



Bombay Chamber
of Commerce & Industry



Management Development Programmes

Presentation Skills for Managerial Effectiveness - May 14, 2011

How to Read a Balance Sheet & P & L A/c - May 27-28, 2011

**Preparing Business Plan for Start-up Venture or for Expansion -
June 10, 2011**

Building Creative Thinking within Organization - June 24, 2011

Competency Based Human Resource Management - July 8, 2011

HR for Non HR - July 22-23, 2011

Personal Growth Laboratory / Personal Efficacy - August 5, 2011

Spreadsheet Modeling for Decision Making - August 26-27, 2011

Emotional Intelligence - September 9, 2011

Raising Finances and Approaching Investors - September 23, 2011

TIME

9.00 a.m. to 5.30 p.m.

VENUE

Room No.1, MDP Cell, 4th Floor

K.J. Somaiya Institute of Management, Studies & Research (SIMSR)

Vidyanagari, Vidyavihar, Mumbai 400 077

The Bombay Chamber of Commerce and Industry has regularly facilitated its members for their various requirements, one of those being the Continuing Professional Education of the managerial personnel.

We are now pleased to inform that to deliver the Best of academic knowledge and the practical experience, the Chamber has worked together with SIMSR and prepared a calendar of MDPs - details in the following pages.

We request the member to derive the benefit by nominating representatives. Feedback about the content, quality and suggestions for improvements will be welcome.

While each programme carries is specific fee, members subscribing to the entire series can avail a concessional charge. The registration will be valid by company name, with facility to nominate different attendees.

RSVP / Contact

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Introduction

Effective communication in public is an invaluable tool for managerial effectiveness and success. It is an oft used tool of communication. It leads to collaboration, clarity and connectivity both within and outside the organization.

A “how-to” process

This training programme invites you to enhance public speaking skills. It helps one to identify the topic, content and style to suit the occasion. This training will enable participants to gain practical experience of presenting ideas, reports, choosing appropriate mediums and channels. etc in a comprehensive and impressive manner. The programme is designed to give participants a competitive edge.

You will

Outcomes are tangible gains such as assertiveness in communication style, gaining confidence in public speaking, handling queries, interacting in live situations, time management in communication, making customized and impactful presentations.

Pedagogy

This workshop will use interactive sessions, exercises, roles plays, and discussion to convey the concepts of the workshop.

Participants

This workshop is for executives and managers who want to enhance their proficiency in public speaking and presentation skills.

Faculty

Prof. Swatee Sarangi

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. Registration

Effective Public Speaking

Analysing Audience

Making Knockout Presentations

Two minutes presentation by participants

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Prof. Swatee Sarangi

Prof. Swatee Sarangi is gold medalist from Utkal University in her Bachelor of Arts in Sociology and also a gold medalist in Masers in Personnel Management and Industrial Relations. She has over ten years of academic experience and is a faculty for HRM, Human Resource Planning and Audit, Leadership Strategic Human Resource Management at K.J. Somaiya Institute of Management Studies and Research, Mumbai. She has conducted training programmes in the areas of Time Management, Team Development, Team Dynamics, Problem Solving, Conflict Management, Communication Skills, Public Speaking and Enhancing Presentation Skills, Customer Care etc. for companies like Reliance SEZ, Reliance Infrastructure, Shipping Corporation of India, Power Grid, Raymond's, Apna Bazaar, Lakshwadeep Hospital, DAV School Nerul RADAG, RIL, etc. among others.

Introduction

Corporate and business management is increasingly becoming interdisciplinary. Functional managers having their specialization and practice in other than finance areas need to know at least the basic aspects of finance like Balance Sheet and P&L A/c. This will enable them to take better decisions in their respective areas by relating the same with finance.

Pedagogy

Presentations, real life cases, discussions and analytical exercises.

Participants

The program is meant for non finance executives.

Faculty

Dr. Pankaj Trivedi, finance faculty from SIMSR

Participation Fees

Rs. 6,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 10,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

MAY 27, 2011

09.00 a.m. Registration

Concept of Balance Sheet and Profit and Loss A/c.

Significance of Balance sheet and Profit and Loss A/c.

Fixed Assets & Current Assets

Long Term and Short Term Liabilities

MAY 28, 2011

Understanding various concept of profits

Appropriation of profits

Various ratios to understand the contents of Balance sheet and Profit and Loss A/c.

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Dr. Pankaj Trivedi

Dr. Pankaj Trivedi holds a Ph.D in Banking from the University of Mumbai and two master's degrees; one in Economics and the other in Banking & Finance. Additionally he is a Certified Accountant of Indian Institute of Banking and Finance. His work experience includes twenty years with a leading public sector bank. He has been in academics for eight years. He has presented and published several research papers at various national and international conferences and seminars. He is recognized by the University of Mumbai as both a Ph.D guide and a post graduate teacher. His areas of interest are Banking and Financial Services, Corporate Finance, International Finance and Micro and Macro Economics.

Introduction

Business plan is considered as a 'road map' to success. Preparation of 'Business plan' is perhaps the most critical step for many start-up companies as well as for established companies/SMEs in growth stage for attracting not only the investors but also other stakeholders of the organizations such as partners, employees, etc. It is an effective tool for monitoring the progress and the growth of the organization. It helps in giving an objective perspective about the implementation of business idea in reality, in finding out its potential strength and constraints, as well as in setting milestones and devising contingency plans for the business.

A “how-to” process

This workshop is designed to help budding entrepreneurs or executives from start-up companies and SMEs in growth or expansion stage to enhance their understanding regarding the importance of business plan development, presenting a well thought out idea, its various elements and its logical structure. It will provide a guideline to participants about what is the structured way of making a business plan, how to estimate realistic costs and revenue projections, how to project cash-flow statements and arrive at breakeven, how to tap appropriate sources for raising finances. It will also give a general guideline about what are the common pitfalls in business plan making and in crafting elevator pitch for presentation in front of investors.

You will

After completion of this workshop the participants would be able to prepare business plan based on their own business ideas, put all the elements in a structured way, project the estimated costs and revenues associated with the execution of the plan and set the milestones for completion of the execution.

Pedagogy

This workshop will use various case studies, evaluation of few existing business plans as well as other experiential exercises such as group activities, role play, etc.

Participants

This workshop is suitable for budding entrepreneurs, executives from start-up companies, executives from existing companies looking out for growth opportunities.

Faculty

Prof. Prema Basargekar, Prof. Radha Iyer

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for members of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for non-members

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. Registration

Scanning Business Opportunities

Why make a Business Plan?

What is a Business Plan?

Various elements of Business Plan : Executive summary, business description, marketing, operations, management, financials, harvest strategies, milestone schedules and supporting documents.

Avoiding Common Pitfalls

How to approach Investors?

Dos and Don'ts of Business Plan

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Prof. Prema Basargekar

Prof. Prema Basargekar is working as a faculty in K.J. Somaiya Institute of Management Studies and Research. She has earlier worked as a faculty in other management institutes for several years. She has around 15 years experience in teaching as well as research. She has conducted training programmes for NGOs and other organizations. She has also acquired training as an educator for Teaching Entrepreneurship from NEN (National Entrepreneurship Network) of Wadhvani Foundation. Her areas of interest are entrepreneurship, social entrepreneurship and creativity.

Prof Radha Iyer

Prof. Radha Iyer is qualified as a Masters in Administration Management from Jamnalal Bajaj Institute of Management Studies; prior to this she has a Bachelor of Arts and a Diploma in Hotel Management and Catering Technology. She is now pursuing a PhD from SNDT University in Employee training and Development for Non-profit organizations. She is a recognized management teacher by both, Mumbai University and All India Management Association. She has eleven years of industry experience having worked with Indian Hotels Company Limited, (The Taj group of Hotels), Marico Industries and The Great Eastern Shipping Company Limited. For the past eleven years she has been an academician, facilitating courses on Human Resources Management, Organization Behavior, Training and Development and Entrepreneurship Management. She has been an assessor for development centers conducted for the Taj group of hotels and Thomas Cook Ltd. She has also been involved with training for the Income tax department, Chartered Accountants and young engineers. Her industry interaction includes a project on Attrition/Labour turnover in the private insurance industry. Her other interests include, facilitating Social projects and the entrepreneurship cell on campus. In the past she has been involved as faculty placement coordinator. She is the recipient of the Vijay Mallya National Entrepreneurship Network fellowship for Entrepreneurship education in 2007.

Introduction

Corporate entrepreneurship or 'Intrapreneurship' is gaining a lot of significance in modern times. It is considered one of the effective tool for implementing growth strategies, gaining competitive advantage, retaining good employees, as well as for finding new business opportunities. One of the important steps towards this is to build creative thinking within the organisation.

A "how-to" process

This workshop is based on the assumption that each and everybody is creative in nature and creativity can be build by removing various mental blocks on divergent thinking. The workshop will introduce various tools and techniques to remove these mental blocks and unleash the creativity. At the same time it will also give a critical account of some of the techniques used by existing organisations in creativity building.

You will

After completion of this workshop the participants will be able to use their creativity for the benefit of the organization in terms of bringing out innovative ideas in the organisation in terms of bringing out innovative ideas in the organization, providing different perspectives to look at any problem and in general be more creative in nature.

Pedagogy

The workshop will make use of various games, activities, case studies as well as other experiential exercises such as group activities, role play, etc.

Participants

This workshop is suitable for executives and managers who want to contribute positively to the organisation and grow with the organisation.

Faculty

Prof. Prema Basargekar, Prof. Radha Iyer

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. Registration

Need for creativity and innovation in the organisation

Barriers on creative thinking

Convergent and Divergent thinking

Block busting techniques to build creativity

Various models of building intrapreneurship

Various tools used by organisations to build innovativeness

Changes required in organisational objectives, strategies, structure and leadership qualities to bring out intrapreneurship within organisation.

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Prof. Prema Basargekar

Prof. Prema Basargekar is working as a faculty in K.J. Somaiya Institute of Manangement Studies and Research. She has earlier worked as a faculty in other management institutes for several years. She has around 15 years experience in teaching as well as research. She has conducted training programmes for NGOs and other organizations. She has also acquired training as an educator for Teaching Entrepreneurship from NEN (National Entrepreneurship Network) of Wadhvani Foundation. Her areas of interest are entrepreneurship, social entrepreneurship and creativity.

Prof Radha Iyer

Prof. Radha Iyer is qualified as a Masters in Administration Management from Jamnalal Bajaj Institute of Management Studies; prior to this she has a Bachelor of Arts and a Diploma in Hotel Management and Catering Technology. She is now pursuing a PhD from SNDT University in Employee training and Development for Non-profit organizations. She is a recognized management teacher by both, Mumbai University and All India Management Association. She has eleven years of industry experience having worked with Indian Hotels Company Limited, (The Taj group of Hotels), Marico Industries and The Great Eastern Shipping Company Limited. For the past eleven years she has been an academician, facilitating courses on Human Resources Management, Organization Behavior, Training and Development and Entrepreneurship Management. She has been an assessor for development centers conducted for the Taj group of hotels and Thomas Cook Ltd. She has also been involved with training for the Income tax department, Chartered Accountants and young engineers. Her industry interaction includes a project on Attrition/Labour turnover in the private insurance industry. Her other interests include, facilitating Social projects and the entrepreneurship cell on campus. In the past she has been involved as faculty placement coordinator. She is the recipient of the Vijay Mallya National Entrepreneurship Network fellowship for Entrepreneurship education in 2007.

Introduction

“Competency work has become the leading logic model for diagnosing, framing, and improving leadership in general and human resource management in particular.” - Dave Ulrich

Managers frequently face challenges in understanding the performance capability within their organisation, formulating a plan to match organisational capability to mission, engaging and retaining the right people, and sustaining the organisation's capability to perform over time.

Competencies enable an organisation to integrate strategic HR and business plans into one seamless overarching strategy to develop people, optimize resource allocation, enhance services, and create efficiencies. They form the logical building blocks on which organisations can work to enhance their people output and effectiveness.

You will

Understand the meaning of competency and learn to appreciate a competency based approach to human resource management.

Pedagogy

This workshop will use a mix of cases, analytical and experiential exercises and discussion to convey the concepts of the workshop.

Participants

This workshop is for managers who would like to enhance their understanding of this technique or for managers from organisations which are considering launching competency based initiatives or have such systems in place but want to consolidate their existing systems.

Faculty

Dr. Meenakshi Aggarwal Gupta

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. Registration

What is competency?

Difference between competence and competency

Importance and impact of competency based management

Competency mapping process

Developing competency profiles

Introduction to assessment centers

Connecting competency model to human resource management process

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Dr. Meenakshi Aggarwal Gupta

Dr. Meenakshi Aggarwal Gupta, a fellow of Indian Institute of Management, Ahmedabad and an MBA from IMS Indore is currently working as an Associate Professor in the Organizational Behaviour area at KJ Somaiya Institute of Management Studies and Research. She has eight years of experience in the corporate sector and academic sector. She works in the area of competency mapping, employee engagement and talent management. As part of her research interest she has to her credit several research papers in peer reviewed journals. She has conducted training programs in change management, team building, leadership skills for managers and training on processes such as decision making, communication & feedback and negotiation for various organizations like Reliance ADAG, BPL, Crompton Greaves, LG, RIL etc.

Introduction

Human Resource is the most dynamic resource of any organization. Managing Human Resource is a universal function and one of the most challenging one.

A “how-to” process

This training programme invites you to enhance person management skills. This training will enable participants to explore the facets of HR and understand the various processes. The program is designed to equip participants with relevant skills to facilitate planning and implementation of HR processes to meet organizational objectives.

You will

Outcomes are tangible gains such as ascertaining job descriptions, identifying job specifications, redesigning jobs, understanding ones and others roles, ascertaining manpower needs, person- job compatibility, enhancing talent capabilities, evaluating talent.

Pedagogy

This workshop will use interactive sessions, exercises, cases , roles plays , and discussion to convey the concepts of the workshop.

Participants

This workshop is for executives and managers who want to enhance their proficiency in managing people to optimize their human resources.

Faculty

Dr. Shailaja Karve, Prof. Swatee Sarangi

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

JULY 22, 2011

09.00 a.m. Registration

Role of HR in Organisations

Job Analysis & Job design

Role Analysis

Manpower Planning

Talent Acquisition (Talent selection, Talent mobility, talent separation)

JULY 23, 2011

09.00 a.m. Talent Development (Training, Mentoring, Coaching, Counseling)

Talent Management (Performance Appraisals, Career Planning, Compensation and Rewards)

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Dr. Shailaja Karve

Dr. Shailaja Karve is a fellow of National Institute of Industrial Engineering (NITIE) Mumbai is a faculty with K.J. Somaiya Institute of Management Studies and Research in the area of Organizational Behavior & Human Resource Management. Shailaja is a behavioral scientist with extensive academic and industry experience. She has written and published several research papers which have been presented in varied International Conferences in Harvard USA, Toronto Canada, and Bahrain. She has conducted management development programmes in the area of Personal Growth Lab, Corporate Etiquettes, Time Management, Goal Setting, Stress Management, Managerial Skills for Technical Persons, Role Efficacy, Team Efficacy, Emotional Quotient etc for leading companies like NTPC, Bankers Training College, NITIE, Alstom, Reliance ADAG, L&T construction, Powergrid Corporation of India, Reliance India Limited. etc. She has handled various consultancy projects in the area of Human Resource Management.

Prof. Swatee Sarangi

Prof. Swatee Sarangi is a gold medalist from Utkal University in her Bachelor of Arts in Sociology and also a gold medalist in Masters in Personnel Management and Industrial Relations. She is presently pursuing her Ph.D on Employee Engagement from SNDT University. She has over ten years of academic experience and is a faculty for HRM, Human Resource Planning and Audit, Leadership, Strategic Human Resource Management at K. J. Somaiya Institute of Management Studies and Research, Mumbai. She has conducted training programmes in the areas of Time Management, Team Development, Team Dynamics, Problem Solving, Conflict Management, Communication Skills, Public Speaking and Enhancing Presentation Skills, Customer Care etc for companies like Reliance SEZ, Reliance Infrastructure, Shipping Corporation of India, Power Grid, Raymond's, Apna Bazaar, Lakshwadeep Hospital, DAV school Nerul RADAG, RIL, etc. among others.

Introduction

One of the key aspect for every individual is to understand own self and thereby unleash ones potential. Knowledge of one skills, attitudes behaviours and aspirations go a long way in this journey of self realization.

A “how-to” process

This workshop invites you to bring a journey of self awareness and map out the way forward for your career and life. The program is designed to unveil the various factors that contribute in the formation of the unique identity of a person. The program is designed to facilitate introspection by the participants and generate self awareness. The participants actively enlist their strengths and weaknesses. They extract the opportunities that they sense in present restraints. The participants evaluate the pros & cons to envision ways of actualizing their aspirations.

You will

Outcomes are intangible gains such as assertive behavior, increased self-control, resilience and increased confidence. The participants are sensitized to critical issues of Self-esteem, Self-efficacy and Self-respect and their significance in interpersonal interactions. The participants realize the facilitating / debilitating aspects of their thoughts which is first step towards change. The program is experiential in nature to facilitate identification of the cognitive, affective and behavioral elements of a person's identity. As the session unfolds, participants confront their Identity and realizes various factors that contributed towards its formation. The program covers topics such as personal vision, identity, self assertion, self talk, locus of control .

Pedagogy

This workshop will use interactive sessions, exercises, games, roles plays and experiential exercises, and discussion to convey the concepts of the workshop.

Participants

This workshop is for executives and managers who want to walk the path of knowing oneself and propelling self on the growth path.

Faculty

Prof. Shailaja Karve

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. Registration

Self Awareness
Self Affirmations
Self Acceptance, Self Image
Self Esteem
Self Concept, Self Knowledge, Self Efficacy
Self Talk
Self Discipline, Self Control, Self Respect
Feelings
Self Assertion
Self Confidence
Happiness
Personal Mental Health
I am ME

05.00 p.m. Feedback of participants

(Lunch & Tea breaks at suitable time)

Dr. Shailaja Karve

Dr. Shailaja Karve is a fellow of National Institute of Industrial Engineering (NITIE) Mumbai is a faculty with K.J. Somaiya Institute of Management Studies and Research in the area of Organizational Behavior & Human Resource Management. Shailaja is a behavioral scientist with extensive academic and industry experience. She has written and published several research papers which have been presented in varied International Conferences in Harvard USA, Toronto Canada, and Bahrain. She has conducted management development programmes in the area of Personal Growth Lab, Corporate Etiquettes, Time Management, Goal Setting, Stress Management, Managerial Skills for Technical Persons, Role Efficacy, Team Efficacy, Emotional Quotient etc for leading companies like NTPC, Bankers Training College, NITIE, Alstom, Reliance ADAG, L&T construction, Powergrid Corporation of India, Reliance India Limited. etc. She has handled various consultancy projects in the area of Human Resource Management.

Introduction

This program deals with the use of data to make managerial decisions. It introduces concepts, methods, and applications of decision modeling to address various management issues.

- The first phase of the program will focus on providing an overview of various excel functions, pivot tables, scenario manager etc.
- The second phase of the program will focus on providing an overview of the basic Statistical Concepts as well as introducing model building using regression and forecasting.
- The third phase will be devoted to building some appreciation for analytical tools that can be used for processing business information arising out in marketing, finance, banking and insurance applications with the help of Statistics and Operation Research. It will be devoted to data driven decision making in business management.

A “how-to” process

The course is designed to provide in-depth knowledge of Business Analytics tools among participants that can be used for fact based decision making. At the end of the course the participants will be able to:(1) Understand the role of business analytics within an Organization.(2) Analyze data using statistical techniques and understand relationships between the underlying business processes of an organization. (3) Use decision making tools/Operations Research techniques. (4) Use advanced analytical tools to analyze complex problems under uncertainty. (5) Ability to use analytics in customer requirement analysis, general management, marketing, finance and operations (6) Ability to use software tools such as Excel Data Analysis, Excel Solver, QM3+.

You will

This workshop is aimed at developing Analytical skills in people who are new to this demanding role. It will cover the entire spectrum of relevant skills, including (but not limited to) decision-making and problem solving.

Pedagogy

This workshop will use a analytical and experiential exercises using excel tools and applications, discussion to convey the concepts of the workshop and mix of cases related to the various field of management.

Participants

As the title suggests, this workshop is for managers from middle and senior managerial positions who have had experience in the basic leadership skills and now need to expand their repertoire of skills.

Faculty

Prof. Anjali Chopra , Prof. (Dr.) Kirti Arekar , Prof. Chandan Singhavi

Participation Fees

Rs.6,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs.10,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

AUGUST 26, 2011

09.00 a.m. *Registration*

Intelligent Decision Making using Excel

Building basic formulas, Sort and filter, Conditional formatting Mastering pivot tables, VLookup, Hlookup, Dynamic Chart building, Basic Macros

Decision Making using Statistical Techniques

Understanding the concepts, Descriptive Statistics using Data Analysis, Model Building using Regression, Forecasting – Moving average

AUGUST 27, 2011

Decision Making using Operation Research

Understanding the concepts, Linear Programming models, Linear Programming Modeling Application with Computer Analysis in Excel and QM for windows, Simulation Modeling

05.00 p.m. *Feedback of participants*

(Lunch & Tea breaks at suitable time)

Prof. Anjali Chopra

Prof. Anjali Chopra is working in the area of Quantitative Techniques and Business Research at K.J Somaiya Institute of Management Studies and Research. She has 8 years of academic experience and 3 years of industry experience in Market Research. An MPhil in Management and a PGDM from Goa Institute of Management, she has recently submitted her PhD thesis in the area of Retail Management She has conducted workshops in the area of Data Analysis for the Doctoral students. Her areas of interests are Business Analytics, Market Research and Statistics.

Prof. (Dr.) Kirti Arekar

Prof. (Dr.) Kirti Arekar working in the area of Quantitative Techniques and Operation Research at K.J Somaiya Institute of Management Studies and Research and also working as a consultant for Lumiere Business Solution Mumbai. She has conducted several training programs for several corporate based on decision making by using several software's i.e. SPSS, EXCEL, EXCEL Solver, QM3+, SAS and MINITAB etc. She has done several Research projects and provide consultancy for the corporate. She has 35 Research publications in International and National Journals. She has done PhD. in Statistics. She has about ten years of experience in working academia.

Prof. Chandan Singhavi

Prof. Chandan Singhavi is working as a Systems & IT faculty at Somaiya Institute of Management Studies and Research. She has 9 years of teaching experience. She takes "MS Excel for Business analysis" for PGDM students. She worked in consultancy project for 2 years. She is pursuing her Ph. D. Her research is in the area of Viral Marketing. She has taught MS project to working executive. She has also taken training for backward class students who appear for bank examination. Her area of interests are MS project, MS Access, MIS, CRM, Data warehousing and data mining.

Introduction

Crisis, uncertainty & failure has the potential to paralyze many. Leaders who rise to the occasion are those who can manage their emotions as well as emotions of significant others. They realize that decisions, efforts and performance in organization cannot occur in an emotional vacuum. Emotional intelligence brings a new perspective to understanding organizations that were otherwise perceived as rational and economic entities.

A “how-to” process

This program is designed to progress in an interactive manner whereby participants identify various instances where emotions are involved at work. Participants review 'When', 'Where', 'Who', 'Why' & 'How' understanding and managing emotions is critical in organizations. They are encouraged to answer questions through pictures or scenarios loaded with emotional content to acknowledge their understanding as well as to question their assumptions and beliefs of their understanding.

The program has adapted an eclectic approach by integrating current development in the academic literature of Emotional Intelligence. It is an attempt towards building an emotionally intelligent organization which will be empathetic towards needs of clients, suppliers/ contractors, subordinates and self.

You will

Outcomes are both tangible and intangible gains. Participants develop awareness about the role of emotions in various aspects of work life. They also get a detailed feedback about their Emotional Quotient and understand the limitations therein. They learn techniques of effectively using and managing their emotions. Participants particularly stand to benefit from the Individual Development plan that is finalized during the training program where they are encouraged to strive towards challenging goals by effectively managing their fear. Besides briefly touching upon theoretical insights, the course also covers certain myths that prevail in domain of Emotional Intelligence.

Pedagogy

This workshop will use interactive sessions, games, self-report questionnaire and experiential exercises, and discussion to convey the concepts of the workshop.

Participants

This workshop is for executives and managers who stand to gain on personal as well as interpersonal front.

Faculty

Prof. Hemangi Bhalerao

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for **members** of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for **non-members**

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. *Registration*

Knowing your Emotional Quotient

Understanding Emotional Intelligence and its implication in organizational Context

Developing Emotional Intelligence competency

Need to Achieve

Overcoming Fear of Failure

Developing Emotional Intelligence competency

Developing Adaptability & Flexibility

Understanding Flexibility in organizational context

05.00 p.m. *Feedback of participants*

(Lunch & Tea breaks at suitable time)

Prof. Hemangi R. Bhalerao

Prof. Hemangi R. Bhalerao is a faculty in the Human Resource Management area. She has conducted various training programs on understanding and managing self and BEI. She has done Diploma in Industrial Electronics and worked as engineer in area of Communication and Navigation. She is presently pursuing her Ph.D in area of Leadership from the Department of Applied Psychology, Mumbai University. She has presented and published several research papers at various national & international conferences in Harvard USA and Toronto Canada. She has published two cases in European Case Clearing House (ECCH) in the area of Performance Management. She is an active member of Global Forum of Emotional Intelligence Learning, She has been on the promotional panel interviews as an expert psychologist for Reliance Infrastructure (RADAG). She has been training for leading companies like Reliance ADAG, L&T construction, RIL, Powergrid Corporation of India. etc.

Introduction

One of the major challenges before start-up companies as well as SMEs in growth stage is how to raise finances, which sources of finance should be tapped, how much finances should be tapped and how to approach potential investors. As Indian economy is opening up, the opportunity of raising finances from various sources is also rising. The crucial challenge is to find the appropriate source of finance which is suitable for executing your business plan and help you in achieving the objectives of your organisation.

A “how-to” process

This workshop is designed to help budding entrepreneurs or executives from start-up companies and SMEs in growth or expansion stage to enhance their understanding regarding the various sources of finances and their features. It will provide an insight about differences in expectations and obligations of different types of investors such as banks, venture capitalists, equity investors, etc and will help in finding out the right source of finance as per one's requirements and business potential. It will also provide few tips in how to approach investors and how to craft elevator pitch by focusing on business plan's value proposition.

You will

After completion of this workshop the participants will have a better understanding of various sources of finances which can be tapped for implementing new business idea or for expansion and will be able to make a better judgement regarding the tapping appropriate source of finance.

Pedagogy

This workshop will use interactive sessions, games, self-report questionnaire and experiential exercises, and discussion to convey the concepts of the workshop.

Participants

This workshop is suitable for budding entrepreneurs, executives from start-up companies, executives from existing companies looking out for growth opportunities.

Faculty

Prof. Prema Basargekar, Prof. Radha Iyer

Participation Fees

Rs. 3,000/- plus Service Tax @ 10.3% for members of the Bombay Chamber & alumni of SIMSR

Rs. 5,000/- plus Service Tax @ 10.3% for non-members

(The fee includes tuition, business lunch and refreshments)

Participants will be issued a certificate of participation after the programme

Coverage

09.00 a.m. *Registration*

Internal and External Sources of Finance

Debt vs Equity

Internal sources of finance : reserved profits, sale of an asset, supplier's credit, etc.

External sources of finance : Bank loan, loan from other financial institutions, private equity, public equity, venture capital, angel capital, etc.

How to approach investors?

Dos and Don'ts while approaching investors

05.00 p.m. *Feedback of participants*

(Lunch & Tea breaks at suitable time)

Prof. Prema Basargekar

Prof. Prema Basargekar is working as a faculty in K.J. Somaiya Institute of Management Studies and Research. She has earlier worked as a faculty in other management institutes for several years. She has around 15 years experience in teaching as well as research. She has conducted training programmes for NGOs and other organizations. She has also acquired training as an educator for Teaching Entrepreneurship from NEN (National Entrepreneurship Network) of Wadhvani Foundation. Her areas of interest are entrepreneurship, social entrepreneurship and creativity.

Prof Radha Iyer

Prof. Radha Iyer is qualified as a Masters in Administration Management from Jamnalal Bajaj Institute of Management Studies; prior to this she has a Bachelor of Arts and a Diploma in Hotel Management and Catering Technology. She is now pursuing a PhD from SNDT University in Employee training and Development for Non-profit organizations. She is a recognized management teacher by both, Mumbai University and All India Management Association. She has eleven years of industry experience having worked with Indian Hotels Company Limited, (The Taj group of Hotels), Marico Industries and The Great Eastern Shipping Company Limited. For the past eleven years she has been an academican, facilitating courses on Human Resources Management, Organization Behavior, Training and Development and Entrepreneurship Management. She has been an assessor for development centers conducted for the Taj group of hotels and Thomas Cook Ltd. She has also been involved with training for the Income tax department, Chartered Accountants and young engineers. Her industry interaction includes a project on Attrition/Labour turnover in the private insurance industry. Her other interests include, facilitating Social projects and the entrepreneurship cell on campus. In the past she has been involved as faculty placement coordinator. She is the recipient of the Vijay Mallya National Entrepreneurship Network fellowship for Entrepreneurship education in 2007.

REGISTRATION FORM
[Please check attachment]

Bombay Chamber of Commerce and Industry

The Bombay Chamber of Commerce and Industry is India's premier Chamber of Commerce & Industry situated in Mumbai, the industrial, financial and commercial capital of India. Established in 1836, it is one of the oldest Chambers in the country and has a long and illustrious history of continuous service to Trade and Industry.

The Chamber can boast not only of its longevity but also of its impeccable lineage. With more than 4000 prime companies as its members, the Chamber represents the cream of Indian Industry, Commerce and Services. While the name 'Bombay Chamber' conjures images of an organization representing exclusively a city-based membership, in reality it represents a wide spectrum of highly reputed and professionally run companies which are based in the city of Mumbai, but whose manufacturing facilities and commercial influence spread not only all over India but also internationally.

The Bombay Chamber's membership represents as much as a third of the country's GDP in the manufacturing and services sectors. The Chamber uniquely represents large and medium sized corporations, banking and financial institutions, professional consulting companies and a large number of multinationals.

K.J. Somaiya Institute of Management Studies & Research (SIMSR)

SIMSR was established in 1981 as a part of the Somaiya Vidyavihar educational complex promoted by (Late) Shri K.J. Somaiya. The institute is located at Somaiya Vidyavihar, spread over 55 acres of green land and is housed in a spacious campus with built up area of 1,50,000 square feet. The infrastructure includes a full fledged state of the art MDP centre equipped with syndicate rooms, faculty offices, dining facility and multimedia equipments. The institute library has online database too. The institute has well furnished rooms for participants.

SIMSR is ranked among the top 20 B-Schools in the country (IMRB Survey, 2010). The Institute conducts PhD Programs in management. Full-time and part-time Masters / Post graduate programs in management affiliated to the University of Mumbai and / or approved by AICTE, Ministry of HRD.

SIMSR has been conducting EDP/MDP and consultancy for the last several years.