

Management Development Programs

"Challenger to Leader"



Xavier Institute of Management & Research
"Omnia Sunt Possibilia" or "Infinite Possibilities"

Corporate Learning and Research Centre

Xavier Institute of Management & Research, Mumbai is a premier Jesuit business school, part of the world's largest education network, spanning across continents. In India, the network includes XLRI, Xavier University Bhubaneswar and LIBA, Chennai.

XIMR was established in 2006 and is consistently ranked amongst the top 5 business schools in Maharashtra (based on MH-CET admission scores)

Since inception XIMR has differentiated itself based on its unique curriculum that integrates liberal arts with management education through courses such as foreign languages, Global Events Discussion and Analysis etc. to provide a holistic perspective to participants.



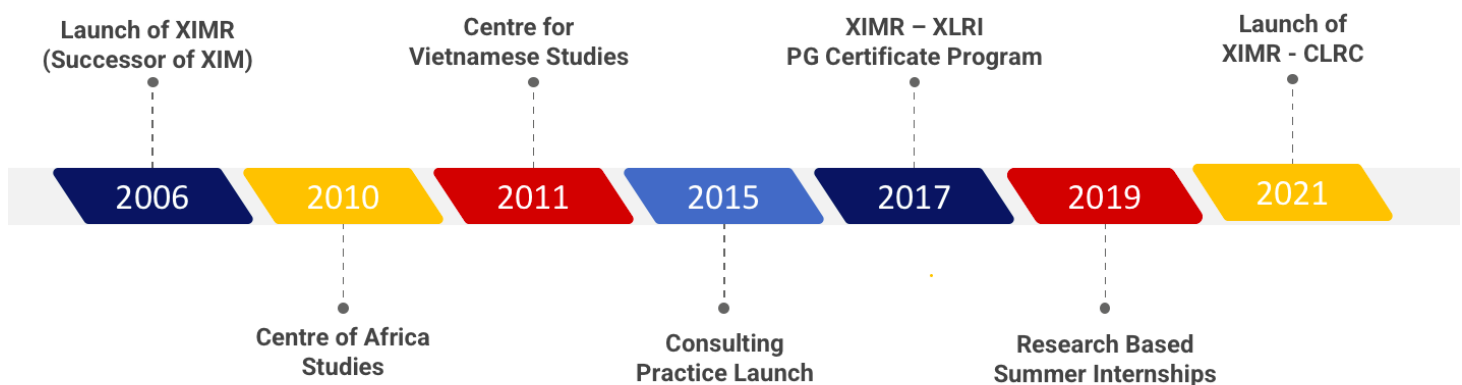
Vision

XIMR will be a pre-eminent, multi-cultural, global business school. It will advance global management knowledge and practice and will be sought after by Governments, Non-governmental organizations, Multinational corporations, and the media for its expertise in forming persons for others, and with others

Mission

XIMR will develop leaders for global business with character, competence, and commitment who will make a difference to their organizations and to society

Key milestones



XIMR Corporate Learning and Research Centre (CLRC):

XIMR launched CLRC with an objective to help challengers realize their potential in the market place through research based programs.

Giving wings to the Challenger Mindset

Challenger: An individual / organization who competes in the market place, desirous of attaining the leadership position.

Built on an eclectic mix of content, engaging teaching techniques and workplace applicability delivered through the WarRoom, our Management Development Programs develop capabilities in individuals and organizations to adapt and respond to dynamic business environments.

The programs are facilitated by a 7-member team with a collective industry and academic experience of over 200 years. This complemented by unique methodology and design enables participants translate theory into practice in their area of work.



Our Programs / Workshops

Programs

- 1) 3-month Certificate program in Business Strategy
- 2) 11-month Executive Program in General Management

Workshops

1. Certificate program in International Business
2. Certificate program in Strategic Management
3. Certificate program in Negotiation Strategies
4. Certificate program in Train the Trainer
5. Certificate program in Competency Mapping
6. Certificate program in Interpersonal Relationships

Contact for enrollments and additional details

Ms. Neeta Jadhav

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Certificate Program in Business Strategy

Who should attend?

This General Management Program is best suited for professional's keen on furthering their understanding of advanced and contemporary management practices and business strategies.

Eligibility criteria:

Leaders in middle and senior management roles, across functions & entrepreneurs with a minimum of 10 years of work experience.

Mode of Instruction

Blended – Online + offline sessions (as per government guidelines)

Duration

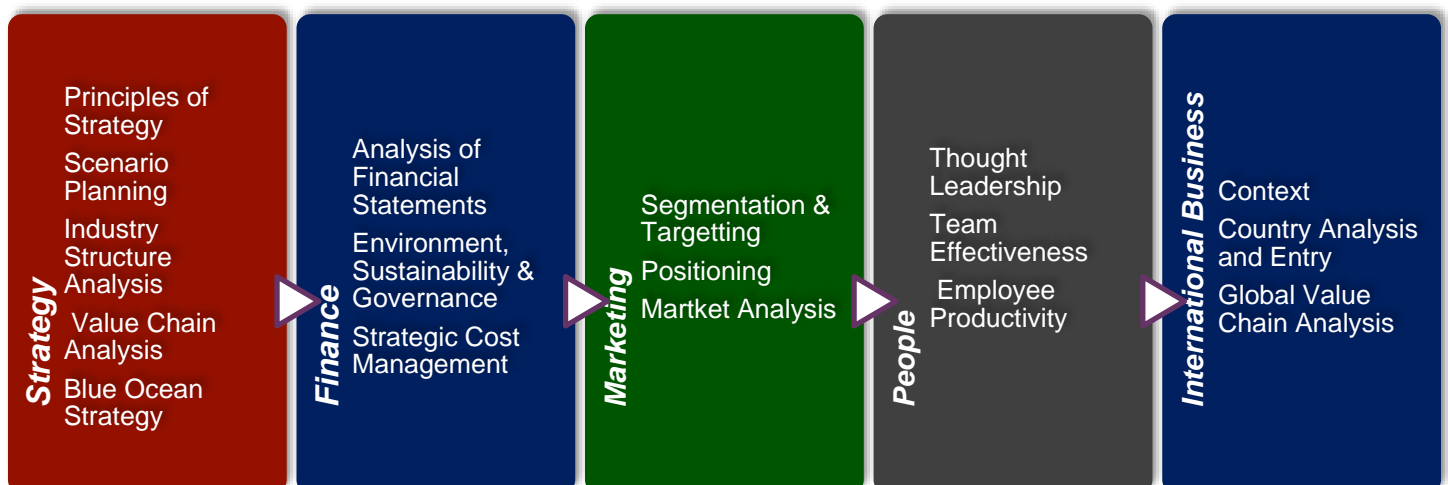
3 Months, 48 sessions of 90 minutes each, 2 weeks for capstone project

Schedule

Saturdays and Sundays – 3 Hours each.

Program coverage:

The intensive General Management program would include and focus on the following key elements of strategy – Strategy, Finance, Marketing, People and International Business, and will comprise the following 5 courses.



Executive Program in General Management

Who should attend?

This Program that prepares participants for mid-level managerial roles in their organizations. This course will encompass General Management as well as functional areas to provide a T-Shaped education for participants. This will help them develop both the breadth and depth of knowledge required for their career progression.

This General Management Program is best suited for working executives with 5 to 7 years' work experience.

Mode of Instruction

Blended – Online + offline sessions (as per government guidelines)

Duration

11 Months, spread over 3 Trimesters, with a 10-day break between trimesters, and the last month comprises one capstone project.

Schedule

Saturdays and Sundays – 4 Hours each.

Program coverage:

| Trimester-I | Trimester-II | Trimester-III |
|---------------------------------|---------------------------|---|
| Organization Behaviour | Strategic Management | International Business |
| Marketing Management | Human Resource Management | Legal Aspects of Business |
| Financial Analysis for Business | Understanding Consumers | Functional Specialization Modules – 1,2,3,4 |
| Applied Statistics | Negotiation Skills | |
| Operations Management | Supply Chain Management | |
| Contemporary Economics | Strategic Cost Management | |

Message from Director

Professor Dr. Vaidyanathan, K. N

Director

Today, the world is buffeted by headwinds of protectionism and trade nationalism, driven by the economic fallout of the COVID 19 pandemic, high- and rising-income inequality, anti-immigrant sentiments etc. However, it is a measure of interdependence today that despite all this, world trade in goods is expected to grow @16% in 2021 year on year (UNCTAD), surpassing pre-COVID levels!!



India has begun to revive and grow, but will face many challenges due to a changed Geo-Political environment in its neighbourhood. Indian companies have to work with the Government in this transition, actively seeking new partners/locations, integrating with, or orchestrating new value chains in these geographies.

Companies, especially start-ups, are now at the forefront of making India an attractive manufacturing base for Electric

Vehicles, Satellite Launches, drone technologies, green technologies etc. These challengers are able to attract capital from Private Equity, Venture Capitalists etc. and challenge established players.

XIMR has launched the Corporate Learning and Research Centre (CLRC) to help challenger firms design and develop innovative strategies for gaining a competitive advantage, as well as individuals who aspire to grow to higher management levels. CLRC will launch programmes with research-based design and methodology that will blend a unique curriculum with practical applicability.

Our faculty has a cumulative industry and academic experience of over 200 years which will create a dynamic learning experience for participants.

We would like to engage with you to enhance your potential in the marketplace.

Faculty Profile



Professor Fr. Dr. Conrad Pessa, S. J.

Academic area: Finance

Fr. Pessa is a Fellow of The Institute of Cost Accountants of India and Institute of Company Secretaries of India. He is also an FPM from XLRI. He has worked for over 20 years in organizations such as SBI, SCI, Goodlass Nerolac. He has over 20 years of teaching experience at Post Graduate level. He has conducted several training programs for religious societies in the area of Management.

His areas of interest are Management Accounting and Corporate Governance



Professor Dr. Vaidyanathan K. N

Academic area: General Management

Professor Dr. Vaidyanathan, K.N is the Director of Xavier Institute of Management and Research, Mumbai since inception in 2006. He holds a double doctorate, and has worked in industry for 10 years in international marketing in organizations such as Samsung Corporation, Unichem Laboratories Ltd. He has a teaching experience of 30 years in Top Business Schools in Mumbai. He is a visiting Professor of International Business at Great Lakes Institute of Management, Chennai and the Hero Leadership Programme, B.M. Munjal University, Gurugram.

He was awarded the Best Teacher in Marketing in 2013 for outstanding contribution to teaching and education.

His areas of interest are International Business, Strategic Management and Marketing.



Professor Dr. Ravindra Dey

Academic area: Organization Behaviour

Professor Ravindra Dey holds a Doctorate in Human Resources from Academy of HRD, Ahmedabad and MHRDM from Mumbai University. He has more than two decades of industry experience in leading companies such as Ion Exchange, Wockhardt etc. He has over 20 years teaching experience. He has consulted several companies in the areas of OB and HR.

He was awarded the Best Human Resources Professor in 2017 by World HRD Congress.

His areas of interest are Human Resources, Organization Behaviour and Organization Development.



Dr. Kishore Rathi

Academic area: Finance

Dr. Kishore Rathi has MTech from IIT Kharagpur and FPM from XLRI Jamshedpur. He has industry and consulting experience of over 3 decades in the areas of Finance and Information Technology, in India, USA, and Asia Pacific Region. He has a teaching experience of 12 years in different areas of Finance. He is on the SEBI Corporate Bond Market Committee. He has conducted Executive education programmes for leading companies in India and abroad. He has been a visiting faculty at XLRI, JBIMS, SPJIMR and Auro University.

His areas of interest are Government of India Bond Liquidity, Asset Pricing Models, and Financial Analytics.



Pranil Naik

Academic area: Marketing

Pranil Naik has a BE degree in Mechanical Engineering from Sardar Patel College of Engineering and a MMS Marketing degree from Sydenham, Mumbai. He has over 10 years of industry experience in leading companies and consultancies. He also runs his NGO LeapForWord which contributes to educating children in under-served areas across India. He has been awarded the prestigious Ashoka Fellowship. He has 12+ years of teaching experience. He has consulted non-profit organizations which include leading hospitals in the areas of marketing and strategy.

His areas of interest are Product Development, Business Scaling and Disruptive Innovation.



Venkata Subramanian

Academic area: General Management

Professor Venkata Subramanian has over 30 years of industry experience in companies such as NIIT, NIS Sparta, Eureka Forbes, Future Group. He has a teaching experience of over 25 years. He has facilitated Managerial Development Programs for companies like JSW Steel, Future Retail, Asian Paints, Axis Bank, ITC, Mahindra and Mahindra, Aditya Birla Retail etc.

His areas of interest are Leadership, Sales Management, Negotiations and Organizational Development.