

**Executive Programme in Management – 3  
June 2019 – 20**

6 Weeks Residential MDP

*From Managing Self to Managing Others*



### What is the EPM programme?

The Executive Program in Management is a 6 week, module-based residential course, spread across a period of 1 year. It is specifically designed for working professionals who want to study management without leaving their jobs. The program structure allows for discussion of live business scenarios and leverage co-participants' diverse knowledge, to become better decision makers. Rigorous case discussions, assignments and project work help hone the ability to apply the right management theoretical frameworks, tools and techniques.

This ultimately develops a holistic view of business management and opens multiple opportunities to move to upgraded roles; by leading efficiently, to achieve success.

#### Program Snapshot

- A 12-month executive program, spread over three terms, at AIIM campus
- Two contact weeks in each term (for a total of 6 weeks during the entire course span)
- Classes are held from Monday to Saturday
- Accommodation at the AIIM campus guest house
- Program based on a general management curriculum with one group project
- Option to earn various specialisations through selection of electives and additional courses
- Rigorous courses taught by experienced in-house faculty and experienced industry practitioners

#### The AIIM Advantage

- Sessions by KPMG Instructors, IIM-A ex-faculty, and industry veterans
- Highly qualified faculty from premier institutions
- A case-based approach pedagogy as is applied in Ivy League schools
- Cases of Harvard University, Ivey Business School and IIM-Ahmedabad are used to enhance class discussions and rigorously test conceptual clarity and strategic thinking
- Experiential Learning through business & Leadership Simulation
- Hands-on projects with guidance from experienced mentors

#### Competencies Enhanced

Leadership of Business	Leadership of Results	Leadership of People
Appreciation of Decision Implications	Setting Relevant Milestones	Upholding Team Interest above Self Interests
Maintaining Commercial Focus	Assessing Risk & its Integration in Planning Task Delivery	Providing Constructive Feedback
Leveraging Knowledge to Maximize Benefits	Curiosity in Acquiring New Knowledge & Skills	Recommending Developmental Opportunities
Resilience to Tense Situations	Ensuring Change Implementation	Raising the Bar





**Programme Objective:**

- The objective of the programme aims to enable participants – executives from different functional areas, to:
- Develop a holistic and deeply ingrained managerial perspective in all decisions and tasks executed.
- Expose participants to the latest tools and techniques in management through formal, in-class interaction.
- Equip managers to assume increased & senior responsibilities in their organization

**Pedagogy**

- The pedagogy is a fine mix of lectures, case analysis, simulation exercises, business games and project work.
- In each course, books and background reading material will be provided. All participants are required to read the cases and suggested chapters before attending the class.
- The primary emphasis would be on interactive and participative methods of learning. Participants get the opportunity of interacting with eminent academics, policymakers and industry leaders who will delve into the current business practises, policies, strategy and leadership.

**Courses of Details**

**Week 1**

- Leadership Communication for Managers
- Managing Self and Others
- Financial Reporting and Analysis
- Micro Economic Tools for Managers
- Managerial Computing
- Legal Aspects of Business
- Design Thinking

**Week 2**

- Leadership Communication for Managers
- Organizational Dynamics and Issues
- Financial Reporting and Analysis
- Economy and Business Environment
- Managerial Computing
- Information Systems
- Design Thinking

**Week 3**

- Statistics for Managers
- Operations Management
- Talent Acquisition Process
- Strategic Management
- Corporate Finance
- Marketing Management
- Public Private Partnerships

**Week 4**

- Quantitative Methods
- Operations Management
- Talent Management Practices
- Strategic Management
- Corporate Finance
- Game theory and Pricing Strategies
- Public Private Partnerships

**Week 5**

- Analytics for Decision Making
- Project Management
- Ethics and Corporate Governance
- Electives (any three)

**Week 6**

- Analytics for Decision Making
- Ethics and Corporate Governance
- Innovation and Sustainability
- Electives (any three)

**Electives for Weeks 5 & 6**

- Strategic Costing and Control Systems
- Indian Economy and Business Challenges
- Financial Analysis and Management
- Advance Leadership Communication







### Eligibility for Admission

- Applicants having a bachelor's degree (minimum three years full-time study) from a recognised university in any discipline may apply for the program.
- Admissions shall be offered to a company's nominated professionals.
- Self-Sponsored applicants are also eligible to apply.

\*(Kindly refer to the participants' profile of EPM 1 (18-19) and EPM 2 (19-20) for a better understanding of past participants.)

### Alumni Eligibility

All candidates who successfully complete the course will be eligible to be a part of the alumni of AIIM as per the institute policy.

### Faculty Members

**Faculty Members**

 <b>Prof. Devang Desai</b> Head-Academics Finance & Accounting Chartered Accountant	 <b>Prof. Pankaj Singh</b> Strategy Ph.D. Columbia University, New York	 <b>Prof. Kamal Kishore Sharma</b> Business Strategy FPM IIM, Ahmedabad
 <b>Prof. Amit Shrivastava</b> Finance & Accounting Ph.D. Bundelkhand University	 <b>Prof. Diti Vyas</b> Communication Ph.D. IIT-Gandhinagar	 <b>Prof. Jallavi Panchamia</b> Organisational Behaviour Ph.D. CEPT
 <b>Prof. Aditya Sharma</b> Finance & Accounting Ph.D BITS, Pilani	 <b>Prof. Samudra Sen</b> Public Policy Ph.D IIM Ahmedabad	 <b>Prof. Himanshu Gupta</b> Operations Management Ph.D IIT Roorkee





## Alumni Speak: EMP 1 Participants

*"Getting back to the classroom, after more than 12 years of work, was very challenging. The course is beautifully designed and tactfully customised. Learnings from the course can immediately be applied, to both; professional and personal life. EPM has boosted my confidence, and equipped me with the knowledge and skills to take on further leadership roles in the company."*

**Rahul Goel, Adani Gas, City Distribution, Faridabad**

*"The best part of the course was that it allowed me to pursue a management programme without taking a break in my career. EPM provided for deep insights due to its structure."*

**Hariharan Srinivasan, Adani Power Limited, Adani Power**

*"Business scenarios are very dynamic, and unless an individual undergoes the right training program, it is impossible for them to perform. EPM has been designed very well, and has enhanced my skills."*

**Vishal Shah, Company Secretary, Adani Real Estate, Ahmedabad**

*"After 13 years of work experience, getting the opportunity to learn made me feel happy and proud of myself. I learnt various management concepts from this program."*

**Tushar Raichura, Deputy Manager, Engineering, Adani SEZ, Mundra**

*"The concepts covered in the course were related to my daily work, and have helped me find better solutions to problems. The takeaways from the course will mark a new beginning in my career."*

**Amey Kadam, Deputy Manager, Contracts Adani Real Estate, Mumbai**

*"After my graduation in engineering in 2007, I have played multiple roles in Adani. Each role left me with multiple questions, and the need to learn more as a manager. Through EPM, I found answers to each of my questions and clarity on management concepts."*

**Shashank Sharma, Manager, Techno-Commercial, CEO's Office, Adani Power, Ahmedabad**

*"The Executive Program in Management was excellent! The exposure to the entire spectrum of management courses helped me implement multiple learnings. I realised that Corporate Finance was something that I didn't truly understand for 25 years of my career, especially from the top management perspective. But now I know how boardroom decisions are taken."*

**Vivek Gupte, Deputy General Manager, Group IT, Adani Enterprises Limited, Ahmedabad**

*"Joining the course was the best thing I did. I thoroughly enjoyed the course and the insights it gave me in various subjects of management. The course is really worth doing, and I would strongly recommend it those who are looking to improve their skills."*

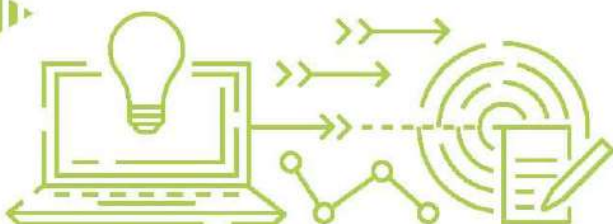
**Valsakumar V., Deputy Manager, Dredging, Adani Ports, Hazira**

*"I have over 16 years of experience in the industry, primarily in large-scale automation projects. But, this course, drafted specifically for working professionals, will help me accelerate my growth and move into senior management."*

**Ram Kumar Neelakandan, Senior Manager, IT, Adani Enterprises Limited, Ahmedabad**

*"EPM gave me the opportunity to interact with eminent faculty and like-minded peers. A large part of the program focuses on case-based learning and peer learning. The program offers a tremendous opportunity to become a foundation for organisational transformation."*

**Sanket Joshi, Deputy Manager, Finance and Accounts, Adani Real Estate, Ahmedabad**





## Alumni Speak: EMP 2 Participants

*"The first three weeks at EPM, have played a significant role in helping me discard my "tunnel" vision of an engineer/air force officer, and sparked an enduring interest in the way companies succeed and fail. The structure of the program and its content are perfectly balanced and can be instrumental in catapulting a middle manager to senior leadership. The program helps one to connect the dots and see organization as a whole, rather than in parts."*

**Wing Commander Radhakrishnan P, Indian Air Force, Gandhinagar**

*"This is the best opportunity to learn and earn at the same time! The last 3 weeks have brought remarkable changes in my thoughts. The case based approach and interactive classroom sessions have helped me understand management concepts that I can implement in my job."*

**Sonali Priyadarshini, Project Coordinator, Australian Solar Design - NSEG GROUP**

*"This programme has been all about transformation of thought process for me. It has changed my perception towards managing daily on job tasks. I loved the sessions on Managerial Computing and Advanced Excel."*

**Manmohan Janoti, Manager (Project Construction), HOWE India, Mundra**

*"EPM is a focused and extremely beneficial programme since it provided me with a platform to interact with diverse group of industry, like-minded peers and eminent faculties. This programme helped me to grow professionally and personally, and has been a wonderful experience."*

**Digish Limbachiya, Deputy Manager- Finance and Accounts, Adani Realty, Ahmedabad**

*"Going through EPM is like polishing raw material. It gives one a different insight, and opens varied windows. It takes the mind to higher level of thought process. Each subject being taught has a direct connection to leadership roles."*

**Hariprasad Desani, Manager - Mechanical Maintenance, International Container Terminal, Mundra**

*"I approach work differently now. When I talk to people, I have begun to question things a lot more. We have very comprehensive mix of executives in the class, which leads to enriching exchange of knowledge."*

**Kinjalkumar Patel, Deputy Manager, Container Terminal Operations, Mundra**

*"After spending nine years as a professional, I again got a magnificent opportunity to go back to unlearn and find a new me. Understanding the need of the moment, the course designed by team AIIM is commendable. It has given me a new perspective to plan and execute projects with precision and perfection."*

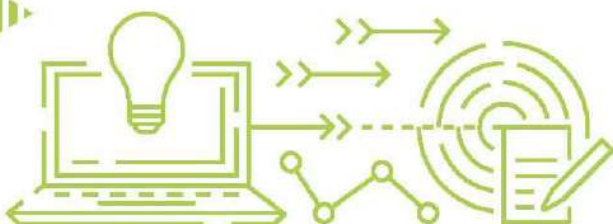
**Asit Amitav Parida, Dy. Manager, PRMC (QA & QC), Adani Enterprises Ltd, Mining Division, Gurugram**

*"The first 3 residential weeks of EPM Course has definitely given me a better understanding, updated/upgraded my learning much specifically for my Sales & Marketing Vertical. Personally have implemented suggestions shared by faculties during the course."*

**Ravin Bhojani, Deputy General Manager - Commercial Marketing, Adani Realty, Ahmedabad**

*"I decided to join this program with feedback from my fellow workmate. Honestly I was not sure about how it was going to work out. Very happy to share that I have seen remarkable growth in my knowledge after joining. The professors have done an extraordinary job to meet our expectations and they ensure that our office work doesn't get hindered after residential weeks."*

**Kuldeep Rathod, Assistant Manager -Technocommercial Procurement Dept., Ahmedabad**







**Alumni Speak: EMP 2 Participants**

*The programme is very motivating. I'm getting lot of ideas through significant knowledge sharing. There is an excellent balanced formation of class participants which makes one more effective."*

**Neeraj Kapoor, Manager - Sales, Adani Logistics Ltd, Gurgaon**

*"Experience shared by Guest faculty expert were highly enriching. We are quite excited for learning more in next upcoming sessions."*

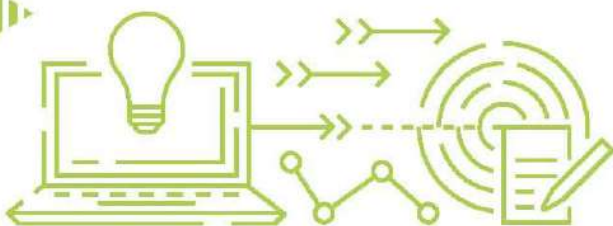
**Chirag Shah, Associate Manager, Adani Realty, Gurgaon**

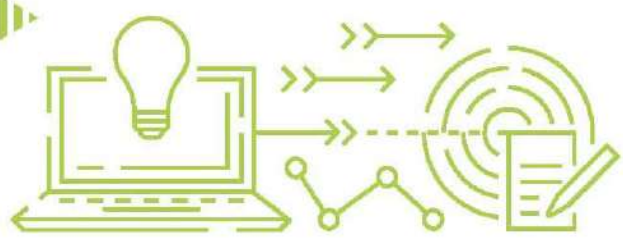
*When I was informed about my selection in EPM (Batch-2), I was a bit worried about doing a job & pursuing my studies in parallel. But, the apprehension was eliminated when I joined EPM. The journey has been wonderful so far. Would definitely recommend to pursue this programme.*

**Akhil Jain, Associate Manager, (H.O.S) Engineering Services – Civil, Mundra**

*Our professors articulate and deliver each concept very clearly. They always respond to our queries both on mail & phone as & when I approach them. Each session is new learning experience! I strongly recommend EPM course to all my fellow colleagues."*

**Santosh Kumar, Senior Manager – Marketing, Adani Dhamra Port, Kolkata**









### Steps To Apply To The Programme? (Show using Smart Art)

- Applicants are required to fill in the admission form available at the AIIM website (<http://www.aii.ac.in/aiim/exprinmgmt/>) and email their CV to [mdp@aiim.ac.in](mailto:mdp@aiim.ac.in).
- The shortlisted applicants will be invited for a personal / telephonic interaction with a panel of faculty members.
- Selected applicants shall be sent a confirmation of admission to the programme.
- Applicants would then be required to remit the programme fee and send a confirmation of the same on email.

### Important Dates for Admission to the Programme:

1	Last Date for Online Submission of Application Forms through website	17 <sup>th</sup> June, 2019
2	Personal Interaction with Candidate	10 <sup>th</sup> June, 2019 onwards
3	Intimation of confirmation of admission to programme (Via Email)	10 <sup>th</sup> June, 2019 onwards (on rolling basis)
4	Last Date for Payment of Programme Fee	18 <sup>th</sup> June, 2019
5	Commencement of the Programme	24 <sup>th</sup> June, 2019*

\*In case of any change, the same shall be informed to the participants well in advance

### Important Dates for Residency Weeks:

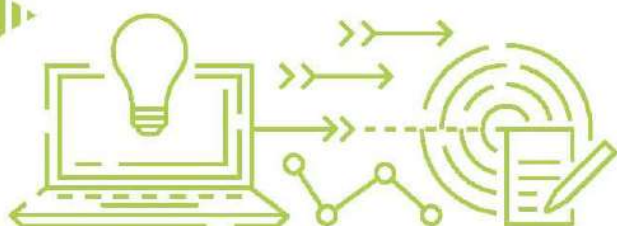
For the convenience of all participants, dates for all residency weeks of the EPM have been defined\*:

EPM -3 Proposed Residency Weeks		
Week	From	To
1	24 <sup>th</sup> June, 2019	29 <sup>th</sup> June, 2019
2	19 <sup>th</sup> August, 2019	24 <sup>th</sup> August, 2019
3	14 <sup>th</sup> October, 2019	19 <sup>th</sup> October, 2019
4	16 <sup>th</sup> December, 2019	21 <sup>st</sup> December, 2019
5	27 <sup>th</sup> April, 2020	2 <sup>nd</sup> May, 2020

\*In case of any change in the same, participants would be informed well in advance.

### Programme Fees

<b>Per Participant (For Non-Adani Employees)</b>	Rs 3,20,000/- plus applicable taxes
<b>Per Participant (For Adani Employees)</b>	Rs 2,80,000/- plus applicable taxes





**Please Note:**

- Participants shall be awarded a **"Certificate Programme in Management"** from the Adani Institute of Management upon successful completion of the programme.
- The fee is inclusive of tuition fee, program material, meals and refreshments for all days.
- Accommodation at the AIIM Guest House is available at 1200/- per person (Including Taxes) per day on a twin sharing basis, and 2100/- (Including Taxes) per person, per day on a non-sharing basis.
- Stay at the AIIM guest house is compulsory for all participants, to successfully complete the programme.
- Since available seats are limited, registration for the programme is on a first come, first serve basis. Applicants are advised to apply well in time.
- Programme fees is non-refundable once the programme has commenced.
- For unforeseen reasons, Adani Institute of Management is entitled to cancel the programme at its absolute discretion, without liability.
- Payment for the programme can be made through NEFT, Draft, Cheque Credit Card and Paytm.

**Bank Details:**

Name of the Bank	AXIS Bank Ltd.
Name of the Branch	Shantigram Township Branch, Gandhinagar
IFSC / NEFT Code	<b>UTIB0003414</b>
Name of the Account to which the amount is to be credited.	Adani Institute of Infrastructure Management
Account Type	Current
Account No.	<b>918020066887625</b>
Purpose of Remittance (description)	Programme Fee for <b>EPM-3</b>

**Contact Information**

Individual / Corporate nominated applicants may send in their nominations to [mdp@aiim.ac.in](mailto:mdp@aiim.ac.in) along with a proof of remittance of fee.

**Should there be the need for any help or assistance please contact:**

Mr. Keshav Bhatia, Head - Executive Education  
Adani Institute of Infrastructure Management  
Mobile No: +91-9898141576  
Email id: [keshav.bhatia@aiim.ac.in](mailto:keshav.bhatia@aiim.ac.in)

MDP Office: 1<sup>st</sup> Floor, AIIM Building, Adani Shantigram, S.G. Highway, Ahmedabad 382421, Gujarat, India





Glimpses of the #MDPatAIIM Life

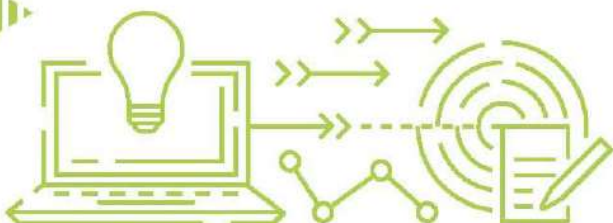
**EPM 2 Inauguration: Mr. Gaurav Gupta, CEO - Adani Capital**



**Guest Session: Veteran IIM-A faculty, Dr. Pestonjee**



**Expert Session: Mr. Sudhakar Budaraju – Head HR (Adani Emerging Businesses)**







## About AI

The Adani Institute of Infrastructure (AI) is a self-financed institution promoted by the Adani Group under AIER to enhance the cause of much-needed infrastructure in India. AI is engaged in building a world-class institute for infrastructure education to generate and disseminate managerial and technological knowledge of the highest value through impactful industry engagement and multidisciplinary research. AI has two divisions namely Adani Institute of Infrastructure Management (AIIM) and Adani Institute of Infrastructure Engineering (AIIE). AIIM offers an AICTE approved, 2-year full-time PGDM (Infrastructure Management), PGDM (Infra Law) & MDPs under the Executive Education Initiatives, whereas AIIE offers three 4-year bachelor's degree engineering programmes.

## About AIIM

Established in 2009, AIIM has been at the forefront of infrastructure management education in a specialised and scientific manner, with its synthesis of research, education, and consulting. AIIM's success is built on an interdisciplinary approach by bringing a systems perspective to grand challenges in areas such as infrastructure management, energy, health care, education, and allied sectors

## Other MDPs offered

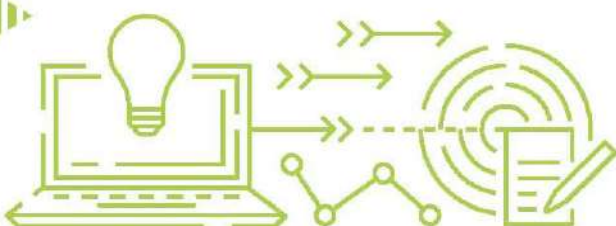
The institute has a pool experienced faculty, and access to industry experts from the Adani Group to design and deliver customised MDP programmes if required. An extensive range of short and long term MDPs are offered in all areas of management, on a regular basis.

A few upcoming MDPs:

- Strategic Decision Making - A Business Simulation Workshop
- Finance for Non-Finance Executives
- Strategic Costing and Management Control Systems
- Interpersonal Effectiveness & Leadership Styles
- Emerging Leaders Programme
- Business Leaders Programme

Notifications for upcoming MDPs are regularly updated on the available on the institute website.

Kindly write to [mdp@aiim.ac.in](mailto:mdp@aiim.ac.in) for any clarifications.

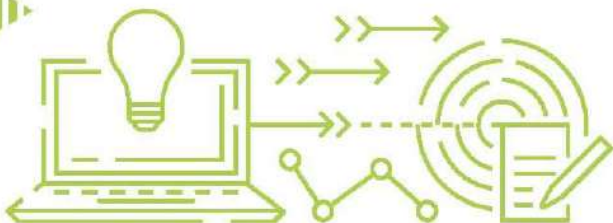
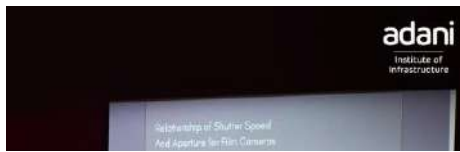




Creativity Workshop



Workshop Mobile Photography





**Adani Institute of Infrastructure Management**

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