

Annexure-II

GUIDELINES FOR REIMBURSEMENT OF COURSE FEES TO SC/ST ENTREPRENEURS UNDER NATIONAL SCHEDULED CASTE AND SCHEDULED TRIBE HUB.

Tentative course calendar for FY 2018-19

#	Institute	Location	Program Title	Start Date	End Date	Course fees*
1	IIM Kolkata (MDC, IIMC)	Kolkata	Business Analytics for Strategic and Tactical Level Decision Making	17-Dec-18	21-Dec-18	85000
2	IIM Kolkata (MDC, IIMC)	Kolkata	Excellence in Managerial Communication	10-Dec-18	13-Dec-18	70000
3	IIM Kolkata (MDC, IIMC)	Kolkata	Communication and Presentation Skills	4-Feb-19	8-Feb-19	85000
4	IIM Kolkata (MDC, IIMC)	Kolkata	Internet of Things (IoT) – What every manager needs to know about IoT	26-Nov-18	29-Nov-18	70000
5	IIM Kolkata (MDC, IIMC)	Kolkata	Managing Family Business for Growth	7-Jan-19	16-Jan-19	160000
6	IIM Kolkata (MDC, IIMC)	Kolkata	Applied Corporate Finance	19-Nov-18	24-Nov-18	95000
7	IIM Kolkata (MDC, IIMC)	Kolkata	Finance for Non-Finance Executives	3-Dec-18	7-Dec-18	85000
8	IIM Kolkata	Kolkata	Finance and Accounting for	7-Jan-19	11-Jan-19	85000

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	(MDC, IIMC)		Business Managers			
9	IIM Kolkata (MDC, IIMC)	Kolkata	Strategic Cost & Performance Management	14-Feb-19	17-Feb-19	70000
10	IIM Kolkata (MDC, IIMC)	Kolkata	General Management Programme for Senior & Middle Level Executives	26-Nov-18	30-Nov-18	80000
11	IIM Kolkata (MDC, IIMC)	Kolkata	Leadership Excellence: An Alternate Approach	4-Feb-19	7-Feb-19	65000
12	IIM Kolkata (MDC, IIMC)	Kolkata	The Oil Economy: Shape of things to come	11-Dec-18	14-Dec-18	65000
13	IIM Kolkata (MDC, IIMC)	Kolkata	The Global Economy: Volatility, Uncertainty, Complexity and Ambiguity (VUCA)	10-Jan-19	13-Jan-19	65000
14	IIM Kolkata (MDC, IIMC)	Kolkata	Global Financial Markets and Macro Economy	4-Feb-19	7-Feb-19	65000
15	IIM Kolkata (MDC, IIMC)	Kolkata	Healthcare Leadership and Management Programme	12-Nov-18	16-Nov-18	80000
16	IIM Kolkata (MDC, IIMC)	Kolkata	Contract Management and Arbitration	18-Feb-19	22-Feb-19	85000
17	IIM Kolkata (MDC, IIMC)	Kolkata	Selling and Negotiation Skills	12-Nov-18	16-Nov-18	80000
18	IIM	Kolkata	Key Account	14-Nov-	17-Nov-	65000

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	Kolkata (MDC, IIMC)		Management	18	18	
19	IIM Kolkata (MDC, IIMC)	Kolkata	Strategic Marketing in Action	17-Dec- 18	21-Dec- 18	80000
20	IIM Kolkata (MDC, IIMC)	Kolkata	Marketing for Non- Marketing Professionals	14-Jan- 19	18-Jan- 19	80000
21	IIM Kolkata (MDC, IIMC)	Kolkata	Customer Service Strategy: Profiting through Value Creation, Customer Satisfaction, Loyalty, and Relationship	21-Jan- 19	24-Jan- 19	65000
22	IIM Kolkata (MDC, IIMC)	Kolkata	Marketing Analytics	28-Jan- 19	1-Feb-19	85000
23	IIM Kolkata (MDC, IIMC)	Kolkata	Strategic Analysis for Marketing Decision- Making	11-Feb- 19	14-Feb- 19	65000
24	IIM Kolkata (MDC, IIMC)	Kolkata	Building and Managing Brands in Digital Era	18-Feb- 19	21-Feb- 19	70000
25	IIM Kolkata (MDC, IIMC)	Kolkata	Value Creation Through Operations Strategy	19-Nov- 18	23-Nov- 18	80000
26	IIM Kolkata (MDC, IIMC)	Kolkata	Supply Chain Management	3-Dec-18	7-Dec- 18	80000
27	IIM Kolkata	Kolkata	Project Management	14-Jan- 19	18-Jan- 19	80000

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	(MDC, IIMC)					
28	IIM Kolkata (MDC, IIMC)	Kolkata	Quality Analytics	25-Feb-19	1-Mar-19	80000
29	IIM Kolkata (MDC, IIMC)	Kolkata	Managerial Leadership and Team Effectiveness	19-Nov-18	23-Nov-18	85000
30	IIM Kolkata (MDC, IIMC)	Kolkata	Enhancing Negotiation Skills for Managerial Excellence	26-Nov-18	30-Nov-18	85000
31	IIM Kolkata (MDC, IIMC)	Kolkata	Leadership and Team Building	3-Dec-18	7-Dec-18	85000
32	IIM Kolkata (MDC, IIMC)	Kolkata	Improving Interpersonal Effectiveness	10-Dec-18	13-Dec-18	70000
33	IIM Kolkata (MDC, IIMC)	Kolkata	Managerial Leadership and Conflict Resolution	7-Jan-19	12-Jan-19	95000
34	IIM Kolkata (MDC, IIMC)	Kolkata	Interpersonal Effectiveness and Leadership Excellence	21-Jan-19	25-Jan-19	85000
35	IIM Kolkata (MDC, IIMC)	Kolkata	Developing Leadership Potential	28-Jan-19	31-Jan-19	70000
36	IIM Kolkata (MDC, IIMC)	Kolkata	Managerial Leadership and Team Effectiveness	18-Feb-19	22-Feb-19	85000
37	IIM	Kolkata	Personal Growth and	25-Feb-	1-Mar-19	85000

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	Kolkata (MDC, IIMC)		Team Building	19		
38	IIM Kolkata (MDC, IIMC)	Kolkata	Management of Creativity and Innovation	4-Mar-19	8-Mar-19	85000
39	IIM Kolkata (MDC, IIMC)	Kolkata	Strategy in the Digital Era: Learning to Manage and Thrive on Network Effects	11-Feb- 19	15-Feb- 19	1,10,000
40	IIM Indore	Indore	Leadership Insights for Organizational Growth	12-Nov- 18	14-Nov- 18	42,000
41	IIM Indore	Indore	Neuromarketing	12-Nov- 18	15-Nov- 18	54,000
42	IIM Indore	Indore	Transformational Leadership	14-Nov- 18	16-Nov- 18	42,000
43	IIM Indore	Mumbai	Mutual Fund Investments & Portfolio Management	14-Nov- 18	16-Nov- 18	42,000
44	IIM Indore	Indore	Negotiations in a Globalized World	14-Nov- 18	16-Nov- 18	42,000
45	IIM Indore	Indore	Winning in the markets: The Strategic Edge	19-Nov- 18	23-Nov- 18	66,000
46	IIM Indore	Indore	Data Visualization for Managers through SAS	19-Nov- 18	23-Nov- 18	1,06,000
47	IIM Indore	Mumbai	Financial Management of Projects	26-Nov- 18	28-Nov- 18	42,000
48	IIM Indore	Mumbai	Achieving Sourcing Excellence	26-Nov- 18	29-Nov- 18	54,000
49	IIM Indore	Indore	Project Appraisal, Risk Structuring & Financing	26-Nov- 18	30-Nov- 18	66,000
50	IIM Indore	Indore	Effective Financial Management for	26-Nov- 18	28-Nov- 18	42,000

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			SMEs/Entrepreneurs/ Startups			
51	IIM Indore	Indore	Negotiation Skills	26-Nov-18	28-Nov-18	42,000
52	IIM Indore	Indore	Leadership Development Program for First Time Managers	27-Nov-18	29-Nov-18	42,000
53	IIM Indore	Indore	Building and Leading Teams	3-Dec-18	5-Dec-18	42,000
54	IIM Indore	Indore	Communication Skills for Managerial Success	5-Dec-18	7-Dec-18	42,000
55	IIM Indore	Indore	Managing Change and Conflict at the Workplace	5-Dec-18	7-Dec-18	42,000
56	IIM Indore	Mumbai	Operations and Supply Chain Management at Warp Speed	10-Dec-18	13-Dec-18	54,000
57	IIM Indore	Mumbai	Supply Chain Management	18-Dec-18	21-Dec-18	54,000/-
58	IIM Indore	Indore	Customer Behaviour and Marketing Strategy	7-Jan-19	9-Jan-19	42,000
59	IIM Indore	Indore	Strategic Pricing	7-Jan-19	9-Jan-19	42,000
60	IIM Indore	Indore	Chief Financial Officers	8-Jan-19	11-Jan-19	54,000
61	IIM Indore	Indore	High Impact Leadership	9-Jan-19	11-Jan-19	42,000
62	IIM Indore	Indore	Operations and Supply Chain Management at Warp Speed	9-Jan-19	12-Jan-19	54,000
63	IIM Indore	Indore	Globalization and Emerging Markets	9-Jan-19	11-Jan-19	42,000
64	IIM Indore	Indore	Communication, Presentation Skills and Report Writing	14-Jan-19	16-Jan-19	42,000

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65	IIM Indore	Indore	Leadership Competencies in Complex Organizations	14-Jan-19	16-Jan-19	42,000
66	IIM Indore	Indore	Doing Business with China	28-Jan-19	30-Jan-19	42,000
67	IIM Indore	Indore	Finance for Non-Finance Executives	29-Jan-19	31-Jan-19	42,000
68	IIM Indore	Indore	Family Business Management	4-Feb-19	6-Feb-19	42,000
69	IIM Indore	Indore	Leadership Communication	4-Feb-19	6-Feb-19	42,000
70	IIM Indore	Mumbai	Doing Business with China	7-Feb-19	9-Feb-19	42,000
71	IIM Indore	Indore	Learning to Read Behavioural Evidence: HR Analytics for Organizational Excellence	13-Mar-19	15-Mar-19	42,000
72	XLRI	Jamshed pur	Measuring, Monitoring, Maintaining and Improving Service Quality	12-Nov-18	16-Nov-18	28,500
73	XLRI	Jamshed pur	Human Resource Development	12-Nov-18	16-Nov-18	47,500
74	XLRI	Jamshed pur	Business Acumen for Leadership Excellence	19-Nov-18	23-Nov-18	47,500
75	XLRI	Jamshed pur	Project Management	20-Nov-18	24-Nov-18	47,500
76	XLRI	Jamshed pur	Think Critically, Decide Swiftly and Communicate Effectively	4-Dec-18	6-Dec-18	28,500
77	XLRI	Jamshed pur	Design Thinking for High Business Performance	4-Dec-18	6-Dec-18	28,500

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78	XLRI	Jamshed pur	Designing and Implementing Coaching and Mentoring for Talent Management	4-Dec-18	8-Dec-18	47,500
79	XLRI	Jamshed pur	Strategy Innovation and Leadership	10-Dec-18	12-Dec-18	28,500
80	XLRI	Jamshed pur	Creativity, Problem Solving & Decision Making	8-Jan-18	12-Jan-19	47,500
81	XLRI	Jamshed pur	Marketing Research and Analytics with R	9-Jan-19	11-Jan-19	28,500
82	XLRI	Jamshed pur	Interpersonal Effectiveness through Communication Skills	21-Jan-19	25-Jan-19	47,500
83	XLRI	Jamshed pur	Talent Acquisition: Tools and Techniques	28-Jan-19	31-Jan-19	38,000
84	XLRI	Jamshed pur	Effective Performance Management	28-Jan-19	1-Feb-19	47,500
85	XLRI	Jamshed pur	Leading Teams for Synergy	4-Feb-19	8-Feb-19	47,500
86	XLRI	Jamshed pur	Talent Management for Line Managers	4-Feb-19	8-Feb-19	47,500
87	XLRI	Jamshed pur	Strategic Thinking	11-Feb-19	13-Feb-19	28,500
88	XLRI	Jamshed pur	Basic Leadership Skills	11-Feb-19	15-Feb-19	47,500
89	XLRI	Jamshed pur	Professional Sales Management	18-Feb-19	22-Feb-19	47,500
90	XLRI	Jamshed pur	Supply Chain Analytics	18-Feb-19	22-Feb-19	47,500
91	Institute for Rural Management, Anand	Anand	Finance and Accounting for Business Managers	23-Oct-18	24-Oct-18	15,000
92	Institute for Rural Management, Anand	Anand	Productivity Tools and techniques	24-Oct-18	26-Oct-18	12,000

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93	Institute for Rural Management, Anand	Anand	Conflict Management in Organizations	29-Oct-18	31-Oct-18	22,500
94	Institute for Rural Management, Anand	Anand	Strategic Sourcing for Executives: A Hands-On Approach to Sourcing and Generating Savings	13-Nov-18	15-Nov-18	30,000
95	Institute for Rural Management, Anand	Anand	Advanced Financial Statement Analysis for Decision Making	19-Nov-18	20-Nov-18	15,000
96	Institute for Rural Management, Anand	Anand	Activity Based Costing Versus Overheads Apportionment to Cost Objects	19-Nov-18	20-Nov-18	8,000
97	Institute for Rural Management, Anand	Anand	Strategic Inventory Management	22-Nov-18	23-Nov-18	17,000
98	Institute for Rural Management, Anand	Anand	Budgeting, Budgetary Control, and Variance Analysis	27-Nov-18	28-Nov-18	17,000
99	Institute for Rural Management, Anand	Anand	Enhancing Personal and Interpersonal Effectiveness	27-Nov-18	29-Nov-18	22,500
100	Institute for Rural Management, Anand	Anand	Supply Chain Management	28-Nov-18	30-Nov-18	12,000
101	Institute for Rural Management, Anand	Anand	Team Building	5-Dec-18	7-Dec-18	22,500

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102	Institute for Rural Management, Anand	Anand	Decision Making - Tools and techniques	11-Dec-18	12-Dec-18	17,000
103	Institute for Rural Management, Anand	Anand	Finance for Non-Finance Executives	11-Dec-18	14-Dec-18	30,000
104	Institute for Rural Management, Anand	Anand	Information System Management for High Performance	11-Dec-18	14-Dec-18	30,000
105	Institute for Rural Management, Anand	Anand	Effective Talent Management for High Performance	13-Dec-18	15-Dec-18	22500
106	Institute for Rural Management, Anand	Anand	Total Quality Management	19-Dec-18	21-Dec-18	12000
107	Institute for Rural Management, Anand	Anand	Effective Decision Making Using AHP	3-Jan-19	4-Jan-19	15000
108	Institute for Rural Management, Anand	Anand	Management Accounting - Eyes of Management	8-Jan-19	9-Jan-19	17000
109	Institute for Rural Management, Anand	Anand	Financial Decisions (Strengthening Tools)	8-Jan-19	11-Jan-19	30000
110	Institute for Rural Management, Anand	Anand	Materials Management	9-Jan-19	11-Jan-19	12000
111	Institute for Rural Management	Anand	General Management and Leadership Programme (GMP)	21-Jan-19	2-Feb-19	65000

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	ent, Anand					
112	Institute for Rural Management, Anand	Anand	Applying Project Management Skills to Enhance Impact of Projects	21-Jan-19	23-Jan-19	22500
113	Institute for Rural Management, Anand	Anand	Team Building	28-Jan-19	30-Jan-19	22500
114	Institute for Rural Management, Anand	Anand	Conflict Management in Organizations	4-Feb-19	6-Feb-19	22500
115	Institute for Rural Management, Anand	Anand	Finance for Non-Finance Executives	12-Feb-19	15-Feb-19	30000
116	Institute for Rural Management, Anand	Anand	Enhancing Leadership Effectiveness	18-Feb-19	21-Feb-19	30000
117	Institute for Rural Management, Anand	Anand	Introduction to Social Network Analysis	22-Feb-19	23-Feb-19	15000
118	Institute for Rural Management, Anand	Anand	Presentation Skills, Public Speaking, and Interpersonal Communication	27-Feb-19	1-Mar-19	22500
119	Institute for Rural Management, Anand	Anand	Change Management Skills	11-Mar-19	13-Mar-19	22500
120	Institute for Rural Management, Anand	Anand	Discovering and Developing the Authentic Leader in You	18-Mar-19	20-Mar-19	22500
121	IIM	Ahmedabad	Advanced Quality	22-Oct-	26-Oct-	120,000

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	Ahmedabad	abad	Management	18	18	
122	IIM Ahmedabad	Ahmedabad	Enhancing Leadership Capacities and Potential Among Professional Women	12-Nov-18	16-Nov-18	120,000
123	IIM Ahmedabad	Ahmedabad	Innovation, Corporate Strategy and Competitive Performance	12-Nov-18	17-Nov-18	150,000
124	IIM Ahmedabad	Ahmedabad	Negotiation Analysis	12-Nov-18	14-Nov-18	80,000
125	IIM Ahmedabad	Ahmedabad	Developing Commercial and Financial Skills for Strategic Business Decisions	19-Nov-18	23-Nov-18	130,000
126	IIM Ahmedabad	Ahmedabad	Leading Professional Service Firms	3-Dec-18	7-Dec-18	180,000
127	IIM Ahmedabad	Ahmedabad	Design Thinking	3-Dec-18	6-Dec-18	120,000
128	IIM Ahmedabad	Ahmedabad	Organisational Leadership for 21st Century	18-Dec-18	21-Dec-18	120,000
129	IIM Ahmedabad	Ahmedabad	Crisis Communication	18-Dec-18	19-Dec-18	80,000
130	IIM Ahmedabad	Ahmedabad	Urban Transportation	3-Jan-19	5-Jan-19	80,000
131	IIM Ahmedabad	Ahmedabad	Logistics Management	7-Jan-19	11-Jan-19	120,000
132	IIM Ahmedabad	Ahmedabad	Strategic Cost Management	8-Jan-19	12-Jan-19	120,000

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133	IIM Ahmedabad	Ahmedabad	Interpersonal Effectiveness and Team Building	21-Jan-19	24-Jan-19	120,000
134	IIM Ahmedabad	Ahmedabad	Strategy Implementation	28-Jan-19	1-Feb-19	120,000
135	IIM Ahmedabad	Ahmedabad	International Sale Contracts	4-Feb-19	7-Feb-19	120,000
136	IIM Ahmedabad	Ahmedabad	Managerial Effectiveness	18-Feb-19	23-Feb-19	140,000
137	IIM Ahmedabad	Ahmedabad	Family Businesses: Organisation, Strategies, Internationalisation and Succession	20-Feb-19	22-Feb-19	120,000
138	IIM Ahmedabad	Ahmedabad	Enhancing Sales Force Performance	4-Mar-19	8-Apr-19	120,000
139	IIM, Lucknow	Lucknow	Leadership Development	29-Oct-18	31-Oct-18	45,000
140	IIM, Lucknow	Lucknow	Data Analysis and Decision Making	1-Nov-18	3-Nov-18	45,000
141	IIM, Lucknow	Lucknow	Influencing and Negotiation Skills	15-Nov-18	17-Nov-18	45,000
142	IIM, Lucknow	Lucknow	Effective Contract Management and Negotiation	19-Nov-18	21-Nov-18	45,000
143	IIM, Lucknow	Lucknow	Financial Analysis and Valuation for Strategic Decision Making	19-Nov-18	22-Nov-18	60,000
144	IIM, Lucknow	Lucknow	Strategic Human Resource Management	26-Nov-18	28-Nov-18	45,000
145	IIM, Lucknow	Lucknow	How to Integrate Product and Brand with Marketing	26-Nov-18	29-Nov-18	60,000

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			Strategy?			
146	IIM, Lucknow	Lucknow	International Training Programme on the World Bank's New Procurement Framework (NPF)	26-Nov-18	7-Dec-18	110,000
147	IIM, Lucknow	Lucknow	Financing and Valuation of New Ventures and Start-ups	3-Dec-18	5-Dec-18	45,000
148	IIM, Lucknow	Lucknow	Inspired Leadership	3-Dec-18	7-Dec-18	70,000
149	IIM, Lucknow	Lucknow	General Management Programme	3-Dec-18	14/3/2018	125,000
150	IIM, Lucknow	Lucknow	Digital Marketing: Strategy and Methods	5-Dec-18	9-Dec-18	70,000
151	IIM, Lucknow	Lucknow	The First Time Leader	16-Jan-19	18-Jan-19	45,000
152	IIM, Lucknow	Lucknow	Developing Strategic Mindset	21-Jan-19	23-Jan-19	45,000
153	IIM, Lucknow	Lucknow	Project Management	4-Feb-19	8-Feb-19	70,000
154	IIM, Lucknow	Lucknow	Managerial Effectiveness	4-Feb-19	8-Feb-19	70,000
155	IIM, Lucknow	Lucknow	Coaching and Mentoring for Effective Leadership	11-Feb-19	13-Feb-19	45,000
156	IIM, Lucknow	Lucknow	Finance for Non-Finance Executives	11-Feb-19	15-Feb-19	70,000
157	IIM, Lucknow	Lucknow	Leadership Excellence: Communication, Influence, and Persuasion	18-Feb-19	22-Feb-19	45,000
158	IMI, New Delhi	New Delhi	Business Case for Sustainable Development	24-Oct-18	26-Oct-18	35,000
159	IMI, New Delhi	New Delhi	Analytics in Operations	26-Oct-18	27-Oct-18	25,000

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160	IMI, New Delhi	New Delhi	Leading Growth: Individual & Organisational Excellence	14-Nov-18	16-Nov-18	35,000
161	IMI, New Delhi	New Delhi	Finance for Non-finance Executives	14-Nov-18	16-Nov-18	35,000
162	IMI, New Delhi	New Delhi	Sales & Operations Planning with Supply chain optimization techniques	15-Nov-18	16-Nov-18	25,000
163	IMI, New Delhi	New Delhi	Negotiation: Strategies, Tactics & Skills	28-Nov-18	29-Nov-18	25,000
164	IMI, New Delhi	New Delhi	Accelerating Sales Team Performance	29-Nov-18	30-Nov-18	25,000
165	IMI, New Delhi	New Delhi	Women as Leaders	6-Dec-18	7-Dec-18	25,000
166	IMI, New Delhi	New Delhi	Analytics in HR	7-Dec-18	8-Dec-18	25,000
167	IMI, New Delhi	New Delhi	Leading Strategy Execution & Change	12-Dec-18	14-Dec-18	35,000
168	IMI, New Delhi	New Delhi	Pitching and Financing for Start ups	13-Dec-18	14-Dec-18	25,000
169	IMI, New Delhi	New Delhi	Conscious Communication and Self Development (CCSD)	3-Jan-19	4-Jan-19	25,000
170	IMI, New Delhi	New Delhi	Digital and Social Media Marketing	18-Jan-19	19-Jan-19	25,000
171	IMI, New Delhi	New Delhi	Strategic Project Management for Competitiveness	7-Feb-19	8-Feb-19	25,000
172	Fore School of Management	New Delhi	Coaching & Mentoring for Personal and Professional Success	1-Nov-18	2-Nov-18	28,000
173	Fore School of	New Delhi	Making the Supply Chain Responsive	21-Nov-18	22-Nov-18	28,000

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	Managem ent					
174	Fore School of Managem ent	New Delhi	Managerial Leadership and Team Building	3-Dec-18	4-Dec-18	28,000
175	Fore School of Managem ent	New Delhi	Enhancing Assertiveness & Positive Attitude	10-Dec-18	11-Dec-18	28,000
176	Fore School of Managem ent	New Delhi	Creating Winning Sales Teams	17-Dec-18	18-Dec-18	28,000
177	Fore School of Managem ent	New Delhi	The New Indian Consumer : Winning Concepts and Practices	21-Feb-19	22-Feb-19	28,000
178	Fore School of Managem ent	New Delhi	Pricing and Application of Financial Derivatives	27-Feb-19	28-Feb-19	28,000
179	IIM, Raipur	Raipur	Writing Business Case Studies	18-Jan-19	19-Jan-19	23600
180	IIM, Raipur	Raipur	Exploring Self for Effective Managerial Skills	8-Feb-19	9-Feb-19	23600
181	IIM, Raipur	Raipur	Tools and Techniques for Psychometric and Behavioral Assessment	8-Dec-18	9-Dec-18	23600
182	IIM, Raipur	Raipur	Developing Leadership Skills	11-Jan-19	12-Jan-19	23600
183	IIM, Raipur	Raipur	Exploring Self for Effective Managerial Skills	14-Dec-18	15-Dec-18	23600
184	IIM, Raipur	Raipur	Developing Leadership Skills	23-Nov-18	24-Nov-18	23600
185	IIM,	Raipur	Achieving Managerial	18-Jan-	19-Jan-	23600

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	Raipur		Effectiveness	19	19	
186	IIM, Raipur	Raipur	Achieving Effectiveness in Selling	14-Dec-18	15-Dec-18	23600
187	IIM, Raipur	Raipur	Tools and Techniques for Psychometric and Behavioral Assessment	16-Feb-19	17-Feb-19	23600
188	IIM, Raipur	Raipur	Managing Family Business Strategically	30-Nov-18	1-Dec-18	29500
189	Symbiosis Institute of Business Management	Pune	Finance for Non Finance Executives	27-Oct-18	28-Oct-18	Rs. 25,000+18 % GST
190	Symbiosis Institute of Business Management	Pune	Sustainable and Ethical Operation Management for Core Sector Industry	8-Jan-19	9-Jan-19	Rs. 25,000+18 % GST
191	Symbiosis Institute of Business Management	Pune	Negotiation Skills for Managers: Key to Success in Corporate	9-Mar-19	10-Mar-19	Rs. 25,000+18 % GST
192	Management Development Institute	Gurgaon	Train The Trainer	22-Oct-18	24-Oct-18	36,000
193	Management Development Institute	Gurgaon	Managerial Perspective: Towards Building Smarter Organisations	30-Oct-18	1-Nov-18	36,000
194	Management Development Institute	Gurgaon	Competency Building for Leadership Roles	19-Nov-18	23-Nov-18	55,000

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	Institute					
195	Management Development Institute	Gurgaon	The Art of Successful Leadership and Management	26-Nov-18	28-Nov-18	36,000
196	Management Development Institute	Gurgaon	Developing Communication Competencies	10-Dec-18	14-Dec-18	55,000
197	Management Development Institute	Gurgaon	Managerial Perspective: Towards Building Smarter Organisations	9-Jan-19	11-Jan-19	36,000
198	Management Development Institute	Gurgaon	Negotiation Strategies: A Win-Win Approach	16-Jan-19	18-Jan-19	36,000
199	Management Development Institute	Gurgaon	Communication Strategies for Effective Employee Engagement	21-Jan-19	23-Jan-19	36,000
200	Management Development Institute	Gurgaon	Developing Women Leadership: A Communication Perspective	28-Jan-19	30-Jan-19	36,000
201	Management Development Institute	Gurgaon	Managerial Efficacy for Healthcare Professionals	5-Feb-19	7-Feb-19	36,000
202	Management Development Institute	Gurgaon	Effective Communication for Managers and	12-Feb-19	14-Feb-19	36,000

#	Institute	Location	Program Title	Start Date	End Date	Course fees*
	ent Institute		Leaders			
203	Managem ent Developm ent Institute	Gurgaon	Story Telling and Theater Techniques for Effective Communication	4-Mar-19	6-Mar-19	36,000
204	Managem ent Developm ent Institute	Gurgaon	Managerial Perspective: Towards Building Smarter Organisations	30-Oct-18	1-Nov-18	36,000
205	Managem ent Developm ent Institute	Gurgaon	Strategies for Online Businesses	7-Nov-18	9-Nov-18	36,000
206	Managem ent Developm ent Institute	Gurgaon	Designing Decision Making Environment for Business Results	28-Nov-18	30-Nov-18	36,000
207	Managem ent Developm ent Institute	Gurgaon	Economics for Banking Sector Professionals	5-Dec-18	7-Dec-18	36,000
208	Managem ent Developm ent Institute	Gurgaon	Managerial Perspective: Towards Building Smarter Organisations	9-Jan-19	11-Jan-19	36,000
209	Managem ent Developm ent Institute	Gurgaon	Economics for Banking Sector Professionals	6-Feb-19	8-Feb-19	36,000
210	Managem ent	Gurgaon	Strategies for Online Businesses	6-Feb-19	8-Feb-19	36,000

#	Institute	Location	Program Title	Start Date	End Date	Course fees*
	Development Institute					
211	Management Development Institute	Gurgaon	Managerial Perspective: FDI and The Indian Economy	12-Feb-19	14-Feb-19	36,000
212	IIM Kozhikode	IIMK	Leveraging Resources for Organizational Renewal	22-Oct-18	26-Oct-18	68000
213	IIM Kozhikode	IIMK	Accelerating Sales Force Performance	1-Nov-18	3-Nov-18	45000
214	IIM Kozhikode	IIMK	Communication Effectiveness Lab for Managers	1-Nov-18	3-Nov-18	45000
215	IIM Kozhikode	IIMK	Strategic Decision Making and Leadership under Dynamic and Uncertain Environments	12-Nov-18	14-Nov-18	55000
216	IIM Kozhikode	IIMK	Predictive Analytics using R	19-Nov-18	23-Nov-18	68000
217	IIM Kozhikode	IIMK Kochi Campus	Accounting and Finance for Working Executives	21-Nov-18	23-Nov-18	36000 (Non-Residential Program)
218	IIM Kozhikode	IIMK	Management of Technology and Innovation	26-Nov-18	28-Nov-18	45000
219	IIM Kozhikode	IIMK	Demystifying Strategic Decision Making through Strategy Simulation	26-Nov-18	29-Nov-18	66000
220	IIM Kozhikode	IIMK	Advanced Financial Statement Analysis for Decision Making	29-Nov-18	1-Dec-18	45000

#	Institute	Location	Program Title	Start Date	End Date	Course fees*
221	IIM Kozhikode	IIMK	Interpersonal & Soft Skills Effectiveness Lab for Legal Practitioners (Lawyers)	3-Dec-18	5-Dec-18	45000
222	IIM Kozhikode	IIMK	Design Thinking	6-Dec-18	8-Dec-18	45000
223	IIM Kozhikode	IIMK Kochi Campus	Profitable Poker (ProP) - "Bet, Check, Call, Fold or Raise"	3-Jan-19	5-Jan-19	36000 (Non-Residential Program)
224	IIM Kozhikode	IIMK	Rural Marketing	8-Jan-19	10-Jan-19	45000
225	IIM Kozhikode	IIMK	Project Management	14-Jan-19	18-Jan-19	68000
226	IIM Kozhikode	IIMK	Supply Chain Management	14-Jan-19	18-Jan-19	68000
227	IIM Kozhikode	IIMK	Creative Thinking, Problem Solving and Decision Making	21-Jan-19	23-Jan-19	45000
228	IIM Kozhikode	IIMK	Purchasing and Contract management	11-Feb-19	14-Feb-19	56000
229	IIM Kozhikode	IIMK	Creative Thinking, Problem Solving and Decision Making	20-Feb-19	22-Feb-19	45000
230	IIM Kozhikode	IIMK	Profitable Poker (ProP) - "Bet, Check, Call, Fold or Raise"	21-Feb-19	23-Feb-19	45000
231	IIM Bangalore	Bangalore	Creating successful products	17-Jan-19	19-Jan-19	81,000
232	IIM Bangalore	Bangalore	Strategic management of innovation	29-Aug-18	31-Aug-18	81,000
233	IIM Bangalore	Bangalore	Project, Program & Portfolio Management	19-Nov-18	22-Nov-18	91,000
234	IIM Bangalore	Bangalore	Digital Marketing for Business Growth	29-Oct-18	2-Nov-18	97,000
235	IIM Bangalore	Bangalore	Competitive Marketing Strategy	21-Feb-19	23-Feb-19	81,000

#	Institute	Location	Program Title	Start Date	End Date	Course fees*
236	IIM Bangalore	Bangalore	ABC of Marketing/ Building Blocks of Marketing	9-Jan-19	11-Jan-19	81,000
237	IIM Bangalore	Bangalore	Supply Chain Management: Sourcing, Planning & Delivery	3-Dec-18	6-Dec-18	91,000
238	IIM Bangalore	Bangalore	Finance Master class for Entrepreneurial and Business Leadership	28-Jan-19	30-Jan-19	81,000
239	IIM Shillong	Shillong	Agro based Enterprise Management	14-Nov-18	16-Nov-18	7500/day + 4500/day (Residential) or 2500/day (Non-Residential)
240	IIM Shillong	Shillong	Business Forecasting	14-Nov-18	16-Nov-18	7500/day + 4500/day (Residential) or 2500/day (Non-Residential)
241	IIM Shillong	Shillong	Professional Selling	14-Nov-18	16-Nov-18	7500/day + 4500/day (Residential) or 2500/day (Non-Residential)

#	Institute	Location	Program Title	Start Date	End Date	Course fees*
242	IIM Shillong	Shillong	Finance for Non - Finance	22-Oct-18	24-Oct-18	7500/day + 4500/day (Residential) or 2500/day (Non - Residential)
243	IIM Shillong	Shillong	Rural Marketing Management	16-Jan-19	18-Jan-19	7500/day + 4500/day (Residential) or 2500/day (Non - Residential)

Note 1: The list is prepared on available information from institutes for FY 2018-19. Based on NIRF ranking in upcoming years, new list of institutes will be considered. The training calendar will be updated based on any further information shared from shortlisted institutes, and new calendars published from the institutes in upcoming years.

Note 2: The Course fee* mentioned in this list is tentative based on data collected through various sources. The fee considered for reimbursement will be based on the actual fee paid by applicant to the training institute