



भारतीय प्रबंध संस्थान इंदौर

INDIAN INSTITUTE OF MANAGEMENT INDORE



## ADVANCED MANAGEMENT PROGRAMME

Date: September 22-28, 2025

Venue: IIM Mumbai Campus

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### Overview:

The Advanced Management Programme (AMP) of Indian Institute of Management Indore (IIM Indore) is a world-class learning experience that is designed to accelerate the career growth trajectory of the participants aspiring for top management positions as well as leaders who wish to think beyond the traditional way of thinking and managing the things.

The programme offers a unique opportunity to reflect on the significant developments in the external business environment and their implications for the formulation of strategy. AMP will also deep dive into firms' resources and capabilities and how a firm orchestrates external opportunities and threats with internal strengths to create and capture value for the stakeholders.

The programme is designed to provide comprehensive coverage of the process of strategic change in an increasingly complex business environment. The functional strategies in Operations, HR, Finance and Marketing, and of course strategic management which will be relevant in the changing business environment will be deliberated through innovative methodologies by academics and industry experts.

### Objective:

Managing in today's dynamic and globally competitive environment calls for two critical capabilities from business managers - the ability to set and drive an organizational agenda for growth & performance and the need to be functionally competent in a global context. The objective of this programme is to allow participants to manage this dual development agenda.

### Content:

External analysis and Business Economics

- i. Business External Environment Analysis
- ii. Policy Framework Analysis: Implications for Business
- iii. Macro and Micro economic analysis
- iv. Social Technology forecasting

### Competitive strategies:

- i. Strategic thinking
- ii. Competitive factor analysis & Internal factor analysis
- iii. Competitive Marketing Strategies

### Operational and business excellence:

- i. Project Management
- ii. Process Excellence for Competitive Advantage
- iii. Inventory and Supply Chain Management
- iv. Industry 4.0

### Leadership Competencies and HR Practices:

- i. Understanding oneself and the impact of one's behaviour on others.
- ii. Essential leadership skills, like communication, negotiation, and goal setting
- iii. Managing Organizational Change & Conflict
- iv. Transformational leadership

### Strategic Agility and resilience:

- i. Agility and resilience
- ii. Corporate strategy
- iii. Business Models

### For Whom:

This programme is aimed at managers in organizations who are currently in roles that require them to handle management issues. Senior and middle-level managers and profit Centre heads would find the programme particularly useful. Managers with longer and broader experience would benefit more from the programme.

## MANAGEMENT DEVELOPMENT PROGRAMME

### Fee:

The fee for the programme is Rs. 126000/-\* per participant (Includes course material). GST, as applicable, will be additional.

### Discount:

An organization sponsoring five or more participants to an MDP will be entitled to a group discount of 10% on the total fee payable provided that at least five participants actually attend the programme. If the actual participation is less than 5, a refund may be made after deducting the full fee of the actual number of participants who attend the training programme. The group discount would be applicable only to short duration programmes of up to 20 days.

### Status of IIMI Alumni for Executive Education Programmes:

The participant who completes the programme successfully will be eligible for the Executive Education Alumni status of IIM Indore. The participant is required to apply separately along with the necessary fee of Rs.1,000/- + GST 18% per person (for two years) and Rs. 10,000/- + GST 18% per person (for Lifetime) to register his name with IIM Indore Executive Education Alumni.

### Benefits of IIM Indore's Alumni include:

- a) Subscription to the brochures and newsletters from IIM Indore
- b) Access to the IIM Indore Campus Library (on-site access only)
- c) Official email ID of the institute

The Executive Education Alumni status will be available on request and participants will be required to follow the documentation process set-up by the Alumni office.

The mere successful completion of the programme, application submission, and fee does not entitle a participant to be eligible for executive education alumni status. IIM Indore reserves the right to confer executive education alumni status.

IIM Indore reserves the right to modify the above conditions at its discretion at any time without notice. Only the courts at Indore will have the territorial jurisdiction to try any disputes arising in respect of the Executive Alumni membership being granted.

### Registration:

Participants are generally to be sponsored by organizations. However, applications by Individuals may also be accepted. A formal communication regarding the acceptance of nomination/application will be sent to nominees prior to commencement of the programme. Nomination form(s) and programme fee through Electronic Fund Transfer must reach the MDP Office 15 days prior to commencement of the programme.

### Faculty Coordinator:

Prof. Prashant Salwan

Professor of Strategy and International Business

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### About IIM Indore

Indian Institute of Management Indore (IIM-I) is an autonomous public business school located in Indore, Madhya Pradesh, India. IIM Indore has received the prestigious Triple Crown accreditations - first from the Association of MBAs, AMBA in 2016 (a UK-based accreditation agency), second from the AACSB in 2019, and third from the EFMD Quality Improvement System (EQUIS), the globally recognized international organization for management development, in December 2019. IIM Indore is the second IIM in India to receive these triple accreditations.

### National and International Rankings

IIM Indore, due to its consistent efforts in improving academic standards and achieving academic excellence in all its programmes, has achieved commendable rankings by various National and International ranking agencies. Presently, IIM Indore is ranked 8<sup>th</sup> in the NIRF ranking (a Ministry of HRD, Government of India initiative), 61<sup>st</sup> globally in the Executive Education (Open) programmes and 85<sup>th</sup> globally in the Executive Education (Customized) programmes in the FT Ranking and 25<sup>th</sup> rank (Asia) in QS World Rankings for our global MBA.



### INDIAN INSTITUTE OF MANAGEMENT INDORE

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