



We Shape Futures

**Asia-Pacific Institute of Management**

*Under the aegis of*

*(All India Asian Educational Foundation)*

New Delhi

# Management Development Programmes 2019-2021



- Management Development Programmes
- Psychometric Assessment Centre
- Research and Consultancy
- Skill Development Centre
- Corporate Social Responsibility Initiative



[www.asiapacific.edu](http://www.asiapacific.edu)

## Asia-Pacific Institute of Management (AIM)

Since its inception in 1996, Asia Pacific Institute of Management (AIM) as a premier B-school has pursued excellence in delivering management education. It has been ranked as one of the top 10 B-Schools in Delhi NCR (Source – Business Today MDRA Survey 2018). It has been consistently offering Two-Year Full-time Post Graduate Programmes approved by AICTE in the discipline of Marketing, International Business, Banking & Financial Services and General Management with a Dual Specialisation.

The institute is strategically located in the heart of New Delhi, equipped with state-of-art facilities. The secret of its spectacular growth lies in its commitment to provide world-class education, with curriculum designed with the help of industry experts and a team of highly qualified faculty with academic excellence and professional exposure.

## Executive Education

In an ever growing business world acquiring and updating professional skills is a continuous activity for organizations with requisite inputs provided by reliably knowledgeable resource persons. Asia Pacific Institute of Management (AIM) among best business schools in the country, has been a fore-runner in imparting executive education.

We serve the Private, Public, Government & Non-Government Organisations with the following :

- ➔ Management Development Programmes
- ➔ Research and Consultancy
- ➔ Skill Development Centre
- ➔ Psychometric Assessment Centre
- ➔ Corporate Social Responsibility Initiative

### ➔ Management Development Programmes



Focusing on emerging areas of managerial effectiveness, MDPs have been designed and developed different functional areas for experience professionals, across all levels. These programmes equip trainees with powerful knowledge, tools and resources to tackle the most complex business challenges of today. MDPs were conducted for many reputed organizations like NHPC, NTPC, GAIL, PNB, IFFCO, NBCC, PVR, NHAI, ONGC, IAA, IOC, IREDA, EIL, BPR&D, FICCI, NSIC, Power Grid Corp., CBI and many others.

### ➔ Research and Consultancy



The Research and Consultancy services are provided to the industries customised solutions to their problems.

Further, there was an emerging need to bridge the capability gap

between the changing demands of the marketplace and the outputs of diverse industries. Therefore, some high impact consulting services were introduced for developing policies and processes in functional and cross-functional areas of business.

### ➔ Psychometric Assessment Centre



The Centre provides customized assessment solutions for right-fit talent in the Public, Private and Government organizations. The objective of this centre is to the five core activities:

- Building an Effective Workforce
- Hiring the Right-Fit for Job
- Assessing Communication Skills
- Assessing Behavioural Skills
- Facilitating End to End Examination Service

### ➔ Skill Development Centre



The skill development center has evolved as fast-paced and fully-equipped vocational training provider guiding many unemployed

and earnest youth eager to gain employability skills. The institute undertakes a meticulous process to maintain standard quality outcomes.

### ➔ Corporate Social Responsibility Initiative



We undertake CSR related developmental projects to have a measurable impact at the grassroot level with an expert project management

team. The following initiatives are small steps towards impacting and touching lives of millions:

- Training and placement of unemployed youths by imparting them both technical and soft skills.
- Capacity building of School Teachers and Students.
- Conducting baseline surveys and situational analysis.

# Customized Training Programmes

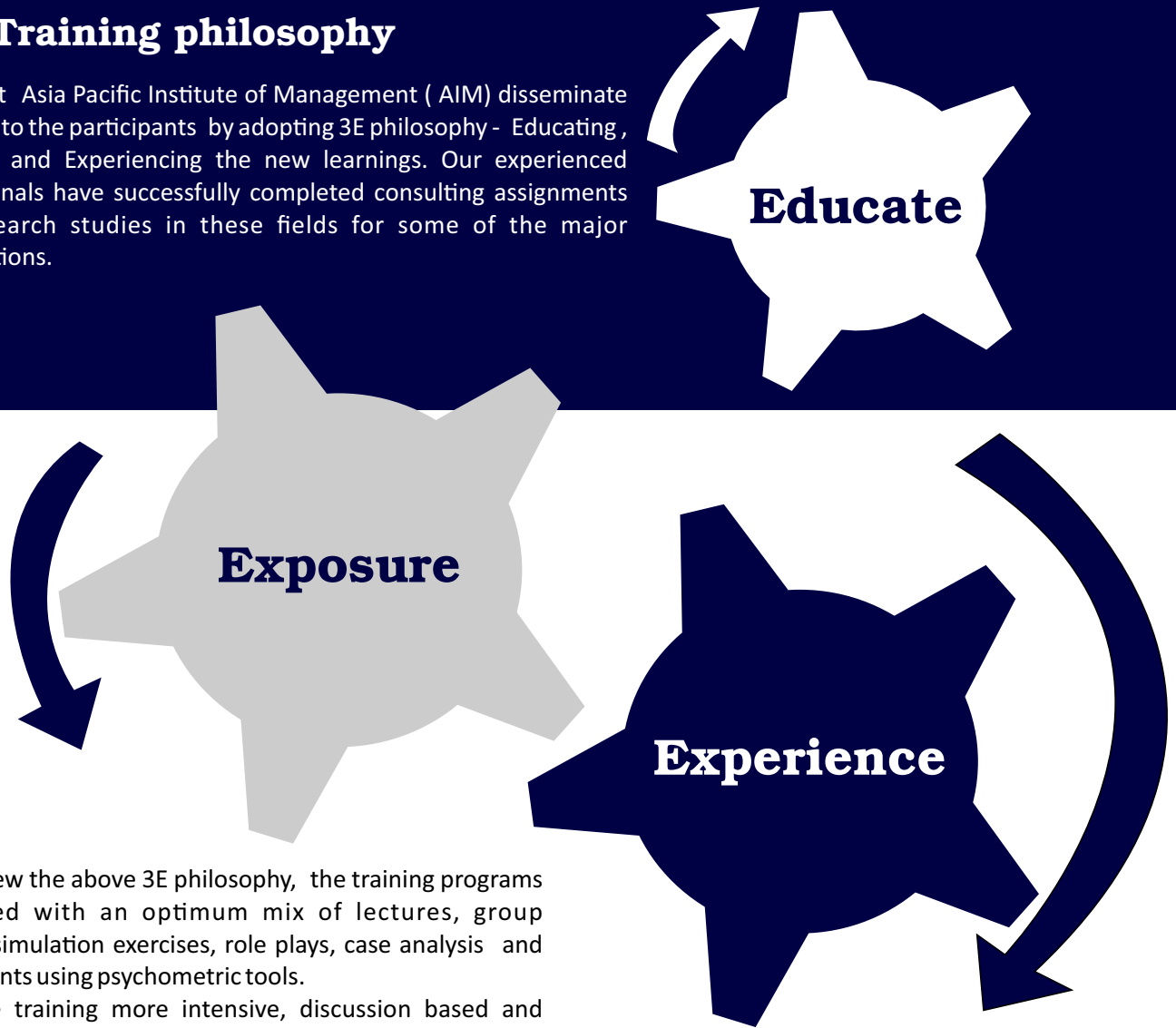
A one-size-fits-all approach to training can hinder the ability to meet business goals, because it doesn't enable an organization to tailor the program to the learners. At Asia Pacific institute we help organizations to implement innovative customized solutions. Our approach is tailored to fit unique needs and demographic profile of our client organization.

With a rich amalgam of experienced and able faculty, we design programs in consultation with organizations to create a role-specific curriculum with effective training experience. To achieve the training goals, we help the organization to assess their training needs and map out achievable short and long-term plans. We thus provide personalized customized training on the following titles

Title	Duration	Title	Duration
Foundation Course in General Management	6 Days	Customer Service Management	3 Days
Developing Leadership Competencies	3 Days	Sales & Distribution in the Digital Marketing Space	3 Days
Managing Change to Leverage Higher Performance	3 Days	Foundation Course for Executive Trainees in Public Sector Banks	3 Days
Business Excellence by Understanding & Managing Gen Y	2 Days	Finance for Non Finance Executives	3 Days
Managing the contractual workforce	2 Days	Methods of Financial Inclusion and Role of Banks	3 Days
Essential Principles of Effective Coaching, Counselling & Mentoring	3 Days	Managing Investments For High Returns	3 Days
Competency Mapping For Person Job-Fit	2 Days	Personal Financial Planning, Wealth and Tax Management	3 Days
Managing Conflict & Negotiation Skills	3 Days	Strategic Financial Management	3 Days
Building High Performance Team	3 Days	Workshop on Retail Banking	3 Days
Identifying, Measuring, Developing Competencies: Assessment and Development Centre	3 Days	Strategic Cost Management	3 Days
Enhancing Managerial Effectiveness	3 Days	Financial Modeling Using MS Excel	3 Days
Developing Habits of Highly Effective Employees	3 Days	Managing Financial and Operational Risk	3 Days
Understand & Managing Emotional Intelligence at Workplace	3 Days	GST Implementation Awareness Programme	3 Days
Team Building & Leadership	3 Days	Six Sigma for Quality Enhancement	3 Days
Gender Sensitivity For Better Team Performance	2 Days	Operations strategy for lean and sustainable systems	2 Days
Work life Balance for Women Employees	2 Days	Supply Chain Management	2 Days
Time & Stress Management	2 Days	Problem Solving and Decision Making	2 Days
Managing Self For Leading Others	3 Days	Using Excel for Effective Business Presentation	3 Days
Workshop for Written Business Communication	2 Days	Digital Business Strategy	2 Days
Effective Communication For Higher Performance	2 Days	Information Systems Security, Cyber Security & Cyber Law	2 Days
Business Etiquette and Personal Grooming For Corporate Excellence	2 Days	Workshop on Corporate Social Responsibility	2 Days
Effective Cross Cultural Communication Skills at Workplace	3 Days	Organisational Sustainability and Inclusiveness	3 Days
Developing Communication Competencies	3 Days	Effective Design & Management For NGO Managers & Leaders	3 Days
Noting and Drafting Skills For Official Communication	2 Days	Economics for Non-Economists	2 Days
Workshop on Presentation	2 Days	Transforming HR with Behavioural Economics	2 Days
Art of Persuasive Communication	2 Days	Basic Insurance Concepts for Corporate Executives	2 Days
Sales Training for Front Line Managers	2 Days	Managing Risk Associated With Industries	2 Days
Customer Relationship Management	2 Days	Insurance Management For Retiring Employees	2 Days
Building Effective Market Plan	2 Days	Tax Planning & Insurance Management For Woman Employees	2 Days
Key Soft Skills For Marketing & Sales Executives	3 Days	Workshop on Intellectual Property Rights	1 Days
Accelerating Sales Force Performance Through Enhancing Sales Management	3 Days	Total Quality Management	2 Days

# The Training philosophy

Faculty at Asia Pacific Institute of Management (AIM) disseminate learning to the participants by adopting 3E philosophy - Educating, Exposing and Experiencing the new learnings. Our experienced professionals have successfully completed consulting assignments and research studies in these fields for some of the major organisations.



Keeping in view the above 3E philosophy, the training programs are delivered with an optimum mix of lectures, group discussions, simulation exercises, role plays, case analysis and self assessments using psychometric tools.

To make the training more intensive, discussion based and application-oriented a Group Project Work is assigned to the participants during the training which concludes with a Group

Presentation. This is followed by an Action Plan prepared under the close guidance of the faculty. The Project work and Action plan both assesses the learning acquired by the participants.

## Glimpses of MDP Training



Experiential Learning Through Different Management Games During MDP Training



Prof. S.P. Chauhan addressing participants of CBI Academy, Ghaziabad



## MDPs Conducted In The Past

- Leadership, Motivation and Communication/Personality Development, Time Management, Team Work at **CBI Academy, Ghaziabad**
- Cost Consciousness and Business Acumen at **GAIL**
- Managing Self for Leading Others at **NSPCL**
- Statistical Data Analysis using IBM SPSS at **Mercer Corp, Noida**
- Managing Self for Leading Others at **GAIL**
- NHPC to the next orbit at **NHPC, Faridabad**
- Finance for Non-Finance at **Mother Diary**
- Emotional Intelligence at **ONGC, SCOPE Minar, Delhi**
- Managerial Effectiveness at **NBCC, New Delhi**
- Developing Positive Attitude for Higher Performance with Techniques of Relaxation and Time Management at **CBI Academy**
- Working Together for Higher Performance for Non-Executives at **NTPC, Kawas**
- Qualitative Data Analysis using Nvivo at **National University of Planning & Administration**
- Negotiation skills for Entrepreneurs at **National Institute of Solar Energy**
- Team Building at **NHPC, Faridabad**
- Emotional Intelligence for Higher Performance at **FCI**
- Competency Building for Effective Managerial Roles at **SCOPE Academy**
- Programme on 'Finance' for Bank Professional at **Mauritius**
- Use of Information and Communication Technology in Higher Education at **IIT Guwahati**
- Personal Growth and Team Building at **IOC**
- Essentials for Motivating People at **Magic Bus India Foundation (NGO)**
- Value Actualization at **NTPC, Farakka**
- Building Interpersonal Skills at **NHPC, Banikhet**
- Enhancing Managerial Effectiveness at **NHPC, Sewa II**
- Developing competencies for solution centric approach at **IOC**
- Team Building & Leadership for the officers of **Indian Aviation Academy**
- Leadership development Programme for newly promoted AGMs at **Punjab National Bank**
- Export Import Management Programme for Armed Forces Officer at **The Directorate General Resettlement, Ministry of Defence.**

## Industry Speaks

*“The MDPs conducted by Asia-Pacific Institute of Management, New Delhi were highly appreciated by NHPC executives. The contents of the modules have helped our executives develop better understanding of issues and made them capable of taking higher responsibilities to serve the organization better.”*

Sanjay Sarbhoy  
General Manager (HR)  
NHPC Limited

*“The Programme on Building Competencies for Service Excellence was an excellent programme.”*

Madhusudan Sharma  
JO (HR-ER)  
NTPC  
EO, Noida

*“During the training I was exposed to new ways of perceiving things. It has helped me to become a better individual and I could battle stress well. It is taking time but the changes are visible. The psychological tests and book references given by faculty Dr. Chauhan had a great role in shaping the process of thinking. My best wishes to the Asia-Pacific Institute of Management, New Delhi.”*

Manoj Banerjee  
Dy Superintendent of Police,  
CBI, Kolkata

*“The Programme on Enhancing Managerial Effectiveness was very nice and one of the best training ever. The Faculty kept the participants very attentive and topics were very useful for official and personal life.”*

Manova Jeevados  
Dy. General Manager  
Chennai Petroleum Corporation Limited

## Learning Facilities

Takshila – The MDP and Corporate Training Wing of Excellence offers an impressive range of training, consulting and research services. Our experienced consultants provide these services to a large number of organizations, both private and public.

Our Training programmes are attracting participants from a wide range of industries and our client base is steadily growing. Our experienced professionals have successfully completed consulting assignments and research studies in these fields for some of the major organizations



*Seminar Hall*



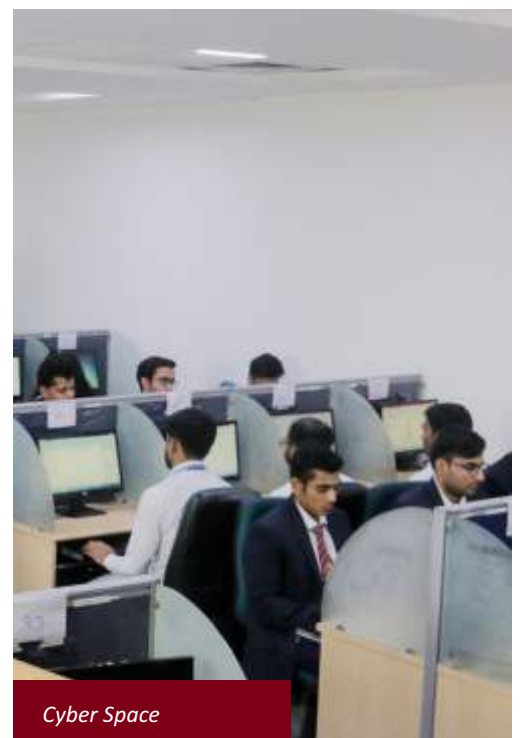
*MDP Room with Video Conferencing Facility*



*Library*



*Discussion Room*



*Cyber Space*

## Residential Facilities

Asia-Pacific Institute of Management provides a Guest House, centrally air-conditioned with 24x7 Wi-Fi connectivity, exclusively for the MDP participants who wish to stay overnight as and when required during the course duration. We also have tie-ups with Guest houses/Hotels available within 500 meters from our campus for providing accommodation for MDP participants registered for residential programmes.



Lounge



Recreational Center



Dining Hall



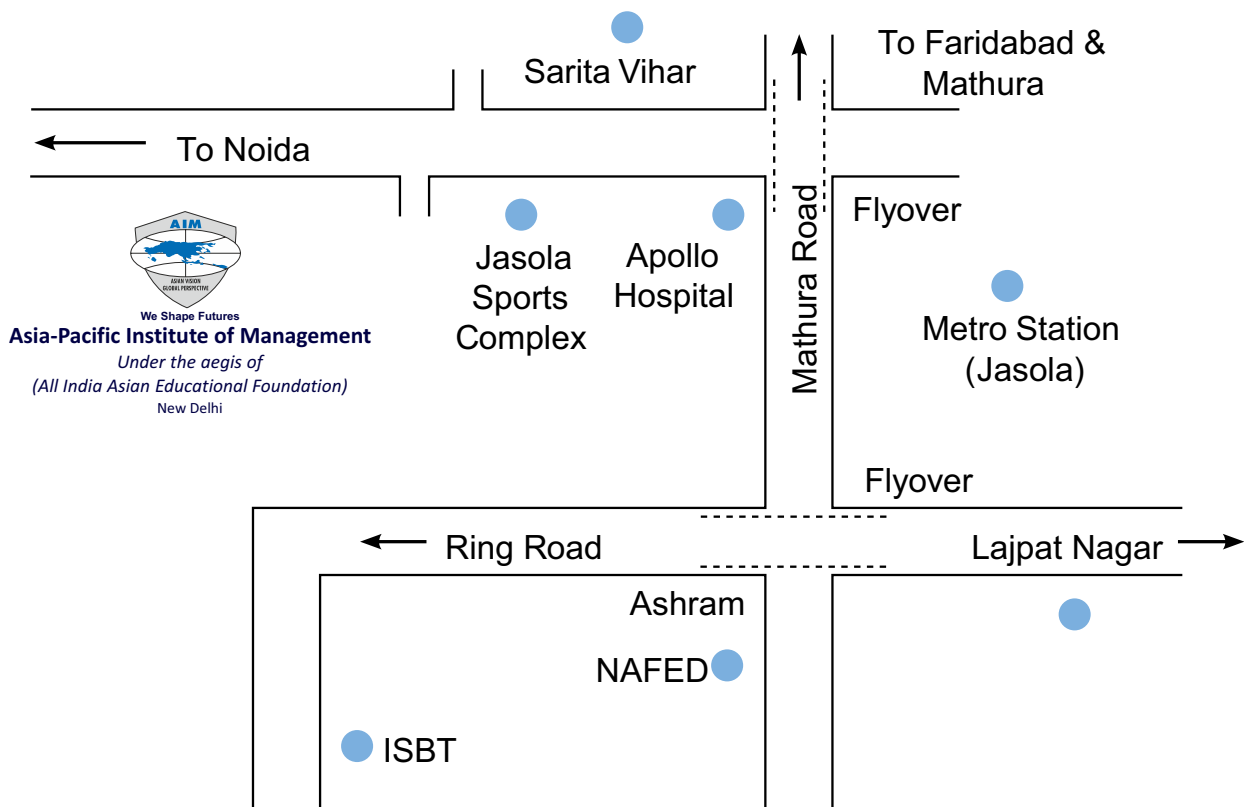
Living Space



Fitness Center

## How To Reach Us ?

Asia-Pacific Institute of Management under the aegis of (All India Asian Educational Foundation) New Delhi is just 12 Kms. away from the New Delhi Railway Station is around 25 Kms. from the New Delhi Airport. The location is easily accessible by Delhi-Metro, Taxi, and any other public transportation. The nearest land-mark is Indraprastha Apollo Hospital and Jasola Metro Station.



## Our Unique Features

At Asia Pacific Institute of Management, our unique approach to Management Education is:

- ➔ **Distinctive Teaching Methodology** : Through case studies, lectures, role plays, business simulations, and small group discussions, the participants gain an insight to solve real life challenging problems.
- ➔ **Accomplished faculty** : Drawing on extensive research and real-world experience, the faculty brings in vast experience and innovative ideas of learning.
- ➔ **Networking opportunities** : Top-tier executives from a wide range of industries come together during trainings establishing relationships that enrich their personal and professional lives.
- ➔ **Actionable learning** : Participants return to their organizations ready to apply what they have learned.

### Contact us at

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