भारतीय प्रबंध संस्थान इंदौर
INDIAN INSTITUTE OF MANAGEMENT INDORE

ANISUMA
TRAINING INSTITUTE
Dubai, UAE



GENERAL MANAGEMENT PROGRAMME FOR EXECUTIVES

BATCH 29 | JANUARY 2027 TO OCTOBER 2027

A 10 Months Comprehensive Programme

Live Online & IIM Indore Campus

EQUIS ACCREDITED | AACSB ACCREDITED | ASSOCIATION OF MBAS ACCREDITED | FT EXECUTIVE EDUCATION 2026 RANKING | QS WORLD UNIVERSITY RANKINGS GLOBAL MBA | 2023

DIRECTOR'S MESSAGE



Prof. Himanshu Rai
Director, IIM Indore

For IIM Indore, last few years of its growth have proved to be the most rewarding years in terms of international expansion, introduction of new programmes, infrastructure facilities, strengthening of personnel etc. With over 105+ faculty members, IIM Indore is poised to become a world class institution in the years to come. IIM Indore boasts of an alumni strength of 1250+ in Gulf Cooperation Council (GCC) Countries and is growing. In continuation with our endeavors to reach out to the world with best management practices, in association with our Middle East Partner - Anisuma Training Institute, we are launching our flagship programme, 29th batch of General Management Programme for Executives, designed for senior business executives who want to sharpen management skills to take on greater responsibilities in their organizations.

With this, we aspire to deliver innovative management education curated from Indian wisdom and global international practices. This programme is exclusively designed for participants from GCC Countries. We invite you to be a part of this endeavor.

IIM Indore's Mission

IIM Indore seeks to be a contextually-relevant business school with world-class academic standards that develops socially-conscious managers, leaders and entrepreneurs.

IIM Indore is committed to:

- ***Excellence in management education, research, and training.***
- ***Use of contemporary participant-centric pedagogies and teaching methods.***
- ***A presence in emerging segments of management education.***

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IIM INDORE AT A GLANCE

Indian Institute of Management Indore (IIM Indore) has been a leader in the field of management education, interfacing with the industry, government, and PSUs. It is promoted and nurtured by the Ministry of Education, Government of India and is an institute of national importance under the Indian Institutes of Management Act, 2017. Situated atop a scenic hillock, the 194-acre campus of IIM Indore provides an ideal backdrop for contemplative learning. IIM Indore has the latest in teaching aids, rich learning resources, state-of-the-art sports complex and hostels.

Distinct Highlights

- IIM Indore provides a broad array of programmes, formats, and locations to meet diverse needs for management education.
- IIM Indore has a team of 105+ well qualified faculty with rich industry and domain expertise.
- IIM Indore offers participant-centered approach to management education.
- IIM Indore provides excellent physical infrastructure for academics, residence and extra-curricular activities.

Triple Crown Accreditation

EQUIS ACCREDITED

AACSB ACCREDITED

ASSOCIATION OF MBAS ACCREDITED

Rankings

FT EXECUTIVE EDUCATION 2026 RANKING

Top 100
Executive Education Programme

QS WORLD UNIVERSITY RANKINGS GLOBAL MBA | 2023

Top 150
Global MBA

QS WORLD UNIVERSITY RANKINGS GLOBAL MBA | 2023

Top 25
Business Masters amongst B-Schools in Asia



PROGRAMME OVERVIEW

The General Management Programme for working executives, a flagship programme designed and delivered by IIM Indore in collaboration with Anisuma Training Institute, is a 9-month comprehensive programme to help executives / business managers transform into multi-dimensional business leaders. The participants formally learn concepts, frameworks and best practices in the areas of leadership, negotiations, communication, strategy, finance, digital marketing, operations, human resource management, and entrepreneurship. The methodology followed is a judicious mix of lectures, group discussions, project presentations and simulations, delivered on weekends, on pre-announced dates Live Online, with the last module (5 days) of the programme conducted at the IIM Indore Campus, India.

Key Aspects

Programme Objectives

- Learn critical management concepts
- Develop analytical skills
- Enhance strategic negotiating skills
- Lead multi-functional teams
- Initiate transformational changes
- Craft effective business and corporate strategies

Programme Design

- 2-4 days a month (Weekends)
- Blended sessions combining:
- Live Virtual Sessions with IIM Faculty
- Face to Face Sessions at IIM Indore
- Live Virtual Workshops

Pedagogy

- Real life case studies
- Business simulations
- Role play
- Group discussions and presentations

Who Should Attend

- Managers and functional heads
- Professionals
- Entrepreneurs
- New business / Startup leaders

Business Environment and International Macroeconomics

- Understanding of macroeconomic variables such as GDP, interest rates, inflation and money supply
- Understand monetary policy, link between money supply, interest rates, firms' investment and output growth
- Understand fiscal policy, link between government spending, budget deficits and output growth and its impact on firms
- Balance of payments, exchange rates and china's exports led growth
- Global economic crisis and implementation of monetary and fiscal policies to fight a recession

Leadership & People Management

- Understanding oneself, one's behavior and its impact on others
- Building self-awareness - emotions, cognition and behavior
- Building effective teams in real time
- Enhancing synergy and shared responsibility in teams
- Understanding team dynamics and managing conflicts in teams
- Creating a culture of psychological safety where team members feel empowered and energised
- Managing performance of team members and giving effective feedback
- Handling difficult employees

Marketing Management

- Understanding consumer choices and consumer value
- Segmenting, targeting and positioning
- Product and pricing strategy
- Marketing plan
- Marketing strategy

Managerial Accounting

- Accounting & Financial Reporting
- Understanding of financial statements
- Financial analysis for decision making
- Preparation of cash flow statements
- Cost concepts and classification
- Strategic cash flow analysis

Corporate Finance

- Value creation and value maximization
- Investment decisions
- Financing decisions and cost of capital
- Corporate valuation

Strategic Business Negotiations

- 5-Dimensional framework of negotiating ability
- Negotiation planning and process
- Negotiation strategy
- Closing the deal
- Complex negotiations

Communication

- Leadership theories
- Lessons in leadership from literature
- Leadership styles
- Persuasive leaders
- Ethics in leadership
- Effective corporate communication

Strategic Management

- External environment analysis, industry structure analysis
- Internal analysis - core competencies and value chain analysis
- Business strategy
- Corporate strategy and business models
- International strategy
- Strategy implementation

Core-Curriculum

The programme is divided into several inter-dependent modules, each focuses on different aspect or functions of management.

Operations Management

- Introduction to operations management - Performance measures
- Analyzing process flows
- Quality management - six sigma
- Best practices in operations - lean/toyota production system

Supply Chain Management

- Supply chain - value of information
- Inventory planning and management

Theory of Constraints

- Identifying constraints in a system
- Prepare a current reality tree to identify the root cause
- Prepare a mafia offer to eliminate the constraints
- Areas covered: projects, throughput accounting, scm, sales & distribution

AI & Digital Transformation Strategy

- Role of machine learning in automation
- Technology hype vs. real business value
- Using AI maturity frameworks for organizational benchmarking
- Build vs. buy vs. partner decisions in AI
- ROI measurement for AI investments
- AI agents in supply chain, finance, and marketing.

Case study analysis

- Case study analysis is a core requisite of the programme.
- The participants in groups would analyze, discuss and deliberate on the case studies using a structured approach.
- The group is expected to identify and define the management problem, develop and evaluate the course of actions, choose the best alternative.
- Each group would then present its findings in the form of a presentation or simulation or role play.



PROGRAMME PEDAGOGY

Case Studies | Simulations | Workshop | Campus Immersion

Case Studies

The Case Study Method pioneered by Harvard University, engrosses participants in a thought-provoking, interactive process of recognising pertinent issues & utilising practical solutions to overcome organisational and leadership challenges. Through Case Study Method, participants are able to size up business problems quickly while considering the broader organizational, industry, and societal context. Participants recall concepts better when they are set in a case, much as people remember words better when used in context.



Goodyear The Aquatred Launch: Harvard Business School
After many years of R&D, Goodyear has developed the Aquatred, an innovative new tire. However, the tire industry has matured and evolved, raising questions concerning the Aquatred's ability to gain support from Goodyear's independent tire dealers. Participants to use information on channel evolution and consumer behaviour to make two decisions: whether to launch the Aquatred and whether to expand Goodyear's distribution network. Also explores issues involved in managing a complex distribution structure during a time of rapid change.



Frasier: Harvard Business School
In 2001, NBC entered into contract negotiations with Paramount Television Group to keep the hit show "Frasier" on the network. Paramount, the studio that produced the show, threatened to move "Frasier" to CBS, Paramount's sister network, if NBC did not agree to a substantially higher license fee than the one it was currently paying. This case follows Marc Graboff's (EVP of NBC West Coast) analysis of the situation.



DELL Working Capital: Harvard Business School
The company markets its computers directly to its customers and builds computers after receiving a customer order. This build-to-order model enables Dell to have much smaller investment in working capital than its competitors. It also enables Dell to fully enjoy the benefits of reduction in component prices and to introduce new products more quickly. Dell has grown quickly and has been able to finance that growth internally by its efficient use of working capital and its profitability. This case highlights the importance of working capital management in a rapidly growing firm.



Southwest Airlines: Harvard Business School
Southwest Airlines, a small intrastate carrier serving Dallas, Houston and San Antonio, begins service in 1971 in the face of competition by two larger, entrenched airlines. Improved quality service, lower prices, and innovative advertising and promotional strategy bring Southwest to the brink of profitability in early 1973, when its major competitor halves fare on Southwest's major route. Management wonders what response to make. This case, focuses on advertising and promotional strategy through June 1971.



Cola Wars Continue: Coke and Pepsi in 2006 - Harvard Business School
Examines the industry structure and competitive strategy of Coca-Cola and Pepsi over 100 years of rivalry. New challenges in 2006 include boosting flagging carbonated soft drink (CSD) sales and finding new revenue streams. Both firms also began to modify their bottling, pricing, and brand strategies. They looked to emerging international markets to fuel growth and broaden their portfolios of alternate beverages like tea, juice, sports drinks, energy drinks, and bottled water.

BBVA Compass

BBVA Compass: Marketing Resource Allocation: Harvard Business School
BBVA Compass, the 15th largest commercial bank in the U.S., is a part of the BBVA Group of Spain, the second largest bank in Spain with $755 billion in assets. In December 2010, Frank Sottosanti, Chief Marketing Officer of BBVA Compass, was reviewing the marketing performance of the company and deciding how to allocate next year's marketing budget across various offline and online channels.

Simulations

Business Simulations provide the opportunity to simulate the real-world and encourage new skill development. Participants develop new skills like resilience, teamwork, and leadership by managing competing priorities and a constant influx of information. Business Simulations provide a playground to make mistakes and learn to pivot. It gives the opportunity to experiment with various strategies, make tough decisions, and face consequences in real-time; the perfect way to tee up a rich class discussion.

- **Supply Chain Simulation**
- **Strategy Simulation**
- **Marketing Simulation**
- **Leadership Simulation**

Workshops

Preparatory workshops help participants build foundational skills in various functions of management. Workshops act as a stepping stone towards the main sessions and help to interact better in the class.

- **Workshop on Case Study Analysis**
- **Workshop on Corporate Finance**
- **Workshop on Group Case Presentations**

Campus Immersion

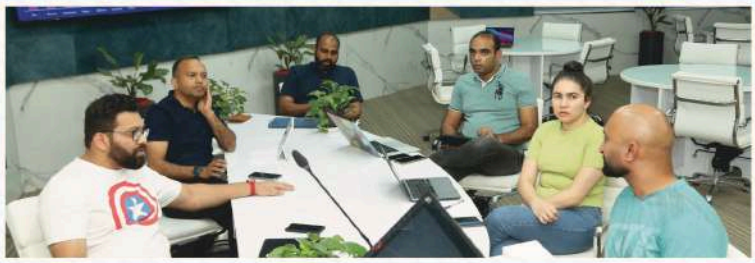
The last lap of the programme is the campus visit, to provide participants an experience of IIM rigor. This exhaustive and time intensive style of engagement and rigor is an attempt to train participants to understand and make management decisions under real-life pressure situations.

- **5 days of Campus Immersion**
- Campus Facilities & Tour
- Full-day Classroom Sessions 10:00 am to 5:00 pm
- Collaborative Late Evening Group Discussions
- Daily Capstone Group Presentations
- Best Group - Capstone Case Study Competition
- Valedictory Ceremony
- Networking & Gala Dinner Celebration

Learn, Unlearn & Relearn in Classes



Group Discussions



Capturing the Memories



Valedictory Function



Gala Dinner





DISTINGUISHED FACULTY

The programme is delivered by a team of experienced faculty of IIM Indore. The faculty for the programme is a diverse mix of distinguished academicians and researchers who have extensive work experience in the Private and Public Sector (more details on www.iimidr.ac.in).



Prof. Himanshu Rai
Negotiations and Leadership



Prof. Manish Popli
Strategy



Prof. Manoj Motiani
Marketing



Prof. Ranjeet Nambudiri
Leadership & People Management



Prof. Debasish Maitra
Corporate Finance



Prof. Saumya Ranjan Dash
Finance and Accounting



Prof. Rohit Kapoor
Operations and Supply Chain



Prof. Saurabh Kumar
Technology Strategy



Prof. Harshal Lowalekar
Theory of Constrains



Prof. Ganesh Nidugala
Business Environment & Economics



CERTIFICATION & ALUMNI STATUS

Indian Institute of Management Indore will award a Certificate of Completion of **"General Management Programme for Executives"** to the participants who complete all the requirements of the programme including attendance of at least 70% for the teaching sessions and group assignment submission.



Alumni Benefits

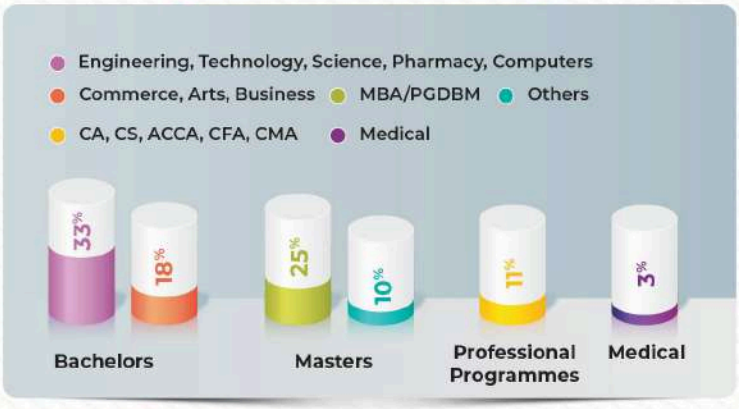
To be eligible for the alumni status and alumni identity card, each participant will apply and pay, a one-time nominal alumni fees, directly to the institute.

- Official email ID of the institute
- Alumni Identity card
- Access to the IIM Indore Campus Library (on-site access only)
- Lifelong access to network of IIM Indore Executive Alumni
- Communication brochures and newsletters from IIM Indore

ALUMNI PROFILE

The programme creates a rich learning experience to all the participants as they are seasoned professionals with diverse academic background and posses experience across multiple business disciplines.

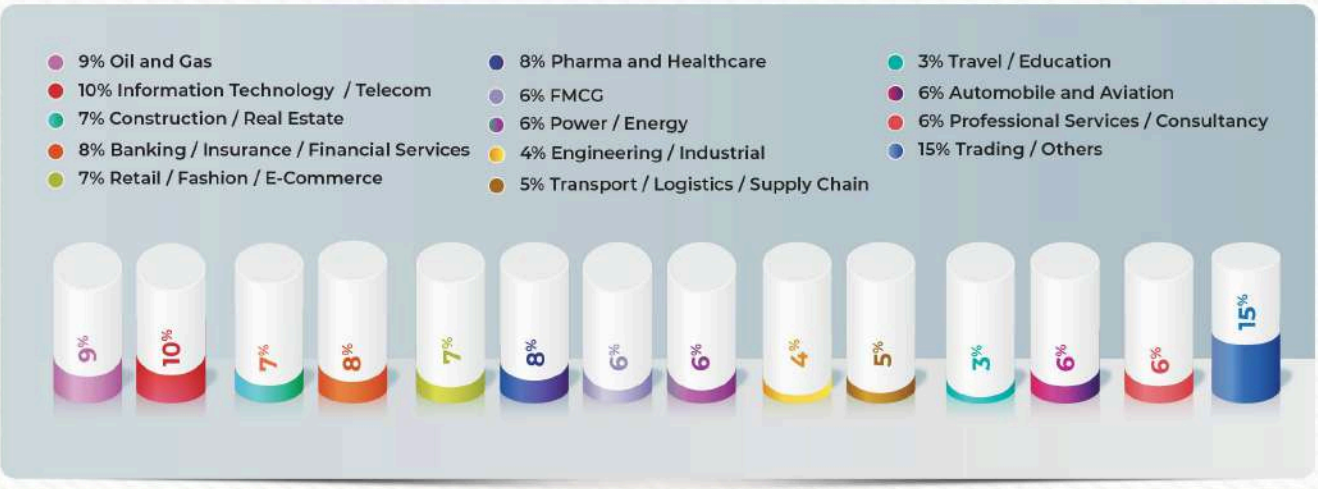
Academic Background



Work Experience (Years)



Industry



Roles And Responsibility



OUR ALUMNI FROM LEADING ORGANIZATIONS

The participants who have successfully completed the programme are business leaders from leading and reputed organizations across GCC region.



Our Alumni Entrepreneurs

Numerous participants, all accomplished industry professionals, have either initiated their own businesses or embarked on entrepreneurial ventures spurred by their transformative journeys with GMPe.



PARTICIPANT TESTIMONIALS



Amol Deshmukh | Business Banking, Mashreq

IIM Indore has perfected the recipe for enhancing knowledge. The programme not only provides insights into various business essentials but also empowers participants with positive perspectives on every conceivable business situation. The pedagogy adopted brings about a paradigm shift from dependence to interdependence, with balanced coursework that accommodates our work schedules. Moreover, IIM Indore offers ample opportunities to engage with leading faculty and an outstanding alumni forum for life. The stimulating and picturesque environment of the one-year programme has not only helped me acquire the necessary knowledge and skill sets but has also instilled a unique vigor to embark on transformational journeys.



Chandrashekar Pandey | Manager, Solutions Engineering, Dell Technologies

I found GMPe to be an invaluable journey that significantly contributed to my professional growth and development. Over the duration of the programme, I have had the privilege of immersing myself in a rigorous curriculum with case studies designed to enhance leadership skills, strategic thinking, and decision-making capabilities. This intensive programme has equipped me with a comprehensive understanding of various facets of management, including strategy, leadership, finance, marketing and operations. I would like to extend my gratitude to the world-class faculty members and staff at IIM Indore for their unwavering support and guidance throughout this transformative experience. The exchange of ideas and the diverse perspectives of my fellow participants have enriched my learning journey and broadened my horizons. As I move forward in my career, I am excited to apply the knowledge and skills I have gained during this programme to contribute meaningfully to the business world.



Hema Mestha | Solutions Architect Manager, VISA

There is no age limit to attain knowledge and learning. It's all about your attitude, determination, and willpower. I thank Anisuma Training Institute for giving me that platform to complete my unfulfilled and long-due learning passion. The programme is well-structured to provide a 360-degree view of the business. It was a great experience learning from experienced faculties at IIM Indore. Case studies, group discussions, and various team activities created the best learning experience. The campus visit was the cherry on the cake. The overall programme gave a whole new perspective to look at the situation, helped me to think differently and brought familiarity to be at ease with numbers, terminologies and business frameworks and above all networking opportunity with talented professionals. I truly enjoyed every aspect of the programme and journey of the learning, lifetime memories to cherish!



Irfan Naik | Head of Marketing, Stanley Black & Decker, Inc.

I was looking for a management programme that will challenge both, my skills and experience. The well curated GMPe through its lectures and case study pedagogy, tied with peer group discussions, acted as a perfect conduit for learning. The knowledge imparted by elite faculty of IIM Indore simplified learning, improved ability to evaluate business challenges and analyze complex situations. The seamless execution by Dr. Mahesh Chotrani and Anisuma Training Institute, ensured the pace of learning is just perfect to balance professional and personal learning commitment. At the end of the programme, I have acquired a new perspective of strategic orientation, boosted confidence to tackle real-life business transformation and be a part of network for professional excellence.



Manish Rai | General Manager, Honda Gulf FZE

I am proud of my decision to enroll in GMPe, primarily due to its structured curriculum, face-to-face sessions with IIM Indore's faculty in Dubai, and the final immersive week at the Indore campus. Returning to the classroom after more than 20 years was initially daunting, but the interactions with faculty and the opportunity to engage with a diverse peer group made it an enjoyable experience. The programme provided me with invaluable insights into key business concepts in marketing, business strategy, finance, and negotiations, all taught using a unique methodology and effectively demonstrated through Harvard Business Case Studies. The case study competitions among peer groups added an extra element of excitement and fueled our competitive spirit. Overall, this experience has transformed me into a better person and equipped me with the skills to make professional decisions confidently. I extend my gratitude to IIM Indore and Team Anisuma for their support and guidance.

PARTICIPANT TESTIMONIALS



Neeru Gupta | **Regional Business Development Manager, China Petro Pipeline Engg. Corp., U.A.E**

GMPe is a truly exceptional programme that has exceeded all my expectations. From meticulously crafted content to outstanding professors, and the overall enriching environment, this programme has been nothing short of transformative educational journey. A very thoughtfully created curriculum with modules designed to build upon the previous ones, creates a logical and immersive learning experience. The world class professors are the backbone of its success as their expertise, passion, and commitment to student success are truly commendable. They go above and beyond to foster a dynamic and interactive learning environment. The best part is the final phase of learning at Planet-i beautiful campus - the experience is beyond words as it refreshes your memories as a student. I wholeheartedly recommend this programme to anyone seeking a top-notch education that goes beyond the textbooks and prepares for the next level.



Prakash Kamble | **Head Of logistics - CISMETA, Epson Europe BV**

I must say – GMPe is so well designed to suit senior working professionals and offers you a lot of insights while interacting with amazing and intelligent peers from diverse background. It creates a different perceptive and allows you to evaluate topics from different angles. Great content, popular case studies, reflective conversations, and structured sessions from best of the IIM professors and finally, the week at IIM Indore campus as part of the programme, makes this an intensive learning exercise and something all of us would cherish for rest of our life. I also thank Team Anisuma for personalized support to all students through extra sessions, in depth overview of each & every module and introduction to the cases study methodology. I feel that I have been able to take a big step forward in developing my leadership abilities and aspirations.



Rahul Arya | **Head of Business Excellence, Centerpoint - Landmark Group**

GMPe is curated and tailor made for working professionals who are seeking to upgrade their knowledge, skills, and prowess. The multi-facet benefits of this programme include learning from expert faculty from premier IIM Indore institute, exchanging ideas with fellow batch students with rich experience from various industries, and case-study based course material that is aligned to practical on the job application at work. The culmination of this programme is the personalized attention given by Team Anisuma who keep no stone unturned in meeting the objective of this programme. GMPe is a self-enrichment journey that helps an individual to grow both professionally and personally.



Shubhi Kotiya | **Managing Director, Medvertise Marketing Solutions Dubai, UAE**

Embarking on the 9-month journey of the General Management Programme for Executives with Anisuma and IIM Indore has been a transformative experience. The curriculum, designed by the brilliant minds at IIM Indore, covered a vast array of subjects delivered by top-notch faculties. The 2-day sessions in Dubai were not just informative but also holistically practical, ensuring seamless integration into our daily roles as entrepreneurs. The campus immersion at IIM Indore's lush green campus was awe-inspiring, fostering a sense of pride and greatness. The case study competitions, coupled with the dedication of Anisuma and their team, kept us on our toes, consistently pushing us to outperform ourselves. The networking opportunities with over 800 IIM alumni in the GCC region and the lifelong friendships forged make this course invaluable. Joining this programme guarantees not just loads of learning but also a rich network and enduring camaraderie.



Varun Aggarwal | **Assistant Manager, Deloitte & Touche Middle East**

From the moment I stepped into the programme, I knew I was in for a transformative experience. The curriculum is thoughtfully designed, offering a perfect blend of theoretical knowledge and practical application. The esteemed faculty members challenged and inspired me to push my boundaries and think strategically. Through the collaborative learning, I had the opportunity to engage with a diverse group of executives from various industries that broadened my perspectives and honed my leadership skills with a holistic understanding of various business functions. I am now more confident in my ability to make well-informed decisions and drive organizational success. I highly recommend Anisuma Training Institute for their commitment to professional development and impactful training programmes. The programmes facilitated valuable networking opportunities with industry leaders, fostering connections that will undoubtedly benefit my professional journey.

ANISUMA NETWORKING EVENTS

Guest Lectures

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

THE VIRTUAL LEADER



CARL THONG
An Entrepreneur
30 years of Learning, Development & Training experience across Banking and Finance, FMCG, Healthcare & Life science

7th August 2020

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

SPORTS & LEADERSHIP



PROF. HIMANSHU RAI
Director, IIM Indore



ASHWIN RAVICHANDRAN
Ace Indian Cricketer

14th August 2020

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

WILL DIGITAL FINALLY SOLVE THE PROBLEMS OF RETAIL & SMALL BUSINESS CUSTOMERS IN BANKING?



SUBROTO SOM
St. Exec. VP & Head of
Retail Banking Group, Mashreq Bank

12th December 2020

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

MOTIVATION



PROF. HIMANSHU RAI
Director, IIM Indore



MR. PADDY UPTON
Coach, leader, high performer, academic, innovator

8th January 2021

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

ANGEL INVESTMENT MASTERCLASS



DR. APOORVA RANJAN SHARMA
Mentor for 2 unicoms startups-OYO Rooms & Bharath Pe Winner of Present of India Awards for Startup Incubation

1st May 2021

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

BEHAVIORAL FINANCE



PROF. SAUMYA RANJAN DASH
Dean - Research, IIM Indore

1st November 2021

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

STOCK MARKET TRADING WORKSHOP

"Plan your Trade & Trade Your Plan"



DR. RAVI RANJAN KUMAR
CEO - Know the Pulse International

23rd January 2022

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

BUSINESS CONTINUITY STRATEGIES



MR. DHARAM LALAI
Ex-SONY MEA HEAD

16th April 2022

ANISUMA NETWORKING EVENTS

Guest Lectures

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

WHY HAS THE COMMON CURRENCY EURO FAILED TO CHALLENGE THE US DOLLAR?



PROF. GANESH NIDUGALA
Alumni Head, IIM Indore

19th November 2022

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

BE THE BEST VERSION OF YOU

- *Discover your most valuable asset*
- *Master first impressions*
- *Power Dressing*
- *Body Language*
- *Communication Skills*



MS. AARTI SHARMA
Image Building Specialist

27th August 2022

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

MIND BODY MASTERY & HOLISTIC HEALING



DR. SMITHA PRABHAKAR

3rd June 2023

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

BRAIN BAZOOKA & IQ BATTERY QUIZ

Have Unlimited Fun as a Family



QUIZ MASTER SANJAY SRINIVAS
Brain & IQ Development Specialist

17th June 2023

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

DE-MYSTIFYING BITCOIN, CRYPTO CURRENCY & OTHER DIGITAL ASSETS



MR. ARSHAD KHAN
Co-founder & CEO of Arabian Bourse Ltd

3rd July 2021

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

BOUNCING BACK FROM CAREER SETBACKS AND PROFILE WRITING



MR. AVIL PINTO



MR. SHEHRYAR RIAZ



MR. WANCHOO ANANYA

27th August 2021

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

BREAST CANCER AWARENESS



DR. VANESHA VARIK
General & Laparoscopic Surgeon at Aster

10th September 2022

IIM - Anisuma | ANISUMA TRAINING INSTITUTE Dubai, UAE

Logical Thinking & Decision Making



PROF. HARSHAL LOWALEKAR
Professor at IIM Indore

29th April 2023

ANISUMA NETWORKING

Inter-batch Case Study Competition





Inter-batch Sports Competition

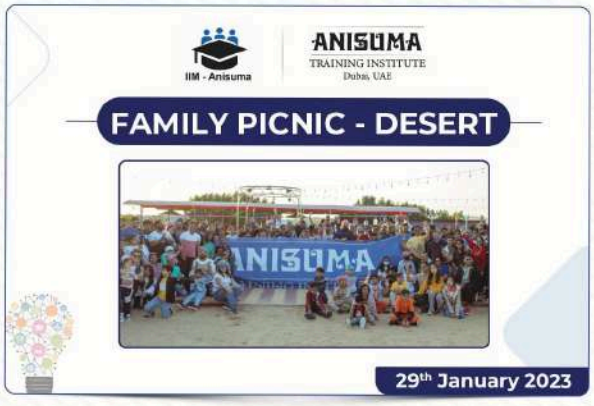






Fun with Family





REGISTRATION DETAILS

Programme Duration	: **10 Months (January 2027 to October 2027)**
Sessios(Details)	: **16 days - 3 Fridays every month**
	▪ 10:30am to 3:15pm, U.A.E. Time
	▪ Live Virtual Sessions
	: **5 days from 10:00am to 5:00pm at IIM Indore Campus**
	▪ Face to Face Sessions
	: **3 days of Workshops (Live Virtual)**
Leadership Level	: **Mid to Senior Level Managers, Functional Heads, Business Heads & Entrepreneurs**

Selection Criteria

As the seats are limited the, criteria for selection to the progamme will be strictly on the basis of

▪ Academic background ▪ Professional experience

Registration Process

Last Date to Submit Application	: **January 15, 2027**
Enrollment Confirmation to Applicants	: **January 18, 2027**
Course Fee Payment by Participants Course	: **Within 5 days of confirmation**
Batch Commences	: **January 2027**

Programme Fee

Fee Includes:

Online Sessions	: **Tuition, Course Material**
Indore Sessions	: **Campus Stay at IIM Indore (twin sharing + meals + refreshments) for 5 days**
*Explanation in programme fees	
One time payment method	: **AED 30,500*** (Full Fee to be paid within 5 days of confirmation)
Installment payment method	: **AED 32,000*** (PDCs need to submitted within 5 days of confirmation) AED 8,000 (within 5 days of confirmation) AED 4,800 (monthly payments paid every month for 5 months)
*Applicable VAT (5%) extra.	
Early Bird Discount	: Registrations received with payments on or before early bird deadline will be entitled for an early bird discount of 10%.

Contact Information

For registration and any other information, please contact

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www.anisuma.com

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Programme Coordinator
Indian Institute of Management Indore
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manishp@iimidr.ac.in
www.iimidr.ac.in



ABOUT ANISUMA

Anisuma Training Institute is a pioneer and facilitator of Executive Learning and Training Programmes designed for professionals of U.A.E, in collaboration with leading institutions across the globe. With a team comprising of seasoned professionals and rich academic qualifications, Anisuma aims to deliver world class training in the region. Till date, Anisuma Training Institute has successfully completed **32 batches** of various Management Programmes for business Executives with an alumni strength of **1250+** participants.

Mission and Objectives

- To promote high quality on-the-job education opportunities for the working professionals.
- To help organizations attain sustainable growth by providing customized consulting solutions.
- To provide value added services to businesses with high potential in region of Middle East.

Highlights

- Industry Leaders & Local Pioneers
- Ensure You Absorb & Internalize The Programme, Ensures
- Seamless Programme Execution
- Multiple & Diverse Programme Initiatives
- Focal Point of 1250+ Anisuma Alumni

Founders



Dr. Mahesh Chotrani

Founder Director & Managing Partner

- 28+ years of professional experience
- PhD (IIM Lucknow)
- Advanced Management Programme for Senior Leaders (IIM Indore)
- MBA (IIM Lucknow), M. Fin (MU), LLM (MU)
- Former Vice President, Jacky's Electronics U.A.E



Mr. Manohar Punjabi

Founder Director

- 38+ years of professional experience
- BMS - (DU)
- Executive Director, Jacky's Group of Companies, Global

सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

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TRAINING INSTITUTE
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