



**INSTITUTE OF PUBLIC ENTERPRISE**



# Management Development Programmes 2018-2019

Message from

## DIRECTOR

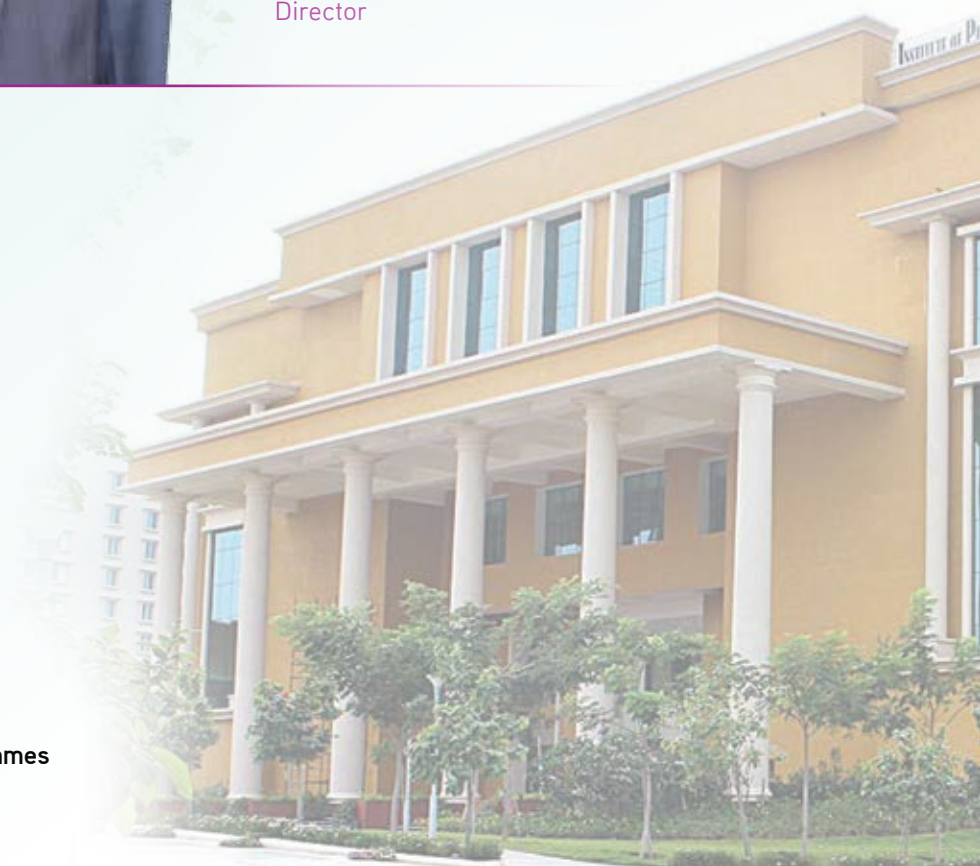


Institute of Public Enterprise (IPE) set up to promote excellence in management through training and management development is embarking on creating a range of programmes for managerial personnel at different levels in public and private organizations. The sweeping changes in the corporate world consequent upon liberalization, privatization and globalization, the convergence of technologies and the growth of the Internet have unleashed competition both in the domestic and international markets.

The new millennium demands that managers keep abreast of developments and be ahead of the needs of their organization. In the emerging learning society, knowledge has become an important tool in the corporate world.

Management Development Programmes conducted at IPE, over the years, have contributed significantly in IPE's quest for becoming a totally integrated institution and interactions with practicing Managers through MDPs will help IPE in this endeavour.

**Prof RK Mishra**  
Director



# About IPE

The Institute of Public Enterprise (IPE) was established in 1964 as a not-for-profit institution, with the initiative of Shri SS Khera, the then Cabinet Secretary, Government of India. IPE's forte has traditionally been its holistic approach to systematic and sustained study of issues relevant to Public Enterprise Policy. Widening its focus of work over the years, however, the IPE has emerged in recent years as an institution of excellence in executive training, consulting and management education with balanced focus on both private and public sector enterprises.

The post graduate courses offered by IPE are recognized by the Association of Indian Universities and other statutory bodies like the All India Council for Technical Education. The Institute has gained recognition as a 'Center of Excellence' in Social Science Research by the Indian Council of Social Science Research (ICSSR) of the Ministry of Human Resource Development, Govt. of India. With a multi-disciplinary team of around fifty full time faculty members and access to globally distributed resource persons in diverse areas of management and public policy, IPE stands out today as a one stop provider of management development services.

IPE has also established collaborative linkages with national and international agencies of repute. At the national level, it has collaborative arrangements with the Department of Public Enterprises (DPE) in the Government of India, various other Ministries of the Government of India, State Governments, autonomous think tanks, central universities, professional bodies, industry associations, chambers of commerce and academic institutional networks.

Internationally, IPE enjoys professional linkages with the World Bank, Asian Development Bank, UNDP and other UN Agencies, DFID, Commonwealth Secretariat and the International Centre for Promotion of Enterprise (ICPE), Slovenia. The activities of the Institute are governed by a body of internationally acclaimed scientists, scholars, business leaders and policy makers. Mr K Madhava Rao, IAS (Retd.) former Chief Secretary to the Government of Andhra Pradesh and former State Election Commissioner is currently the President, Board of Governors of IPE. The Institute has world class infrastructure at its new campus in Shamirpet and the city campus with state of the art class rooms, library, computing, residential and recreational facilities.

## State-of-the-Art Campus

With an idea to prepare for the next generation, IPE moved to its new campus situated on 21 acres of land located 25 km north of Secunderabad. Campus physique is explained in the following lines

- Built-in 3.5 lakh sq.ft covering all modern amenities.
- Lush green campus very near to Shamirpet lake.
- 400 rooms hostels for boys and girls separately.
- The buildings are energy efficient and GRIHA / LEED norms compliant.
- The Campus is networked with Wi-Fi.
- Our digitized library is accessible for 24x7.
- Computer Labs with ultra modern systems.
- Fully Air Conditioned Classrooms with Audio-visual facilities.



# Management Development Programmes at IPE

The sweeping changes in the corporate world consequent upon liberalization, privatization and globalization, the convergence of technologies and the growth of the Internet have unleashed competition both in the domestic and international markets. The new millennium demands that managers keep abreast of developments and be ahead of the needs of their organization. In the emerging learning society, knowledge has become an important tool in the corporate world. Managers have recognized the need to update their knowledge and skills to deal with rapidly changing situations and developments in the market place.

IPE shares its knowledge and expertise to build corporate India's global competitiveness and government's facilitation role. IPE's strength lies in its diverse faculty traits and experience of nearly five decades of training public and private sector executives. The programmes are either customized in-house programmes designed to suit an organization's specific needs, or open programmes where participants from different organizations attend.

## Learning and Development Interventions

Management Development Programmes conducted at IPE over the years, have contributed significantly in IPE's quest for becoming a totally integrated institution. Management Development Programmes (MDPs) are a milestone in achieving the same. The objective of the MDPs is to help improve management systems through competency building at various levels in the corporate, government and non-government sectors to take on leadership roles in various positions—individually and collectively.

IPE devises and designs customized programmes to meet the specific needs of various organizations, in both the public and private sectors. These programmes pertain to general management as well as various functional areas. The programmes can be conducted at IPE campus or at a location designated by the client organizations. In essence, the MDPs epitomize the quest for knowledge that ties together the IPE faculty and the industry through mutual exchange. The MDPs two way learning process filters through to the Institute's MBA (PE) and PGDM programmes through case studies of current situations. As a result, IPE is able to produce leaders with not only the tools to build what tomorrow will be, but also with the knowledge of today that must work.

The Institute has been organizing MDPs for over the past five decades for officers of state and central governments and practicing managers of public and private sector organizations. It has conducted nearly 100 programmes for over 1600 officers of IAS, IFS and other allied services. IPE has also conducted over 1000 MDPs and in-company programmes for practicing managers of the corporate sector, in the following areas:

General Management / Marketing / Corporate Social Responsibility & Sustainability / Project Planning & Appraisal / Corporate Planning / Human Resource Development / Financial Management / Information Technology / Project Management / Enterprise Risk Management / Operational Excellence / Supply Chain Management / Cyber Security and Cyber Laws / Corporate Governance etc..

Several seminars, conferences and other programmes sponsored by various international agencies and AICTE are regularly conducted by the Institute. The Institute has well-furnished conference halls and a large auditorium with modern audio-visual equipment. It also has an executive hostel and canteen facilities. IPE caters to fulfill the training and management development needs of public and private enterprises through the following methodology:



• **Unit-Based (In-Company / Customized) Programmes**

Customized training programmes and executive development interventions can be delivered at the designated venue of the organization. The training programmes are designed to help government, public and private business organizations to enhance their competence, performance, productivity and profitability. The Training Division offers a cafeteria approach to in company learning / training, which enables the client organization to choose training modules that meet their HRD needs. IPE can design and conduct such customized training programmes as per the client organization's choice, or in combination with other modules. The duration generally ranges from 1-15 days.

• **In-house programmes conducted by IPE in the recent past include**

Executive Development Programme / Project Management / Supply Chain Management / Commercial Accounts and Financial Management / Corporate Social Responsibility / Pooling Resources for Optimum Results / Board Development Programme / Human Resources and Personnel Management in SLPEs / Best Practices for Resource Optimization / Manufacturing Excellence Best Result Through Competitive Advantage Analysis / Rural Marketing / Project Formulation,

Project Evaluation & Project Management / Strategic Planning for Self-Sustainable Growth / Soft Skills / Frontiers of Finance / Cyber Security / Managerial Effectiveness / Finance for Non-Finance Executives.

**Open Programmes**

- Open-house programmes draw participation from across different industries in the public and private sectors. They are organized in functional areas such as Strategic Management, Marketing Management, Financial Management, Accounting & Finance for Non-Finance Executives, HR Development, Organizational Behavior, Industrial Relations, Information Technology, Supply Chain Management, Project Management, International Capital Markets and New Financial Instruments.
- Expert faculty in the respective areas identify topics of contemporary interest and offer these programmes and nominations are sought from various organizations for participation and these programmes are conducted at the IPE campus. Residential facilities are also offered to the participants where necessary.
- Institute of Public Enterprise, in its fifty four years of existence, has traversed a path of continuous improvement and has developed skills and tools that help it to be a strategic partner for Public Sectors and Government in their Capacity Building endeavour.



# Programmes Conducted 2017-18

S No	Title of the Programme	Programme Dates	Programme Director(s)
1	Workshop on “Strategic Fit Initiatives to Achieve SMP 2025” [for the Senior Executives & Trade Union Leaders of NMDC Ltd] at Kodaikanal	Apr 3-4, 2017	Mr S Satish Kumar & Ms J Kiranmai
2	Advanced Leadership Programme for Women Executives	May 22-27, 2017	Dr Narendranath K Menon
3	CSR [for the Executives of NLC India Ltd at Neyveli]	May 29, 2017	Dr Shulgana Sarkar
4	Conclave of HR Executives	June 5-6, 2017	Dr Narendranath K Menon
5	Managing Corporate Social Responsibility for High Impact	June 15-16, 2017	Dr Shulgana Sarkar & Dr Deepti Chandra
6	Supply Chain Management and Analytics for Competitive Advantage	June 19-21, 2017	Mr S Satish Kumar & Dr CV Sunil Kumar
7	Talent Management and Career Progression [for the Executives of Goa Shipyard Ltd]	June 27-1 July, 2017	Mr S Satish Kumar, Dr Narendranath K Menon & Dr Sridhar Raj
8	Cyber Attacks & Network Security	June 29-30, 2017	Mr AS Kalyana Kumar
9	Valuation Using Financial Models	July 12-14, 2017	Mr M Chandrasekhar
10	Advanced Management Programme [for the officials of State Owned Enterprises of Africa]	July 17-5 Aug, 2017	Prof RK Mishra & Dr P Geeta
11	Reservation Policy for SCs, STs & OBCs in CG, CPSEs, SLPEs and Banks	July 27-28, 2017	Prof RK Mishra & Ms J Kiranmai
12	Ethical Hacking & Cyber Security	Aug 2-4, 2017	Mr A Rakesh Phanindra
13	Finance & Risk Management for the Non-Finance Executives [for the Executives of NMDC Ltd]	Aug 7-12, 2017	Mr S Satish Kumar, Dr KV Ramesh & Dr Narendranath K Menon
14	Project Management [for the Executives of Railways at CTARA, Sec'Bad]	Aug 14-18, 2017	Mr S Satish Kumar
15	Strategic Enterprise Risk Management [for the Executives of NHPC Limited]	Sept 6-8, 2017	Mr S Satish Kumar
16	Succession Planning at MOIL – Assessment and Development Center	Sept 21-22, 2017	Dr Shulgana Sarkar & Ms Pragya Acharya
17	Business Analytics for Effective Decision Making Using Statistical Software [for the Executives of Goa Shipyard Ltd, Goa]	Oct 6-7, 2017	Dr Shaheen, Dr KV Anantha Kumar
18	Enhancing Behavioural Competencies Through Soft Skills [for the Executives of LIC of India]	Oct 23-25, 2017	Dr Shulgana Sarkar
19	e-Procurement System for Vigilant and Transparency	Oct 25-27, 2017	Mr AS Kalyana Kumar
20	Corporate Reforms and Changing Corporate Strategy	Oct 26-27, 2017	Dr K Trivikram
21	Capacity Building Programme for Social Science Faculty Members [Sponsored by ICSSR]	Nov 6-17, 2017	Dr Anand Akundy

S No	Title of the Programme	Programme Dates	Programme Director(s)
22	Cyber Law [for the Executives of Oil India Ltd, Duliajan, Assam]	Nov 9, 2017	Mr A Rakesh Phanindra
23	Supplier Development Training for Sustainable Competitive Advantage	Nov 20-22, 2017	Mr S Satish Kumar & Dr CV Sunil Kumar
24	Board Orientation Programme for Women Directors – “It’s ‘Her’ Time on Board”	Nov 23-24, 2017	Prof RK Mishra & Ms J Kiranmai
25	Leadership and Change Management	Dec 7-8, 2017	Mr V Anji Raju
26	Managing Foreign Currencies Risk and Understanding Global Finance	Dec 7-8, 2017	Dr G Rajesh & Dr M Karthik
27	Ethical Hacking, Cyber Security & Cyber Law	Dec 27-30, 2017	Mr A Rakesh Phanindra
28	5 <sup>th</sup> National Conference on “Diversity in Mgmt Dev of Women Executives”	Dec 28-29, 2017	Dr Narendranath Menon
29	Urbanization and the Planet	Jan 8-28, 2018	Urban Action School Dr Ch Lakshmi Kumari
30	Project Disha – Dealer Training Programme	Jan 29-30, 2018	Mr S Satish Kumar, Dr MM Karuna & Dr A Sridhar Raj
31	5 <sup>th</sup> International Conference on “Corporate Social Responsibility”	Feb 1-2, 2018	Dr Shulgana Sarkar & Ms Pragnya S Acharya
32	Cyber Crime and Safety Measures	Feb 15-16, 2018	Mr AS Kalyana Kumar
33	Goods and Services Tax (GST)	Feb 16-17, 2018	Dr KV Ramesh & Mr M Chandrashekar
34	National Conference on “Marketing in Digital India : Trends, Opportunities & Challenges”	Feb 19-20, 2018	Mr MJ Ramakrishna & Mr A Rakesh Phanindra
35	International Conference on “Data Science, Machine Learning, AI, IoT and Analytics”	Feb 22-23, 2018	Dr Shaheen & Dr KV Anantha Kumar
36	Creativity & Problem Solving	Feb 26-28, 2018	Dr NG Satish & Dr Anand Akundy
37	ONGC Chair Professors Workshop	Mar 12-14, 2018	Prof RK Mishra & Ms J Kiranmai
38	Workshop on “Corporate Governance : Issues and Challenges” [for the Senior Executives of ONGC]	Mar 15-16, 2018	Prof RK Mishra & Ms J Kiranmai
39	Finance For Non-Finance Executives [for the Executives of The Singareni Collieries Company Limited at Kothagudem]	Mar 29-31, 2018	Mr S Satish Kumar & Dr KV Ramesh



Distribution of Certificates during the Valedictory Session – In-house Programme on “Strategic Enterprise Risk Management” for the Executives of NHPC Limited – September 6-8, 2017

# List of Programmes for the Year 2018-19

S No	Title of Programme	Programme Dates	Programme Director(s)
1	Valuation of PSUs	May 10-11, 2018	Dr A Pawan Kumar
2	Ethical Hacking and Cyber Security	May 23-25, 2018	Mr A Rakesh Phanindra
3	Board Orientation Program for Directors	May 30-31, 2018	Prof RK Mishra & Ms J Kiranmai
4	Cyber Security for Women & Safety Measures	June 6-7, 2018	Mr AS Kalyana Kumar
5	Conclave of HR Executives	June 14-15, 2018	Dr Narendranath Menon, Dr A Sridhar Raj & Dr S Vivek
6	Legal Aspects of People Management	June 21-22, 2018	Dr Deepti Chandra
7	Financial Derivatives for Performance Enhancement	June 25-26, 2018	Dr Jyoti Kumari & Dr Shweta Mehrotra
8	Corporate Reforms and Changing Corporate Strategy	June 28-29, 2018	Dr K Trivikram & Dr Shaheen
9	Operations and Supply Chain Analytics for Competitive Advantage	July 2-4, 2018	Dr CV Sunil Kumar & Mr S Satish Kumar
10	Finance for Non-Finance Executives	July 4-5, 2018	Dr KV Ramesh & Mr M Chandrasekhar
11	Managing Corporate Social Responsibility for High Impact	July 19-20, 2018	Dr Shulagna Sarkar & Ms Pragnya Acharya
12	Board Orientation Program for Directors	July 26-27, 2018	Prof RK Mishra & Ms J Kiranmai
13	Ethical Hacking and Cyber Security	Aug 2-4, 2018	Mr A Rakesh Phanindra
14	Regulatory Issues in Infrastructure Management	Aug 9-10, 2018	Dr Rajesh G
15	Enhancing Rural Marketing Effectiveness for Sustained Growth	Aug 16-17, 2018	Mr V Anji Raju & Dr MLN Rao
16	Recent Advances in Retail Marketing	Aug 22-23, 2018	Dr V Srikanth & Mr P Mahesh
17	Enterprise Risk Management	Aug 29-31, 2018	Mr S Satish Kumar
18	Understanding Global Sourcing Strategies	Sept 3-4, 2018	Dr M Karthik
19	Enhancing Effectiveness at Workplace	Sept 5-6, 2018	Dr A Sridhar Raj
20	Business Decision Making Using Software Tools (MS Excel, R & Tableau)	Sept 6-7, 2018	Dr Shaheen & Dr CV Sunil Kumar
21	Capacity Building to Enhance the Competitiveness of the Indian Agriculture and Manufacturing Sectors	Sept 19-20, 2018	Dr Usha Nori
22	Workshop on "Cyber Law"	Sept 24, 2018	Mr A Rakesh Phanindra
23	Rudiments of Business Analytics for Modern-day Decision Making – A Software Based Approach	Sept 25-26, 2018	Dr KV Anantha Kumar
24	Emerging Trends in Industrial and Labour Laws	Sept 27-28, 2018	Dr Deepti Chandra & Dr Shulagna Sarkar
25	Advanced Leadership Programme for Women Executives	Oct 3-4, 2018	Dr Narendranath Menon, Dr PS Janaki Krishna & Dr P Geeta
26	Cyber Attacks & Network Security	Oct 11-12, 2018	Mr AS Kalyana Kumar
27	Strategic Marketing for PSUs	Oct 24-25, 2018	Dr MM Karuna & Dr MLN Rao
28	International Conference on "Operations and Supply Chain Excellence"	Oct 24-25, 2018	Dr CV Sunil Kumar, Mr S Satish Kumar & Mr SN Mantha
29	Financial Models for Sustainable Excellence	Oct 29-30, 2018	Mr M Chandrashekar
30	Effective Project Management for Competitive Advantage	Nov 1-3, 2018	Mr S Satish Kumar & Mr SN Mantha
31	Goods and Services Tax (GST)	Nov 2-3, 2018	Dr KV Ramesh



S No	Title of Programme	Programme Dates	Programme Director(s)
32	Creativity & Problem Solving	Nov 5-6, 2018	Dr NG Satish & Dr Anand Akundy
33	2 <sup>nd</sup> HR Conclave on "Sustainable HRM in a Digitalized Economy"	Nov 5-6, 2018	Dr Shulgana Sarkar & Dr Samarendra Mohanty
34	GST – Policies, Perspectives and Practices (An Industry-Oriented Programme)	Nov 15-16, 2018	Dr K Trivikram, Dr Usha Nori & Dr Sandeep Kumar
35	e-Procurement System for Vigilant and Transparency	Nov 19-20, 2018	Mr AS Kalyana Kumar
36	Enhancing Sales Performance	Nov 26-27, 2018	Dr V Srikanth & Mr P Mahesh
37	Understanding Foreign Currencies Risk and Global Finance	Nov 29-30, 2018	Dr Rajesh G & Dr M Karthik
38	Ethical Hacking and Cyber Security	Dec 3-5, 2018	Mr A Rakesh Phanindra
39	Leadership and Change Management	Dec 6-7, 2018	Mr V Anji Raju
40	Contract Management	Dec 10-11, 2018	Dr KV Ramesh
41	Effective Logistics & Supply Chain Management for Operational Excellence	Dec 17-19, 2018	Mr S Satish Kumar & Dr CV Sunil Kumar
42	6 <sup>th</sup> National Conference on "Diversity in Management – Development of Women Executives"	Dec 20-21, 2018	Dr Narendranath K Menon, Dr Anupama Dubey & Dr Prarthana Kumar
43	Essentials of Corporate Finance	Dec 27-28, 2018	Dr A Pawan Kumar & Dr Harishankar Vidyarti
44	International Conference on "Trade and Exchange Rate Policies in the Context of WTO and PTAs : Challenges Before Emerging Economies	Dec 30-31, 2018	Dr Usha Nori & Dr Sandeep Kumar Kujur
45	Sustainable Lean Management Practices for Improved Business Performance	Jan 3-5, 2019	Mr S Satish Kumar & Dr CV Sunil Kumar
46	Emotional Intelligence	Jan 9-10, 2019	Dr A Sridhar Raj
47	International Conference on Sustainable Development Goals	Jan 9-11, 2019	Dr PS Janaki Krishna & Dr Ch Lakshmi Kumari
48	Digital Marketing	Jan 17-18, 2019	Dr V Srikanth & Dr Prarthana Kumar
49	Strategic Management in PSUs for Success	Jan 23-24, 2019	Mr SN Mantha, Dr MLN Rao & Dr Santosh Kumar Tiwari
50	Risk Management in Banking & Other Lending Institutions	Jan 28-29, 2019	Dr Jyoti Kumari & Dr Shweta Mehrotra
51	6 <sup>th</sup> International Conference on "Corporate Social Responsibility"	Feb 4-5, 2019	Dr Shulgana Sarkar & Ms Pragnya Acharya
52	Communication for Managerial Effectiveness	Feb 6-8, 2019	Dr Anand Akundy & Dr NG Satish
53	National Conference on "Data Science, Machine Learning, AI, IoT and Analytics"	Feb 7-8, 2019	Dr Shaheen
54	2 <sup>nd</sup> National Conference on "Marketing in Digital India: Trends, Opportunities & Challenges"	Feb 18-19, 2019	Mr MJ Ramakrishna & Mr A Rakesh Phanindra
55	10 <sup>th</sup> International Conference on Corporate Governance : Governance & Integrity	Feb 21-22, 2019	Ms J Kiranmai, Ms Swetha Mehrotra and Accounting Research Institute, UTiM
56	National Conference on "Cyber Security"	Mar 6-7, 2019	Mr AS Kalyana Kumar & Mr A Rakesh Phanindra





Distribution of Certificates by Prof RK Mishra, Director, IPE to the participants during the valedictory session for the programme on "e-Procurement System for Vigilant and Transparency" (October 25-27, 2017)



Group Photograph – Programme on "Ethical Hacking & Cyber Security" (August 2-4, 2017)



Dr VijaySekhar, IIT-Hyderabad  
DataSciConf'18 (February 22-23, 2018)



DataSciConf'18 Team (February 22-23, 2018)



Honorable Panelists – Round Table Discussion  
DataSciConf'18



Guests along with Student Coordinators on the dais after the Inaugural Session DataSciConf'18



9th International Conference on "Corporate Governance" Institute of Public Enterprise, jointly with Accounting Research Institute, Malaysia & Universitas Riau, Indonesia



Group Photograph – Programme on "Leadership and Change Management" (December 7-8, 2017)



## Advance Nomination Format

To  
The Incharge – Training Division  
Institute of Public Enterprise  
OU Campus  
Hyderabad – 500007

Dear Sir,

We wish to sponsor the following nominees for the programmes indicated against their names:

S. No.	Name of Organization	Name & Designation of Nominee	Programme Title & Dates	Phone / Fax / Email

Kindly register their names for the respective programmes and send us the brochures and nomination forms for completing the required formalities.

Thanking you,

Yours faithfully,

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone (Office): \_\_\_\_\_

Mobile: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_



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Training Division In-charge