



सिद्धिमुलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

भारतीय प्रबंध संस्थान इंदौर
INDIAN INSTITUTE OF MANAGEMENT INDORE

INTERPERSONAL EFFECTIVENESS AND TEAM BUILDING

January 19-21, 2026 • Location: IIM Indore

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Overview:

There is a growing dependence on people in sustaining competitive advantage in many organizations. Subsequently, there is a need for executives to understand and sharpen essential skills among their people. Interpersonal skills among the executives are one of the core elements that can propel the members to strive for excellence in doing what the organization expects them to do. Developing a strong team not only leads to organizational development but also helps in sustaining it. Based on cutting edge research, this three-day intensive programme aims to enhance executives' interpersonal effectiveness and team-building capabilities through a variety of ways: simulations, case discussion, role plays, batteries, video discussions and lectures.

Objectives:2

This program is designed to help participants enhance their interpersonal effectiveness and skills for developing and leading teams.

Content:

- Understanding the ways to develop essential skills
- Providing good insight into the behavioral dynamics of self and others
- Understanding the keys of team effectiveness
- Sharpening the skills to work well as a team member and as a leader
- Managing conflict and agreements in teams
- Fostering creativity in team

Methodology:

The Methodology would include an appropriate mix of lectures, discussions, case studies, exercises and group activities.

For Whom:

Middle and senior level managers belonging to public and private sector organizations, services sector, and public utilities will find this program extremely useful. Managers from organizations and corporations with high emphasis on people/group driven activities will find this program extremely useful.



MANAGEMENT DEVELOPMENT PROGRAMME

Fee:

The fee for the programme is Rs. 54000 /-* 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 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.

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.

Faculty Coordinator:

Prof. Sumit Kumar Ghosh • skghosh@iimidr.ac.in • 0731-2439523

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 8th in the NIRF ranking (a Ministry of HRD, Government of India initiative), 61st globally in the Executive Education (Open) programmes and 85th globally in the Executive Education (Customized) programmes in the FT Ranking and 25th rank (Asia) in QS World Rankings for our global MBA.



INDIAN INSTITUTE OF MANAGEMENT INDORE

Prabandh Shikhar, Rau-Pithampur Road, Indore 453556 Madhya Pradesh, India

Tel.: 0731-2439726, 0731-2439720, 0731-2439728, 0731-2439666

Email: mdp@iimidr.ac.in, Website: www.iimidr.ac.in