



Course:

Management Development Program - Junior Executives

Duration: 5 Days

Program Code: *LEMDPJ13-5*

General Management Program - Junior Executives

As an Executive step's up to the management position, acquiring the additional skills and knowledge base to ready them for the next level is critical to their future success. The environment confronting managers today is unprecedented. The economy is unpredictable and volatile. Today, management is less about re-interpreting the past and more about relying on solid judgment to make decisions.

Managers need to develop their judgment capability in order to be effective. DSIMS has designed a five day intensive Management Development Program for Junior Executives that introduces them to the art and science of management whilst addressing all of the key aspects of management practices. The program complements functional understanding with a holistic approach that helps participants to build judgment in their specific contexts.

Objectives

Spread over five intensive days, participants will be engaged in intensive learning process covering the fundamentals of Management. Each module intends to acquaint the executives to gain insights into the key processes that define their judgment and transform them into effective Managers. The program will help the executive:

- To develop the ability to structure, analyze and identify actionable agenda for real life situations
- To enable understanding of inter-dependencies in various functional areas in the organization
- Connect organizational strategy, functional divisions and their own actions
- Sensitize them to management principles

Target Audience

Who should attend: The Management Development Program is designed for Executives stepping up to their first management role and/or Junior Managers with limited formal management education. The typical candidate should have at least two years of work experience.

Pedagogy

The learning process will include:

- Interactive case studies,
- Group interaction that help you understand the process of managerial decision making,
- Group work for sharing experience and expertise very different from your own,
- Role-play and video sessions to bring learning to life and build the ability to communicate effectively as a leader,
- Traditional classroom lectures on the very latest management theories.



For more information contact your local office or visit our website www.LogisticsExecutive.com

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Program Details

Day One

Introductions and Expectations – 30 minutes

Introductions of workshop participants, identify individual expectations and learning objectives, and review overall training objectives.

Session 1 & 2 - Economic Environment of Business:

- The Local Economy
- Local, regional and global business environment
- Introduction to macroeconomic concepts
- Linkages between the firm and the environment

Session 3 & 4 – Basic Statistics for Business

- Central tendency and deviations
- Probability
- Data Presentation
- Index numbers

Day Two

Session 1 & 2 - Human Resource Development

- Human Resource Management
- Competency mapping
- Performance management
- Emerging issues in HR
- Organizational Processes
- People management skills
- Interpersonal effectiveness

- Conflict management
- Team building
- Leadership skills

Session 3 & 4 - Communication

- Effective managerial communication
- Interpersonal communication
- Presentation Skills

Day Three

Session 1 & 2 - Operations Management

- Operations Management
- Process analysis
- Tactical decisions in operations management
- Operation's strategy
- Supply chain management

Session 3 & 4 - Decision Analysis

- Problem structuring and analysis
- Understanding and managing uncertainty

Day Four

Session 1 to 4 - Financial management

- Main aspects of financial & Management accounting
- Understanding the balance sheet, profit and loss and cash flow statement
- Understanding the concept of solvency and liquidity
- Identifying the financial flows in a business through a business model
- Explaining Financial Ratios & interpreting accounting statements

- Understanding the importance of Management Information Systems and effective budgetary control
- Understanding the concept of investment appraisal

Day Five

Session 1 & 2 - Marketing Management

- Basic marketing concepts
- Analyzing market opportunities
- Formulating a marketing strategy
- How to successfully develop and implement marketing plans
- Designing systems to collect relevant market information, marketing intelligence and conduct market research

Session 3 & 4 - Sales & Relationship Management

- The importance of listening
- First and last impressions
- The importance of preparation
- Difference between features and benefits
- Attitude, voice and body language
- Building rapport and handling objections confidently
- Closing the sale and after sales care
- Segmenting and managing key accounts
- Trading in a hardening market
- Managing insurer relations
- Winning AND keeping customers

Course Exams

At the end of each core course, an examination will test your understanding of the course concepts and your ability to utilize those for problem solving and decision-making.

Certificate of Completion

Upon completion of this program, you'll receive the "Certificate In General Management" awarded by DSIMS as recognition of your accomplishment, skills, and knowledge learned from this course.

Faculty

The faculty pool at DSIMS will be teaching this course. The course will be anchored by Prof. Piyush Shah.

BIO: Piyush Shah - Associate Professor, Logistics & Supply Chain Management

Piyush Shah holds an MMS (Operations), BE (Mechanical), CSCP, CPIM, PLS. He was with SPJIMR and NMIMS in the Operations area. He has previously worked for J.K. Tyres (procurement) and Ganesh Anhydride (Maintenance). He has a rich experience in training and has trained professionals from reputed firms like ABB, BASF, Baxter, Capgemini, Dubai World, L&T, Mahindra and Mahindra, Maharashtra Police Academy, Mercedes Benz and many others. He is an official APICS trainer.



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