



सिद्धिपूर्वं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE

भारतीय प्रबंध संस्थान इंदौर

INDIAN INSTITUTE OF MANAGEMENT INDORE



## Leadership Program for First Time Managers

**Date:** November 18-20, 2025 | **Location:** IIM Indore Campus

# Leadership Program for First Time Managers

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## Overview:

Organizations are constituted of people. Among the various components of an organization, it is the people factor that remains constant across various types of organizations. When an individual performer gets promoted to be a first time manager, the person faces many challenges. These challenges relate to skill requirements, time applications, and work values. They have to unlearn to deliver through their own knowledge and experience and learn the skill to deliver through others under him/her. This programme will concentrate on enhancing people management skills across a range of competencies for first-time managers. The learning focus will be leveraging human capital.

## Objectives:

- Exploring the role of managers
- Concept of human capital – being aware of strengths of different individuals, managing interpersonal relationships
- Building and maintaining relationships with others
- Decision making challenges
- Managing team and harnessing its potential
- Appreciation of diversity and working without barriers
- Leadership challenges

## Content:

- Understanding skills, capabilities, strengths and work values of self and others
- Decision making frameworks and biases
- Art of persuasion and influence
- Developing teams and creating synergy
- Managing conflict
- Leadership: frameworks and personal style
- Performance coaching and art of giving constructive feedback
- Managing time – for strategizing, planning and implementing business decisions as well as for mentoring, hand-holding, appraising the juniors
- Understanding and managing workplace emotions

## Target audience:

Managers and Executives of business organization.

## Fee:

The fee for the programme is Rs. 54,000 /-\* per participant (Includes course material, room on twin sharing basis and board expenses). GST, as applicable, will be additional.



### Discount:

An organisation 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, refund may be made after deducting the full fee of 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.

### Accommodation:

Participants opting for accommodation at Indore will be provided room on twin sharing basis, in furnished air-conditioned rooms. Accommodation is on twin sharing basis from noon of day before the first day to noon of the day after the last day of the programme. In case a participant desires accommodation on single occupancy basis, the same may be provided on request, on first-come first-served basis, subject to availability and applicable accommodation charges.

### Status of IIM 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.

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, application 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.

### Programme Coordinator:

Prof. Kajari Mukherjee [kajari@iimidr.ac.in](mailto:kajari@iimidr.ac.in)  
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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



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