

INDIAN INSTITUTE OF MANAGEMENT MUMBAI



ANNOUNCES

MANAGEMENT DEVELOPMENT PROGRAMMES

APRIL 2023 - MARCH 2024

SPONSORED RESEARCH & INDUSTRIAL CONSULTANCY (SRIC)

Vihar Lake, Mumbai – 400 087

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NURTURING INDUSTRY TOWARDS EXCELLENCE

ABOUT NITIE

NITIE was incepted in 1963 to deliver a unique mission raising the productivity of India's industries and to make their limited resources gainfully utilized. Aided by ILO, the Government of India set up NITIE as the only training institute that sought to skills and competencies in the domain of operations and supply chain, materials management, work study, inventory control, shop floor management and personnel management to professionals of India's industry.

Having established itself in industrial training, the institute launched its first Post Graduate Programme in Industrial Engineering (PGDIE) in 1971, to teach graduates of engineering, the methods, and techniques of industrial engineering. Subsequently, with its qualitative and quantitative teaching capabilities ably strengthened and considering the growing requirement of industry, NITIE introduced two-year full time Post Graduate Programme in Industrial Management (PGDIM) in 1994 and subsequently started full time Post Graduate Programme in Industrial Safety and Environmental Management (PGDISEM) in 2001.

From the Academic year 2014-15, NITIE has started two Programmes viz, Post Graduate Diploma in Project Management (PGDPM) and Post Graduate Diploma in Manufacturing Management (PGDMM) to meet the growing demands of industry.

NITIE also offers fellow programme at Doctorate level recognized as equivalent to Ph.D. of an Indian University.

NITIE has been conducting announced one year Post Graduate Program for Executives-Visionary Leadership for Manufacturing from September 2017. Details of all the PGD program & PGPEX programs are available on NITIE website.

Along with higher education in the field of management, today NITIE is vigorously engaged in executive education, industrial consultancy, sponsored and applied research projects. NITIE aspires to provide executive talent to help India manage emerging technologies. To this end, in its pedagogy NITIE has carefully crafted an unmatched blend of classroom education in such technologies, management principles and hands-on practice.

NITIE is administered through a Board of Governors representing industry, government, labour, and professional bodies with Shri. Shashi Kiran Shetty, as Chairman and Prof. Manoj K Tiwari as Director.

SPONSORED RESEARCH AND INDUSTRIAL CONSULTANCY (SRIC)

India is one of the fast-developing economy and it offers huge opportunities for people to contribute and to economic development and increase the standard of livings. NITIE is trying to contribute its 'squirrel role' to bring industrial revolution in the country. The SRIC department at NITIE plays a vital role in the industry outreach activities.

Applied Research plays a significant role in creating knowledge and thus contribute to industry and society. With a wide diversity of research expertise available within the Institution, NITIE, Mumbai is geared to take up leadership through Sponsored Research and Industrial Consultancy (SRIC) across the domain of Industrial engineering and management.

Sponsored Research & Industrial Consultancy (SRIC) of NITIE, Mumbai has been undertaking the sponsored research activities, funded through various agencies along with the executive education & consultancies for the industry. The activities start from proposal submission, project management including accounting, recruitment of research personnel, interactions with the funding agency, protection of IPR and technology transfer. Additionally, SRIC plays a very vital role in new research initiatives of the Institute and implementation of various national initiatives such as NEP.

SRIC provides the external linkages with industry, academia, and government bodies to strengthen the knowledge creation and dissemination.

SRIC AT NITIE FOCUSES ON THE FOLLOWING

- *Executive Education:*
 - To design and conduct Managerial Development Program (MDPs) and Unit Based Program (UBPs) on contemporary topics.
 - To advance transformative education and industry-inspired research in industrial engineering and management.

- *Project & Consultancy Services:*
 - To undertake applied industry research projects (self and externally funded) in the contemporary topics/ areas aligned with industrial requirement and society at large.
 - To leverage our current strengths and capacity building through externally funded projects.
 - To expand our activities through outreach activities by creation of knowledge, transfer and capability building of Industry by designing company specific programs to enable industry to perform at optimum levels.
 - To provide Consultancy services targeted towards application of knowledge to solve industry specify problems and enable them to achieve their strategic, tactical & operational goals.

- *Research & Development:*
 - To foster strong links with industry for applied and collaborative research, and contribute towards technology transfer, and specialized human resource development. Further, promoting commercialization and application of technologies and inventions.
 - To identify and protect intellectual property rights developed across through the various initiatives at the Institute.
 - To facilitate access to research, expertise and technology databases and dissemination of information through publication of research journal Udyog Pragati - *The Journal for Practicing Managers*.
 - To develop and nurture international linkages for research and development through MoU's.

MANAGEMENT DEVELOPMENT PROGRAMME 2023 – 24

FOR PRACTISING MANAGERS, ENGINEERS, PROFESSIONALS AND ADMINISTRATORS

| PROGRAMME CODE | TITLE OF THE PROGRAMME | COURSE LEADER/S | DURATION OF THE PROGRAMME | ONLINE OR OFFLINE | START DATE (DD-MM-YYYY) |
|----------------|--|--|---------------------------|-------------------|-------------------------|
| 1 24 1 01 | Management of Intellectual Property (IP) for Gaining Competitive Advantage (Creation, Protection and Leveraging of IP) | B. Koteswara Rao Naik | 30 Hrs. (5 Days) | OFFLINE | 03-04-2023 |
| 1 24 1 07 | Financial Time Series Modelling (Theory and Application) | Prof. Ajaya Kumar Panda / Rakesh Verma | 12 Hrs. (2 Days) | ONLINE | 09-06-2023 |
| 1 24 1 09 | Simulation for Operations Analytics and Managerial Decision Making | Vivek Khanzode | 12 Hrs. (2 Days) | OFFLINE | 26-06-2023 |
| 1 24 1 08 | Accelerating Growth Through Innovation and Business Analytics | Vartika Srivastava / Ruchita Gupta | 12 Hrs. (2 Days) | ONLINE | 10-07-2023 |
| 1 24 2 10 | Supply Chain Digital Twins, Transparency and Trust | Vijaya Kumar Manupati / Vartika Srivastava | 12 Hrs. (2 Days) | ONLINE | 15-07-2023 |
| 1 24 2 11 | AI/ML Driven Customer Relationship Management | Purnima Sangle / Neeraj Pandey / Debabrata Das | 18 Hrs. (3 Days) | ONLINE | 17-07-2023 |
| 1 24 1 05 | Tugging at Heartstrings & Engaging the Brain: The Art & Science of Storytelling | Megha Gupta | 12 Hrs. (2 Days) | ONLINE | 24-07-2023 |
| 1 24 2 12 | Hazards Identification and Risk Analysis in Industries (A Qualitative and Quantitative Risk Assessment Approaches) | Vidyadhar V. Gedam | 12 Hrs. (2 Days) | ONLINE | 24-07-2023 |
| 1 24 2 13 | Project Risk Analytics | Ruchita Gupta / Vivekanand Khanapuri | 18 Hrs. (3 Days) | ONLINE | 24-07-2023 |
| 1 24 2 14 | Intellectual Property (IP) Analytics: A Strategic Tool for Gaining Competitive Business Advantage | B. Koteswara Rao Naik | 18 Hrs. (3 Days) | OFFLINE | 01-08-2023 |
| 1 24 2 15 | Business Competitiveness Through Operational Excellence | Balkrishna Narkhede | 18 Hrs. (3 Days) | OFFLINE | 07-08-2023 |
| 1 24 2 16 | Leadership and Team Building | D. K. Srivastava | 18 Hrs. (3 Days) | OFFLINE | 07-08-2023 |
| 1 24 1 04 | ESG for Corporates | Hema Diwan | 12 Hrs. (2 Days) | ONLINE | 08-08-2023 |
| 1 24 2 18 | Application of Time Series Modelling for Business Forecasting | Poonam Singh / Ajaya Panda | 18 Hrs. (3 Days) | ONLINE | 11-08-2023 |
| 1 24 2 19 | Risk Assessment, BBS and DMP | Vidyadhar Gedam / Seema Unnikrishnan / Shankar Murthy | 18 Hrs. (3 Days) | ONLINE | 21-08-2023 |
| 1 24 2 20 | Marketing Strategy for Industrial Products | Manoj Kumar Jha | 18 Hrs. (3 Days) | ONLINE | 21-08-2023 |
| 1 24 4 77 | Managerial Decision Making | Vijaya Gupta / Utpal Chattopadhyay | 30 Hrs. (5 Days) | OFFLINE | 21-08-2023 |
| 1 24 2 21 | People Analytics | Sumi Jha | 18 Hrs. (3 Days) | ONLINE | 28-08-2023 |
| 1 24 2 22 | Strategic Project Management | B. Koteswara Rao Naik | 30 Hrs. (5 Days) | OFFLINE | 04-09-2023 |
| 1 24 4 70 | Case Development and Writing | Neeraj Pandey | 18 Hrs. (3 Days) | ONLINE | 04-09-2023 |
| 1 24 4 78 | Excellence in Communication | Nikhil K. Mehta | 18 Hrs. (3 Days) | OFFLINE | 04-09-2023 |
| 1 24 2 23 | Managerial Decision-Making through System Simulation | P. Acharya / M. S. Mahapatra | 18 Hrs. (3 Days) | ONLINE | 07-09-2023 |
| 1 24 2 24 | Circularity in Supply Chain Management | Seema Unnikrishnan / Shirish Sangle / Vidyadhar V. Gedam | 18 Hrs. (3 Days) | ONLINE | 11-09-2023 |

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|-----------|--|--|------------------|---------|------------|
| 1 24 1 02 | ESG # Impact Investing | Hema Diwan / Binilkumar Amarayil Sreeraman | 12 Hrs. (2 Days) | ONLINE | 14-09-2023 |
| 1 24 2 17 | Sustainability Leadership Strategies: ESG Investment Paradigms | Binilkumar Amarayil Sreeraman / Hema Diwan | 18 Hrs. (3 Days) | ONLINE | 14-09-2023 |
| 1 24 2 25 | Excelling Service Operations | Rofin T M | 18 Hrs. (3 Days) | OFFLINE | 18-09-2023 |
| 1 24 2 26 | Decision Making Under Disruption | Rakesh Verma / Ajaya Kumar Panda | 18 Hrs. (3 Days) | ONLINE | 25-09-2023 |
| 1 24 3 27 | Managerial Leadership and Team Building for Senior Managers | Prasad T | 18 Hrs. (3 Days) | ONLINE | 11-10-2023 |
| 1 24 3 28 | Financial Analytics with Time Series Modelling and Neural Networks | Ajaya Kumar Panda / Rakesh Verma | 12 Hrs. (2 Days) | ONLINE | 13-10-2023 |
| 1 24 4 79 | Building Business Sensitivity on Stakeholder Marginalisation | Nikhil K Mehta | 12 Hrs. (2 Days) | OFFLINE | 16-10-2023 |
| 1 24 4 71 | Strategic Pricing | Neeraj Pandey | 18 Hrs. (3 Days) | ONLINE | 23-10-2023 |
| 1 24 4 82 | Simulations and Digital Twins for Manufacturing and Service Industries | Vijaya Kumar Manupati / Rosalin Sahoo | 18 Hrs. (3 Days) | ONLINE | 15-11-2023 |
| 1 24 3 31 | Winning Competitive Edge using Machine Learning in Marketing | Sanjeev Verma / Vartika Srivastava | 18 Hrs. (3 Days) | ONLINE | 20-11-2023 |
| 1 24 3 32 | Data Analytics for High Level Decision Making | Rakesh Verma | 18 Hrs. (3 Days) | ONLINE | 20-11-2023 |
| 1 24 3 34 | Digital Analytics, Modelling, and Simulation for Port Management | Veepan Kumar / Vijaya Kumar Manupati | 18 Hrs. (3 Days) | ONLINE | 20-11-2023 |
| 1 24 4 81 | Net Zero Emissions and Supply Chain Sustainability: Building Resilient and Green Value Chain | Veepan Kumar / Shirish Sangle | 12 Hrs. (2 Days) | ONLINE | 20-11-2023 |
| 1 24 3 35 | Dynamic Pricing for Revenue Management | Rofin T M / Maheswar Singha Mahapatra | 18 Hrs. (3 Days) | ONLINE | 21-11-2023 |
| 1 24 3 36 | Digital Trusts for the Enterprises | Amit Kumar Das / Purnima Sangle | 12 Hrs. (2 Days) | ONLINE | 21-11-2023 |
| 1 24 1 06 | RECs and Corporate Energy Procurement Mechanism | Hemachandra Padhan / Binilkumar Amarayil Sreeraman | 18 Hrs. (3 Days) | ONLINE | 22-11-2023 |
| 1 24 3 37 | Entrepreneurial Learning methods for Higher Education Faculty Members | Prasad T | 18 Hrs. (3 Days) | ONLINE | 22-11-2023 |
| 1 24 4 72 | Applications of AI/ML in Operations & Supply Chain Management | Priyanka Verma / Sushmita Narayana / Debabrata Das | 18 Hrs. (3 Days) | ONLINE | 25-11-2023 |
| 1 24 3 38 | ESG Performance Management | Shirish Sangle / Vidyadhar Gedam | 18 Hrs. (3 Days) | ONLINE | 27-11-2023 |
| 1 24 3 41 | Demystifying Capital Markets: What Finance and Non-Finance Executives Must Know | Vipul Kumar Singh | 30 Hrs. (5 Days) | OFFLINE | 10-12-2023 |
| 1 24 3 42 | Customer Insights for Competitive Edge Using Machine Learning | Sanjeev Verma / Vartika Srivastava | 18 Hrs. (3 Days) | ONLINE | 11-12-2023 |
| 1 24 3 44 | EHS and ESG: Compliances for Corporates | Seema Unnikrishnan / Hema Diwan | 12 Hrs. (2 Days) | ONLINE | 11-12-2023 |
| 1 24 3 43 | Corporate Strategies for Sustainable Energy Transition | Hemachandra Padhan / Binilkumar Amarayil Sreeraman | 18 Hrs. (3 Days) | ONLINE | 13-12-2023 |
| 1 24 4 47 | A way for Intelligent Enterprise using Analytics | Ruchita Gupta / Purnima Sangle | 12 Hrs. (2 Days) | ONLINE | 08-01-2024 |
| 1 24 4 80 | संप्रेषण कुशलता (Excellence in Communication) | निखिल केवल कृष्णा मेहता | 12 Hrs. (2 Days) | OFFLINE | 08-01-2024 |

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| 1 24 4 74 | Negotiations for Excellence in Sourcing & Procurement | Upasna A Agarwal / Sushmita Narayana | 12 Hrs. (2 Days) | ONLINE | 12-01-2024 |
| 1 24 4 49 | Work Study (Method Study and Work Measurement) | Milind Akarte | 12 Hrs. (2 Days) | ONLINE | 13-01-2024 |
| 1 24 3 33 | Managerial Skills for Technical Personnel | D. K. Srivastava | 18 Hrs. (3 Days) | OFFLINE | 15-01-2024 |
| 1 24 4 50 | Marketing Analytics for Competitive Advantage | Sanjeev Verma / Vartika Srivastava | 18 Hrs. (3 Days) | ONLINE | 15-01-2024 |
| 1 24 4 51 | ESG Leadership Development | Shirish Sangle / Vidyadhar Gedam | 18 Hrs. (3 Days) | ONLINE | 15-01-2024 |
| 1 24 3 39 | Business to Business Marketing | Manoj Kumar Jha | 18 Hrs. (3 Days) | OFFLINE | 15-01-2024 |
| 1 24 4 52 | Operational Excellence - The Way to Achieve It | Ravindra Gokhale / Rakesh Raut | 18 Hrs. (3 Days) | ONLINE | 17-01-2024 |
| 1 24 4 53 | Corporate Strategies for Business Success | Utpal Chattopadhyay / Binilkumar Amarayil Sreeraman | 18 Hrs. (3 Days) | ONLINE | 17-01-2024 |
| 1 24 4 54 | Manufacturing Strategy in a Post Covid-19 Era | Balkrishna Narkhede / Rakesh Raut | 18 Hrs. (3 Days) | OFFLINE | 22-01-2024 |
| 1 24 4 73 | Product Management | Neeraj Pandey | 12 Hrs. (2 Days) | OFFLINE | 22-01-2024 |
| 1 24 4 55 | Decision-Making for Trust-Worthy Technologies | Amit Kumar Das / Purnima Sangle | 12 Hrs. (2 Days) | ONLINE | 23-01-2024 |
| 1 24 3 45 | Managerial Decision Making | L. Ganapathy | 12 Hrs. (2 Days) | ONLINE | 27-01-2024 |
| 1 24 4 56 | Production Planning and Control | Ravindra Gokhale / Rakesh Raut | 18 Hrs. (3 Days) | ONLINE | 29-01-2024 |
| 1 24 3 29 | ESG Implications on Sustainable Finance: What Finance and Non-Finance Executives Must Know | Vipul Kumar Singh / Vidyadhar Gedam | 30 Hrs. (5 Days) | OFFLINE | 29-01-2024 |
| 1 24 4 57 | Decision Optimisation for Business | P. Acharya / M. S. Mahapatra | 18 Hrs. (3 Days) | OFFLINE | 01-02-2024 |
| 1 24 4 58 | Inclusion as Strategy: Unison of HR, Marketing & Analytics | Megha Gupta / Vartika Srivastava | 12 Hrs. (2 Days) | ONLINE | 05-02-2024 |
| 1 24 4 59 | Lean and Agile Supply Chain | Ravindra Gokhale / Rakesh Raut | 18 Hrs. (3 Days) | ONLINE | 07-02-2024 |
| 1 24 4 60 | Strategic Manufacturing Management | Milind Akarte | 12 Hrs. (2 Days) | ONLINE | 10-02-2024 |
| 1 24 4 61 | Demystifying Derivatives: What Finance and Non-Finance Executives Must Know | Vipul Kumar Singh | 30 Hrs. (5 Days) | OFFLINE | 11-02-2024 |
| 1 24 4 62 | Experimentation Design for Innovation and Business Growth | Sanjeev Verma / Vartika Srivastava / Megha Gupta | 18 Hrs. (3 Days) | ONLINE | 12-02-2024 |
| 1 24 4 63 | Data Analytics for Corporates | Hemachandra Padhan | 12 Hrs. (2 Days) | ONLINE | 12-02-2024 |
| 1 24 4 64 | Decision Making under Risk and Uncertainty | Ajaya Kumar Panda | 18 Hrs. (3 Days) | ONLINE | 12-02-2024 |
| 1 24 4 65 | Corporate Reporting: Integrating NET ZERO Paradigm with Sustainability Disclosures | Binilkumar Amarayil Sreeraman / Hema Diwan | 18 Hrs. (3 Days) | ONLINE | 14-02-2024 |
| 1 24 4 84 | Strategic Thinking for Business Excellence | Utpal Chattopadhyay/ Binilkumar Amarayil Sreeraman/Poonam Singh | 18 Hrs. (3 Days) | OFFLINE | 26-02-2024 |

Note: The Non-Residential & Residential offline MDP Programmes will attracting additional Charges and will be communicated later to the organization/ Participant/s.

Registration Link: <https://forms.office.com/r/htcZeNz75D>

COURSE FEE DETAILS:

| No. of Days | Duration | Professional Fee* (Per participant) | GST (18%) | Total Fees |
|-------------|----------|-------------------------------------|-----------|------------|
| 2 | 12 Hrs | ₹6,500.00 | ₹1,170.00 | ₹7,670.00 |
| 3 | 18 Hrs | ₹10,500.00 | ₹1,890.00 | ₹12,390.00 |
| 5 | 30 Hrs | ₹17,500.00 | ₹3,150.00 | ₹20,650.00 |

DISCOUNTS:

| No. of Participants from same organization | Discount for Participants (₹) |
|---|-------------------------------|
| 3 and above participants from same organization for individual MDPs | 10% (on the Professional Fee) |

***Discount is applicable as per above table on professional fee.**

Note: The Non-Residential & Residential offline MDP Programmes will attract additional Charges and will be communicated later to the organization/ Participant/s.

Refund Rules

Fees once paid can be adjusted for 2 financial years against future nominations only. In case a course is cancelled on account of inadequate participation or any other unforeseeable reasons, the participants will be informed of the cancellation by e-mail or Fax and the fee will be refunded. NITIE will not be liable for any other expenses incurred by the company or the participant.

Eligibility

Person with relevant experience and holding a responsible position in Industry

Enrolment

Following details may be sent to us for enrolment: Name, Designation, Age, Qualification, Experience (years) and the present functions. Fee can be sent through ECS/NEFT or by Demand Draft drawn in favour of "NITIE, Mumbai"

addressed to:

Prof. I/C.- Industry Connect,
SRIC Office,
Indian Institute of Management,
Vihar Lake, Mumbai – 400 087.

For queries and support related to Sponsored Research & Industrial Consultancy contact:

Sponsored Research and Industrial Consultancy (SRIC) Office

Indian Institute of Management, Vihar Lake, Mumbai - 400 087

Phone: (022) 2857 3371 / 2803 5269 / 2803 5275.

E-mail: program@iimmumbai.ac.in, Website: <https://iimmumbai.ac.in/>

UNIT BASED PROGRAMMES

Every organization faces the continuous challenges of:

- Keeping pace with latest concepts and techniques indifferent fields.
- Providing training support in specific areas to specific groups.
- Enthusing employees for further training and influencing their attitudes.
- Working for still higher productivity.

NITIE assists the organizations through its Units Based Programmes which:

- Cover the latest concepts and techniques indifferent field of functional and general management.
- Are designed to meet identified training needs that will influence the attitude of employees and make them learning- oriented.
- Are continuously updates with the experience gained in increasing productivity indifferent organizations

NITIE's Goals for United Based Programmes:

NITIE helps to increase the Enterprise's effectiveness through the following objectives:

- Diagnose and assess training needs in different functional areas, and design the training programme, adding the latest concepts and techniques in the relevant filed of management.
- Identify areas for productivity improvement and enable the executives and employees to apply the knowledge, gained, to real- life problems in their organization.
- Increase enterprise effectiveness through in-company programmes to meet the specific needs of the organization.
- Create an awareness of the value of training and bring about a change in the attitude of the employees.
- Maintain a close linkage and liaison with the business and industry in relation to the training to be imparted a different level.

NITIE's approach to Unit Based Programmes

NITIE faculty conduct Pre- Training Survey (PTS) for 1 or 2 days. (if necessary), to assess training needs of organization. Programmes designed and implemented on the basis of a PTS create more interest to the participants in the sessions and increase the worth and effectiveness of the training. PTS also helps to identify appropriate duration of the programme. Thus, PTS enable to collect the necessary inputs for the programme relating to the organization. After the PTS is over, NITIE team of faculty who conduct the study, draw up a programme schedule mutually acceptable to the organization and NITIE. On confirmation thereof, the programmes are conducted for the duration agreed upon.

Certificate Programmes

Special/ Customized part-time certificate programmes in the areas of industrial Engineering, Supply Chain Management, Project Management, Manufacturing Management etc. (to be announced).

Special Programs

1. NITIE has announced one year Post Graduate Program for Executives- Visionary Leadership for Manufacturing from September 2017. Details are available on NITIE web site <https://iimmumbai.ac.in/>

Pre- Training Survey (PTS) Terms:

1. A token Feed of ₹10,000/- Per faculty per contact day.
2. Travelling expenses of faculty members/s, (minimum 2 faculty), to and fro by air and local transportation at both ends.
3. Boarding and Lodging expenses of the faculty members/s at destination.

Unit Based Programmes (UBP)

The programs can be conducted at client's place or at NITIE as per the requirements. The Terms & Conditions will be sent on formal request.

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| 1 | <p>Industrial Engineering Industrial Engineering and Work Study for Higher Productivity. Productivity/ Efficiency Improvement & Ergonomics Productivity Management Systematic Planning Layout Ergonomics. Health, Fitness & Life Style Management Vehicular & Transport Ergonomics Manpower Requirement Analysis Value Engineering Latest Trends in Productivity Ergonomics Evaluation of Work Places Method Study and Work Measurement Industrial Engineering Certification Programme</p> | 5 | <p>Sustainability Management Strategic Environmental Management Industrial Safety, Risk & Hazards Management. Risk Analysis, HAZOP Study, Disaster Management & Behavioural Safety Assessment & Risk Mitigation Methods Noise Monitoring Sustainability Leadership Development Programme. Hazard Identification & Risk Analysis and Behavior Based Safety Renewable energy Sustainability for Chemical Industry Industrial Risk & Disaster Management Environment, Social & Governance (ESG) Certification Sustainability and ESG Certification Programme</p> |
| 2 | <p>Operations and Supply Chain Management Achieving Manufacturing/ Operational Excellence Six Sigma & Lean Concepts for Business Excellence Strategic Program on Supply Chain Management World Class Maintenance for Operational Excellence Lean Manufacturing Manufacturing Management Operations Management Quality Management Statistical Process Control & Quality Management Reliability Centered Maintenance Supply Chain Management Logistics & Distribution Management Material Management Inventory & Spare Parts Management Supplier Capacity Evaluation Induction course for Assistant Work Managers Production & Operations Management Expert Module – Building Operations & Logistic Strategies Foundation Course on Operation Management Manufacturing Systems Engineering and Simulation Effective Stores Management Warehouse Design-Tools and Techniques Fundamentals and Discrete Event Management Capacity Building program on Project Planning & Scheduling Capacity Building program on Project Project Procurement & Risk Management AI/ML for Excellence in Demand Planning</p> | 6 | <p>General Management</p> |
| A | | <p>Economics & Strategy Strategic Thinking for Managers</p> | |
| B | | <p>Finance & Accounting Cost Management in Manufacturing Firm Cost Engineering. Economics Workshop</p> | |
| | | C | <p>Human Resource Management Emotional Intelligence at Work Leadership Development Programme Enhancing Managerial Effectiveness Managerial & Leadership Development Skills Managerial Leadership & Team Building Psychological and Behavioural Intervention Commercial Aspects of the Business Communication, Interpersonal & Presentation Skills Negotiation Skills Stress & Time Management Change Management Modules for Enhancing Effectiveness for DRTC Officers Basic Management Module for DRTC Officers Mid-Career Training Programme (MCTP) level-1 for STS Soft Intervention training Programme for Agri Implement Cluster People Analytics Executive Development Programme Alxlerate 2.0 Capability Building Program for Enterprise Mobility Services (EMS) Legal Aspect Labour Laws</p> |

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|---|---|---|---|
| 3 | Engineering Technology & Project Management Project Management / Strategic Project Management Technology Commercialization and IP Management Plant Maintenance Reliability Centered Maintenance (RCM) & Condition Monitoring Project Risk Management Project Procurement and Contracts Management | | Compliance Business Negotiations Skills Executive Excellence Unconscious Bias Building a Growth Mindset: Strategies for Women in Early Career |
| 4 | Analytics Decision Science & Information Technology Decision Making using Statistic & Industrial Engineering Tools | D | Marketing Management Strategic Marketing Consumer Centricity |

Representative List of UBP Clients

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| ACC Ltd. | National Academic of Defence Production |
| Accenture Services Pvt. Ltd. | Bharti Airtel Ltd. |
| Accenture Solutions Pvt. Ltd. | John Deere India Pvt. Ltd. Pune |
| Allcargo Logistics Limited | Jubilant Life Science Ltd. |
| Amara Raja Group | Kendriya Vidyalaya Sangathan |
| Apollo Tyres Ltd. | Larsen & Toubro Ltd. |
| Banswara Syntex Ltd. Rajasthan | Linde Engineering India Pvt. Ltd. |
| Beroe Consulting India Pvt. Ltd. | Lubrizol India Pvt. Ltd. |
| Bharat Electronics Ltd. | Maharashtra Pollution Control Board |
| Bharat Petroleum Corporation Ltd. | Maharashtra State Industries Cluster Development |
| BILT Graphics Paper Products Ltd. | Maharashtra State Power Generation Co. Ltd. |
| Binani Industrial Ltd | Mahindra & Mahindra Ltd. |
| Bokaro Steel Plant | Mahindra Logistics Limited |
| Cadila Healthcare Ltd. Ahmedabad | Maruti Suzuki India Ltd. |
| Caim India Ltd. | Mormugaon Port Trust. |
| Carlsberg India Pvt. Ltd., Gurgaon | NTPC Limited |
| Central Institute of Research on Cotton Technology (CIRCOT) | NALCO |
| Chennai Petroleum Corporation Ltd. | Naval Dockyard |
| Coromandel International | Nuclear Power Corp. of India Ltd. |
| Crompton Greaves Ltd. | National Building Construction Corporation Ltd. |
| Defence Institute of Physiology & Allied Sciences | National Institute of Disaster Management |
| Department of Economic Affairs, New Delhi | National Institute of Technology Teachers Training and Research |
| DRDO | Orient Paper Mills India Ltd. |
| Elecon Engg. Co. Ltd. | ONGC Tripura Power Company Limited (OTPC) |
| Essar Steel Ltd. | PEC University of Technology, Chandigarh |
| Excide Industries Ltd. Kolkata | Reliance Industries Ltd. |
| Ericsson India Global Services Pvt. Ltd. | Samarth Udyog Technology Forum |
| Glenmark Pharmaceuticals Limited | Security Printing & Minting Corporation of India Ltd. |
| GSFC | S.H. Kelkar & Co. Pvt. Ltd. Mumbai |
| Gujarat Gas Co. Ltd. | Seamex, Birla Management Centre Services Ltd. |
| Hindustan Petroleum Corp. Ltd. | Sterlite Technologies Ltd. |
| Hindustan Unilever Limited | Tata Chemicals Ltd. |
| Hindalco Industries Ltd. | Tata Electronics Pvt. Ltd., |
| HMT Machine Tools Ltd. | Tata Steel Limited |
| HAL Management Academy | TAFE Ltd. |
| Indian Oil Corporation Ltd. | TMT Ltd. |
| India Government Mint | The Indian Hotel Company Ltd. |
| IFFCO Ltd. | VE Commercial Vehicle Ltd. |
| Jindal Saw Ltd | Vivekananda Global University |
| Leaderonomics India Pvt. Ltd., | Vikram Sarabhai Space Centre |
| LIC of India | WF (India) Ltd., VKC Footcare India Pvt. Ltd. |

CONSULTANCY SERVICES

Every organization periodically needs external consultancy when:

- Need arises for expertise which is not AVAILABLE WITH IN THE ORGANIZATION.
- additional support necessary to broaden and update the experience available in the organization is required.
- A fresh, impartial, and holistic outlook may be more beneficial.
- Experience of other organizations may be of great help.

NITIE's Goals for Consultancy Services

Consultancy assignments are undertaken by NITIE through faculty members as individuals/ teams on a selective basis to meet the following goals:

- Provide service to the industry by sharing expertise and competence of experienced NITIE faculty to diagnose and solve Industrial problems objectively in selected areas of Industrial engineering and management.
- Provide services of inter- disciplinary team of NITIE faculty to apply latest concepts/ methodologies/ research validated approaches to solve real life problems in business and industry.
- Help the faculty in developing case studies/ course material, which can be used, with permission from host-organization, for dissemination of knowledge to executives/ students.
- Maintain close linkage and liaison with business and industry.

Our approach in Consultancy Services

NITIE's faculty socialists (one or more) conduct PRE-CONSULTANCY SURVEY (PCS) on nominal charges for 1 or 2 days in the organization; meet key executives in order to identify and define the problem and develop a CONSULTANCY PROPOSAL with terms of reference, estimated consultancy fee and duration for completing the assignment.

100% of the Consultancy Fee is payable in advance, before commencement of the assignment. NITIE encourages a participative approach and joint study with executives, staff and employees of the organization during the detailed consultancy assignment. This provides an opportunity for client personnel to understand the nature of problem(s), approach to the solution (s) and have training on the job. This also helps in smoothly implementing the recommendations evolved as a result of joint study, particularly in the sensitive areas e.g. wage/ salary matters and work- load studies, etc.

Pre- Consultancy Survey (PCS) Terms:

1. A token Fee ₹ 10,000/- per consultant per day, to do the PCS.
2. Travelling expenses of faculty members/s, (minimum 2 faculty), to and fro by air and local transportation at both ends.
3. Boarding and Lodging expenses of the faculty member/s at destination.

**CONSULTANCY ASSIGNMENT
AREAS**

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| 01. | Industrial Engineering/ Method Study and Work Measurement Industrial Engineering Study Method Study/ Methods Improvement and Work Measurement Work study and Time Study Business Process Re- engineering (BPR) Study Time and Motion Study Operations Research Project Module Transmission & Distribution Business Concerning Industrial Study, Modelling & manpower Optimization. | 06. | Organisation Restructuring Re-structuring of Non- Teaching Positions Staffing Norms & Organizations Structuring Study. Job Contract for Production & Maintenance Functions. |
| 02. | Productivity Improvement Studies Productivity & Cost Effectiveness Productivity Study Pilot Plant Efficiency Study Productivity Improvement & Resource Utilization Study Productivity Improvement of Large Project Sites Plant Capacity Assessment | 07. | Operational Improvement Studies Maintenance Management/ Total Productive Maintenance Capacity Assessment Cost Reduction Value Engineering Total Quality Management |
| 03. | Manpower Assessment Human Capital Assessment Job Evaluation & Gradation Manpower Assessment / Utilisation Study Manpower Optimization Study Manpower Systems & Renationalisation Manpower Aeging Study | 08. | Supply Chain Management Studies Direct Port Delivery (DPD) & Dural Cycling of Loading/ unloading Activity Materials Management System Supply Chain Audit for Circulation Process |
| 04. | Incentive Measurement Studies Developing Incentives Scheme Establishing Productivity and Profitability Linked Incentive Scheme Devising the Profitability and Productivity Linked Bonus (Incentive) Scheme | 09. | Ergonomic Studies Ergonomics Audits Ergonomic Study |
| 05. | Material Handling and Layout Planning Assessing Area Requirement for Production of Manpower- Ergonomics Study Evaluation of materials Handling Systems Facility Layout Upgradation Layout Study & Establishing Time Standards Resource Scheduling Tool Development | 10. | Environment and Sustainability Environmental Cost Benefit & Analysis Study Social Impact Evaluation for CSR- CD Activities Developing Sustain ability Report Energy Management Waste Management Safety and Welfare |
| | | 11. | Marketing Studies Evaluation of Advertisement Campaign on Apprenticeship Training Scheme |

List of Our Clients:

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| Adani Gas Limited Ahmedabad | Indofil Industries Ltd. |
| Adani Green Energy Ltd. | Indo- Gulf Fertilisers & Chem. Corpn. Ltd. |
| Apcotex Industries Limited | IOT Infrastructure Energy Services Ltd. |
| Air India | ITC Limited |
| Air Asia India | Intas Pharmaceutical Ltd. |
| Ambuja Cements Ltd. | Jawaharlal Nehru Port Trust |
| All India Council for Technical Education | JSW Jaigarth Port Ltd, Mumbai |
| A Infrastructures Ltd. | Jindal Iron & Steel Co. Ltd. |
| Baerlochar India Additives Pvt. Ltd. | Jute Manufactures Development Council |
| Bajaj Electricals Ltd | Kasturi and Sons Pvt. Ltd. |
| Bennett, Coleman & Co. Ltd. Mumbai | Kochi Refi. neries Ltd. |
| Bharat Electronics Ltd. | KSB Pumps Ltd. |
| Bharat Petroleum Corp. Ltd. | Larsen & Toubro Limited. Bangalore |
| Biological E. Ltd. | Larsen & Toubro Limited, Mumbai |
| Board of Apprenticeship Training (WR) | L 'Oreal India Pvt. Ltd. |
| Bombay Tyres International Ltd. | Mahagenco Ltd. |
| Brillon Consumer Products Private Limited, (Formerly Known As S C Johnson Products Private Limited) | Maithon Power Ltd. |
| Cargill India Pvt. Ltd. Pune | Marpol India Pvt Ltd. |
| CEAT Ltd. | MPF Ltd. |
| Century Rayon Ltd. | Mangalore Refinery & Petrochemical Ltd. |
| Central Warehousing Corporation | Merind Ltd. |
| Coromandel International Ltd. | Mundra Port & Special Economic Zone Ltd. |
| Diligent Media Corps. Ltd. (DMA) | NEFE Limited |
| Dork Ketal Chemical India Pvt. Ltd. | NTPC Ltd. |
| Dredging Corpn. Of India Ltd. | Oman Airways |
| Dr. Reddy's Laboratories Ltd. Hyderabad | P.D. Hinduja Hospital & Medical Research Centre |
| E- Merck (India) Ltd. | PEC University of Technology |
| ESL Steel Limited, Bokaro | Pidilite Industries Ltd. |
| Elcomponics Sales Pvt. Ltd., Noida | Privi Organics Ltd. |
| GAIL (India) Ltd. | Prism Cement Ltd. |
| Godrej Aerospace | Ranbaxy Limited |
| Godrej & Boyce Mfg. Co. Ltd. | Rashtriya Chemicals & Fertilizers Ltd. |
| Glaxo Smithkline Pharmaceutical Ltd. | RMC Readymix (India) |
| Grasim Industries Ltd. | S.H. Kelkar & Co. Pvt. Ltd. |
| Gujarat State Fertilizers & Chemical Ltd. | SRF Ltd. |
| Gujarat Alkalies & Chemicals Ltd. Vadodara | Sundaram Fasteners Ltd. |
| Gujarat Narmada Valley Fertilizers & Chemicals Limited, Gujarat. | Silica Ceramica Pvt. Ltd. |
| Haldia Petrochemicals Ltd. | Tata Electric Co. Ltd. |
| HEG. Ltd. | Tata Power Co. Ltd. |
| Herdilia Chemicals | Tata Power Solar Systems Limited, Bengaluru |
| Hindalco Industries Ltd. | Tata Power Transmission & Distribution |
| Hindustan Petrochemicals Ltd. | Transformers & Rectifiers (India) Ltd. |
| Hindustan Petroleum Corp. Pvt Ltd. | Ahmedabad |
| Hindustan Unilever Ltd. | TTK-LIG and SSL-TTK |
| H & R Johnson | Transformers & Electricals Ltd |
| IDBI | TVS Motor Company Limited, Hosur |
| IG Petrochemicals Ltd. | Viraj Group of Cos. |
| Indian Oil Corporation Ltd. | Wanbury Ltd. |
| Indian Rayon Industries | Zee News Ltd. |

NURTURING INDUSTRY TOWARDS EXCELLENCE

FACULTY AT IIM Mumbai

Prof. Manoj Kumar Tiwari – Director IIM Mumbai

OPERATIONS AND SUPPLY CHAIN MANAGEMENT (OSCM)

| | |
|-----|--|
| 1. | Prof. L Ganapathy Professor Ph.D (IIT Kharagpur), M. Tech., BSc. (Engg.) |
| 2. | Prof. Balkrishna Narkhede Professor D.Sc. (Sc & Tech.) Ph. D. (Mechanical Engg) |
| 3. | Prof. B Koteswara Rao Naik Professor Ph.D (IIT Delhi), MBA, B.Tech. |
| 4. | Prof. Maheswar Singha Mahapatra Assistant Professor, Ph.D |
| 5. | Prof. Milind M Akarte Professor Ph.D (IIT, Bombay), M. Tech. |
| 6. | Prof. Padmanav Acharya Professor Ph.D (IIT Kharagpur), M. Tech, B.E. |
| 7. | Prof. (Ms.) Priyanka Verma Associate Professor Ph.D. (IIT Kanpur), M. Tech., B.Tech. |
| 8. | Prof. Rakesh D Raut Associate Professor Post-Doc (EPFL, Switzerland), Fellow (NITIE), M. Tech., B.E. |
| 9. | Prof. Ravindra Gokhale Associate Professor Ph.D. M. Tech., B.E. |
| 10. | Prof. (Ms.) Ruchita Gupta Associate Professor Ph.D. (IIT-Bombay), M. Tech., B.Tech. |
| 11. | Prof. Rofin T M Assistant Professor Ph.D. (IIT Kharagpur), MBA, B. Tech |
| 12. | Prof. S K Md. Rauf Iqbal Professor & Dean (Student Affairs) Ph. D (Vidya Sagar University), M.Sc. |
| 13. | Prof. Ramesh Kumar Assistant Professor, Ph. D |
| 14. | Prof. Rosalin Sahoo Assistant Professor, Ph. D |
| 15. | Prof. (Ms.) Sushmita A Narayana Associate Professor Fellow (IIM Kozhikode (FPM equivalent to Ph.D.), B.E. (Prod. Egg.) |

NURTURING INDUSTRY TOWARDS EXCELLENCE

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|-----|---|
| 16. | Prof. Veepan Kumar Assistant Professor, Ph. D |
| 17. | Prof. Vijaya Kumar Manupati Assistant Professor Ph. D |
| 18. | Prof. Vivekanand B Khanapuri Professor & Dean (SRIC) Fellow (NITIE), MBA, B.E. |
| 19. | Prof. Vivek Khanzode Professor, Dean (Planning & Coordination) Ph.D (IIT Kharagpur), M. Tech., B.E. |

ANALYTICS AND DATA SCIENCE (ADS)

| | |
|----|--|
| 1. | Prof. Amit Kumar Das Professor, Ph.D (IIT Kharagpur, M. Tech. (IIT Kharagpur, B. E. (Bengal Engg. And Science University, Shibpur) |
| 2. | Prof. Rakesh Verma Professor Ph.D (IIT, Kharagpur), M.Sc. |
| 3. | Prof. Debabrata Das Associate Professor Ph. D |
| 4. | Prof. (Ms.) Hema A Date Professor & Dean (Alumni & International Affairs) Fellow (NITIE), PGDIE (NITIE), B.Tech. |
| 5. | Prof. Jasashwi Mandal Assistant Professor Ph. D |
| 6. | Prof. (Ms.) Purnima S Sangle Professor Ph.D (Univ of Indore), MSc. |

FINANCE AND ECONOMICS (F&E)

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|----|---|
| a) | Finance Group |
| 1. | Prof. Ajaya Kumar Panda Associate Professor Ph.D (Univ. of Hyd.), M. Phil, M.A. (Economics) |
| 2. | Prof. (Ms.) K S Ranjani Associate Professor Ph. D (SNDT University), M. Phil, AICWA, FCA, B. Com. |
| 3. | Prof. M Venkateshwarlu Professor Ph. D (Osmania University), M. Com. |
| 4. | Prof. Vipul Kumar Singh Associate Professor Ph.D., MBA, M.Sc. |
| 5. | Prof. Hemachandra Padhan, Assistant Professor, PDEF (IIT Madras), Ph.D (IIT Madras), DG Diploma in statistics Research Methods (Pondicherry Central University). |

NURTURING INDUSTRY TOWARDS EXCELLENCE

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| b) | Economics Group |
| 1. | Prof. (Ms.) Vijaya Gupta Professor Ph.D. (University of Rajasthan), M. Phil, M.A. |
| 2. | Prof. Binilkumar A S Associate Professor Ph.D. (IIT Bombay), M.A. |
| 3. | Prof. Mainak Mazumdar Associate Professor Ph. D. (isec). M. Sc. (Economics), B. Sc. (Economics) (Honors) |
| 4. | Prof. (Ms.) Poonam Singh Associate Professor Ph. D (IGIDR) |
| 5. | Prof. Utpal Chattopadhyay Professor Ph.D. (Delhi University), MBA, M.Sc. |

MARKETING

| | |
|----|--|
| 1. | Prof. M K Jha Professor Ph.D. (Bihar), MBA, B.E. |
| 2. | Prof. Neeraj Pandey Professor Ph.D MBA, Post-Doctoral Fellow (Johns Hopkins University, USA) |
| 3. | Prof. Ranjan Chaudhuri Associate Professor, Ph. D, (NIT Durgapur), MBA (Marketing) |
| 4. | Prof. (Ms.) Rekha D Chikhalkar Professor Fellow (NITIE), MBA, B.Sc. |
| 5. | Prof. Sanjeev Verma Professor Ph.D, (Meerut University), MBA |
| 6. | Prof. (Ms.) Vertika Srivastava Assistant Professor, Ph.D (IIT Bombay), PGDM (IIM Ahmedabad) |

Organisation Behaviour & Human Resource Group (OB & HR Area)

| | |
|----|---|
| 1. | Prof. D K Srivastava Professor Ph.D (IITB), M.A. |
| 2. | Prof. (Ms.) Megha Gupta Assistant Professor, Ph.D |
| 3. | Prof. Nikhil Mehta Associate Professor Ph. D, (Nagpur University), MBA, B. Pharm. |
| 4. | Prof. S K Nair Professor Ph.D, (University of Nagpur), M. Phil, M.A, DBM. |

NURTURING INDUSTRY TOWARDS EXCELLENCE

| | |
|----|---|
| 5. | Prof. (Ms.) Sumi Jha Professor Fellow (NITIE), MBA, HR, B. Sc. (Chem.) |
| 6. | Prof. T Prasad Professor Ph.D, (University of Osmania), M. Com. |
| 7. | Prof. (Ms.) Upasna A Agarwal Professor Ph.D, (IIT Bombay), Masters Labour Law (MLL) |

SUSTAINABILITY MANAGEMENT (SM)

| | |
|----|--|
| 1. | Prof. Shankar Murthy Professor & Dean (Academics) Ph. D (IITB), ME., B.E. |
| 2. | Prof. (Ms.) Anju Singh Professor Ph. D. (IITB) |
| 3. | Prof. (Ms.) Hema Diwan Associate Professor Ph.D., M.Sc., B.Sc. |
| 4. | Prof. (Ms.) Seema Unnikrishnan Professor Fellow (NITIE), M.Sc., PGD (EL) |
| 5. | Prof. Shirish Sangle Professor, Dean (Faculty Affairs) Ph.D. (University of Indore), M. Tech., M.Sc. |
| 6. | Prof. Vidyadhar Gedam Assistant Professor Ph. D, (Environmental Engineering), M. Tech., B.E. (Chemical Engg) |