

Management Development Programme
hone your skills



Our Guiding Philosophy

The philosophical pillars upon which rests the edifice of SPJIMR's educational pedagogy and development are Influencing Practice and Promoting Value-based Growth.



ABOUT SPJIMR

Bhavan's S.P. Jain Institute of Management & Research (SPJIMR), Mumbai

Counted amongst the leading Management Schools today, SPJIMR was inaugurated in 1981 by the then British Prime Minister, the Rt. Hon. Margret Thatcher. Today it is counted among the top 5 B schools of India. In addition to our Mumbai campus, we also have a state-of-the-art Executive Education Centre in Delhi.

We are a part of the Bharatiya Vidya Bhavan and function as an autonomous Institute with entrepreneurial agility. Our guiding principles are to influence practice and promote value-based growth. We build on this through pedagogic innovations and pioneering programmes, which have helped us carve a unique and distinctive path in management education. SPJIMR has been recognised for its innovative programmes by global accreditation bodies - AACSB and AMBA.

We were the first in India to build Design Thinking as a core course across programmes and the Design Thinking mindset has been embedded into the institute's DNA. Developed in partnership with Prof. Srikant Datar of Harvard Business School, our Design Thinking Programmes have been extremely well received by Industry.

Our Post Graduate Programmes for Working Executives have been designed in consultation with partner companies, with a high emphasis on application of learning to real life business challenges. More than 1,000 participants from diverse backgrounds are enrolled at any given time across the range of management programmes offered by SPJIMR.

Advantage SPJIMR

40 years
legacy of
management
education

25+
years of
executive
education

Over
10,000+
alumni,

100+
Corporate
Partners

50+
Global
Partners

**Renowned
faculty
with extensive
corporate
experience**

**Globally
recognized
among
top 5 B Schools
from India**

SPJIMR Ranking

**World Rank- 36
& India Rank- 3**
by **Financial Times -
Masters in Management
Rankings 2020 globally**

Ranked **3rd** by
**Business Today's
BT-MRDA B School
Ranking 2020**

Ranked **2nd**
in **Top 150 Private
MBA institutions** by
**Outlook - ICARE India
MBA Ranking 2020**

Ranked **18th** in
Management category
for the year 2020 by
**NIRF, Ministry of HRD,
Govt. of India**



Delhi Centre of SPJIMR

The Delhi Centre of SPJIMR is centrally located on Kasturba Gandhi Marg. Spread over 13,000 square feet, in the Bharatiya Vidya Bhavan Campus, it has state of the art infrastructure for classrooms as well as non-classroom learning. The Centre aims to focus on Executive Education, with both long term and short-term programmes designed to meet the needs of middle to senior level executives.

Management Development Programmes

S. P. Jain Institute of Management & Research (SPJIMR) offers highly acclaimed Management Development Programmes (MDPs), that centre around Key Business Fundamentals like Supply Chain Management, Operational Excellence, Sales & Marketing; Leadership and Capability Building Programmes focused Emerging Leaders, Design Thinking, Managerial Effectiveness, Team Building, Management of Organisational Change etc; and Programmes on Analytics for Business, Marketing, Supply Chain and HR.

MDP Highlights

Open Management Development Programmes

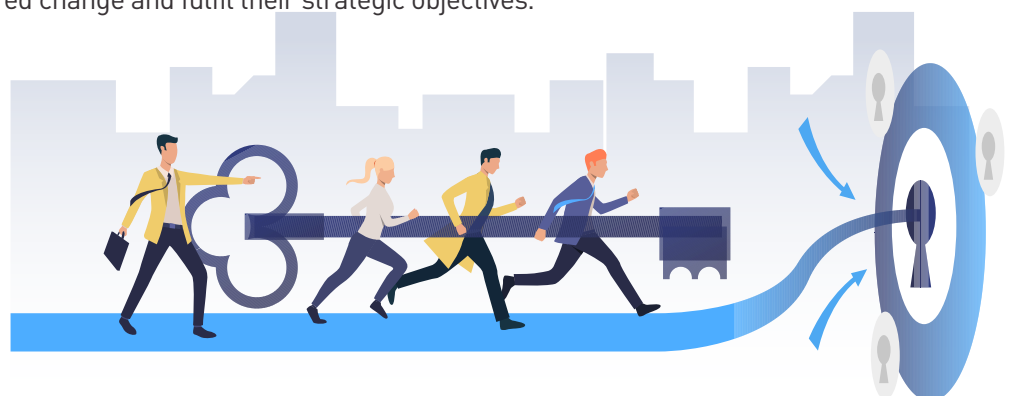
These Programmes are in the nature of 'open-enrolment' courses with participation open to all practising/experienced managers and/or executives on open enrolment or nomination basis.

- **2-6 Days:** Short term duration, very focused learning, networking and knowledge sharing
- **Pedagogy:** Case studies, experiential learning & hands-on exercises giving participants deeper insights
- **Representation** from across industries, giving participants a broader and different perspective
- **Faculty:** Thought Leaders in their respective field sharing with significant corporate experience

Customised Management Development Programmes

SPJIMR understands that no two organisations are similar. Each one has its unique set of challenges and learning needs. Therefore, SPJIMR partners with the organisation to develop a result driven unique learning solution. Each Customised MDP is led by a subject matter expert faculty, who works in collaboration with the sponsoring organisation to creating a unique learning solution which addresses the identified learning objectives and gaps in the desired skill sets. This helps organisations to accelerate the desired change and fulfil their strategic objectives.

Customised Programmes ranging from 2 days to 6 months are specially tailored with focused inputs and emphasis on applied learning.



An indicative list of MDP Programmes offered by SPJIMR is as follows:



- Artificial Intelligence & Machine Learning for Managers
- Accelerated Business Management Programme for Hi Performers
- Business Analytics for Strategic Business Decisions
- Building Business Mindset and Negotiations Skills
- Business Management and Capability building for Pharma Industry
- Design Thinking and Strategic Innovation
- Enhancing Creativity, Team Bonding and Performance
- Enhancing Leadership Capability amongst Professional Women
- Enhancing Managerial Effectiveness: A Programme for Emerging Leaders
- Enhancing Organisational Effectiveness through Mentoring
- Financial Acumen for Non-finance Executives
- Leveraging Power and Influence at the Workplace
- Marketing Excellence
- Mindfulness & Stress Management Programme
- Operational Excellence
- Strategic Leadership & Change Management
- Supply Chain Excellence with Analytics
- Transforming the Employee Experience
- Transformational Leadership

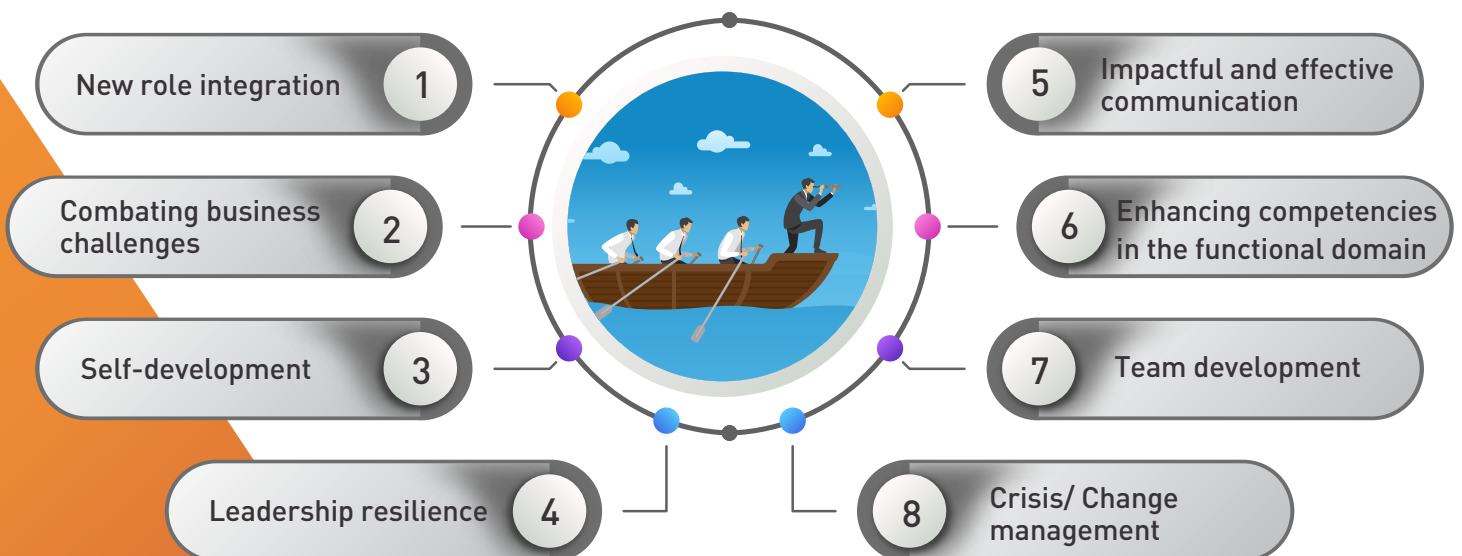
Customized Programmes on additional themes can be offered based on specific requirements of the organization.

Executive Coaching

Leaders are the pillars of any organisation as they lead them on a progressive path. To steer an organisation through times of uncertain change, calls for specialised skills. Leaders need to be self-motivated and self-directed to keep the ship least affected from the turbulence. Moreover, leaders need to be resilient and foster positive mindset in the teams around them.

SPJIMR understands the underlying challenges and offers one-on-one coaching with our experienced coaches to achieve the desired goals. We have undertaken one on one coaching for CXOs in their functional domain and areas of specialization.

Coaching goals can be one or more of the following:



Corporate Speak: Experience of SPJIMR MDPs

The Programme addresses the much-felt need of the HR fraternity. The content has been well re-researched and presented. Kudos to the SPJIMR for coming up with such a useful Programme. I would recommend this to HR leaders (across Levels).

M.C. Muthiah,
Vice President -HR,
Indian Immunologicals Limited

The Programme not just enhances your business acumen but also helps you approach your problems differently. One thing I would like to highlight is the focus that SPJIMR has on mental and spiritual development, the mindfulness sessions were a mesmerising experience.

Akansha Gupta,
Sr. Manager-Customer Support,
Cummins India Limited

It was a pleasure to attend this training; which was well structured, very useful, Interactive and relevant to us. From this training we learned about Managerial/Leadership effectiveness; it will be very beneficial & will help us for making Cultural Excellence which ultimately leads Execution Excellence in the organisation.

Gyanesh Tyagi,
DCM Shriram Limited

Overall content and the approach of the Prof. was very insightful. Would highly recommend this training.

Anil Kumar Kamkar,
Regional Head South (SCM),
Bharti Airtel Limited

The Programme has helped me in understanding the need of the team and providing them with a productive work environment I look forward to implementing all my learnings.

Biswaranjan Nayak,
Area Sales Manager,
Dr. Reddy's Laboratories Limited

Mentoring and Coaching is not an easy topic to speak on but how well the two days went by, I cannot imagine. Truly an insightful experience.

Neha Agrawal,
Deputy Manager-HR,
DCM Shriram Limited



MDP Calendar for the Coming Year

Programme Name

Month

- | Programme Name | Month |
|---|-------------------|
| • Supply Chain Management with Analytics | June-July |
| • Machine Learning for Business Managers | June-July |
| • Financial Acumen for Non-Finance Executives | June-July |
| • The Art of Mentoring to Maximize Effectiveness | June-July |
| • Selling Value: Moving Beyond Features and Benefits | August- September |
| • Analytics for Business | August- September |
| • Women's Leadership Programme: Enhancing Empowerment and Effectiveness | August- September |
| • Enhancing Managerial Effectiveness: A Programme for Emerging Leaders | October-November |
| • Supply Chain Management with Analytics | January-February |
| • Design Thinking for Strategic Innovation | January-February |



SPJIMR Faculty Profiles

The design and delivery of training programmes focuses on applied learning with emphasis on the live business context. SPJIMR prides itself on its highly interactive and innovative pedagogy. The faculty team comprises subject experts who have extensive corporate experience. Indicative list of faculty conducting Open MDPs is shared below:



Dr. Aditi S Divatia

Dr. Divatia is Associate Professor in the Information Management Area, and has over 20 years of academic experience and 6 years of consulting experience. Her areas of interest are Business Analytics, Database Management, Business Intelligence, Business Analytics, Enterprise Architecture, TOGAF, Business Process Analysis, Management Information Systems, Strategic Business Process Analysis etc.

Dr. Anil Vaidya

Dr. Anil Vaidya is a Professor in the Information Management Area and has been an industry practitioner for 33 years, predominantly in CIO roles in MNCs such as Philips, Rhone-Poulenc and Parke-Davis. In the past eight years, Dr. Vaidya has been a full-time academician and has taught several programmes exploring the technological advances of IoT, AI & ML, Blockchain, Big Data and their impact on business and society. He also trains leading corporates with customised programmes on the transformative impact of IoT, AI & ML and strategic digital transformation for their business.



Dr. Anshul Verma

Dr. Verma is a Professor of Finance specialising in Financial Derivatives, Behavioral Finance Business and Valuation. He has close to 20 years of experience of teaching and managing Programmes across different Management Institutes. He has several publications to his credit and his research interests include Behavioral Finance, Corporate Disclosures, Impulsive Buying and Entrepreneurial Finance.

Dr. Keith C. D'Souza

Dr. Keith D'Souza is Professor in the People and Performance area and has close to 40 years of experience covering academic teaching and administration, research and consulting in management and human resource development. He was earlier Director – Human Touch HR and OD Services, Vice-President – Organisation Development, Wockhard Limited, Director – Organisation Effectiveness, Pfizer Limited, Chief Human Resources Officer, Epicenter Technologies Limited, Associate Vice-President (Human Resources), Ion Exchange India Limited, Head of HR, DHL Worldwide Express, India. He was also served as a Faculty Member (Associate Professor and then Professor of Organisational Behaviour) and Dean-Academics, XLRI Institute of Management He was also associated as Executive Director, Academy of Human Resource Development, Ahmedabad, on deputation from XLRI.



Dr. Mihir Ajgaonkar

Dr. Ajgaonkar is Associate Professor in the People and Performance area. He is a Human Resource Professional with an extensive leadership experience in consulting and HR leadership positions in diverse national cultures (India, UK, Far East, South Asia, Middle East). He has served as senior vice president & Head HR in Reliance Power Ltd; Head – HR & Change Management, L&T Heavy Engineering & other L&T group organisations; Head - Organisation Development, Zensar Technologies (a Fujitsu joint venture); TQM Manager, Marico Industries Limited; Manager- Corporate Human Resources, Taj Group of Hotels. During his versatile career, Mihir has led transformation consulting assignments and executed HR integration as part of M&As. He has also published research papers, case studies and articles in leading journals and co-authored compendium “geometry of HR”.

Dr. R. Seshalier

Dr. Seshalier is a Professor of Operations and Supply Chain Management. His areas of interest are Quantitative Techniques, Decision Science, Manufacturing Planning Control and Supply Chain Management. He has a rich blend of academic and industry experience. Prior to joining SPJIMR, he was Principal of an Engineering College. He has extensive corporate experience of more than 14 years with HMT, Cochin Refineries and other PSUs. He has strong consulting experience and has conducted various management development Programme for renowned companies.





Dr. Renuka Kamath

Dr. Kamath is Associate Dean and Professor of Marketing and Design Thinking. She has a work experience of close to 30 years of which 15 years were in the corporate sector. She has held positions in the marketing and sales functions and worked in various parts of the country. She has worked in the Consumer Durables Industry with Whirlpool of India Ltd. and Kelvinator. Areas worked in were Sales and Marketing (including Trade Marketing), with a strong focus on Sales and Channel Management. Worked in the Education Industry, with IL&FS Education & Technology Services (IETS), marketing pedagogical solutions (consultative) for Schools and Job Oriented Programmes for Colleges. Her areas of interest include Design Thinking, Strategic Marketing, Sales management and Distribution Management.

Dr. Ruppal W Sharma

Dr. Sharma is a Professor of Marketing and Design Thinking, with over 25 years of experience in academia and the corporate sector. Her interests are largely in the area of Brand Management, Strategic Marketing, and Design Thinking. Prior to joining academia, she worked in the corporate sector across marketing and brand management profiles in the personal care, beverages and lubricant industries. She undertakes consultancy assignments for industry and regularly shares her expertise with selected start-ups in helping them develop their marketing strategy.



Dr. Snehal Shah

Dr. Shah has 25 years of work experience in the areas of Organisation Behaviour and Strategic HR across three domains - Teaching, Research and Consulting. A Ph.D. from Carnegie Mellon University, she has worked with companies such as Bank of America and Nortel Networks in the US. After spending many years in academia and corporate America, she returned to India. She continued her teaching and consulting career at the School of Inspired Leadership, Gurgaon and lead the HR Specialization for MBA students. Under her leadership, the HR Leadership Programme won the Game changer & Most Innovative award presented by the Society of Human Resource Management (SHRM). Subsequently, she joined SP Jain Institute of Management and Research (SPJIMR) in Mumbai. Currently she is the Chairperson of the Fellow Programme in Management (FPM), Head Research Initiatives and Professor of Organisation Behaviour.

Dr. Suranjan Das

Dr. Suranjan Das is a Professor in the area of Quantitative Methods and Design Thinking with extensive experience in both academics and corporate sector. His areas of competence & interest are Quantitative Modelling, Business Statistics, Operations Research, Research Methodology, Multivariate Data Analysis, Marketing Analytics, Pricing, Learning from Innovations, Design thinking. He has a Corporate Experience of 5 years of which, 1 year was with the Computerisation Project of Material Mgmt. Division, SAIL Bhilai Steel Plant. He has also worked with SAIL Durgapur & IISCO Burnpur, West Bengal and Webel CMF Resistors Pvt. Ltd, Kolkata. Dr Das has many published papers and research articles to his credit.



Dr. Surya Tahora

Dr. Surya Tahora is the Professor of Science of Spirituality at SPJIMR. He is Ph. D. in Indian Philosophy and Sanskrit. He has done Executive Education Programme from INSEAD, France. Prior to joining SPJIMR, Dr. Surya had a long corporate career. He worked with AIR FRANCE Asia Pacific as Regional Marketing and Communication Director, Asia Pacific region. He has also worked with SYNTHELABO-L'OREAL GROUP, Medical Division, Paris, France. He is conducting classes, seminars, intensive retreats and giving public talks in India, Asia and Europe; writing articles and books on Personal Transformation and Indian Philosophy.

Dr. Vidyut Lata Dhir

Dr. Vidyut Lata Dhir has 29 years of teaching at the graduate, post graduate and executive levels. She is a Professor in specialising in Organisational Behaviour & Leadership and Design Thinking. She has been instrumental in design & development of Leadership Labs & Personal Growth Lab, an innovative pedagogy to teach Organisational Behaviour in SPJIMR. She leads Vishwas - the wellness centre for students and also is the coordinating committee with Centre for Creative Leadership (CLL). She has extensive experience working with students and provides professional development to executives. Her teaching interests centre around Organisational Behaviour, Leadership & Innovation and design thinking. Pedagogy related teaching interests centre around learning to learn, and teaching with simulations.



Our Valued Partner Organisations

- Abbott India Limited
- Aditya Birla Group
- Airport Authority of India Limited
- Alkem Laboratories Limited
- Astrazeneca PLC
- ATC Global Logistics Private Limited
- Aujas Cybersecurity Limited
- Bajaj Finserv Limited
- Bank of America
- Bharti Airtel Limited
- Bharti Axa General Insurance Limited
- Bharti Axa Life Insurance Limited
- Bharat Petroleum Corporation Limited
- Biocon Limited
- Bosch
- BSH Household Appliances Manufacturing Private Limited
- Cadila Pharmaceuticals Limited
- Capgemini
- CGI Inc.
- Cummins India Limited
- DCM Shriram Limited
- Dr. Reddy's Laboratories Limited
- Gas Authority of India Limited
- GlaxoSmithKline (GSK)
- Goldstar Jewellery Private Limited
- Hexaware Technologies
- Huntsman Corporation
- Indian Immunologicals Limited
- Kalpataru Power Transmission Limited
- Kellogg India Private Limited
- Kirloskar Oil Engines Limited
- Konkan Railway Corporation Limited
- Larsen & Toubro Limited
- Lupin Limited
- Marsh and Guy Carpenter
- Mazagon Dock Shipbuilders Limited
- Mjunction Services Limited
- Mobileum India Private Limited
- MSD Pharmaceuticals Private Limited
- Naman HR
- Power Grid Corporation of India Limited
- Pidilite Industries Limited
- RBI Academy
- SCOPE Academy
- Siemens
- Tata Management Training Centre (TMTC)
- Total Oil Limited
- Ultratech Cement Limited
- UTI Asset Management Co. Limited
- Voltas Limited
- Welspun India Limited
- Yes Bank Limited



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