Asia to get its programmes accredited by AMBA, London, United Kingdom. In 2011, all its six programmes, namely, 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 Programme in Management (also called National Management Programme, NMP), and Post Graduate Programme in Energy Management (PGP-EM) were awarded reaccreditation by AMBA – again a first in India.

MDI is also accredited by the South Asian Quality Assurance System (SAQS).

The thriving international exchange programme accounts for one out of every five students enrolled in the PGPM & PGP-HRM getting an opportunity to study abroad for a full term. In turn, students from the overseas partner institutions do one term or more at the MDI campus. The PGPM is essentially a double degree programme with the MEB degree being conferred by ESCP Europe and the Post Graduate Diploma in Management given by MDI. The Executive Post Graduate Programme in Management and Post Graduate Programme in Public Policy Management have significant international component inputs.

## Some of the Key Business Schools that MDI collaborates with are:

### Australia

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

### Austria

- Vienna University of Economic & Business Administration, Vienna

### Bhutan

- Royal Institute of Management, Bhutan

### Belgium

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

### Canada

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

### China

- Huazhong University of Science and Technology (HUST), School of Management, Wuhan
- Antai College of Economics & Management, Shanghai Jiao Tong University, China

### Cyprus

- Cyprus International Institute of Management

### Denmark

- Copenhagen Business School, Copenhagen
- Aarhus School of Business, Aarhus

## England

- Middlesex University, London
- Aston Business School, Aston University, Birmingham
- Newcastle University, New Castle

## Finland

- University of Tampere, Tampere

## France

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

## Germany

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

## Greece

- Athens University of Economics and Business, Athens

## Hungary

- Hungarian Logistics Association, Budapest
- University of Szeged, Szeged

## Italy

- Bocconi University, Milan
- Universita Carlo Cattaneo, (LIUC), Castellanza

## Japan

- Nagoya University of Commerce & Business, Japan

## Morocco

- Groupe Institut Supérieur De Commerce Et D'administration Des Entreprises - Groupe Iscae

## Nepal

- Nepal Administrative Staff College, Jawalakhel, Lalitpur, Nepal
- Kathmandu University School of Management, Patan

## The Netherlands

- RSM Erasmus University, Rotterdam

## Norway

- Norwegian School of Management BI, Sandvika

## Pakistan

- Lahore University of Management Sciences (LUMS), Lahore

## Poland

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

## Portugal

- Catholic University of Portugal, Lisbon

## Russia

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

## Slovenia

- University of Maribor, School of Economics and Business, Maribor

## South Africa

- University of the Free State, Bloemfontein

## Thailand

- School of Management, Asian Institute of Technology, Pathumthani

## 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

## Student Exchange Programme

The Student Exchange Programme (SEP) enhances the competencies of students by promoting a better understanding of management challenges in an interdependent globalized environment. An exposure to global and multi-contextual circumstances is much needed by transnational companies and Indian corporate houses. 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 are willing to understand the global context of business, can apply for the student exchange programme. Depending on the nature of the collaborative partnership, a student can study for one or two terms in these foreign institutions in lieu of his/her study term(s) at MDI. MDI has dual degree agreements 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 will be made available to interested students when they join MDI. Selection of students for exchange programme is done by MDI.

## Scholarships

A number of international scholarships are available for the students of MDI who go on the exchange programme to MDI's partner Universities/ Business Schools. These include Eiffel Scholarships for students going for dual degree programme in France, French Embassy in India, and DAAD Scholarship for HHL Leipzig, Germany.

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



# MDI International Summer University (MDI-ISU)

Having established its footprint worldwide MDI, Gurgaon launched the MDI International Summer University in April 2013. The programme is first of its kind in India, and underlines MDI Gurgaon's commitment towards academic excellence and continuous innovation. Through this initiative, MDI chose to develop a multilateral network of bonding and sharing amongst the academic community both at national and international levels. The first edition of this Summer University in 2013 brought 40 top ranking students from Indian institutions spanning from Kottayam to Kashmir and nearly as many international students from Boston to Bangkok for a joint learning for seven weeks from the best of international academicians teaching courses of global relevance at MDI. There were six Indian B-Schools which benefited from the MDI International Summer University-2013.

## Objective

While increasingly the focus has been on adding an International flavour to the Indian management education scene, first batch of MDI-ISU provided a platform to meritorious students across universities and colleges throughout India, to gain invaluable international exposure. The basic idea behind this initiative is to provide meritorious Indian students from remote corners and

small towns an exposure to the increasingly global nature of businesses, with a multicultural classroom guided by faculty from reputed international B-Schools and Universities.

With this diverse and international profile, the courses on offer are also international in context and zest. By pursuing these courses, the students will have a great opportunity to supplement their learning at their home campuses and creating new networks with peers from across the world.

## The objective of the MDI ISU is to give an opportunity to:

- Overseas students and executives to understand India, a BRICS country and an emerging economy.
- Students from partner institutions in India to interact with overseas students, faculty and learn their thoughts and pedagogy.

The second batch of MDI International Summer University at MDI campus at Gurgaon was held from 28 April 2014 to 12 June 2014. The 2014 edition benefited seven schools in India.



# Campus 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 23.36 lakh while the highest international salary offered was INR 32 Lakh. The average salary was INR 14.74 lakh. For PGHR, the highest domestic salary (CTC) was INR 23.1 lakh and the average salary was INR 13.43 lakh. For PGIM, the batch was placed successfully with the average salary of INR 13.1 lakh and highest domestic salary of INR 22.3 lakh.

### Prof. Kanwal Kapil

Chairperson, Placements (PGP & Self Sponsored, full time EGP)

150 companies including 53 new recruiters snapped up the graduating students of the batch of 2012-14 with more than 15% increase in average compensation from 2011-13. The following is the list of some of our recruiters:

- Abbott
- ABC Consultants
- Accenture
- Accenture IT
- Adidas
- Aditya Birla Group
- Airtel
- AkzoNobel
- Amazon
- AMC
- American Express
- Amway
- Anand Group
- Aon Hewitt
- Apps Daily
- Aricent
- Arvind Mills
- Ashok Leyland
- Asian Paints
- ATFL
- Atos Origin
- Avalon Consulting
- Axis Bank
- Axtria
- Banyan Capitals
- Barclays
- Baxter
- BCG
- Benetton
- Biocon
- Bombay Dyeing
- Boston analytics
- BPCL
- Bristlecone
- Britannia
- Britannica
- Cadbury
- CapitalVia
- Carlsberg
- Castrol
- Catwalk
- CBC
- Cipla
- Cisco
- Citi
- Coca Cola
- CoCubes
- Colgate-Palmolive
- Continental
- Corning
- Dabur
- Daimler
- Dell
- Deloitte
- Deloitte India
- Dolcera
- Dr Reddy's
- DSCL
- Durha Infracon
- eBay
- Eduvisors
- Eli Lilly
- Emami
- Ernst Young
- Everest Group
- Exide
- Fidelity
- Flipkart
- Four S
- Franklin Templeton
- Future Supply Chain
- Gati
- GE Caps
- GE Corporate
- Genpact
- Godrej
- Goldman Sachs
- Google
- GroupM
- GSK-CH
- H&M
- HCCB
- HCL
- HDFC Bank
- Hector Beverages
- Henkel
- Hero Moto Corp
- Hikal
- Honeywell
- HP
- HSBC
- HSBC-EDPI
- HT Media
- IBM
- ICICI
- Idea
- IndiaMart
- Indus Balaji
- Infosys BPO
- Infosys technologies
- Intel
- Intellicap
- Interglobe
- Investors Clinic



**Prof. Vibhava Srivastava**

Coordinator, Placements

- IOCL
- IQR Consulting
- ITC Limited
- Jabong
- Johnson & Johnson
- Jones Lang LaSalle
- JP Morgan
- JPMC
- JSPL
- JSW Steel
- Kellogg's
- Knowlarity
- Kohler
- KPMG
- L&T
- L&T Finance

- Langham Capital
- Lava
- Lenovo
- L'Oreal
- Louis Dreyfus
- Madura Garments
- Maersk Line
- Magma Fin Corp
- Mahindra
- Mahindra Comviva
- Mahle
- MakeMyTrip
- Mansukh Securities
- MAQ
- Marico
- Markit

- Maruti Suzuki
- Mckinsey IT
- MEC
- Mercer
- Metlife
- Michael Page
- Michelin
- Microsoft
- Mindtree
- Mogae Media
- Netapp
- NewGen Tech
- NIIT
- Nivea
- Nomura
- NTT Data
- Panasonic
- People Strong
- PepsiCo
- Perfetti Van Melle
- Pernod Ricard
- PGCIL
- Philips
- Pidilite
- Procter & Gamble
- Promed
- Punj Lloyd
- PVR Cinemas
- PwC
- Ranbaxy
- Raymond
- RBS
- Reckitt Benckiser
- Red Bull
- Reliance
- Reliance Games
- Religare
- Right Management
- Rio Tinto
- RITES
- Robert Bosch
- RPG
- Sagar Group
- Samsung
- SAP
- Sapient
- SBI Caps
- Schneider Electric
- SEBI
- SilverPeople
- Standard Chartered
- subhashray
- Syberplace
- Talentedge
- TATA AIG
- TATA Capital
- TATA Caps
- TATA McGraw Hill
- TATA Motors
- TATA Sons
- TATA STEEL
- TCS
- Technopak
- Times Group
- Times OOH
- Trident
- U2opia mobile
- UB Group
- Universal Consulting
- UPES
- Videocon
- Vodafone
- Whirlpool
- Wingify
- Wipro
- Wipro Healthcare
- Wrigley
- Yamaha
- Yes Bank
- Zimmer





## 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 656 PCs, 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".

**Note:** MDI doesn't provide parking facility to students.

### 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. Note: MDI doesn't provide parking facility to students.

### 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 real time 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, Capitaline, ACE Equity, APA databases, ISI Emerging Markets, Bloomberg Terminal, Datamonitor, Financial Times database, etc. The library is open seven days a week.

### Computer Center

MDI has a state of art computing facility consisting of 661 PC nodes / laptop includes 13 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 130 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 all MDI members 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 65 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 has 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 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:** All the Executive 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.



**Digital Signage's:** Digital Signage's are installed at various locations which displays the information about MDI activities i.e. corporate movie of MDI, latest information about MDI events etc.

### Software Packages

- Windows 8/Windows 7/WINDOWS Vista / XP
- Office XP / MS Office 2007 / 2003 Professional
- Primavera Ver 6.0
- MS Project 2010
- Adobe Acrobat
- Adobe PageMaker
- Adobe Photoshop
- SAP
- Trend Micro Office Scan Corporate Edition
- SPSS Version 20.0, Amos 17.0, Answer Tree
- SPSS Text Analysis
- ABBY Fine Reader
- SQL Server 2000
- EVIEW 5.0
- LIBSYS
- Tally (Accounting Software Package)
- Prowess
- Assessment (Students Grading, Online Quiz, Feedback reports)
- MS Visio Pro
- MS Dream Spark Premium
- What's Best Commercial
- Online Software for the Admin Application
- Lingo
- Turnitin Anti-Pluralism software
- Gauss Software
- Nvivo Software



**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.



# Student Life



**Prof. Rupamanjari Sinha Ray**  
Chairperson, Student Affairs & Warden - Girls Hostel

Students at MDI do not believe in just excelling in the classroom but 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.

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, Opsession 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 & Web Committee. 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

#### Dedicated to Strategy and Managerial Operations.

Every year, Imperium, the flagship management fest of MDI brings excitement and thrill to the entire management fraternity of India. Organized independently by the students of the institute, the annual flagship festival with cartloads of activities and games provides the perfect opportunity to form networks, test managerial skills and put classroom knowledge to practice. More than that, the stimulating event garners a huge amount of attention and brings together talent from all over the nation, to celebrate everything from academics to management to music and arts.

Imperium 2013 was bigger and better with improvements over previous years as well as introduction of more events which raised the fun quotient. Using social media (Twitter and Facebook) as comrades, Imperium created a buzz in academic circles and received an overwhelming response from institutes all over the nation. Students from top B-schools (IIM-B, IIM-L, IIM-I, SIBM Pune, FMS, IIFT, etc.) participated in the numerous events.

Imperium was never all work and no play. Keeping in mind the stress and pressure that students are constantly in the grip of, the organizing committee initiated the event with many fun-filled and exciting programs to help them unwind and loosen up. It was a perfect blend of management activities and cultural activities. Management events included case studies, simulation games and presentations, while there were cultural activities like War of Bands, NukkadNatak, and entertaining music performances. The NukkadNatak was graced by Mr Vishnu Dayal, the ACP of Gurgaon Traffic Police. A Red Bull Racing simulator was also set up in the campus for the duration of the event. It was a unique addition and an instant crowd-puller.

With the introduction of new activities like Know My India, Cricketainment, Foto-G, InQBiz and IndiaSpeaks, Imperium 2013 brought a perfect blend of fun and some serious management learning. Other major events included the online simulation game Nautica, the management challenge of PhalanX and Green-O-Vision for sustainable development.

Various clubs also organized their flagship events like Adhigrahan, Biz-Czar, Beyond Karma, Colossus, Eleusis, Opniscient and Sans Pareil along with numerous On – the – Spot Events that kept the students engaged for three days of infinite entertainment. Free Red Bull was distributed to everyone on campus throughout the event, further adding verve and vigour.

The metal and rock band, especially popular with youngsters, further stimulated the already charged up environment and gave the otherwise smartly dressed students a reason to get out of their tie and blazer mode. It was yet another proof that even seemingly serious management students with busy schedules and a no-nonsense attitude, find the music and dance invigorating and even they enjoy a good performance as much as anyone else.

Finally on the last day, the students, weary and drained out from the invigorating activities of the three days, danced to the songs by Shibani Kashyap at the professional night and let themselves loose.



### Nautica (15-17th Nov)

Fired up to test your entrepreneurial, tactical and risk taking capabilities? Eager to know where your strategy stands against the best business minds of the nation?

Like every year, Nautica brings again the platform where you can put your strategic intellect into real life scenario to come up with the most optimum way of survival from the ruthless twists & turns of the business world.

One of India's oldest & most revered online management game, Nautica is the flagship event of Imperium. Management students across the country eagerly wait for this National Level one-of-a-kind 3-day online business simulation game which constantly challenges their management knowledge, presence of mind, flexibility of decision making & above all the strategic planning.

Last year the game witnessed an intense participation of 300 teams. Also for the first time Nautica became a 3-day non-stop round-the-clock event.

### PhalanX (15-17th Nov)

The Last man standing!!

The Phalanxes in the Greek army were formations with the motto "Always move forward, never step back". It is in the embodiment of this spirit that Imperium 2013, PhalanX was conducted.

It brings along all your Sun Tzus and Byzantines because this trial of strength, intelligence, composure, adaptability and competitiveness will push you to your limits. It unleashes the leader in you as you hunt for "The Alpha". The quest for the best tests you from building a team to keeping it together, from strategising to execution, from defence to offence and finally from failures to success.

### Green-O-vision (15 Nov)

"Are you the one who always wanted to make a contribution towards society? You came up with a green idea but always missed a platform to present? Here is an opportunity to showcase your ideas on a national platform amongst the brightest minds of the country. The main goal of the event is to find out business ideas which not only generate profits but also promote greener initiatives and find ways to protect planet from its depleting natural resources.



### Know My India (16 Nov)

Participants need to prepare a travel itinerary for a tourist destination starting from Delhi/NCR with a given budget of Rs 5,000 for 2 people. The budget should include to-and-fro travel expense, local travel (within the destination) expense, lodging and food expense and all miscellaneous basic expenses required for survival.

They also need to promote their travel plan by including the cultural or tourism USP of the chosen destination in their travel plan.



**Prof. Sumita Rai**  
Chairperson, Student Counselling



**Prof. Shiv Shankar Tripathi**  
Warden - Boys' Hostels

## India Speaks:

"I love argument, I love debate. I don't expect anyone just to sit there and agree with me, that's not their job" -Margaret Thatcher

They say, in democracy everyone has the right to speak and words are the most powerful weapon to bring in a change. So speak up because the nation needs you to take a stand. The stage is set for a grand debate.

Because if you don't speak now, then when?

INDIA FIRST- The Parliamentary Debate

## Nukkad Natak (16 Nov)

Does the very thought of a CAUSE jolt you from within? Do you think there's an unnerving calmness around waiting for the right time to be electrified? Well then, the MOMENT has arrived. Break free! Let your passion, energy and expressions do the rest. Blur your heart out in the open, make yourself heard, spread the word around in STYLE!

Imperium in association with SABMiller India presents 'Nukkad Natak', the street play of MDI.

## Delphique

Delphique is MDI's National Management Convention hosted every year. In its 17th year now, Delphique is India's only B-school event which focuses on strong research in various domains of management. It provides the perfect platform for practitioners & thought leaders from the industry, academia and the student populace to come together to discuss contemporary issues faced by the industry. Famously known as the Red Carpet event of MDI, Delphique is a confluence of three events:

1. **Research Panel Discussions** – Stalwarts from the industry, eminent faculty and the brightest young minds exchange ideas and critically evaluate various issues pertaining to several domains like Marketing, Finance, Operations, Analytics, Communications etc.. The quality of research is ensured by domain-specialist faculty who provide mentor-ship to the students. To increase the value of the research, there is a high profile panel discussion on the research by the who's who of the corporate world.
2. **Vincenza** – International Business Plan competition to promote spirit of entrepreneurship among students, under the watchful eye of experts and interested investors.
3. **Cerebro** – Cerebro is the National Case Study Challenge. This competition has been designed to give students real life cases of well-known companies in the industry and see what perspectives students of India's best B-School minds can give.

The convention has been graced by the presence of industry and academic leaders such as: Noble Laureate Dr. R.k Pachauri, CAO of Deutsche Bank, Dr. Ravi Ajmera, MD of Citigroup, Mr. Manoj Piplani.

**Delphique** plays host to around **12-15 leading organizations and over 70 corporate leaders** every year. Over the years Delphique has had a healthy association with leading dailies and newspapers such as **The Financial Express, Business Standard**, online media partners such as **Dare2Compete, ZeeBusiness** did a special telecast on Delphique 2012.

## Delphique 2013-14

The 17th edition of MDI's flagship National Management Convention, Delphique, was held between 3rd and 5th January, 2014, on the theme **Humanitatis Obsequium - Service to Humanity**. The inauguration was presided over by Chief Guest Mrs. Renana Jhabvala, Padma Shri awardee and president of SEWA, who spoke of the dire need for economic prosperity, but not at the cost of unruly competition.

Delphique 2013-14 got extensive corporate participation from knowledge partners such as **Deloitte, PricewaterhouseCoopers, Western Union, IBM, Fortis, Encyclopaedia Britannica, Evalueserve and Exchange4Media**. Industry stalwarts from **BCG, GE, Ernst & Young, Facebook, Axis Capital, JWT, AON Hewitt, Facebook, Aricent, Absolut Data and Times Group** discussed on the research topics and the issues faced by the industry. The case study competition Cerebro partnered with **Cognizant** with a case on Entry Strategy for Wealth Management Firm in India. It saw participation from over 300 teams and finally IMT Ghaziabad, MDI Gurgaon and IIM Kozhikode bagging the top three positions respectively. The b-plan competition Vincenza partnered Indian **Angel Network, 91 Springboard, Sternfisher and My Box**. The competition received over 100 submissions and saw ISB Hyderabad bagging the first position.

The convention also witnessed support from giants like **Jindal Power, Powergrid and Coca-Cola**. It got extensive coverage in **Hindustan Times, Hindu Business Line and Business World**. Other media partners such as **Impact, MBAclubindia, Twenty19, Knowafest and Cool Avenues** also covered the event.

In such a way, students at MDI are aspiring to be the budding managers of tomorrow; to learn business practices and implement them in the best possible way. And this industry interaction and mentorship helps to imbibe the learnings fruitfully.

## Illumina

### Disguised Market Research Festival of MDI Gurgaon

ILLUMINA, the disguised market research event, is a permanent fixture in the annual calendar of MDI, Gurgaon. It presents to the 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 four formats:

**Urban Illumina** is celebrated as a "Diwali Mela" at the MDI Greens amidst shining lights, delectable cuisines and enthralling performances by folk artists and bands, alike. 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** is conducted 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 NCR participate in drawing, solving math puzzles, extempore and many other games which form the basis of our research.

**Mall Illumina**, named "Indulge, 2013", was conducted for the first time





in 2013 to target the mall-going consumers, and was a grand success. Celebrated with a festive spirit amidst much fanfare, Illumina, which is on its 18th edition this year, is one of the most eagerly anticipated events in the whole of Gurgaon.

**The details of Illumina 2013 are as follows:**

- Marketing Research for companies like W for Women, Maruti Suzuki, Bilt, Bharti Airtel, Uniball and UBI
- Footfall of more than 8000 during Urban Illumina (Organized as Diwali Mela)
- Participation of over 400 kids from more than 30 schools in Expression
- Performances by band "The Local Train", Hasya Kavi, Surender Sharma and Kingdom of Dreams
- Cultural competitions including Dance, singing competition. Perfect setup of a Diwali Mela with Food Street, Fire Eaters, Acrobats etc.
- Promotions at malls, metro stations, CCDs, PVR Cinemas, Radio, Tuktuks, more than 10,000 leaflets, coverage in newspaper and radio
- Lucky Draw competition by Cygnus Jewellery

**Akshayam**

*You think you've won and we test you again, just keep going, forget the pain, you have to again, Rise to the Challenge.*

A continuous 72 hour marathon of Sports with top B-School fighting it out for the ultimate supremacy in Sports, Akshayam 2013 was one of the grandest B School fest Pan India.

With a footfall of more than 900, BSchool Sports Stars, Akshayam 2013 got acclaim from both Media as well as the fellow B-School. We witnessed some very absorbing performances on the field in various Sports! The matches were highly competitive and were played in the right spirit! The grit, the determination, the keenness, the adrenaline rush were present for all to see!

All this supported by the Spirit in which the game was played and the Sports and hospitality Infrastructure of MDI that is worth boasting.

**Student Committees in MDI  
The Placement Committee**

Placement 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 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.

**The Alumni Committee**

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

**The Corporate Communication Committee**

The Corporate Communications Committee performs the pivotal role of connecting the MDI community with multiple stakeholders through the various media channels. It also enables internal communication among students of all programmes and with students from other Schools & Colleges. It is also responsible for taking the events and happenings at MDI beyond the campus boundaries through newspaper articles, magazine profiles and interviews.



## Clubs at MDI

### Monetrix

**“An investment in knowledge pays the best interest.”  
-Benjamin Franklin**

Monetrix, the finance and economics club of MDI lives by the above quote. Monetrix exists to stimulate logical thinking and spread awareness in the area of Finance and Economics, and to provide opportunities to put theoretical foundations to practice. The vision of this club is to help MDI students create an edge by demonstrating superior knowledge and grasp of things. Each of the activities performed by the club is a step towards this shared goal. Following is a brief overview of our activities.

### Adhigrahan

Adhigrahan is a case study event organized by Monetrix, the Finance and Economics club of MDI, that takes place during Imperium.

### Big Bargain

Big Bargain is a virtual trading competition which takes place as a part of phalanx where one student from MDI partners with an outside participant to take on the challenge of making profits in ever changing financial markets. It is also organized during Imperium.

### Bluechip magazine

It is a quarterly magazine containing interesting articles regarding world and

domestic economy and financial markets. The magazine regularly features interviews of prominent industry leaders on their take on pertinent issues like growth slowdown, inflation, stressed assets in banking industry, etc.

We also invite articles from students of other colleges and the best article features in the magazine. The magazine also contains quarterly update of financial markets and an interesting crossword for those who love to have fun while gaining knowledge.

### Marquity

#### MarQuity: The Marketing Specialists

It was the Curious Case of “Tilu” screened in a room of bright-eyed freshers with which MarQuity made a grand entry. The academic clubs play a huge role in shaping the first years’ preference of specialization. MarQuity, the marketing club of MDI Gurgaon made its MarQ on the audience at that moment. Later, the list of applicants crossed the 100 mark confirming that MarQuity is one of the most coveted clubs of the college. What followed was a process of filtering and re-filtering, when the senior team judged the applicants on the basis of their creativity, OTB approach and marketing acumen to select the junior Marquiteers, those who get “MarQed for life.”

The club stood true to its promise of delivering something for everything round the year. Offline activities included a monthly-updated board in the student mess that would take up a concept and through real-time examples, pictures and infographics explain it to all those who care to see it. The senior team created a marketing compendium for the new-comers to read which



served as knowledge repositories. One of the biggest endeavors on the part of the team was the marketing magazine that incorporated articles on the latest issues and trends in the world of marketing and advertising. During the Annual Management Fest of MDI, MarQuity hosts the flagship marketing event, Sans Pareil, which saw entries from over 80 teams from all over India. Apart from the case-study, this year also tested the teams on the self-branding front. Informal activities like brand-based dumb-charades and debates also shook the grounds of MDI all through the session.

The year also saw MarQuity's extensive growth online. The Facebook and Twitter pages were constantly showered with new followers and their posts from the outside. The online teams worked day and night (usually night) to make the pages interactive. The content included pictographically explained concepts of marketing, our take on the campaigns by various companies, news, trivia and what-not. What deserves a special mention are "MarQuity Original" by the creative team that creates unconventional and innovative ads and posters for different brands. During the fest, the surge of activity on these pages was unstoppable.

The club activities both guide the students and keep them interested in the wide field of marketing. Aspects like advertising, branding, sales and more took the front seat. During the summer placement process, MarQuity undertook the task of creating company cheat-sheets for the benefit of the students. Team members and non-team members alike contributed to this task, creating a vast repository of company information for future use.

For the junior team members, the learning curve was a total roller-coaster, except that it only went up. All the activities were conducted under the mentorship of the senior team. The intellectual discussions as well as the informal conversations added value to the juniors in terms of knowledge and ownership of tasks. Think of it as learning made fun, or fun tuned into learning. Either way, it was a healthy-tasty snack!

### OpSESSION

It has been the constant endeavor of team OpSESSION to help the student community gain new perspectives and insights about the field of operations management. The Club has moved from strength to strength and now contributes to the knowledge repository of the students with monthly newsletters, annual magazine, simulation games, flagship events, industry exposure and much more.

We try to come up with innovative ways to constantly engage students which in turn helps them to add to their knowledge about the subject area. We still are a budding club that believes in operating and growing like a start-up. The success of the club till now can be attributed to the diverse skill-set, enthusiasm, vigour, coordination and dedication of the team members.

Roles and responsibilities within the club are not carved out in stone and members are encouraged to take up initiatives. The culture is more oriented towards debating the merits of a course of action and trying it out. Going



forward we intend to make it one of the most sought after academic clubs within the institute which will provide us access to a larger talent pool that can take the club to even greater heights.

### Opniscient

This is a national-level competition, which is held during the flagship event of MDI, Imperium. Teams from all major B-schools of India participate in this. It involves preliminary online rounds, which help in filtering down to the top teams, which are given a live problem of a company in the form of a case-study. This was held last year in association with NTPC. Thus, top company officials come to MDI campus to judge the work done by the teams and select a winner.

### Oponomics

It's rare to find a game that combines business acumen with discipline expertise. But Oponomics is a prominent step in defying that rarity. The game puts contestants at the helm of an auto filter manufacturing company, and bombards them with market news – both relevant and irrelevant – while they are already struggling with the numbers to run the company smoothly. Success of the contestant and his company depends on proper sifting of market news, and then employing the same in business decisions. This extremely stimulating game provides incessant rush of adrenaline and number crunching hormones for around 90 minutes, and is recommended for all business people – novices or virtuosos.

### Ops-Scene

Ops-scene is the official journal of the MDI Operations club, OpSESSION. The content is targeted at students interested in the Operations field and latest developments in the discipline. However, the content is relevant from the point of view of every MBA student as it is a window into understanding the ground execution of every business- the operations. Various editions focused on specific themes like the booming retail sector or a summer internships special edition are released from time to time. Ops-scene, in addition to being a source of information on the sector, is also an exciting and challenging task for the team. As the team, we promise to continuously improve and enhance the value proposition

**EI Ultima:** An Intra College operations management based simulation game organized as a standalone event

### Strategist

Strategist is the Consulting Club of MDI. The members of the club track 11 sectors and publish a newsletter Month at a Glance where significant news is published along with a consulting view. The newsletter is divided into sections which include 3 news items and sections on Special Focus which highlights the most significant news which will have a long term impact on the sector. A section on Industry talk which includes the most debated topic in a particular sector and a section on Strategist Voice which would include strategist opinion on the sector and a short term view on his expectations regarding the driving force of the sector in the near term. The club releases its bi-annual magazine named Strat-e-log which is launched twice a year wherein articles from across business schools are invited and acknowledgement is given to the participants from across business schools for their participation. The flagship event of the club is BizCzar which is organised under Imperium – The annual management fest of MDI which saw a wide participation from students across business schools. The event involves multiple rounds of screening which ranges from online quiz to simulation to case study and the final presentation to an elite panel of judges. Along with BizCzar various other on spot events are organised which are based on strategic theories like Game theories and simulation events are organised as well. The club has a consulting cell which pitches to small and medium enterprises for projects and provides live consulting services to them without charging any fees. The consulting cell is a win-win situation for

the members as well as the organisations wherein the organisations get their problems addressed and members learn by getting a firsthand experience. The club also pitches for live projects for the batch which is mentored by a faculty under the field of strategy and students get live experience in dealing with business problems and the needs of the corporate are fulfilled.

## 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 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>) IT being essentially borderless needs to be understood on a macro level. ThinC strives to keep Mandevians up to date with the latest in the Analytics and Technology sector. The different events that ThinC undertakes are aimed at achieving this goal and motivating the students about the exciting Technology domain.

**Crossword quiz for the new PG13 batch** ThinC organized a crossword puzzle for the new batch of Mandevians to introduce them to ThinC and the IT domain in a fun way.

**Flagship event COLOSSUS during Imperium 2013** The flagship event consisted of a national online quiz where teams race to be the quickest. Shortlisted teams have to then battle it out in a case study next which is also held online. Finally the top 4 teams are invited to the campus to take a crack at an IT business simulation game.

**“Neurotrix”- an on the spot event during Imperium 2013** A fun quiz “Neurotrix” was organized as an On the Spot event during Imperium 2013 which drew up a large crowd.



## HR DIRECTION

The academic club for HR at Management Development Institute, Gurgaon was launched in 2005. In keeping with the spirit of the name, HR Direction conducts regular industry sessions and organizes competitions for management students across the country. The members of the club invite corporate heads in HR, as well as leading academics to help students gain insights into the latest developments in Human Resources.

HR Direction also facilitates Live Projects to give the students hands on experience in the world of Human Resource Management. It works on increasing corporate interactions as well and facilitating brain-storming sessions headed by Alumni on burning issues in this area.

The club also organizes regular events the flagship event being Eleusis. This is a three day event, organized under the umbrella of Imperium – the annual B-School Fest at MDI Gurgaon. The event comprises a multitude of sub events like:

- **Enthaa**

An audio/Visual quiz/crossword intertwined with Business/Human Resource/Organizational Behavior themes.

- **Quest of Leonidas**

A Game to test the participants’ logic, strategic thinking and decision making abilities; entails a case study, presentation and business scenario simulation.

- **Tarak**

It is a HR simulation game which takes the participant to a different level of simulation games every year. It is an event to test your expertise gained in MBA along with analytical skills, and ability to think on feet.

- **Labor of Hercules**

The participating team is given the challenge of various Competitive outbound activities: Rappelling, rock climbing, trekking and rope course etc. It explores a blend of expertise, skill sets, endurance and working in an outdoor physical setting. This is a competition where the competing teams are expected to display physical endurance, mental agility and work together to overcome various challenges thrown at them.

HR Direction also comes out with a monthly newsletter – Human Reflection - which expounds on new and relevant themes in the HR domain to enrich the knowledge base of the student body.

## Sports Club

Push yourself again and again. Don’t give an inch until the final buzzer sounds. The sports club at MDI propagates the idea of striving till you attain perfection through healthy competition. Most of life’s lessons can be learnt on the field. Strategy, discipline, time management, group work etc are some attributes that one learns through sports.

Sports club at MDI works with a vision to imbibe the sporting culture among students amidst the intensive academic rigor. MDI has excellent sporting facilities ranging from a multi-gym to facilities for sports like Football,



cricket, table tennis, lawn tennis, badminton, basketball, snooker etc. It takes the onus of organizing sporting activities & ensures a student and faculty community which are healthy & mentally and physically fit.

In 2012, the Sports Club @ MDI along with Sanskriti conducted "AKSHAYAM", a Sports-cum-Cultural Fest for the second time in the history of MDI with participation from all Top Indian B-schools and emerged as the overall winners. MDI also participates in the sports events organized by various B-schools and has emerged as the overall winners in many of them, the recent being the Altius-2013.

There are many major intra college events organized by the club which is spread over the entire year. To name a few are King of Kings, War of Worlds, RanBhoomi (Night Cricket Tournament), and Corporate Futsal: "The Cup of Life" with many other events every month to keep the spirit of sports alive & active at MDI.

## Sanskriti

Sanskriti, the cultural club of MDI, is a platform where the artist in every student comes together to create a magical experience for Mandevians. It is nurtured through every activity of Sanskriti, be it conducting music or dance workshops, celebrating different festivals, showcasing talent in national level competitions, organizing Aarohan (the Mandevian engagement week) & Akshayam (the sports-cultural extravaganza) or keeping the MDI tradition alive. In spite of a hectic schedule full of classes and different sessions, Sanskriti is undoubtedly the most active club on campus, providing Mandevians with a reason to celebrate. The club has several verticals – Jugaadu: the sponsorship team, Hamaali: the event management team, Chhupe Rustam: the creativity team, Mukhautey: the drama team, Mandolins: the music team and Sole to Soul: the dance team – who augment Sanskriti toward its solitary dream - the quest to craft a haven for novices and connoisseurs alike, where the 'art' of living takes on a new meaning.

Sanskriti started off the academic year in style with a brilliant performance on Director's Dinner night to induct the new batch into the Mandevian fraternity. This was followed up by celebrating Ganesh Chaturthi for the first time on campus in September. October saw Navaratri celebrations which is traditionally organized for the entire college, including executive programs and exchange students, solely by the Junior Sanskriti Team after their selections were complete. This event provides a great occasion where people from across programs get to know each other better and take in the festive spirit in each others' company. Next up, we celebrated Diwali. Even though only a small number of people were there on campus, our initiative brought many a smile to the lips of the people present and helped illuminate our beautiful campus on the auspicious occasion. Then came the Sports-Cultural extravaganza, Akshayam, which saw participation from over 20 B-schools across India for 13 sports events and 13 cultural events spread across 72 hours of non-stop activities and concluded itself with a Star performance from Shibani Kashyap! Next came Aarohan 2014: The Annual Mandevian engagement week in association with Samaritans, the social initiative club of MDI. The event started off with Soul Kitchen - the Mandevian way of collaboration through music and a seamless way to get everyone involved. Soul Kitchen is associated with the smooth and jubilant sound of guitar, vibrant and energetic singing, spirited and lively dancing and a heartwarming bonfire, making sure that the chills of winter are kept at bay. Aarohan '14 saw enthusiastic participation from numerous NGOs to spread messages of social awareness via innovative avenues like street plays. The event was concluded with a closely fought Volleyball match between the students and the mess workers where the mess workers finally emerged victorious. As the pressures of exams and placements eased down and as the senior batch enjoyed their last few days on campus, Sanskriti stepped in again to arrange for cultural performances as a part of the Director's Convocation dinner night to bid a formal adieu to the beloved seniors. To end the academic year in style, Sanskriti organized Holi celebrations on



campus to help make the campus a more colorful place to live in. As the new academic year beckons with its own store of fun, celebrations, surprises and excitement, Sanskriti awaits for the next batch to come and join us and keep the flame of the Mandevian culture alive on campus and in the hearts of all the fellow members of the Mandevian fraternity.

## Hostel and Mess Committee

The Hostel and Mess committee (HnM) is responsible for the smooth functioning of the hostel and mess facilities at MDI Gurgaon. It is a committee that touches the lives of Mandevians the most, and functions relentlessly 24x7 for the entire year.

Acting as liaisons between the administration, the caterers, the hostel authorities on one side and the students on the other, the HnM committee members facilitate the addressing of issues that the students have and communicate the same to the concerned authorities. They ensure that the administration's concerns are communicated to the students and act for the benefit of all stakeholders involved.

One of the major tasks of the committee includes preparing the Menu for each month. They need to ensure that the needs of the whole batch are addressed, their cuisine preferences are satiated, and they negotiate with the Mess authorities keeping these constraints in mind. Further, the committee keeps a check on the daily issues regarding the hostel infrastructure, the housekeeping issues, etc. Another important task the HnM committee does is to help the hostel administration with allocation of rooms for the junior and senior batches. The committee members ensure that a fair and smooth process is adopted for the room allocations.

Apart from this, the HnM committee caters to the generic issues related to campus. The work done by HnM committee touches the lives of Mandevians every single day, thus making it one of the indispensable committees at MDI Gurgaon.

## 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 aims at inculcating a culture of social responsibility among aspiring managers of today through various events, both within and outside MDI in association with NGOs. The objective is to harness the management acumen of ManDevians in making a difference to the society by providing volunteering and managing roles to students.

The events which were organised by Samaritans this year include –

**Beyond Karma:** A case study competition was conducted during Imperium wherein participants provided business solutions to problems faced by NGOs

**Joy of Giving Week:** Joy of giving week, a nation-wide event to promote and propagate the joy of giving, was organized in association with Medhavi Foundation. Notable event include fundraising, clothes collection and books collection.

**Collaborations through Live Projects:** Live projects by the organisation like Siddhant Diagnostics (for health awareness), Tetrapak (for waste segregation), Medhavi Foundation (for underprivileged children), Score Foundation (for visually impaired people), Masoom Duniya (for intellectually challenged children) and Youth for Seva (for underprivileged children).

**Prayatna School of Excellence:** Volunteers visit Prayatna School of Excellence on a weekly basis and interact with underprivileged children. Value based education is promoted through this interaction.

**Hope Society:** Volunteers visited and spent a day in an old age home.

**Aarohan:** Sanskriti-Samaritans week was held to increase involvement of faculties, students, staff and workers. Notable events: Marathon, street play, drawing competition, volleyball match for mess workers, series of talks by founders of NGOs, social experiment on visual impairment and case study competition in association with Score Foundation.

**Newspaper Drive:** Timely newspaper drives were conducted to collect newspaper for the benefit of the needy.

**Blood Donation Camp:** Blood donation camps were held in association with National Thalassemia Welfare Society (NTWS). The team was felicitated by NTWS and AIIMS for its consistency and loyalty.

**Citizen Cafe:** Citizen Café was organized in association with We The People to promote feeling of citizenship among students

**Clothes, Books and Blanket Collection Drive:** Clothes, winter wear and blankets were collected and distributed to the needy. Unused books were collected and donated or sold, with the benefit going to the needy.

**Sustainability Drives:** Notable efforts were made by volunteers to prevent wastage of electricity, water and food.

## 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 biggest and 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 INR 0.01 million, the AUM has reached more than INR 2.3 million by the end of March, 2014.

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. It also lays ground for students to become attuned

to the investment world and start prudent investing at an early stage. The members of the team Unnati get hands on experience in equity research analysis; an integral part of the investment world. The future holds exciting possibilities as Team Unnati looks to take this platform of shared learning and practical application of theory to a completely new level through some creative and pioneering initiatives.

## Web Committee

Web Committee as the name suggests, is the Information technology club of MDI that brings technology to several aspects of a student's life at MDI – be it academic or extra-curricular. The club also provides the much needed interface between students and the administration when it comes to technology related issues.

Web committee, or WebComm for short, creates and maintains Mandevian Gmail IDs for all PGP students of MDI. It organizes gaming events like CounterStrike 1.6, Age Of Empires and movie screenings in various fests. A repository VidyaSagar is maintained, where students share educational material related to management studies. Yet another major initiative undertaken by the club is to integrate websites/blogs of various clubs under one domain - mandevian.com making it a one stop solution for all club related information. Lastly but not the least Web Committee also facilitates bulk hard disk, Laptop deals etc. which provides convenient medium for students for bulk purchases.

## Aarambh

The Entrepreneurship Cell

The latest entry in the Clan of "Clubs" and "Committees" – Aarambh, has laid the foundation stone of Entrepreneurial Culture at MDI once again. In its ambition of spreading the culture of Entrepreneurship, Aarambh was unveiled in August, 2013 after a week-long promotion. Dedicated efforts have been put into till date in order to do justice with its mission and vision. Aarambh has invited several eminent speakers/Entrepreneurs to share their experience with the students of MDI. Some of the speakers include Gautam Mohanka, Varun Talwar, Gautam Chikermane, Manish Verma and others. The main attraction till date has been the Panel discussion "Taking Pride to be an Indian – The way forward" conducted on Republic Day 2014. The club's core belief is in making an environment where people learn from experiences of others and seek help, if needed, in fulfilling their dreams.



## A Day in the Life of a Mandevian

**05:30** Morning happens, and as the stars fade into the gradually brightening sky, we see early risers and late sleepers getting ready to prepare for the day. The joggers make their way around the asphalt track, passing those who prefer to amble instead, relishing the clear air that only the morning can provide.

**08:00** Around the time the classes start, everyone flocks to the mess to grab that quick bite of breakfast to help them sustain through the morning classes. Lakshya and Gurukul become the centers of activity; lectures, case discussions, quizzes and presentations keep everyone busy, straining and exercising grey cells to their limit.

**13:30** A delicious lunch awaits the weary children, and the usual college chatter ensues, punctuated frequently by intellectual talk. The post-lunch sessions are varied, and live projects, industry tours, corporate interactions with industry honchos are frequent.

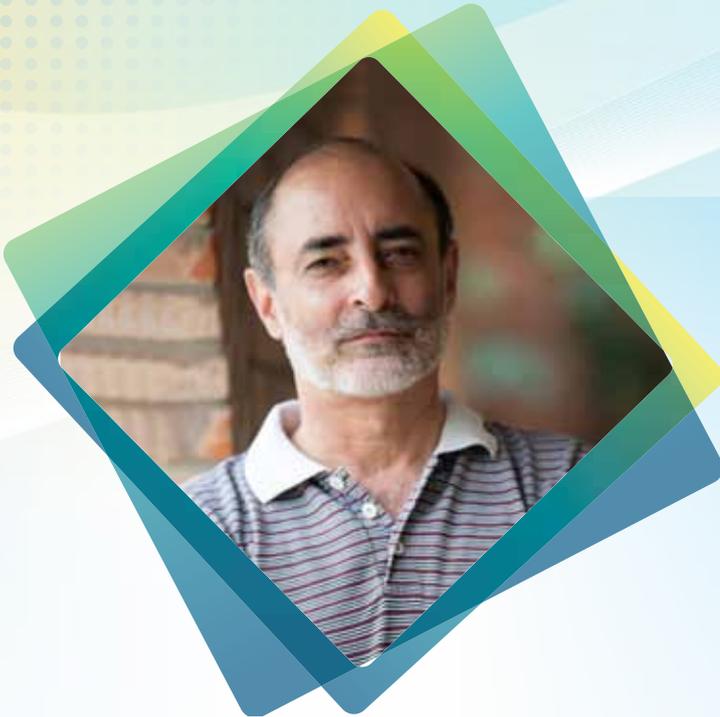
**17:00** As the sessions end, students either unwind with a game of football at the MDI Greens, or basketball or volleyball at their respective courts. Mandevians take their sports extremely seriously. Cricket continues for as long as the light permits, late night tennis and badminton matches under powerful lamps are a norm, and table tennis frenzies in the basement are regular.

**22:00** A quick nap, serious talks, random walks, happen around. Some prefer to study in the solitude and comfort of their rooms, some prefer the silence and sanctity of the library. The night plays host to groups discussions for assignments and case presentations, and club meetings and activities are as eclectic as they come by.

**02:00** The nocturnals' hunger is sated by three night canteens providing everything from everyone's favorite plain Maggi and ginger tea to stuffed paneerkulcha and cheese capsicum toast well into the wee hours of the morning.



# Alumni Relations



**Prof. Dhruv Nath**

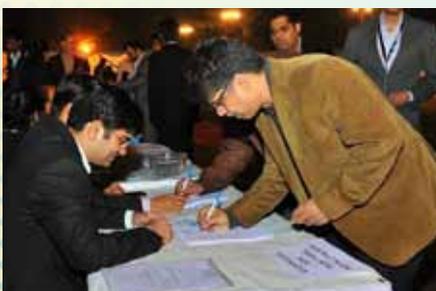
Chairperson, Alumni Relations

An institute is known by the achievements of its alumni and the difference they make to the world around them. Over the years, 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 and also 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 in all other parts of the world. 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 itself. To strengthen links and build long lasting associations with the alumni the Institute has an Alumni Office that is completely devoted to this cause. The office constitutes of a students' Alumni Committee, and a faculty chairperson 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 keeps its Alumni updated of the current happenings 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 of practical and functional expertise between business leaders and the future managers. MDI is keen to further strengthen the bond with alumni through reunion meets, group interactions, and by involving alumni in various other MDI activities.

## National Alumni Meet 2013



# Corporate Communication



At MDI, the focal point of Corporate Communication is to ensure that the institute stays connected with all the stakeholders, both internal as well as external, in order to create a positive and meaningful bond with them.

**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. The Corporate Communications Committee at MDI brings forth the Institute's different aspects and their applicability in today's business world. 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, we seek to establish rapport and build relationships with our external stakeholders through various mass media channels, like website posts, information brochure and advertisement.

Communication is an ongoing and ever evolving process. Keeping this in mind, the Corporate Communication Committee at MDI, Gurgaon continually evolves by trying to create and foster more formal and informal channels of communication.

The committee headed by a faculty Chairperson, consists of students from both the first and second years is dichotomized into four intertwined verticals – Admissions, Content, Design & Media. Through an extensive presence on traditional as well as online platforms, the committee has become a connecting vein between the alumni, existing students, and prospective candidates. The Committee is thus the custodian of brand image, identity and culture of MDI.



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## 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)
<b>DURATION</b>	2 years	2 years	2 Years	15 Months
<b>ELIGIBILITY EDUCATION</b>	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 with minimum 50% marks
<b>WORK EXPERIENCE</b>	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 December, 2014
<b>ENTRANCE TEST/ DATE</b>	CAT Window 16 Nov. 2014 & 22 Nov. 2014	CAT Window 16 Nov. 2014 and 22 Nov. 2014	CAT Window 16 Nov. 2014 and 22 Nov. 2014	For Self sponsored Candidates CAT Window 16 Nov. and 22 Nov. 2014. MDI Admission test 7 Dec 2014
<b>SELECTION PROCEDURES</b>	CAT, Group Discussion, Interview, WAT	CAT, Group Discussion, Interview, WAT	CAT, Group Discussion, Interview, WAT	CAT / or MDI's Entrance Test
<b>COMMENCEMENT DATE/INTAKE</b>	June, 2015 240 students	June, 2015 60 students	June, 2015 35 students	April 2015, 60 students
<b>AREA OF SPECIALIZATION OFFERED</b>	Finance, Information Technology Management, Strategic, Marketing and Operations Management	HRM	General Management	Finance, HRM, Information Technology Management, Operation, Strategic and Marketing Management
<b>COST/ISSUE DATE OF PROSPECTUS</b>	Rs. 1800/- 5 Sept.-14 Nov. 2014	Rs. 1800/- 5 Sept.-14Nov. 2014	Rs. 1800/- 5 Sept.-14 Nov. 2014	Rs. 1800/- 5 Sept. - 28 Nov. 2014
<b>LAST DATE FOR SUBMISSION/ RECEIPT OF APPLICATION FORMS AT MDI, GURGAON</b>	14 Nov. 2014	14 Nov. 2014	14 Nov. 2014	28 Nov. 2014

<b>Post Graduate Programme in Energy Management (PGP-EM)</b>	<b>Public Policy and Management Programme PGP-PPM</b>	<b>Post Graduate Programme in Management - Part Time (PGPM-PT)</b>	<b>Fellow Programme in Management (Full Time)</b>	<b>Executive Fellow Programme in Management (Working Executive)</b>
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 with minimum 50% marks	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 with minimum 50% marks	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 December, 2014	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 31st December, 2013
Candidates-CAT Window 16 Nov. and 22 Nov. 2014 MDI Admission test 7 Dec. 2014	Dec 05, 2014	MDI Test to be held on Campus on 1st February 2015 (tentative) for April batch & 20th Aug, 2015 (tentative) for October batch	Candidates who have appeared/are appearing CAT/ GMAT/GRE/UGC-JRF qualified	Same as applicable in FPM
CAT or MDI's Entrance Test & 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/UGC-JRF Scores (Mentioned test should have taken during May 01, 2013 to Dec 31, 2014)	Same process as in FPM
April, 2015 60 Students	60 Students, April 2015	April 2015 & October 2015 (180 students)	July 2015 (20 students)	July 2015 (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 Sept. - 28 Nov. 2014	26 Sept. - 28 Nov. 2014	Rs.1800/- (For April batch-02 Dec 2014 to 23 Jan 2015 and for Oct batch-02 June to 27 July 2015)	Rs. 1800/- 1st October 2014 - 30 January 2015	Rs.1800/- 1st October 2014 - 30 January 2015
28 Nov. 2014	28th November, 2014	For April batch-23 Jan 2015 and for Oct Batch-27 July 2015	30 Jan 2015	30 Jan 2015







**MDI**  
GURGAON

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Development  
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