

MANAGEMENT DEVELOPMENT PROGRAMS YEAR 2017-18



Management Development Program **SMART CITIES: CHANGING FACE OF URBAN INDIA** (April 13th - 14th, 2017)



PROGRAM OVERVIEW

The world especially India is undergoing a major transitional change with the majority of its citizens moving towards urban areas for jobs, lifestyle, opportunities etc. Out of the total GDP of India the urban area is contributing 63%. Urbanization is bound to increase, and it is mentioned in key reports of McKinsey and NITIAYOG that over the next five years, some 500 million people will be added to the India's cities demanding efficient and effective services delivery in urban areas. Rapid urbanization will lead to increased congestion on roads, increased demand for power, water, sewerage, sanitation, education and health infrastructure and increased demand for investment.

The two day program is designed to expose the participants to good practices involved in transforming the cities into smart cities. The program will include all the aspects viz. need assessment, planning and construction management, operations and maintenance, financing, regulation, governance and transformation from unplanned urbanization to planned urbanization.



Program Overview

The two day program is designed to expose the participants to good practices involved in transforming the cities into smart cities. The program will include all the aspects viz. need assessment, planning and construction management, operations and maintenance, financing, regulation, governance and transformation from unplanned urbanization to planned urbanization.

Participating Organisations

UPCL, UJVNL, PTCUL, PWD, ADB

Program Faculty

Dr. Anil Kumar, Avishek Ghosal, C P Sharma



Standing (L to R) Ms. Nikita, Mr. Vikas, Mr. M K Sirkar, Mr. K Shivalingam, Mr. N W Gawande, Mr. V R Bhoj, Mr. Shane Bhagwati, Mr. J V Pandian
Sitting (L to R) Ms. Charu Srivastava, Dr. Neeraj Rawat, Prof. Mihir Das, Mr. Tarun Kalra, Shri Deepak Shetty, Capt. (Dr.) Y Bhattacharya, Prof. Karunakar Jha, Ms. Shivani Pandey

Program Overview

The program will examine the perspective of digital transformation in maritime domain and whole range of sub-subjects and themes as may evolve thereafter: | Understanding the digital transformation & its need in international business | Appreciating effect on shipping commercial and ship technology | Being aware of the digital evolution in ports | Ability to manage & transform "Big Data" | Understanding opportunities of using big data in shipping & ports | Understanding relation between authorities and applicability of big data & legal issues The program has been designed to: | Provide detailed exposure on digital shipping | Enhancing ability to analyze through mathematical tools | Catalyzing inter-organization dialogue

Participating Organisations

MSC Agency (India) Private Limited, Indian Port Association, Jawaharlal Nehru Port Trust, Mumbai Port Trust

Program Faculty

Deepak Shetty, Capt. Bhattacharya, Jatin Sethi, Capt. HA Hardas, Dr. C. Prakash, Prof. Mihir Das



Program Overview

The objective of the program would be to help the participants get a feel of CRM as a comprehensive business strategy that helps the business organize its activities around the customer. It would equip you with the skills to evaluate and select the technology appropriate for CRM and to lead CRM implementation and create an organization and processes for it.

Participating Organisations

Indraprastha Gas Ltd.

Program Faculty

Dr. Mukesh Chaturvedi, Dr. Anshul Saxena, Dr. K Jha, Dr. Neeraj Rawat, Dr. Anita Sengar



UPES
THE NATION BUILDERS UNIVERSITY

Management Development Program
CONTEMPORARY DEVELOPMENTS IN LEGAL AND CORPORATE POLICIES
(August 3 - 4, 2017)



PROGRAM OVERVIEW

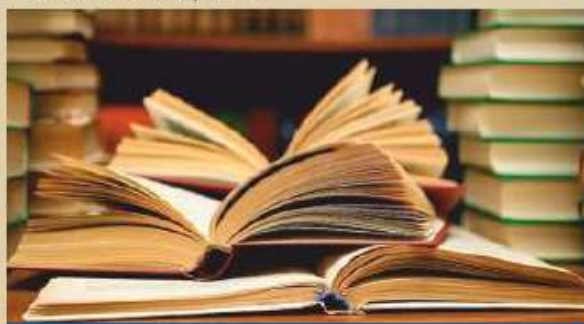
In ever-changing world, the development of our nation depends not only on economic growth but also on updated and dedicated set of professionals. The competent corporate professionals with enhanced skillset are pivotal requirement for ever-developing multidimensional corporate sector. A smart corporate leader will never think that 'law is for lawyers only'. Therefore, the Program provides an excellent opportunity to potential corporate leaders to understand the linkages and emerging issues between law, enterprise and public policy enabling the person to grow individually and institutionally.

Through traditional legal training, the legal education system provides academic knowledge which still lacks the practical aspect. As law is dynamic in nature, therefore, it is not expected of a corporate professional, whether a lawyer or administrator, to anticipate the future developments and requirements but also to update oneself and the institution further persuading the policy makers for institution's benefit. College of Legal Studies, UPES through the Management Development Program in "Contemporary Developments in Legal and Corporate Policies" intends to update corporate leaders with latest developments in legal and corporate policies applicable in India. It aims to enable them in making their mark in the competing corporate arena.

The prospective participants of the program would also be acquainted with electronic contract formulation, recent developments in demonetisation, digitization and their impact on the regulatory framework and intellectual property protection. Further, they would also be apprised with the threats to privacy and data security regarding usage of social media and other E-commerce platforms. They would be equipped with compliances with respect to environment, protection of women at

PROGRAM OBJECTIVE:

The interlinked questions of law and corporate areas keep bothering us in practical scenario due to intricacies of the relationship between the two. Therefore, through the Program we intend to provide best solutions to these intricacies. It is designed to learn and make best use of the legal experts, whom we would try to bring in from the corporate, litigation and academia; like, experts of public policy, cyber law and cyber security, intellectual property laws, Corporate Social Responsibility, alternate dispute resolution mechanisms, environmental laws and compliances and laws relating to sexual harassment at workplace. After successful completion of the same, we foresee a participant going back to her/his institution gaining knowledge about the relevant laws and policies, their application and implications enabling the person to deal with these complexities.



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Participating Organisations

Uttarakhand Power Coporation Limited, Gail India Ltd, THDC India Ltd

Program Faculty

Dr. Dayanand Pandey, Kirti Singh, Rajiv Choubey, Badrinath Durvasuka, Dr. VJ Byra Reddy



Program Objective

- To equip the professionals with an understanding of the importance of Brand Management in Oil & Gas sector.
- To develop skills in building and managing brands over time.

Key Topics Include

- New Science of Retailing: Challenges and Opportunities in Oil & Gas Marketing
- Digital Transformation in VUCA Environment
- Leveraging Brand to Boost Profitability
- Social CRM: Need of the hour in Retailing
- Branding for Lubricants in Competitive Market
- Building, Managing and Measuring Brand Equity
- Brand Differentiation Strategies for Petroleum Byproducts
- Enabling a Brand to Reinvent Itself: Future Challenges

Participating Organisations

Bharat Petroleum Corporation Ltd, HPCL.

Program Faculty

Nikhil verma, Kapil Adlakha, G H V Rao, Pallav Moitra, Amit Jha



Management Development Program STRATEGY EXECUTION FOR RESULTS (November 3 - 4, 2017)

College of Management
& Economics Studies
UPES
THE NATION BUILDERS UNIVERSITY

PROGRAM OVERVIEW

"Building a visionary company requires one percent vision and 99 percent alignment"—Jim Collins

Strategy formulation has received far more attention as compared to strategy execution although in business landscape, there are abundant examples that majorities of well-formulated strategies are not successfully executed. Why does it happen and what managers can do to bridge the gap between a strategy's development and its execution?

When firms are having too much performance pressure especially in this era of globalization, rapid technological changes and compressing time cycle it is very important to master the art of strategy execution. This MDP brings forward an opportunity to understand and analyze various challenges and difficulties in executing strategy and it will help business managers to develop strategic insights of execution for business results. It provides a holistic conceptual framework to identify and connect the hard and soft part of strategy execution.



Objective of the course

Two days programme will cover

- Strategy's formulation and its linkage with execution leading to success/failure of companies
- To provide a holistic conceptual framework and its constituents for strategy execution.
- Understand your optimal role of emergent strategist as a leader during the execution and leading change.

Objective of the course

- Introducing the Strategic Performance Framework- Congruence Model, Balance Scorecard & Change Management
- Defining and Understanding the Building Blocks of Congruence Model Constituents
 - i. Hardware- Critical Tasks & Formal Organization - Metrics, Rewards and Organization Structure
 - ii. Software- Skills & Competencies and Culture
- Balance Scorecard- Map your Strategy
- Leading Change

Program Overview

TWO days programme will cover :

- Strategy formulation and Its linkage with execution leading to success/failure of companies.
- To provide a holistic conceptual framework and to constituents for strategy execution
- Understand your optimal role of emergent strategist as a leader during the execution and leading change.
- Introducing the Strategic Performance Framework Congruence Model Balance Scorecard & Change Management.
- Defining and Understanding the Building Blocks of Congruence Model Constituents
- Balance Scorecard- Map your Strategy
- Leading Change

Participating Organisations

CESC Limited , Gail India Ltd, Uttarakhand Power Coporation Limited, HPCL, UJVN Ltd, Indian Oil Corporation Limited

Program Faculty

Alok Tripathi, Shyamal Chatterjee, Dr. Tarun Dhinra, Dr. Rajesh Tripathi



MANAGEMENT DEVELOPMENT PROGRAM
National Training Program for C & D Employee
Safety, Accident Prevention & Disaster Management Safety
Dec 19 - 20, 2017



NAME OF THE UTILITY: UPES, DEHRADUN**MIS FOR THE MONTH OF DECEMBER 2017**

Contact Person: Dr. Neeraj Rawat

Mobile Number: 9997212288

e-mailid: neerajrawat@ddn.upes.ac.in

S.No.	Programme Details				No. of Participants		
	Start Date	End Date	Venue	Variant	Men	Women	Total
1	19-Dec-18	20-Dec-18	UPES, Dehradun	Safety	21	4	25
2	19-Dec-18	21-Dec-18	UPES, Dehradun	FM	18	6	24
3	19-Dec-18	21-Dec-18	UPES, Dehradun	IT	22	3	25
4	19-Dec-18	21-Dec-18	UPES, Dehradun	IT	20	5	25
5	19-Dec-18	22-Dec-18	UPES, Dehradun	Linemen	25	0	25
6	21-Dec-18	22-Dec-18	UPES, Dehradun	Safety	22	3	25
7	21-Dec-18	22-Dec-18	UPES, Dehradun	Safety	22	3	25
8	21-Dec-18	22-Dec-18	UPES, Dehradun	Safety	11	0	11
9	22-Dec-18	24-Dec-18	UPES, Dehradun	FM	23	2	25
10	22-Dec-18	24-Dec-18	UPES, Dehradun	IT	16	9	25
11	22-Dec-18	24-Dec-18	UPES, Dehradun	IT	24	1	25
12	22-Dec-18	24-Dec-18	UPES, Dehradun	IT	21	4	25
13	27-Dec-18	28-Dec-18	UPES, Dehradun	Safety	21	0	21
14	27-Dec-18	28-Dec-18	UPES, Dehradun	Safety	19	0	19
15	27-Dec-18	29-Dec-18	UPES, Dehradun	IT	21	0	21
16	27-Dec-18	29-Dec-18	UPES, Dehradun	IT	25	0	25
17	27-Dec-18	29-Dec-18	UPES, Dehradun	MBC	17	8	25
18	27-Dec-18	29-Dec-18	UPES, Dehradun	MBC	20	5	25
					368	53	421

NAME OF THE UTILITY: UPES, DEHRADUN							
MIS FOR THE MONTH OF JANUARY 2018							
Contact Person: Dr. Neeraj Rawat							
Mobile Number: 9997212288							
e-mailid: neerajrawat@ddn.upes.ac.in							
S.No.	Programme Details				No. of Participants		
	Start Date	End Date	Venue	Variant	Men	Women	Total
1	8-Jan-18	9-Jan-18	UPES, Dehradun	Safety	22	2	24
2	8-Jan-18	10-Jan-18	UPES, Dehradun	MBC	24	1	25
3	8-Jan-18	10-Jan-18	UPES, Dehradun	FM	19	6	25
4	8-Jan-18	10-Jan-18	UPES, Dehradun	IT	15	10	25
5	8-Jan-18	10-Jan-18	UPES, Dehradun	IT	15	11	26
6	9-Jan-18	10-Jan-18	UPES, Dehradun	Safety	24	1	25
7	11-Jan-18	12-Jan-18	UPES, Dehradun	MBC	22	3	25
8	11-Jan-18	12-Jan-18	UPES, Dehradun	Safety	24	1	25
9	11-Jan-18	12-Jan-18	UPES, Dehradun	Safety	22	3	25
10	15-Jan-18	17-Jan-18	UPES, Dehradun	FM	24	1	25
11	15-Jan-18	17-Jan-18	UPES, Dehradun	FM	21	4	25
12	15-Jan-18	17-Jan-18	UPES, Dehradun	IT	13	11	24
13	15-Jan-18	17-Jan-18	UPES, Dehradun	IT	24	0	24
14	15-Jan-18	17-Jan-18	UPES, Dehradun	IT	12	12	24
15	17-Jan-18	18-Jan-18	UPES, Dehradun	Safety	23	2	25
16	17-Jan-18	18-Jan-18	UPES, Dehradun	Safety	23	2	25
17	18-Jan-18	19-Jan-18	UPES, Dehradun	Safety	23	1	24
18	18-Jan-18	19-Jan-18	UPES, Dehradun	Safety	25	0	25
19	19-Jan-18	20-Jan-18	UPES, Dehradun	MBC	25	0	25
20	19-Jan-18	20-Jan-18	UPES, Dehradun	MBC	25	0	25
21	23-Jan-18	24-Jan-18	UPES, Dehradun	MBC	25	0	25
22	23-Jan-18	24-Jan-18	UPES, Dehradun	MBC	19	2	21
23	24-Jan-18	25-Jan-18	UPES, Dehradun	Safety	20	0	20
24	24-Jan-18	25-Jan-18	UPES, Dehradun	Safety	20	4	24
25	30-Jan-18	31-Jan-18	UPES, Dehradun	MBC	25	0	25
26	30-Jan-18	31-Jan-18	UPES, Dehradun	MBC	25	0	25
27	31-Jan-18	1-Feb-18	UPES, Dehradun	Safety	25	0	25
28	31-Jan-18	1-Feb-18	UPES, Dehradun	Safety	24	0	24

NAME OF THE UTILITY: UPES, DEHRADUN**MIS FOR THE MONTH OF FEBRUARY 2018**

Contact Person: Dr. Neeraj Rawat

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e-mailid: neerajrawat@ddn.upes.ac.in

S.No.	Programme Details				No. of Participants		
	Start Date	End Date	Venue	Variant	Men	Women	Total
1	1-Feb-18	2-Feb-18	UPES, Dehradun	Safety	23	2	25
2	1-Feb-18	2-Feb-18	UPES, Dehradun	Safety	22	0	22
3	6-Feb-18	7-Feb-18	UPES, Dehradun	MBC	23	2	25
4	6-Feb-18	7-Feb-18	UPES, Dehradun	MBC	25	0	25
5	8-Feb-18	9-Feb-18	UPES, Dehradun	Safety	23	0	23
6	8-Feb-18	9-Feb-18	UPES, Dehradun	Safety	25	0	25
7	12-Feb-18	13-Feb-18	UPES, Dehradun	Safety	25	0	25
8	12-Feb-18	13-Feb-18	UPES, Dehradun	Safety	25	0	25
9	20-Feb-18	21-Feb-18	UPES, Dehradun	MBC	25	0	25
10	20-Feb-18	21-Feb-18	UPES, Dehradun	MBC	25	0	25
11	21-Feb-18	23-Feb-18	UPES, Dehradun	IT	8	14	22
12	21-Feb-18	23-Feb-18	UPES, Dehradun	IT	21	4	25
13	23-Feb-18	24-Feb-18	UPES, Dehradun	Safety	25	0	25
14	23-Feb-18	24-Feb-18	UPES, Dehradun	Safety	25	0	25
							342