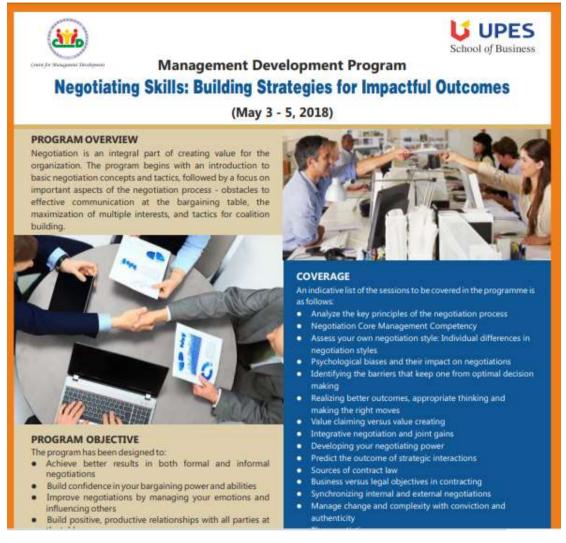
MANAGEMENT DEVELOPMENT PROGRAMS YEAR 2018-19



Program Objective

The program has been designed to: I Achieve better results in both formal and informal negotiations I Build confidence in your bargaining power and abilities I Improve negotiations by managing your emotions and influencing others I Build positive, productive relationships with all parties at the table I Create value and "enlarge the pie" to produce win-win outcomes In this nefotiation training program, the paprtcipant will learn how to execute proven tactics, refine your personal negotiating style, and improve your ability to bargain successfully and ethically in any situation. Along the way, one will gain new appreciation for how negotiating skills can help you overcome a wide range of challenges at work and beyond.

Participating Organisations

GAIL, IOCL, IOCL Pipelines, HPCL,

Program Faculty

Dr. Alok Saklani, Dr. Mukesh Chaturvedi, Dr. Rashmi Aggarwal, Dr. Neeraj Rawat



Sitting L to R : B Sreekanth, Dr. Neeraj Rawat, Anuj S Baronia, Santiram Mandal, Dr. Keshav Sharma, R Radhakrishnan, Dr. Neeraj Anand, S D Behera, Navneet Pokhriyal, Sandeep Chugh Standing L to R : Ravi Anand, Surya Prakash Arya, Parimal Anand, Mayur Dev Singh, B P Singh, Aman Kumar Sinha, Amit Jain, Rajeev Kharakwal, Deepanshu Gupta, Atul Parhate, Prashant Mishra

Program Objective

This two day program will help participants to build competencies in the focus areas and enable them to employ some widely used tools and techniques in project management. The program introduces the participants to the best practices and the standard set by the Project Management Institute (PMI), USA. The program is designed to enhance the project management knowledge & skills of participants in managing and leading projects for successful completion.

Participating Organisations

HPCL, UPCL, IOCL, SAIL, Reliance

Program Faculty

Santiram Mondal, R Radhakrishnan, Amit Garg, Debadyuti Das

🔰 UPES

Application of Advanced Analytics for Oil & Gas Sector

Date(s): JANUARY 8-9, 2019

Day 1	
8:45 am - 9:00 am	Introduction of Participants and Program Overview
09:00 am - 10:30 am	Implementation Challenges and Opportunity areas on Rollout of Advanced
	Analytics in Oil & Gas Sector
10:30 am - 11.00 am	Tea Break
11:00 am - 1:00 pm	Case Study on Journey of Advanced Analytics in HPCL
1:00 pm - 1.30 pm	Lunch Break
1:30 pm - 3:30 pm	Upstream Process - Exploration & Drilling
3:30 pm - 3.45 pm	Tea Break
3:45 pm - 5.15 pm	Upstream Process - Production of Oil & Gas (Application areas of Analytics)
5:15 pm - 5:30 pm	Wrap-up and next steps

Day 2	
9:30 am - 11:00 am	Application of Advanced Analytics in Oil & Gas
11:00 am - 11:15 am	Tea Break
11:15 am - 12:45 pm	Midstream Process - Resources, Transportation & Storage (Gantry, S&D)
12:45 pm - 1:15 pm	Lunch Break
1:15 pm - 2:45 pm	Business Processes in Refineries & Marketing – I
2:45 pm - 3:00 pm	Tea Break
3:00 pm - 4:30 pm	Downstream Process - Refineries & Marketing - II
4:30 pm - 5:00 pm	Closing Remarks & End of Program

Participating Organisation

SAS India Pvt Ltd

Program Faculty

R Radahkrishnan, Dr. SK Pokhriyal, Dr. Pramod Painuly, Dr. Neeraj Rawat, Dr. Deepankar Chatterjee

TRAINING PROGRAM ON TEAMBUILDING AND BELONGINGNESS (February 18-19, 2019)

Program Overview

Team building is a collective term for various types of activities used to enhance social relations and define roles within teams, often involving collaborative tasks. Team bonding activities also improve workplace projects that involve teamwork. After completing teambuilding activities together, employees start to understand each other's strengths, weaknesses, and interests. This understanding helps them work even better together on future progress vital to an organisation. The program aims:

- Shared a common understanding on how important is teamwork in sustaining the performance of individuals and teams
- Enhanced their skills in setting clear expectations and objectively analyzing the communication skills of self and others.
- Learned the methods of self-analysis and understanding the value of good work in life both at professional and personal front.

Key Topics

- Understanding SELF
- Key characteristics of our persona
- How do we behave?
- How do we communicate
- Core elements, principles and benefits of effective communication skills
- Role of TEAM
- Role of team leader in achieving high performance
- Group 'shapes' exercise with review, presentation, individual reflective exercise
- What should change
- Controllable and non-controllable factors
- Objectively assessing change
- Review and next steps
- Review of learning and action planning

Participating Organisation

Indian Ports Association (IPA) Executives

Program Faculty

Dr Nikhil Kulshreshta, Dr PC Bahuguna, Dr. Neeraj Rawat, Dr. R Singhal