



Information Brochure - 2014



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

Despite the economic recession and difficult recruitment

season, MDI maintained its tradition of 100% placement this year as well. Prestigious companies from various sectors offered job profiles spanning across various functional areas.

One out of every Five PGP Students spend at least a Term Abroad

Well organized exchange programmes ensure that regular PGP students get an opportunity to spend a term abroad.

An equal number of international students from as many as 48 B-Schools spend a term in MDI. This makes the experience at MDI truly international.

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.



70+ Nationally and Internationally Acclaimed Full-time Faculty

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

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.



Largest School for Continuing Education in Management

With more than 77,372 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*

Shri A.C. Mahajan

MUMBAI

Shri Alok Kumar

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

Mrs. Renu Sud Karnad

Managing Director, HDFC Ltd
MUMBAI

Shri S.B. Nayar

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

Prof. (Dr.) S.P. Narang

Former Secretary & CEO, ICSI
DELHI

Shri S. Ravi

Chartered Accountant
NEW DELHI

Sh. Thomas Mathew T.

Current in-charge Chairman, Life Insurance Corporation of India
MUMBAI

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

Representative of Regulatory Body

1. Representative of AICTE

* List as per records available with MDI – subject to updation



Looking Beyond

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.

50 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



1973

- MDI set-up – Training, Consulting & Research activities commenced

1977

- Development Banking Centre (DBC) started first sectoral project funded by Developmental Financial Institutions

1984

- DBC project completed

1988

- National Management Programme (NMP) – a full-time, residential programme sponsored by Department of Personnel & Training, Ministry of HRD, GOI launched

1994

- Full-time Residential Post-Graduate Programme in Management (PGPM) launched

1996

- Training activities move up to include policy level programmes; Advanced Management Programme (AMP) started

1999

- Fellow Programme in Management (FPM) launched
- Post Graduate Programme in Management (PGPM-PT) launched

2004

- Post-Graduate Programme in Human Resource Management (PGP-HRM) launched
- Executive Fellow Programme in Management (EFPM) launched

2005

- Post Graduate Programme in Energy Management (PGP-EM) established in association with the Ministry of Power and USAID
- MoU for School of Public Policy and Governance signed with Ministry of Personnel and Training, GOI
- MDI accredited by South Asian Quality Assurance System (SAQS)

2006

- AMBA (Association of MBAs) UK accredited MDI's full-time Post Graduate Programmes. MDI became the first and only B-School in India to be internationally accredited
- Post Graduate Programme in International Management (PGP-IM) launched in collaboration with European School of Management (ESCP-Europe), France
- Post-Graduate Programme in Public Policy & Management (PGP-PPM) launched

2007

- Increased intake in Post Graduate Programmes in Management

2010

- MoU for School of Public Policy and Governance signed again with Ministry of Personnel and Training, GOI
- 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

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 PGP-EM 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)

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



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)

Doctoral Programmes

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

Education Programmes

Post Graduate Programmes



Prof. Ashok Panjwani
Dean, Graduate Programmes

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

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

Academic rigour is reflected in the programme structure and delivery. The two year programme provides rigorous academic input combined with regular industry interactions. As a result, the final placements of the students have been very encouraging. Placements at MDI are a student driven

activity supported by the faculty. 100% placements have been achieved year after year with organizations of very high repute.

Executive Post Graduate Programmes

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



Prof. D.P. Goyal
Dean, Executive Graduate Programmes

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.



BHUSHNURMATH N.R.

Professor

Chairperson (Customised, In-company Programmes)
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

Coordinator (Open Enrolment Programmes)

MBA, Ph.D. (University of Lucknow)

Areas of Interest: Financial Management, Management Accounting, Working Capital Management.



BISWAL Pratap Chandra

Associate Professor

Coordinator (Admissions)

M.A., M.Phil., Ph.D (Univ. of Hyderabad)

Areas of Interest: Derivatives & Risk Management, International Financial Management and Open Economy Macroeconomics.



RAI Shailender Kumar

Assistant Professor

M.Com., Ph.D. (BHU), Post-Doctoral

Fellow (School of Public Policy, George Mason University)

Areas of Interest: Corporate Finance, Entrepreneurial Finance and Venture Capital.



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

M.B.E, M.Phil (Business Economics), University of Delhi FPM (MDI, Gurgaon)

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



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

M.Com. (Finance), Ph.D. (Finance),

Ph.D. (Accounting)-FMS, University of Delhi

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



GUPTA Jyoti

Adjunct Faculty, International

Mechanical Engineering IIT, Kharagpur, Ph.D. University of Manchester, UK

Areas of Interest: Finance



IYER Veena

Assistant Professor

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 developments 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

Chairperson PGPM

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. Professors from the area has been head the Programme on Energy Management at MDI from 2010-2013. In addition to fundamental aspects relating to Economics, the area focuses on research, consultancy and training in the areas of Energy Policy, Telecom Policy, Transportation Policy, Corporate Governance, Sustainable Development & International Capital Flows.



ASHRA Sunil

Associate Professor

Chairperson (PGP-EM)

Area Chairperson

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

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



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

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 (Student Affairs) and Warden – Boys Hostel
 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
Area Chairperson
 M.A., Ph.D. (Panjab University, Chandigarh)
Areas of interest: Stress Management & Work-life Balance, Personality, Emotional Intelligence and Leadership.



RAI Sumita

Associate Professor
Chairperson (Student Counseling)
 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 (Hero Honda Chair) Professor, OB & HRD
 M.A., Ph.D. (BHU)
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, International
 MSc, Ph.D. Tel Aviv University, Israel
Areas of interest: Organizational Development



JAIN Ajay K. (on EOL)

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

Human Resource Management

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



BHATNAGAR Jyotsna

Associate Professor
Chairperson (PGP-HRM)
 M.A. (Psychology), 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



GHOSH Somnath

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

**BISWAS Soumendu**

Assistant Professor

Ph.D. (IIT, Kharagpur)

Areas of interest: Organizational culture, International dimensions of Organizational Behaviour and Multi variate Data Analysis Techniques with specific reference to SEM procedures.

**SAINI Debi S.**

Professor

Area Chairperson

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

Areas of interest: Strategic Human Resource Management; New Industrial Relations; Employment Law; Global HRM; and Law, Labour & Society.

**GUPTA J. L.**

Adjunct Professor

M. Com., M.A. (Psy.) Ph.D (DSE)

Areas of interest: Business Ethics, and Corporate Governance.

**SHARMA Tanuja**

Associate Professor

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

Areas of Interest: Performance Management System, Coaching & Mentoring, Compensation Management, Corporate Social Responsibility

**GUPTA Vinod K.**

Professor

Dean (Continuing Education)

B.Sc. Engg., M.E., MPMIR, (Punjab University)

Areas of interest: Human Resource Management, Compensation Management, Manpower Planning, Participative Management.

**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.

**JAIN Janender K.**

Associate Professor

Chairperson (NMP)

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.

**SORENSEN Henrik B**

Adjunct Faculty, International

MSc. Ph.D. Aarhus University, Denmark

Areas of interest: Organization/ Interorganization Relations / HR

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.

**JAISWAL Mahadeo P.**

Professor

Chairperson (Process Renovation Projects)

M.Sc., Ph.D. (Delhi), Sr. Fulbright Fellow (Carnegie Mellon)

Areas of Interest: Enterprise Systems Capability & Strategy, SaaS, IT Contracts and e-Governance.

**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.

**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



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.



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.



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



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



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



GODINHO Jass Nathaniel
 Associate Professor
Chairperson (PGP-IM & International Relations)
 PGDM (IIMA)
Areas of Interest: Strategic Marketing, Sales and Distribution Management and International Marketing.



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



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



MUKHERJEE Jaydeep
 Associate Professor
Area Chairperson
 PGDM, Ph.D. (IIT Kharagpur)
Areas of Interest: Marketing of New Products, Sales and Distribution Management, Digital Marketing and Marketing Strategy.



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



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

**SRIVASTAVA Ritu**

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

Areas of Interest: Marketing Management, Marketing of Services, Retail Management, Management Education & Administration

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.

**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 Narain**

Assistant Professor
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

**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. (IIT-Kanpur)
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
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, rural entrepreneurship-rural Livelihood, law, corporate governance and Corporate Social Responsibility. It offers a Post-Graduate Diploma in Public Policy and Management to mid-career civil servants. The programme combines courses in the knowledge domains of public policy, governance, development and management. As an extension of the research activities of the members of the area, it also offers a Fellow and Executive Fellow Programme to train academics and researchers in the field.



BANSAL C.L.

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



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 Avanish

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



CAMPBELL David

Adjunct Faculty, International
 MBA, Newcastle University, UK Ph.D. Northumbria University, UK
Areas of interest: Ethics and CSR, Corporate Governance

Strategic Management

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



DASGUPTA Meeta

Assistant Professor
 B.Com (Hons), PGDM, FPM (MDI)
Areas of Interest: Innovation Management and Strategy, Business Strategy and Competitiveness of Firms, Strategic Alliances and Joint Ventures



RAINA S. N.

Associate Professor
 B.E., PGDM (IIMB)
Areas of interest: Mergers & Acquisitions, Strategic Alliances & Joint Ventures, and International Business.



KAPOOR Amit

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



SHARMA Veeresh

Associate Professor
Area Chairperson
 MBA Ph.D. (Strategic Management), Faculty of Management Studies, University of Delhi.
Areas of interest: Environmental uncertainty, hypercompetition



PILLANIA Rajesh K.

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



Post Graduate Programmes

Post Graduate Programme in Management (PGPM)



Prof. Gita Bajaj
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 programmes helps students to:

- 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
- Laterally think, so that they come out with innovative answers, create alternative solutions, and develop entrepreneurial skills
- Imbibe values of integrity, justice and fairness so that they promote and maintain high ethical standards in management.
- Develop a global mindset so that as future managers they can meet the challenges of international competition

Curriculum Design

The PGPM curriculum design and pedagogy develop students' skills and abilities to apply management theories and concepts to live problems in 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 and identify and deal with complex problems in management.

Consistent with advances in teaching technology, the programme integrates the use of computers (IT) in the learning processes. The students undertake several field-based projects so that they can get better insights into 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 quantitative and qualitative factors, and also help them develop a holistic view of the different functional areas and the business environment. During this period, students take courses in general management and major functional areas, such as finance and accounting, marketing, operations management, information technology management, organizational behaviour, human resource and strategic management. They are also exposed to the basic disciplines of economics, behavioral sciences, managerial communication, business law, quantitative methods and decision sciences. Foreign Language courses in French, Spanish, German and Italian are also offered as an elective to students who may like to pursue these. These courses become helpful for students wanting to go for a student exchange programme.



Summer Internship

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

Specializations

In the second year, the students take elective/ optional courses to specialize in a maximum of two functional areas. These areas 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 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, CGPA would be arrived at taking into account the best 14 electives out of total 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 interdependent world. This programme 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 student exchange tie-ups. Depending upon the nature of the tie-up, a student can spend from a term to



one year in the foreign institute in lieu of his/her study term(s) at MDI. There are agreements with ESCP - Europe, EDHEC Business School, IAE Aix-en-Provence France and HHL Leipzig Graduate School of Management, Leipzig Germany for dual degree programme. (For detailed information see International Relations section). Details for selection and opportunities are available to students when they join MDI. Selection of students for exchange programmes is made by MDI.

Evaluation

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

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

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

MDI Scholarships

- The O.P.Jindal scholarship of INR 1.25,000 is awarded on merit cum need basis 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:

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

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

Recognition

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

International Accreditation

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

Course curriculum

First Year 2014-2015

Term-I (June – Mid September)

- Human Behaviour in Organizations
- Legal Aspects of Business

- Management Accounting-I
- Marketing Planning
- Microeconomics
- Managerial Communication-I
- Statistics for Management

Term-II (Mid September - December)

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

Term-III (January - March)

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

Summer Internship (April - June)

Second Year (2015-16)

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-IV (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

- Corporate Communication and Media Management
- Effective Communication through Theatre Techniques
- Language Courses
 - ♦ French
 - ♦ German
 - ♦ Spanish
 - ♦ Italian

Finance

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

Strategic Management

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

Marketing

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

Economics

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

Information Management

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

Organizational Behaviour

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

Operations Management

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

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



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



Prof. Jyotsna Bhatnagar
Chairperson, PGP-HRM

“Fierce competition and the need for continuous change have created a critical role for HR professionals in business organizations. MDI 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
- Mindset to create innovation in people practices
- Sensitivity 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 development and ensures a rich academia - industry blend.

Programme Structure

The programme is spread over six terms, each of three months. The first four terms are devoted to core courses encompassing various managerial functions, essential for HR managers to develop into future business partners. The remaining terms focus on inputs in HR and OB through a rich offering of electives. Students have the opportunity of interacting with industry mentors and internal faculty mentors 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 on the industry. Eminent Business and HR professionals, consultants interact with the students besides the faculty from eminent International business schools.

Evaluation

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

Recognition

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

International Accreditation

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



Course Curriculum

First Year (2014-15)

Term I (June - September)

- HR Systems and Processes
- Human Behaviour in Organisations
- 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 HRM
- Organizational Planning and Design
- Learning and Development
- Human Resource Information Systems
- Corporate Finance
- Research Methods

Summer Internship (April - June)

Second Year (2015-16)

Term IV (June - August)

- Employment Law II
- Business Ethics and Corporate Governance
- Strategic Management II
- Journey to Self (Reflection and Lab)
- Selection and interviewing
- Operations Management
- Strategic Challenges for Marketing Professionals
- Social Conscientization and CSR

Term V (September - December) Electives - 4

Term VI (December - March) Electives - 3

List of Electives (Indicative)

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



Post Graduate Programme in International Management (PGP-IM)



Prof. J N Godinho
Chairperson, PGP-IM

With the liberalization of the Indian economy, businesses in India operate in an international environment. Managers in India have to now compete with global players. The Post Graduate Programme in International Management, launched by MDI in 2006, was the first of its kind in India.

The primary objective of the programme is to equip young managers with the necessary skills to perform effectively in the highly competitive global markets. This programme is offered in collaboration with European School of Management (ESCP – Europe), which has been ranked 2nd in Europe by the Financial Times.

The PGP-IM is essentially a dual degree 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 delivered in Europe at the Paris, Berlin, Madrid & Torino campuses (English Track).

At the end of the on campus part of the programme, the students carry out paid internships, in most cases 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

“The global marketplace today is characterized by a complex economic setting requiring business organizations to withstand the onslaught of global competition and fight for market share. The PGP-IM programme prepares managers and future leaders to develop a global mindset so as to be able to appreciate the economic, political, legal and cultural realities, build networks across geographies, and live and work across cultures.”

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 open up 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 country. However, each campus offers its own unique characteristics, which enables Masters in European Business (MEB) for applicants to suit their individual preferences.



PARIS: The Paris campus is conveniently located in the centre of the city. It is the largest of the five campuses and hosts the greatest number of faculty and students. The school's outstanding reputation and close relationships with leading international companies 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 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 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

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 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 2014-16

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)

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

Semester 1 (Term - III)

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

Semester 2 (ESCP-Europe)

- Buying Behaviour & New Product Development
- Consultancy Project 2
- European Business Law
- European Business Environment
- Financial Strategy
- Human Resource Management
- International Management
- Management Accounting
- Research Methods
- Finance or Marketing Elective

Semester- 3 Company Internship: Minimum 3 months

Semester- 4 Dissertation

Award of Diploma / Degree

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

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

1. Students do not have to pay any tuition fee at ESCP-Europe 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 600-800 euro 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 : August 16, 2013 to October 15, 2013

Last Date for submission of Application Form at MDI : October 15, 2013

CAT Test Window : October 16, 2013 to November 11, 2013

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, 2014 can also apply, subject to furnishing evidence to that effect latest by 1st October, 2014; 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.

MDI Application Form

MDI application form along with Information Brochure will be available for sale from August 16, 2013 till October 15, 2013 on payment of Rs.1800/- in cash at MDI, Gurgaon and other designated counters.

Last Date for Submission of Form

Application Forms complete in all respects should reach MDI on or before October 15, 2013 at the address given below:

The Chairperson (Admissions)

Admissions Office
Management Development Institute
Mehrauli Road, Sukhrali
Gurgaon-122007, INDIA

Online Application

Applicants can register themselves online by visiting MDI website <http://www.mdi.ac.in>. They can click on the programme they wish to apply for and follow the instructions



Prof. P C Biswal
Coordinator, Admissions

given on the website. Online registration will be Open till October 15, 2013, 17:00 hrs. Candidates must send Online Application Receipt & a demand draft (DD) for Rs.1800/- in favour of "Management Development Institute", payable at New Delhi. Demand Draft should be dated October 15, 2013 or earlier, barring which their online registration will stand cancelled. Alternatively payment can be made online using credit/debit card/net banking. The candidate should write clearly his/her name, programme applied for, phone number & address, CAT Registration number on the reverse side of the Demand Draft. Documents of Online Applicants should reach MDI Campus on or before October 15, 2013 at the address given above.

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

Selection Process

Candidates who have appeared for the CAT (2013) would be short listed on the basis of the details in the application form and the CAT scores. Only the short listed candidates will then be called for Group Discussion followed by Personal Interviews during February to April 2014 at one of the centers, viz. Bangalore, Gurgaon, Kolkata, Hyderabad 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 later than November 30, 2013). The MDI application form can be purchased by furnishing a demand draft for US \$100 or Rs. 6000/- in cash from MDI. Alternatively, Foreign/NRI/PIO applicants can apply online and send a demand draft of US \$100 or demand draft of Rs. 6000/- or make the same payment directly online. The filled in application form along with valid GMAT score card (self-attested copy) should reach MDI on or before December 31, 2013, at the address mentioned above. Candidates have to register for MDI Programme at GMAT website at the time of taking GMAT Examination. Applicants short listed on the basis of their GMAT score will be interviewed by MDI. NRI Applicants who are residing in India during the period of admission process i.e. July-December, 2013 will have to appear for the CAT and will not be considered for admission on the basis of their valid GMAT scores. GoI rules will be followed related to admission of these categories of candidates. GoI guidelines will be applicable in determining the NRI status of applicants.

Admission Offer

Successful candidates will be intimated of their final selection in April –May 2014. The fees and schedule of payment details are given below:

Fee and Other Expenses for PGPM/PGP-HRM/PGP-IM 2014 – 16			
Nomenclature of Fees	PGPM / PGP-HRM		PGP-IM* 1st & 2nd Year (Combined)
	1st Year	2nd Year	
Tuition Fees	Rs 5,43,000	Rs 5,86,000	Rs16,50,000
Boarding Charges	Rs 48,000	Rs 48,000	Rs 48,000
Lodging Charges	Rs 54,000	Rs 54,000	Rs 54,000
Reading Material Fees	Rs 27,500	Rs 27,500	Rs 34,000
Students Welfare Activities	Rs 16,000	Rs 16,000	Rs 16,000
Library Fee	RS 21,500	RS 21,500	RS 21,500
Alumni Fee	Rs 8,000	—	Rs 8,000
Security Deposit	Rs 20,000	—	Rs 20,000
Total	Rs 7,38,000	RS 7,53,000	Rs 18,51,500
Grand Total of Two Year	Rs 14,91,000		Rs 18,51,500
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 \$ 29,500	US \$ 30,000	US \$ 80,000

***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 PGP-IM.**



Schedule of Payments for PGPM/PGP-HRM

2014-15		2015-16	
May, 2014	Rs. 75,000	June 2015	Rs. 2,51,000
June, 2014	Rs. 1,75,000	August, 2015	Rs. 2,51,000
August, 2014	Rs. 2,44,000	November, 2015	Rs. 2,51,000
November, 2014	Rs. 2,44,000		
Total	Rs. 7,38,000	Total	Rs. 7,53,000
Grand Total Rs. 14,91,000			

Schedule of Payments for PGPIIM

2014-15	
May, 2014	Rs. 75,000
June, 2014	Rs. 1,75,000
August, 2014	Rs. 8,00,750
October, 2014	Rs. 8,00,750
Total	Rs. 18,51,500

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

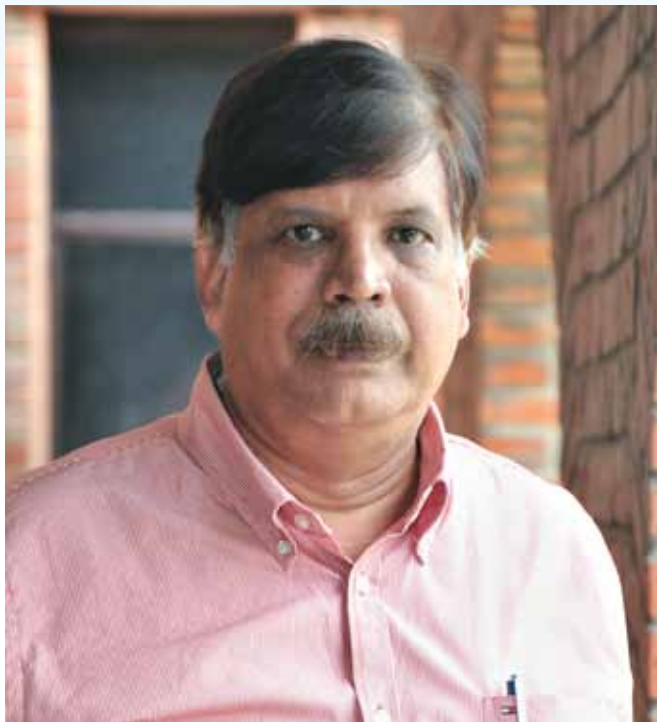
Some important dates regarding CAT bulletins & CAT are given below:

Starting Date for Sale of CAT Vouchers : August 05, 2013
 Closing date for Sale of CAT Vouchers : September 24, 2013
 Closing date for CAT-2013 registration : September 26, 2013
 Common Admission Test Window : October 16, 2013 to November 11, 2013

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

Executive Post Graduate Programmes

National Management Programme (NMP)



Prof. J K Jain
Chairperson, NMP

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.

“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.”

Group Activities

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

International Component

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

Evaluation

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

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

Diploma

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



Awards

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

Term Schedule

First term	April - June, 2014
Second term	July - September, 2014
Third term	October - December, 2014
Fourth term	January - March, 2015
Foreign Module	April - May, 2015
Dissertation/Project Work	June - August, 2015
Dissertation Presentation	September - October, 2015

Course Curriculum

2014-15

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)



Prof. J K Jain
Chairperson, PGP - EM

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

Objectives of the Programme

To cope up 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 challenge of developing and managing Energy/Power & allied sector in India
- Would be well-equipped with the salient features of functional areas of management
- Would share experiences on national and international best practices and innovations in community-based participative model
- Would be facilitators for awareness, understanding and implementation of enactments 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, 2014
Second Term	July-September, 2014
Third Term	October-December, 2014
Fourth Term	January-March, 2015
Fifth Term	April-June, 2015 (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

2014-15

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)



Admission Process

NMP and PGP-EM

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

MDI Information Brochure along with Application Form availability	: August 16, 2013 to October 15, 2013
Last Date of submission of Application Form at MDI	: October 15, 2013
CAT Test Window	: October 16, 2013 to November 11, 2013
Date of Personal Interview (outside Gurgaon Center)	: February 09, 2014 (tentative)
Date of Personal Interview (Gurgaon Center)	: February 09, 2014 (tentative)

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.
- A minimum of 5 years of post qualification executive work experience. Further, an applicant should be either:
 - A Class I officer belonging to any Central or State Services, or
 - A Class I officer in a public sector undertaking, including banks and financial institutions, or
 - An officer in a private sector corporation shouldering adequate management responsibilities

Sponsored Candidates

Sponsored candidates have to forward their applications through their respective organizations.

All sponsored candidates are required to take the MDI Admission Test to be held on December 08, 2013 at various examination centers. 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, 2014.

Self Sponsored Candidates

Applicants are required to appear for the Common Admission Test (CAT-2013) conducted by the IIMs in test window of October 16 to November 11, 2013. Accordingly, the applicants must purchase the CAT voucher as per the information given in the CAT announcement/advertisement

and send the duly filled in CAT Application Form to the concerned IIM on or before the date mentioned in the bulletin. The concerned IIM will send you the Test Admit Card mentioning your CAT Registration Number. It is important that all applicants read and follow the instructions given in the CAT voucher.

All applicants are also required to submit the MDI Application Form duly filled in.

MDI Application form

MDI application forms along with Information Brochure will be available for sale from August 16 to October 15, 2013 on payment of Rs.1800/- in cash at MDI, Gurgaon and other designated counters.

Last Date for Submission of form: Application Forms completed in all respects should reach MDI Campus on or before October 15, 2013 at the following address:

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

Online Application

Applicants can register themselves online by visiting MDI website <http://www.mdi.ac.in>. They can click on the programme they wish to apply for and follow the instructions given on the site. Online registration will be open from August 16 to October 15, 2013, 17:00 hrs. Candidates must send Online Application Receipt & a demand draft (DD) for Rs.1800/- in favour of "Management Development Institute", payable at New Delhi. The Demand Draft should be dated 15th October 2013 or earlier, barring which their online registration will stand cancelled. The candidate should write clearly his/her name, programme applied for, Mobile (or Landline) number, address and CAT Registration Number on the reverse side of the Demand Draft. Alternatively payment can be made online using credit/debit card. Documents of Online Applicants should reach MDI Campus at the address given above on or before October 15, 2013.

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

Selection Process

Applicants would be short listed on the basis of their CAT scores. The candidates will be interviewed on Feb 9, 2014 (tentative) at one of the centers, viz., Gurgaon, 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 later than November 30, 2013). The MDI application form can be purchased by furnishing a demand draft for US \$100 or Rs. 6000/- in cash from MDI. Alternatively, Foreign/NRI/PIO applicants can apply online and send a demand draft of US \$100 or demand draft of Rs. 6000/- or make the same payment online. The filled in application form along with valid GMAT score card (attested copy) should reach MDI on or before December 31, 2013 at the address given above.

Applicants short listed on the basis of their GMAT score will be interviewed by MDI. Candidates have to register for MDI Programme at the GMAT website at the time of taking GMAT examination.

Admission Offer

Successful candidates will be intimated of their final selection in second week of February 2014. The selected candidates must pay the first installment of fees by 4th week of February, 2014, 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 2014 *

Part A – Domestic Component

Nomenclature of Fees	NMP	PGP-EM
Tuition Fees	Rs 7,50,000	Rs 7,50,000
Boarding Charges	Rs 64,000	Rs 64,000
Lodging Charges	Rs 1,92,000#	Rs 1,92,000#
Reading Material Fees	Rs 34,000	Rs 34,000
Students Welfare Activities	Rs 16,000	Rs 16,000
Library Fee	Rs 21, 500	Rs 21, 500
Alumni Fee	Rs 8,000	Rs 8,000
Security Deposit	Rs 20,000	Rs 20,000
Total	Rs 11,05,500	Rs 11,05,500
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 \$ 41,000	US \$ 41,000

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-2014

Payment on or Before	Amount Payable
February 2014	75,000
March-April 2014	2,55,000
April 2014	2,35,500
October 2014	5,40,000
TOTAL	11,05,500

Part B – International Component 2014-15

Boarding, Lodging and incidental expenses for 5/6 weeks and Overseas Tuition Fees for courses to be paid in January 2015. 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;

- Collaborative working through tapping the large intellectual pool and network of MDI; and
- Interactive modes of class-room learning focusing on both theory and its application.

The Academic Schedule

- The PGP-PPM curriculum comprises of three components: the Course Work, an International Module and a Dissertation/ 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 months period.
- The participants would be required to compulsorily stay on MDI campus during the course work. They would continue to work on their dissertation/ 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 PGP-PPM

The admission in the PGP-PPM is jointly organized by MDI and DoPT, Government of India.

Important Dates

Announcement by DoPT	: July 30th, 2013
Announcement by MDI	: August 1st, 2013
Last date for receipt of applications	: November 4, 2013
Date of Personal Interview	: December 6, 2013
Commencement of the programme	: April 8, 2014

Eligibility Criteria

- All India Services and Group A (Class-I), Central Services 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

The application forms can be downloaded from MDI website www.mdi.ac.in or the DoPT website and completed applications must be sent to:

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

with a copy to:

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

Fee and Other Expenses for Public Policy and Management *

Nomenclature of Fees	PGP-PPM
Tuition Fees	Rs 7,50,000
Boarding Charges	Rs 64,000
Lodging Charges**	Rs 1,92,000
Reading Material Fees	Rs 34,000
Students Welfare Activities	Rs 16,000
Library Fee	Rs 21, 500
Alumni Fee	Rs 8,000
Security Deposit	Rs 20,000
Total	Rs 11,05,500

*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.
- 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. Neelu Bhullar

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 and a Post Graduate Diploma in Management (Part-Time) is awarded on successful completion of the Programme. It is also accredited by Association of MBAs (AMBA), UK.”

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

Objectives:

- To develop conceptual knowledge of the subject and behavioral skills of managers
- To develop general management competencies and decision making abilities of managers
- To create awareness about the global perspective of various managerial issues
- To enhance entrepreneurial capabilities and business leadership competency
- To promote continuous professional and personal self-development.
- To develop collaborative attitudes and 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 between, but they would be required to complete all the remaining courses/dissertation work within a maximum time limit of five years from the date of joining (subject to their having paid all the fee installments as applicable). In such cases, the fee payable subsequent to their re-joining/joining back will be that applicable to the batch with which they are joining the term. Re-registration fee will also be levied in such cases.

Pedagogy

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

Course Work*

The programme comprises of 36 courses of thirty 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 eighth 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 eighth 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



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), PGDM-PT, 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 2014 for April 2014 Batch and 30th September, 2014 for October 2014 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.

MDI Application Form

The Post Graduate Programme in Management (Part-Time) Information Brochure and Application Form would be available for sale on payment of Rs.1800/- in cash. The forms will be available from December 02, 2013 to January 13, 2014 for April 2014 batch and June 02, 2014 to July 14, 2014 for October 2014 batch (Office hours: 10:00 -17:00) from Room No.4 Gurukula Building, MDI Gurgaon Campus.

Online Application Submission

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



Last Date for Submission of Physical & Online Application Forms:

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

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 02, 2014 (Sunday) for April 2014 Batch and July 27, 2014 (Sunday) for the October 2014 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 16, 2014 (Sunday) for April 2014 Batch and on August 03, 2014 (Sunday) for October 2014 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, April 1, 2014 (Tuesday) for April Batch and October 1, 2014 (Wednesday) for the October Batch. The classes will be held from 6.30PM to 9.45PM. An Induction Programme will be held on March 30, 2014 (Sunday) at MDI Campus for the April Batch and on September 28, 2014 (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 2014 Admission

MDI Information Brochure along with Application Form available from		: December 02, 2013 to January 13, 2014
Last Date of submission of Application Form at MDI		: January 13, 2014
MDI Entrance Test		: Sunday, February 02, 2014 (tentative)
Personal Interview		: Sunday, February 16, 2014 (tentative)
Induction Programme		: Sunday, March 30, 2014
Class Commencement		: Tuesday, April 1, 2014
Weekly Class days during First Year		: Tuesday, Thursday, Sunday

For October 2014 Admission

MDI Information Brochure along with Application Form available from		: June 02, 2014 to July 14, 2014
Last Date of submission of Application Form at MDI		: July 14, 2014
MDI Entrance Test		: Sunday, July 27, 2014 (tentative)
Personal Interview		: Sunday, August 03, 2014 (tentative)
Induction Programme		: Sunday, September 28, 2014
Class Commencement		: Wednesday, October 1, 2014
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



FOREIGN/NRI/PIO APPLICANTS

Foreign/NRI/PIO applicants can be considered for admission. The MDI application form can be purchased by furnishing a demand draft for US \$100 or Rs. 6000/- in cash from MDI, Gurgaon. Alternatively, Foreign/NRI/PIO applicants can apply online and send a demand draft of US \$100 or demand draft of Rs.6000/- or make the same payment online.

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) - 2014 (April)

Due Date for payment of fee	Total (Rs.)
March, 2014	Rs. 1,63,500
August, 2014	Rs. 1,35,500
January, 2015	Rs. 1,51,500
June, 2015	Rs. 1,51,500
November, 2015	Rs. 1,67,600
April, 2016	Rs. 1,67,600
Total	Rs. 9,37,200

Schedule of Payments PGPM (Part Time) - 2014 (October)

Due Date for payment of fee	Total (Rs.)
September, 2014	163500
February, 2015	135500
July, 2015	151500
December, 2015	151500
May, 2016	167600
October, 2016	167600
Total	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.



Doctoral Programmes



Prof. Somnath Ghosh
Chairperson, FPM/EFPM

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

Research Culture and Environment

MDI has a vibrant research environment and its doctoral programmes are at the core of this research. Since its inception in 1999, MDI's doctoral programmes have been growing steadily, both in numbers, as well as in their contribution to the reservoir of knowledge. Seminars, presentations, discussion forums and informal knowledge-sharing sessions throughout the year keep research scholars intellectually stimulated and engaged with peers and faculty. Scholars have access to an excellent library, which has a diverse range of books and journals. In addition, MDI subscribes to the most prominent online journal databases such as EBSCO, Proquest, JSTOR, Elsevier, Psyc Article, Psyc Net, Sage, HSS, etc. The library is Wi-Fi enabled, with exclusive working space for doctoral students.

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

Fellow Programme in Management (FPM)

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

Programme Overview

The FPM programme is largely residential in nature and would take approximately three-four years to complete. During this period, the student goes through the course work, and submits a thesis at the end of the programme. The thesis should make a significant contribution to the body of knowledge of management or to one of its source disciplines. The next FPM programme will start in the first week of July 2014.

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

Course Work

1. Courses from the Post-Graduate Programme in Management

This component of the course work aims at providing those inputs in various areas of management, which the student might have missed (or might not have covered to a sufficient level of detail) in his/her Master's level qualification. The student is required to take First Year courses of the Post-Graduate Programme in Management (PGPM), which approximately are of three terms duration. Completion requirements of the programme are the same as applicable to the PGPM students. Only after completing of this PGPM level course work, students can take FPM level courses. Students who already hold an MBA or similar qualification are exempted from this course work requirement.

2. Doctoral-level courses

The course work comprises of three levels:

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

(a) General Core Courses:

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

1. Research Methods I (Qualitative)
2. Research Methods II (Quantitative)
3. Case Writing
4. Crafting Research Output
5. Course of Independent Study (CIS)

(b) Area Core Courses:

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

(c) Electives:

Fellow Programme level electives are designed to give students a meaningful exposure to contemporary issues. FPM students are required to take such electives from their own area of specialization as well as from other areas subject to their relevance to the proposed thesis work.

Comprehensive Assessment

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

Thesis Work

1. **Thesis Proposal:** The student'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 student 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 student may proceed with the research work towards his/her thesis.
2. **Presentations:** The student is further required to make two presentations on his/her progress - typically every six months - where the faculty community and doctoral students give feedback and suggestions for improvement. The feedback given has to be

incorporated within the given time frame.

3. **Thesis Writing:** Work on the thesis represents the culmination phase of the Fellow Programme. The thesis work of the student, in consultation with the Thesis Committee, is expected to provide a distinct contribution to the knowledge on the subject using robust research design and techniques and should provide evidence of discovery of new facts.
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 present the candidate to an exhaustive Viva Voce examination based on the thesis. Based on the comments of the examiners and the oral examination, the thesis may be either accepted as it is or accepted after modifications, or rejected.
5. **Publication Requirement:** The research undertaken by an FPM student is expected to provide sufficient basis for writing papers in refereed academic journals. One of the objectives of the Fellow Programme is to prepare students for academic work 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 from well known classification lists like Thomson, Harzing & ABDS. Out of the two papers, one can be a Management Case published in ACRC Hong Kong / Harvard/IVEY. The student should be either single author or the first author for this purpose.
6. **Requirement For Research/teaching Assistantship:** Since the purpose of the FPM programme is to prepare students for outstanding careers in teaching/research, there is a need to develop research/teaching skills. Therefore, each student is required to work with a faculty member as a 'research assistant', and document the outcome of this collaborative work as a research paper/report. Alternatively, a student 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 students are expected to work upto 40 hours per month as research/teaching assistant, remuneration for which will be on a case to case basis.

Award of the Title of Fellow

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

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 student must obtain clearance from various functionaries of the Institute as per guidelines.



On qualifying for the award of the title, students 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 doing PGPM course work). It may be extended by another one year subject to the merits of the case and favourable review of work progress by the Research/Advisory Committee.

Financial Support

MDI provides one of the best financial packages for FPM students. Apart from stipend, the Institute attempts to provide accommodation for single as well as couples on a subsidized basis. In addition there is a contingency grant as well as a TA allowance.

Support for Attending Conferences

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

Executive Fellow Programme In Management (EFPM)

The Executive Fellow Programme in Management is a non-residential doctoral programme designed to cater to the scholarly inclinations of working business executives. It

prepares executives for careers in management teaching and research, as well as in management practice, consulting and development. The Executive Fellow Programme focuses on excellence in research, as does the Fellow Programme. Therefore executives aspiring for the EFPM programme should be willing to devote time and energy that the programme requires. The EFPM Programme is restricted to candidates based in National Capital Region (NCR).

Programme Overview

The Executive Fellow programme is designed to:

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

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

- An appreciation of the potential contribution of research in management practice
- The ability to plan and carry out a research study in the field of management, and to ultimately implement the research findings
- The ability to make an original contribution to the 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 prepare them for possible careers in academics or consulting.

Since EFPM scholars have a 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 which are then generalized and made publicly available (e.g. through publication) with sufficient rigour and precision to admit validation by third parties. EFPM scholars may therefore like to “study 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 programme is similar to the FPM programme, except that classes are held on the weekends, and there is some leeway in terms of programme duration.

Duration of the Programme

1. While almost all EFPM scholars manage to complete the course work in one year, at the maximum the course work must be completed within two years from the date of registration, and
2. The programme should be completed within 3 years after registration, which may be extended by another one year subject to the merits of the case and favorable review of work progress by the Research/Advisory Committee.

Knowledge Domains for the FPM and EFPM Programmes

Business Communication

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

Economics

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

Finance

- Advances in Accounting and Financial Management
- Investment Management

Human Behavior & Organizational Development

- Advances in Micro OB
- Creativity and Innovation

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

Human Resource Management (HRM)

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

Information Management

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

Marketing

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

Operations Management

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

Strategic Management

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

Public Policy & Governance

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

Admission Process

FPM & EFPM



FPM & EFPM Programmes

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

FPM / EFPM Eligibility Criteria

- A master's degree in any discipline with at least 60% marks or equivalent grade point average recognized by AICTE /AIU with a Bachelor's degree / equivalent qualification after completing higher secondary schooling (10+2) (OR)
- Five year integrated Masters Degree Programme in any discipline with at least 60% marks, obtained after completing higher secondary schooling (10+2) (OR)
- 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, 2014 and produce original certificate /mark sheets by September 30, 2014 failing which they may be asked to withdraw from the programme.

- For EFPM, a minimum of 10 years of managerial work experience preferably at senior levels is required. The minimum age for the EFPM candidate is 35 years as on January 01, 2014.

Selection Process for FPM / EFPM

Candidates are required to take Standard Tests like CAT/ GMAT/GRE/ UGC-JRF. Candidates must have taken the above mentioned tests during May 01, 2012 – December 31, 2013. The shortlisted candidates will be called for the interview in April 2014 to MDI Campus, Gurgaon.

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

Application Form

The FPM / EFPM information Brochure along with the application form can be obtained from October 01, 2013 to January 31, 2014 through payment of Rs. 1800/- in cash. Applicants can also apply online at www.mdi.ac.in and send the same along with a crossed demand draft for Rs. 1800/- in favour of "Management Development Institute", payable at New Delhi. Alternatively, candidates can fill online application and make online payment. The last date for submission of filled-in application form is January 31, 2014.

Note: Applicants who wish to apply in more than one category of FPM programme can do so by filling single application form. However, applicants must unambiguously mark their preferences for the category of FPM programme in their filled-in application form as no change in preferences made can be permitted subsequently.

Category of FPM

1 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).

2 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.

3 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 and EFPM

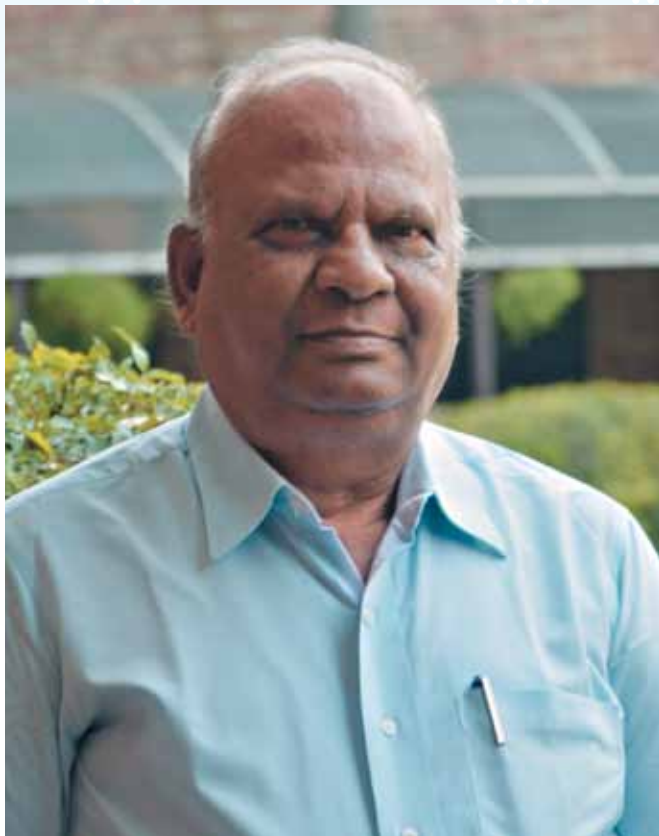
Nomenclature of Fees	FPM (Annual)	EFPM (Annual)
Tuition Fees	Rs 1,07,000	Rs 1,07,000
Boarding Charges	On actual basis	NA
Lodging Charges*	Rs 54,000 per student on double occupancy**	NA
Reading Material Fees	Rs 16,000	Rs 16,000
Students Welfare Activities	Rs 16,000	Rs 8,000
Library Fee	Rs 21,500 with 10% hike annually	Rs 21,500 with 10% hike annually
Alumni Fee (One Time)	Rs 8,000	Rs 8,000
Security Deposit (One Time)	Rs 20,000	Rs 20,000
Total	Rs 2,42,500	Rs 1,80,500

* 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. V.K. Gupta

Dean, Continuing Education

“MDI is the largest school for training and development of managers. Around 77,372 managers have been trained over 40 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, BEL, BOB, Canara Bank, CRPF, CEA, CWC, Bank of India, DAE, EXL, Flextronics Software, ECIL, Cadila Health Care, Pepsi, Hewlett Packard, Hindustan Copper, IBM Daksh, IPCL, Jindal Steel, LIC, Maruti Udyog Ltd, NHPC, ONGC, Punjab State Electricity Board, LNG Petronet, Promed Experts, CBDT, Schnieder Electric India, Geological Survey of India, NRPC, IIFCL, Voith Hydro, Shyam Networks, PGCIL, PNB, PSEB, Roche, RBI, SAPIENT, SAIL, UCO Bank etc. A great number of programmes for Social Sector are also being conducted like Navodaya Vidyalaya, Fairtrade and NPIU.

The emergence of the global corporate village and rapid technological shifts has drastically altered the mode of transacting business. The challenge, therefore, for each organisation is to continuously develop its senior management to provide an incessant stream of talent to lead



Prof. N R Bhusnurmath

Chairperson, Customised (In-company) Programmes

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)
- Ballarpur Industries Ltd.
- Bank of Baroda
- Bank of India
- Bharti Tele-Ventures Ltd.
- Bongaigaon Refinery & Petrochemicals
- BPL Ltd.
- Cadila
- CBDT
- CEA
- Central Warehousing Corporation
- CRPF
- Dabur India Limited
- Dena Bank
- Dept of Science & Technology
- Directorate of Industries, Uttar Pradesh
- Directorate of State Resource Centres
- ESCP, France
- FAIRTRADE
- ECIL
- GENESIS PR Ltd.
- Geological Survey of India
- HECL
- Hero Honda Motors Limited
- Hewlett Packard
- Hindustan Coca Cola
- Hindustan Lever Limited
- HPCL
- IBP Limited
- IFCI Limited
- IIS Infotech Ltd.
- Indian Council of Agricultural Research
- Indian Forest Service
- Indian Oil Corporation Limited
- Indian Petrochemicals Corporation Ltd.
- Indian Infrastructure Financial Corp. Ltd.
- Indian Railways
- Industrial Pollution Prevention Project (IPPP), Ministry of Environment & Forests
- Institutes of Hotel Management (Sponsored by NCHM)
- ISGEC
- J. Sagar Associates Pvt. Ltd.
- Jaiprakash Industries Limited
- Jan Siksha Sansthan
- Jindal Organisation
- JK Organisation
- KRIBHCO
- Larsen & Toubro Limited
- LIC of India
- Maruti Udyog Limited
- Mahatma Gandhi Institute of Public Administration
- Ministry of Defence
- National Academy of Customs, Excise & Narcotics (NACEN)
- National Bank for Agriculture & Rural Development (NABARD)
- National Housing Bank
- National Hydroelectric Power Corpn. Ltd.
- National Regional Power Committee
- National Project Implementation Unit
- Navodaya Vidyalaya
- NESTLE India Limited
- Oil & Natural Gas Corporation Ltd.
- PEPSI
- Promed Experts
- Power Grid Corporation Ltd.
- Punjab National Bank
- Punjab State Electricity Board
- Reserve Bank of India
- Schneider Electric India Limited
- Shyam Networks
- SIEMENS Power Engineering Pvt. Ltd.
- State Bank of India
- Steel Authority of India Limited
- Tele Atlas Ltd.
- Telstra India Pvt. Ltd.
- Teijin, Japan
- The Oberoi Group of Hotels
- Tourism Finance Corpn. of India
- Uco Bank
- Unitech Limited
- Usha International Ltd.
- Voith Hydro
- Vodafone
- WIPRO



Prof. Avinash Kapoor

Coordinator, Customised (In-company) Programmes



Prof. Anil Mishra

Coordinator, Open Enrolment Programmes

Open Programmes

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

Indian Armed Forces Programme

The Indian Armed Forces represent a large group of well groomed and highly motivated people who are accustomed to work in a system that expects them to set high individual

standards and high achievement targets. Officers from the Armed Forces are known to be self-reliant, innovative, resourceful and highly adaptable and are endowed with courage, motivation, education, selflessness and honesty. They lead and inspire men working under them to perform extraordinary tasks in impossible situations and under tiring circumstances.

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





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 Centres 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

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:

- 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:

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.



Centre for Entrepreneurship

Objectives:

- 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:

- To identify a strategic direction for organizations to harness the benefits of Supply Chain Management and to achieve stated corporate goals.
- To provide an environment to model, analyze and design supply chain process both operational and strategic.
- To evaluate supply chain processes using pilot implementation with the help of information management tools.
- To optimize supply chain process, thereby making the organization globally competitive in the present knowledge-based economy.

Centre for Transformational Leadership

Objectives:

- 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:

- 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:

- 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 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, with Richard Ivey School of Business, and with 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.

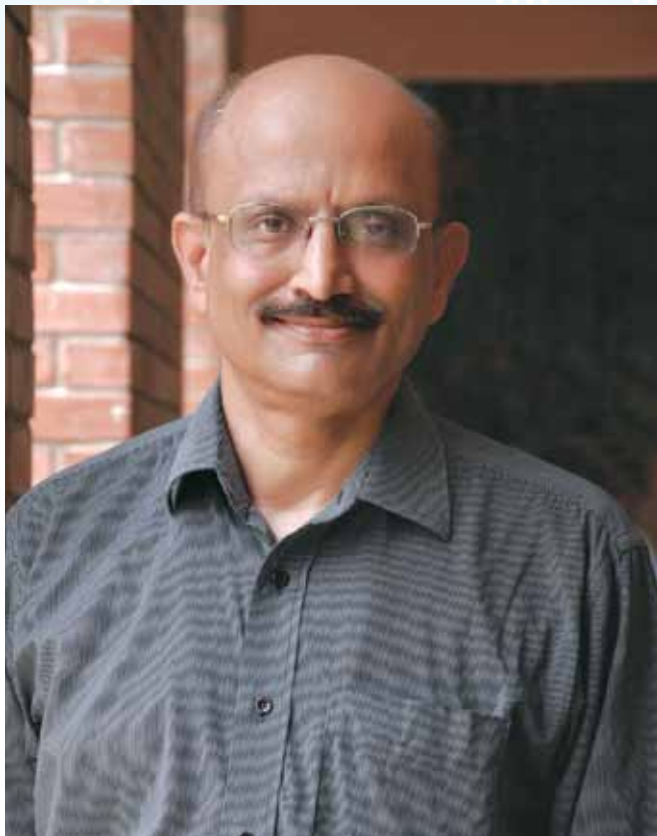
This quarterly journal carries quality papers from every part of the world and reaches to a wide variety of audiences around the world. The journal is subscribed by renowned Management Institutes around the world besides being admired and respected by an array of Indian institutes and educational institutions. Furthermore, this journal is also gaining popularity in the corporate world. To universalize the message of high quality management research and for its wider reach the contents of every issue of Vision: The Journal of Business Perspective are indexed on the EBSCO database which is the leading global databases of management and social science journals. Distinguished academicians and researchers of national and international repute from the leading Management Schools and corporate world are on the editorial board who guide the editorial team at regular intervals to strive for the best.

Working Paper Series

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



Consulting & Advancement



Prof. Atmanand

Dean, Consulting & Advancement

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 325 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,

"Consulting is our passion. We have been breaking new grounds in consultancy work for over 25 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."

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. J N Godinho

Chairperson, 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.”

In 2006, MDI was the first Indian business school and the second in Asia to be 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. Other programmes at MDI such as PGP-IM, Executive Post Graduate Programme in Management and Post Graduate Programme in Public Policy Management have significant international component inputs.

The Institute has 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.

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

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

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 Politiques de (Sciences-Po), Paris
- IAE Aix-en Provence, Puyricard
- Total Professors Association (TPA), Paris
- Grenoble Ecole de Management, Grenoble

Germany

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

Greece

- Athens University of Economics and Business, Athens

Hungary

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

Italy

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

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

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

Student Exchange Programme (SEP) promotes a greater understanding of the multi-faceted international issues and increases the competencies of students in an increasingly interdependent globalized world. An exposure to global and multi-cultural environment of working 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 and depending upon the nature of tie-ups, a student can spend one or two terms in these foreign institutions in lieu of his/her study term(s) at MDI. MDI has a dual degree programme with ESCP Europe, EDHEC Business School, IAE Aix-en-Provence, France and HHL Leipzig Graduate School of Management, Leipzig, Germany.

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

Scholarships

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

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

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



Campus Placements



Prof. Kanwal Kapil

Chairperson, Placements (GP & self sponsored, full time EGP)

"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 21.8 lakhs while the highest international salary offered was Rs. 34.6 lakhs. The average salary was INR 12.80 lakhs. For PGHR, the highest domestic salary (CTC) was INR 16.00 lakhs and the average salary was INR 11.8 lakhs. For PGIM, the batch was placed successfully with the average salary of INR 11.7 lakhs and highest domestic salary of INR 16.3 lakhs. The median salary for the whole batch was 12.0 lakhs."

154 companies including 80+ new recruiters snapped up the graduating students of the batch of 2011-13.

Some of the organizations with which MDI has an enduring recruiting and alumni relationship are:

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

Hector Beverages
Hero Honda
Hewitt Associates
Hindustan Aeronautics Ltd.
Honeywell
HP
HSBC
HT Media
IBM
ICICI
ICRA
IDBI Capital Markets
Idea Cellular
IDFC
IFCI
Imax
Indian Hotels Co.
Indus Tower
Infosys
ING Vysya
Insurance
Intel
Interglobe
IOCL
ITC
Johnson & Johnson
JP Morgan Chase
JSPL
JSW Steel
Jumbo Group
Juniper Capital
Kellogg's
Kohler
KPIT Cummins
KPMG Consulting
L&T
L'Oreal India
Langham Capital

Lenovo
Logica CMG
Louis Dreyfus
Macquarie Bank
Madura Garments
Maersk Line
Mahindra & Mahindra
MakeMyTrip
Marico
Maruti Udyog
Max New York Life
McKinsey Knowledge
Centre
Mercer Consulting
Michael Page
Microsoft
Mindtree Consulting
Moser Baer
Mother Dairy
Motorola
Nagarro
Nestle
Nevia
Noam Consulting
Nokia
Novartis India Ltd.
OLAM International Ltd.
Oracle
Panasonic
Patni Computers
People Strong
Pepsi
Perfetti
Philips
Pidilite
Power Grid Corporation
Power Trade Corporation
PricewaterhouseCoopers

Procter & Gamble
Promed
Punj Lloyd
Punjab National Bank
QAI Consulting
Ranbaxy
Raymond
RBI
RBS
REC
Reckitt Benckiser
Red Bull
Reliance
Religare
Rio Tinto
RPG Group
S C Johnson
Saint Gobain Abrasives
Samsonite
Samsung
SAP
Sapient
SBI
SBI Caps
SC Johnson
Schneider Electric
Scotia Capital
SEBI
Shell India
Shell International
Shoppers Stop
Siemens
Sony India
Standard Chartered
Stanton Chase
Sundaram Mutual Funds
Surefin
Sybase

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



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 Odyssey. 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 realtime availability of library materials from their own computer terminals. The library offers a range of information services set to the highest professional standards.





The library has a collection of over 50,000 volumes while the online library provides access to 13,000 international journals.

The electronic library, which is accessible across the campus network includes major international online databases such as Proquest's ABI/INFORM, Business Source Complete (EBSCO), Sage Online Journals collection, Elsevier collection, JSTOR, CMIE databases, ISI Emerging Markets, etc. The library is open seven days a week.

Computer Centre

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



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

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

Facilities for MDI Members: Desktop/ Laptop, printer is being provided to the entire MDI member with internet/Intranet connectivity.

All the MDI members have access to Online software package being used for students Grading, Feedback & administrative applications i.e. Leave management system, accounts, admissions & placement.

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

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

Internet Connectivity: MDI has 45 Mbps dedicated Internet leased line offers high speed and uninterrupted Internet

connectivity from anywhere on the campus, through the campus LAN.

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

Video Conferencing Facility: MDI has an Internet / ISDN based Video Conferencing Facility setup in the Auditorium. The video conferencing facility comprising of Polycam 4 way multiparty 7,800 Presenter and Visual Concert. This facility is used for holding global seminars inviting eminent speakers, placement interviews, and virtual student seminars in various programs especially for International Management students.

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

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

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





Prof. Anil Anand Pathak
Chairperson, Student Affairs

“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 number of clubs has been set up under the purview of the Students Council. These include Monetrix for Financial freaks, Marquity for Marketing gurus in the making, ThinC for the IT savvy, Opseccion for the Operations enthusiasts, HR Direction for HR Professionals in the making and Strategist for those interested in strategy. MDI also hosts Imperium, its annual inter B-school management fest, Illumina the marketing mela & Delphique, the management convention through which students undertake activities to give back to society and to organize cultural events. Other major activities include Placements, Alumni Relations and Corporate Communications. Yet others include Unnati, Prayas, Samaritans, Sanskriti & 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, Academic and Managerial Operations, is MDI's annual inter B-school management and cultural fest. The 72-hours of non-stop fun with activities - Case studies, Business games and Simulations based on contemporary business scenarios from various disciplines of management and Cultural night performances along with a cartload of informal events make it very exciting.

Imperium 2012 was big, and grand. With improvements over previous years as well as introduction of new activities like Beyond Karma, Imperium brought a perfect blend of fun and management. Other events included strategic simulation game Biz-Czar, online game Nautica, operations based case study Opnicient and management challenge of PhalanX. Indo-Syncrasies gave the participants a time to relax. Live





Prof. Sumita Rai
Chairperson, Student Counselling

performances by a metal and rock band on the last day by Fields of Shade and informal events like the War of Bands, Fashion Parade also added to the success of Imperium.

Imperium 2013, being the thirteenth edition of the event, is slated to be much grander, and would live upto it's legacy. The flagship events, Nautica - the online game, and PhalanX - the multi-disciplinary campus game, along with various academic, cultural and informal events, will be reinvented and recreated.

Delphique

Delphique is an Annual Management Convention of MDI, Gurgaon. This year the theme was Imbibe, Innovate and Inspire. The 3 day management conclave attracted both industry stalwarts as well as students from top B-schools. The research panels this year were in the fields of Marketing & Communication, HR, Strategy, Finance, HR Services and Marketing. Knowledge partners for the research panel were Deloitte, Airtel, PWC, Nokia and Godrej.



Vincenza, the International Business plan event got a tremendous response from students in top B-schools just in its 2nd year. The finalists of this event got to pitch their Business Plan before Venture Capitalists. The major attraction of this event was that winners would undergo a comprehensive mentorship program under the guidance of these venture capitalists. Cerebro- the National Case Study Competition was held in association with Cognizant Business Consulting. The competition tested students by giving them real life cases of well-known companies. The challenge was open to students of top 30 B-schools.

Illumina

Disguised Market Research Festival of MDI Gurgaon Illumina presents to the Corporate a unique opportunity to gain valuable insights into the consumer psyche through innovative models designed by the students of MDI Gurgaon with guidance from senior faculty. Illumina is organized in three formats: Urban Illumina, Rural Illumina and Expressions. For the past 15 years Illumina has conducted Market Research for several companies like Airtel, Cadbury, Godrej, ITC, HUL, Pepsico, Dabur, Berger, UBI, Castrol etc.

Urban Illumina is celebrated as a "Diwali Mela" at the MDI Greens amidst shining lights, delectable cuisines and enthralling performances by folk artistes. Research disguised in the form of skits and games inspired by Mythology, Bollywood etc. makes Illumina a one-of-its-kind event in the country. With a focus on rural consumers, Rural Illumina involves conducting disguised market research during the famous 100 year old Dussehra Mela held at the Pataudi village in Haryana. 'Expressions' the third format is conducted in partnership with companies focusing on children.





Akshayam

The cultural club, Sanskriti and the Sports Committee of MDI co-organizes the Annual Sports-Cultural Fest of MDI named Akshayam. The event sees participation from all top notch B-Schools from across the country in arenas of sports and culture. 'Akshayam', as the name suggests, is the start of an eternal or indestructible part of our college. It guarantees unparalleled level of participation, a huge crowd & an atmosphere filled with enthusiasm and fun at all times!

Student Committees at 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, PGPM-PT, PGP-EM, PGP-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 to 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 several media relation activities. It also enables internal communication among students of all programmes and with students from other Schools & Colleges. Thus it is responsible for all communication channels in and out of institute and manages MDI's brand equity. For more details please refer to the Corporate Communication section.

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.

Blue Chip – Quarterly magazine of Monetrix, hopes to serve its readers with the same goal of being a companion of MBA undergraduates that can be banked upon for being there when in-depth understanding of recent happenings.

Big Bargain is a live market simulation game that exposes the participants to the live market dynamics pushing them to use their skills to maximize their portfolios.

Adhigrahan is a mergers & acquisitions competition by Monetrix where teams have to use their value creating acumen to pitch to a PE firm to invest in a given sector. Using real time financial data and sound reasoning and logic, the teams need to come up with their pitch on their target company.

MarQuity

MarQuity is a team of students who are passionate and enthusiastic about marketing. This Marketing Academic Club of MDI is dedicated towards nurturing of marketing knowledge in the students through theory and practice. They believe in application of the marketing concepts, learnt in this rigorous course, through case studies and different events that are held throughout the year. Being the most active club of MDI, MarQuity portfolio consists of "BrandStorm" : a fortnightly dose of brands, "ADDA": the fortnightly advertisement board , Original MarQuity Advertisements, "InstaUpdates" : The daily update of marketing world, etc. Apart from these elements, the Club has an active Facebook page which functions on a weekly plan along with the signature face series of "MarQStones". It also has its annual magazine "BookMarQ" which will be made quarterly or converted to a monthly newsletter in the coming months. This theory and knowledge is put to test application in different events that are held throughout the year. The batch is introduced to the concept of marketing through the event called "CKK or Creativity kaKarmyudh" which is an inter section branding and marketing competition. The Imperium

marketing event, “Sans Pareil” is an all-out Sales and Marketing Challenge for students from all over India. Other events like “Brand-Charades”, “MarQuiz : the Quiz”, “MarKaat: The Debate Series” keep happening at regular intervals to keep the students updated with the marketing knowledge and current affairs. MarQuity also floats live projects for the batch which can be used by the students to gain some valuable industry experience. A Summer Series is held just before the Summer Internship Placement process to give the first year students an idea about what kind of work will they be expected to do under marketing profiles and accrue them for academic excellence in the field of marketing. The Club plans to collaborate with other event clubs and SIGs to handle the marketing function of these entities which will help in understanding the different traits of marketing.

Opsession

Opsession, the Operations club at MDI has been the unifying platform for the students interested in pursuing a career in the field. Since its inception in 2005, the club has evolved from a nascent forum for idea sharing to its current status as a representation of the growing interest in the Operations field. The members of team Opsession are working towards creating awareness and interest about a career in Operations Management - the opportunities and the challenges involved. Over the past year, the club has conducted multiple supply-chain management games as part of the college fest Imperium. Also, Oponomics, an intra-college operations game was conducted which received overwhelming response in the batch and was highly appreciated. At Opsession, we believe in learning by doing. So the club has set out ambitious goals for the next year including industry visits, and a national level case study competition amongst others.



With a significant number of students majoring in operations management in the current batch, the relatively new club has finally come of age. This has increased the responsibility of the club members to provide guidance and support for these future global leaders in their first few steps in the direction. As MDI keeps on receiving its next batch of enthusiastic to-be leaders, Opsession hopes to keep the lamp of knowledge burning brighter, to leap ahead with new endeavors while building competence in the field of operations management.

Opniscient 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 is 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 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

Strategist

“Strategy is about making choices, trade-offs; it’s about deliberately choosing to be different.” - Michael Porter

Management is all about taking the right decisions in business and as management students, strategizing is the art that we look to excel at. Strategy is an integral part of any business. Therefore it becomes all the more important for aspiring managers to not only study strategy in class room setting but also get their hands dirty.

We at Strategist help people in recognizing and developing their key skills. Whether one’s interests lie in finance or Marketing; or one aspires to be an entrepreneur; a capability one has to possess is being a ‘STRATEGIST’. Strategist provides such an environment to all the fellow members. We seek to retain, extend and leverage the interest of the students in the area of strategy and act as a pillar of the strategic activities in the institute. As strategy fits with all the functional areas- Finance, Marketing, IT, HR; it works closely with all other academic clubs to gain synergies and provide a holistic approach. All members engage in various activities like M&A Vista, deals analysis, sector study, regular discussions on varied topics including consulting to develop strategic bent of mind. Being member of strategist, apart from core knowledge, one cultivates expertise in event management, creativity, marketing of events, team building by being with few of the brightest brains in the country.

The club has come up with a theoretical compendium which acts as a ready reckon for students going in for their interviews. Strategist believes in team spirit which is polished through

various games. These include Biz-Czar, the club's flagship event, where astute decision making is key to success and the only way to win is to have a strong and flexible plan in place. To keep the batch up-to-date with the latest happenings in the various sectors, Strategist brings out its monthly newsletter "Month At Glance" or MAG as it is popularly known as. Strat-e-Log, the semi-annual magazine of the club provides a great opportunity for students from across the nation to pen down their thoughts and opinions and apply their knowledge to the burning headlines and recent issues around them. Strategist is oriented to reach greater heights with the efforts put in by the students.

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>)

HR DIRECTION

The HR club at Management Development Institute, Gurgaon was launched in 2005. The club has been christened "HR Direction @ MDI". In keeping with the spirit of the name, HR Direction conducts regular industry sessions; organizes competitions for management students across the country.

The members of the club invite corporate heads in HR, as well as leading academics to help students gain insights into the latest developments of HR. HR Direction also facilitates live projects, works on increasing corporate interactions and facilitating brain-storming on current issues in the area of Human Resources. HR Direction strives to bring live industry projects for PGPM and PGP-HRM students.

Apart from all this, the club also publishes a magazine named Human Reflection. It features articles related to current happenings, challenges and practices in Human Resources and Organizational Behaviour along with interviews of senior industry practitioners as the central content. The objective of the newsletter is to form a forum for "learning and sharing of issues related to Human Resources Practices" between corporates and students across various B-Schools. The newsletter is floated amongst faculties, alumni, corporates and student body across top B-schools in the country. Apart from articles, cartoons/crosswords/quiz/posters/jumbles/internship experience relevant to the theme and objective of the newsletter are also included. All these articles and other topics are invited from students of MDI and other top B-Schools in the country. An article writing competition is organized where entries from different management schools are invited. Out of these the best articles are selected and published. The winning team gets rewards and certificate.

The publication aspect of HR Direction is not restricted to the magazine only. A fortnightly leaflet "HR Highway" is also



printed and posted over various notice boards on the campus. The purpose of this is to keep the students aware of the latest happenings in the field of HR and also provide them with few facts and concepts.

Eleusis is the Flagship event of HR Direction conducted during Imperium. It consists of 4 Sub-events – Quest of Leonidas, Entha, Tarak, and Labour of Hercules. This attracts participation from leading B-Schools in the country.

A Monthly Online Quiz HRculean is conducted on daretocompete.com, where students from a lot of B-Schools in India participate.

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 that the student and faculty community remain healthy - mentally and physically.

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 culture club at MDI, Gurgaon, is the embodiment of a collective soul and a singular dream – the quest to build a haven for the novices and connoisseurs alike, where the 'art' of living takes on new meaning. The club is an attempt to capture the effusive persona of our students by providing a platform for musicians, dancers, actors, painters, writers, and dreamers.

Sanskriti's music Group called "Mandolins" has a diverse composition of singers of all genre, guitarists, synth players, drummer, flute player, table player who are capable of putting everyone in a trance with their jugalbandi.



The Dance Group called "Sole to Soul" is adept with every dance form one can think of. These are the guys who keep practicing till 6AM in the morning before an 8:30 class. Despite broken backs and paining muscles, these guys bring the most spectacular performances you will see in a B-school.

The Dramatics group called "Mukhautey" is a group with people who are among the best in creating what is called "nautanki". Having done various plays on social themes in the form of nukkadnataks, this group is evolving towards more forms of drama and theatres. Some of the activities that they conduct:

Ice-Breaker and RangManch: Conducted at the time of induction week as the new batch comes in, these two events are aimed at breaking the ice between the senior batch and the junior batch, and also provide an opportunity to the new batch to showcase their talent for the first time after joining the institute

Workshops for Salsa, Jazz etc. are conducted throughout the year depending upon the batch's interests and availability. This



year, we are also planning to conduct workshops for pottery making and photography.

Aarohan is among the biggest events conducted by Sanskriti in collaboration with the social initiative club of MDI, Samaritans. It witnesses a melange of cultural events and fine arts with the mission of creating awareness on various issues. Cultural performances by under-privileged children, talks by social activists, street plays on social issues are examples of some of the events conducted during this week.

Festivals: Team Sanskriti celebrates every festival from Ganesh Chaturthi, Eid, Christmas, Lohri, Holi, Diwali, Dussehra, Pongal to Republic Day, Friendship day, Teacher's Day etc.

Sanskriti not only organizes competitions from time to time, like poem writing competition, photography competition, but th students also take active part in inter B-school competitions which help them explore and showcase their talent outside the walls of MDI.

CSR Initiatives

MDI imbibes its students with the virtues of transformational leadership. 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, the students of MDI actively take up relevant initiatives to create a positive impact on society and environment.

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. The events which were organised by Samaritans this year include –

Disha is an Annual Business Plan Competition in association with National Innovation Foundation where participants from all over the country came up with their business plan for new and useful innovations from various fields and help commercialise these.

Beyond Karma is a case study competition in association with Coca Cola, Pearson, NDTV wherein participants provided business solutions to government schools under the “Support



My School” campaign.

Live projects were undertaken by the organisation like Medhavi Foundation (for underprivileged children) and Surabhi Foundation (for farmers).

Blanket Donation: Students came together to donate for NDTV's 'Donate a Blanket' campaign and also distribution of blankets was done within the campus.

Salaam Baalak: Volunteers visited and spent a day with the children from the NGO.

Aarohan: A Sanskriti-Samaritans week was held to increase involvement of faculties, students, staff and mess workers.

Timely newspaper drives were conducted to collect newspaper and use the money for the benefit of needy. Blood donation camps were also held in association with Rotary Club.

Prayas

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

Unnati

Unnati is India's first ever student-run 'live' mutual fund. It was conceptualized in June 2001 as a Diversified Fund with the

objective of providing future managers with a launch pad to enhance their learning through the experience of managing a real investment portfolio. In August 2003, a Mid-Cap Fund was added to expand the universe of stocks researched by the team and open new avenues for learning the nuances of investment management by taking real investment decisions. From making a humble start in 2001 with an AUM of INR 0.01 million, the AUM has reached more than INR 1.8 million by the end of March, 2013.

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 get attuned to the investment world & start prudent investing at an early stage. Also, members of the team Unnati get hands on experience of the equity research analysis; an integral part of 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 whole 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 much needed interface between students and the administration when it comes to technology related issues.

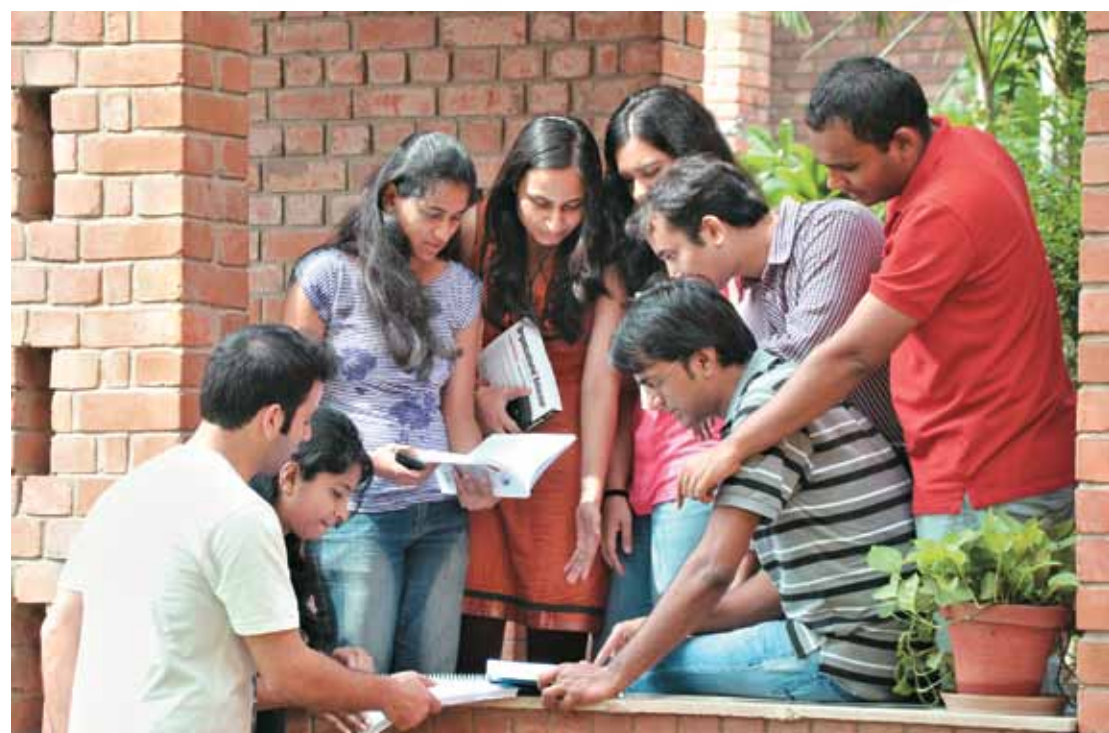
Web committee, or WebComm for short, creates and maintains Mandevian Gmail IDs for all PGP students of MDI. It organizes lan gaming events like CounterStrike 1.6, Age Of Empires and movie screenings in various fests. A repository VidyaSagar is maintained, where students share educational material related 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. Web Committee also facilitates bulk hard disk, Laptop deals etc. which provides convenient medium for students for bulk purchases.



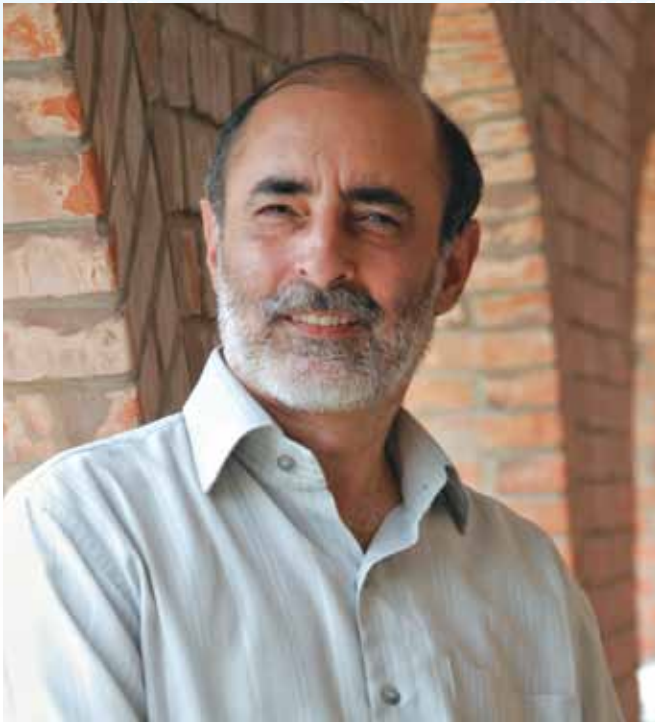
A Day in the Life of a Mandevian

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





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-2012





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 communication committee at MDI brings forth 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 with the help of various mass media channels like MDI film, website posts, information brochure and advertisements we seek to establish rapport and build relationships with our external stakeholders.

"Communication" is an ongoing and ever evolving process", keeping this fact in view, MDI corporate communication committee continually evolves by upgrading itself by trying to create and foster formal channels of communication. the committee is headed by a chairperson and guided by a few faculty members. In order to strike the chord of contemporariness right, the committee also has a student group attached with the faculty committee. Through various initiatives like informal online presence on facebook, twitter, blogs and videos on Youtube, the cell has become 'the connecting vein' not only for MDI alumni but also for prospective students. The corporate communication committee is thus the custodian of the brand image, identity and culture of MDI.

"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 an environment of positive and meaningful bond with them."



We are on



MDI Programmes : A Snapshot (Tentative)

Name of The Programme	Post-Graduate Programme in Management (PGPM)	Post-Graduate Programme in Human Resource Management (PGP-HRM)	Post-Graduate Programme in International Management (PGP-IM)	National Management Programme (NMP)
DURATION	2 years	2 years	2 Years	15 Months
ELIGIBILITY EDUCATION	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE. With minimum of 50% marks	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum of 50% marks	3 years Bachelors degree or equivalent in any discipline recognized by AIU/AICTE with minimum 50% marks
WORK EXPERIENCE	Suitable work experience desirable	Suitable work experience desirable	Suitable work experience desirable	Minimum 5 years of post-qualification executive (Class I or Officer Grade) work experience as on 31st December, 2013
ENTRANCE TEST/ DATE	CAT Window 16 Oct to 11 Nov. 2013	CAT Window 16 Oct. to 11 Nov. 2013	CAT Window 16 Oct. to 11 Nov. 2013	For Self sponsored Candidates CAT Window 16 Oct. to 11 Nov. 2013. MDI Admission test (for sponsored candidates)-Dec 2013
SELECTION PROCEDURES	CAT, Group Discussion, Interview	CAT, Group Discussion, Interview	CAT, Group Discussion, Interview	CAT (for self sponsored candidates) / or MDI's Entrance Test (for sponsored candidates), Interview
COMMENCEMENT DATE/INTAKE	June, 2014 240 students	June, 2014 60 students	June, 2014 35 students	April 2014, 60 students
AREA OF SPECIALIZATION OFFERED	Finance, Information Technology Management, Strategic, Marketing and Operations Management	HRM	General Management	Finance, HRM, Information Technology Management, Operation, Strategic and Marketing Management
COST/ISSUE DATE OF PROSPECTUS	Rs. 1800/- 16 Aug – 15 Oct. 2013	Rs. 1800/- 16 Aug.-15 Oct. 2013	Rs. 1800/- 16 Aug.-15 Oct. 2013	Rs. 1800/- 16 Aug.-15 Oct. 2013
LAST DATE FOR SUBMISSION/ RECEIPT OF APPLICATION FORMS AT MDI, GURGAON	15 Oct.2013	15 Oct.2013	15 Oct.2013	15 Oct.2013

Post Graduate Programme in Energy Management (PGP-EM)	Public Policy and Management Programme PGP-PPM	Post Graduate Programme in Management - Part Time (PGPM-PT)	Fellow Programme in Management (FPM))	Executive Fellow Programme in Management (EFPM)
15-Months	15-Months	3 years (Non-Residential)	3-4 Years	4-5 Years (Non-Residential)
3 years Bachelor's degree or equivalent in any discipline recognized by AIU/AICTE. 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, 2013	7 years in Group "A" service for all India/ Central civil service officers, 9 years in group 'A' service for state civil service officers and 10 years for self and corporate sponsored candidates	Minimum 3 years of Post-qualification Executive work experience	Suitable work experience desirable	10 years Managerial/ Executive work experience and minimum age 35 years as on 31st December, 2013
For Self sponsored Candidates-CAT Window 16 Oct to 11 Nov 2013. MDI Admission test (for sponsored candidates) Dec 2013	Dec 06, 2013	MDI Test to be held on Campus on 2nd February 2013 (tentative) for April batch & 27th July, 2014 (tentative) for October batch	Candidates who have appeared/are appearing CAT/GMAT/GRE/UGC-JRF qualified	Same as applicable in FPM
CAT (for self sponsored candidates)/or MDI's Entrance Test (for sponsored candidates) Interview	Nomination should be sent to MDI and DoPT/ Application through proper channel. Academic and technical screening, personal interviews. Self & corporate sponsored candidates should send their applications directly to MDI	MDI Entrance Test/Interview	Shortlisted candidates will be called for the interview on the basis of CAT/GMAT/GRE/UGC-JRF Scores (Mentioned test should have taken during May 01, 2013 to Dec 31, 2013)	Same process as in FPM
April, 2014 60 Students	60 Students, April 2014	April 2014 & October 2014 (180 students)	July 2014 (20 students)	July 2014 (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/- 16 Aug.-15 Oct. 2013	30th July, 2013 - 4th November, 2013	Rs.1800/- (For April batch 02 Dec 2013 to 13 Jan 2014 and for Oct batch 02 June to 14 July 2014)	Rs. 1800/- 1st October 2012 - 31 January 2014	Rs.1800/- 1st October 2013 - 31 January 2014
15 Oct. 2013	4th November, 2013	For April batch-13 Jan 2014 and for Oct Batch-14 July 2014	31 Jan 2014	31 Jan 2014





MDI
GURGAON

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