

BOUQUET OF OFFERINGS 2013-14



- To support and enrich the core curriculum, the programme would integrate a variety of teaching and learning resources including practical, experiential learning through cross-disciplinary case studies and group exercises. One of the ways of doing this is by stepping back, moving away from the board room, back to the classroom. These classrooms are centres of learning, which give opportunity to learn new concepts and strategies and also help in building up one's professional acumen through extensive interactions among the leaders.
- BIMTECH has been delivering programs in various domains of Management and has been continuously improving and adding new programs based on general and specific needs of organizations.
- These programs can be delivered in the shape offered herein or with sensitive adaptations as per the need of the client organization. Depending on the need assessed, the content and duration of the programs can also be altered to make the learning inputs time and cost effective.

S. No	TITLE	DURATION	PROGRAM DIRECTOR(S) / FACULTY
BUSINESS COMMUNICATION			
1.1	Communication for Organizational Development	3 Days	Dr. Mukesh Chaturvedi Dr. Archana Shrivastava
1.2	Cross-Cultural Communication	2 Days	Dr. Mukesh Chaturvedi Prof. Shylaja Iyengar
1.3	Effective Business Communication Through Theatre Technique	3 Days	Dr. Mukesh Chaturvedi Prof. Sangeeta Shukla
1.4	Professional and Social Etiquette	1 Days	Prof. Shylaja Iyengar Prof. Jyotika Kulrety
FINANCIAL MANAGEMENT			
2.1	Finance for Non Finance Executives	2 Days	Prof. A.K. Malhotra Dr. L. Ramani
2.2	Strategic Cost Management : Making Organization Cost Conscious	2 Days	Prof. Rajeev Sharma
2.3	Marketing of Banking Products	2 Days	Prof. B. K. Das
2.4	Financial Inclusion and Role of Banks	1 Day	Prof. B. K. Das
2.5	Capsule Course for Newly Recruited Officers in Public Sector Banks	3 Days	Prof. B. K. Das
2.6	Workshop on Retail Banking	2 Days	Prof. B. K. Das
GENERAL MANAGEMENT			
3.1	Research Methodology using SPSS	2 Days	Prof. G.N. Patel Prof. A Bose
3.2	Business Modeling using Excel	2 Days	Prof. A Bose Prof. Kapil Garg
3.3	Performance Evaluation and Benchmarking	2 Days	Prof. G.N. Patel Prof. A Bose Dr. Sourabh Bishnoi
3.4	Conflict Management	2 Days	Dr. Parmeswar Nayak Prof. Bhushan Kachru
3.5	Economics for Executives	1 Day	Prof. Jaya Gupta Prof. Pooja Mishra
3.6	Foundation Course in General Management	14 Days	Prof. K. K. Sinha
3.7	Executive Development Programme	14 Days	Prof. K. K. Sinha
3.8	Land Acquisition R&R and CSR	3 Days	Prof. Navin Shrivastava

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HUMAN RESOURCE MANAGEMENT			
4.1	Leadership Development	4 Days	Prof. K. K. Sinha Dr. Parameswar Nayak Dr. Manosi Chaudhuri Dr. Nitika Sharma Prof. Sunil Sangra
4.2	HR for HR Professionals	2 Days	Prof. K. K. Sinha Dr. Parameswar Nayak Dr. Manosi Chaudhuri
4.3	HR for Non HR Managers	3 Days	Dr. Parameswar Nayak Dr. Manosi Chaudhuri Prof. K. K. Sinha
4.4	Personal Effectiveness and Conflict Resolution	3 Days	Dr. Manosi Chaudhuri Prof. Navin Shrivastava
4.5	Leading and Winning the EI Way: Emotional Intelligence (EI)/EQ Workshop	2 Days	Prof. Rajeev Sharma Prof. Himanshi Tiwari
4.6	Creativity and Innovation – Harnessing Intellectual and Social Capital Towards Creativity and Innovation	2 Days	Prof. Rajeev Sharma Prof. Himanshi Tiwari
4.7	Managing Industrial Relations and Labour Legislations	3 Days	Prof Navin Shrivatava
4.8	Measuring Corporate Performance	2 Days	Prof. Rajeev Sharma Dr. L. Ramani
4.9	Enhancing Managerial Effectiveness	3 Days	Dr. Manosi Chaudhuri Prof. Navin Shrivastava
4.10	Leadership Development Program (with Two Days Out Bound Training)	6 Days	Prof. K. K. Sinha Dr. Manosi Chaudhuri Dr. Parmeswar Nayak
4.11	Team Building	3 Days	Dr. Manosi Chaudhuri Prof. Navin Shrivastava
4.12	Collective Bargaining and Workers' Participation in Management	3 Days	Prof. K. K. Sinha Prof. Navin Shrivastava
4.13	Stress Management in the Workplace	3 Days	Dr. Parameswar Nayak Dr. Manosi Chaudhuri
4.14	Supervisory Skills Development for First Line Managers	2 Days	Prof. Bhushan Kachru
4.15	Coaching, Counselling and Mentoring	2 Days	Dr. Parameswar Nayak Dr. Nitika Sharma
4.16	Competency Mapping	2 Days	Dr. Parameswar Nayak

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4.17	Conflict and Negotiation	2 Days	Prof. Pooja Mishra Prof. Jaya Gupta
4.18	Developing Winning Edge for Leaders	3 Days	Prof. K.K. Sinha
INSURANCE & RETAIL MANAGEMENT			
5.1	Managing Risk Associated with the Industries	1 Day	Prof. Monica Mittal
5.2	Claim Management for Insurance Brokers	2 Days	Prof. M. S. Rawat Prof. M. K. Pandey
5.3	Basic Insurance Concepts for Corporate Executives	2 Days	Prof. P. S. Nagpal Prof. M. K. Pandey
5.4	Sales Training for Front Line Executives	3 Days	Prof. Pankaj Priya Prof. Gagan Katiyar
INTERNATIONAL BUSINESS			
6.1	Export Import Procedures and Documentation	2 Days	Dr. Anupam Varma Prof. Abha Rishi Dr. Anuj Sharma
6.2	Managing Export Business in Turbulent Times	2 Days	Dr. Anupam Varma Prof. Abha Rishi Dr. Anuj Sharma
6.3	International Shipping and Chartering	2 Days	Dr. Anupam Varma
6.4	Getting Started in Exports	2 Days	Dr. Anupam Varma Prof. Abha Rishi Dr. Anuj Sharma
6.5	Export Marketing and International Trade Operations	3 Days	Dr. Anupam Varma Prof. Abha Rishi Dr. Anuj Sharma
6.6	Trade Finance, Risk Management and Methods of Payment	2 Days	Dr. Anupam Varma
6.7	Global Supply Chain Management and Logistics	2 Days	Prof. Rajeev Sharma
6.8	Global Business Strategy for SME's - Today and Tomorrow	2 Days	Dr. Anupam Varma Prof. Abha Rishi Dr. Anuj Sharma

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S. No	TITLE	DURATION	PROGRAM DIRECTOR(S) / FACULTY
STRATEGIC MANAGEMENT			
7.1	Corporate Entrepreneurship	2 Days	Prof. A. Sahay Prof. N.N. Sharma
7.2	Mergers and Acquisitions	2 Days	Prof. A. Sahay
7.3	Using Strategy for Creating a Sustainable Competitive Advantage	2 Days	Prof. Sunil Sangra
7.4	Superior Strategy Execution Through Mapping, Translating and Aligning Strategy	2 Days	Prof. Sunil Sangra
SUPPLY CHAIN LOGISTICS AND OPERATIONS MANAGEMENT			
8.1	Essentials of TQM Empowering Employees towards Business Excellence	2 Days	Prof. Rajeev Sharma
8.2	Supply Chain Management - "Supply Chain a Critical Success Factor"	2 Days	Prof. Rajeev Sharma
8.3	Global Supply Chain Management- "Working towards Synchronized Supply Chains"	1 Day	Prof. Rajeev Sharma
8.4	Certified Supply Chain Manager	4 Days	Prof. Eugene Reuben
SUSTAINABLE DEVELOPMENT PRACTICES			
9.1	Understanding Rural Mindset: Opportunities and Challenges in tapping BOP	2 Days	Prof. Kuldeep Sharma
9.2	Organizational Sustainability and Inclusiveness	2 Days	Dr. Rahul Singh Prof. N. N. Sharma
9.3	Corporate Social Responsibility	2 Days	Prof. N.N. Sharma Dr. Vineeta Dutta Roy
9.4	Organization and Public Policy Issues	1 Day	Dr. Rahul Singh Prof. N. N. Sharma
9.5	Project Design & Management (PDM) for NGO Managers	7 Days	Prof. N.N. Sharma Dr. Vineeta Dutta Roy