



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

भारतीय प्रबंध संस्थान इंदौर INDIAN INSTITUTE OF MANAGEMENT INDORE



STATISTICS FOR BUSINESS EXECUTIVES

Date: March 17-19, 2026 Venue: IIM Indore Campus

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Programme Overview

The main emphasis of this programme is on the structure of Business Models and how to analyse them through various data analysis techniques. A host of real life business applications will be demonstrated in this programme by using computer illustrations. Some useful data analysis techniques from the lens of inferential statistics will be described to recommend solutions for these Business Models. This programme will also cover Decision Tree Analysis as well as Value of Information for both perfect and imperfect conditions.

Objectives

- Understanding how to structure Business Models.
- Understanding various data analysis techniques.
- Analysing Business Models with data analysis concepts.
- Understanding business problems with various applications and cases.
- Use of Computer illustrations to recommend solutions for various Business Models.

Content

Module 1: Inferential Statistics.

Sampling, Estimation, Hypothesis Testing, Regression Analysis.

Module 2: Decision Analysis.

Decision Tree Analysis, Value of Information for both Perfect & Imperfect conditions.

Who Can Participate in the Programme?

Executives involved in Business Decision Making.

Fees

The fee for the programme is INR 54000 /-* per participant. This includes course material, a room on twin sharing basis and board expenses. GST, as applicable, will be additionally charged.

Discount

An organization sponsoring five or more participants to a Management Development Programme (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 will be applicable only to short duration programmes of up to 20 days.

Registration

Participants are generally sponsored by their 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 the commencement of the programme. Nomination form(s) and programme fees as paid through Electronic Fund Transfer must reach the MDP Office 15 days prior to commencement of the programme.



MANAGEMENT DEVELOPMENT PROGRAMME

Accommodation

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

Executive Education Alumni Status at IIM Indore

Participants who successfully complete the programme will be eligible for the Executive Education Alumni status at IIM Indore. Any eligible participant is required to apply separately and deposit the necessary fee of Rs.1,000/- + GST @18% per person (for a two year alumni status) and Rs. 10,000/- + GST @18% per person (for a lifetime alumni status) to register his/her name with the IIM Indore Executive Education Alumni.

Benefits of becoming IIM Indore's Executive Education 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) Access to the official email ID of the institute.

Faculty Coordinator

Dr. U.K. Bhattacharya
Associate Professor
Operations Management & Quantitative Techniques Area



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.



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