



Shree Chanakya Education Society's
"journey of Aspiration to Inspiration"

INDIRA SCHOOL OF BUSINESS STUDIES



MDP CELL
2018-19

INDIRA SCHOOL OF BUSINESS STUDIES:

Indira School of Business Studies (ISBS), Pune, was established under the aegis of Shree Chanakya Education Society (Year 1994)). ISBS serves the professional needs of future managers with the explicit vision to provide sustainable impetus to the corporate and entrepreneurial abilities in the youth. Having established itself as a premier management institute in Pune, the vision at ISBS is a holistic developmental approach, integrating purpose, values and methodology for learning. Our purpose lies in developing the capabilities of our learning community, to become generators of sustainable value for business and society at large and to work for an inclusive and sustainable global economy. ISBS provides visionary leadership, creative ambience, faculty strength and holistic learning to create effective leaders.

MANAGEMENT DEVELOPMENT PROGRAMS (MDP):

- **Experience & Impact**

At ISBS, we immerse business executives in new ways of thinking to positively impact careers, organizations, and industries, whether you are an individual looking to enhance your professional development or an organization seeking to collaborate and provide the business knowledge necessary to help you achieve individual and organization's goals.

- **Designed for Executive and Management Learning**

Management Development Programs at ISBS are designed and developed within the broad ambit of enhancing skills at managing various business challenges which enable the managers, decision-makers, and other policy specialists with updated knowledge and skills required. Our methodology aims at creating educational framework, processes and environment that enables effective learning experiences for business leadership. Our MDPs are often customized as per the client's needs and serve the development needs spanning multiple profiles. The programs have enabled our clients to increase business skills and leadership capabilities of managers. We have found that combining multiple learning methodologies is the most effective way for diverse groups to learn. Our faculty is expert in using the right mix of learning methodologies for your executives, with a clear view on the ultimate goals of your organization. A team of faculty and experts, from diverse business disciplines, provide in-depth knowledge in core business areas including finance, strategy, leadership, marketing and organizational dynamics. All participants are certified by the institute and the faculty on successful completion of the workshop.

MDP @ ISBS:

- Build capabilities for leading teams across functions and departments
- Strengthen business acumen in core areas such as finance, marketing, management, and strategy
- ISBS has the expertise and strength in offering MDPs in the above areas though not restricted to the mentioned

Highlights of our MDP:

Participative Pedagogy

Managerial concepts and techniques through activities

Comprehensive Pre-read material

Online Pre and Post Training Assessments

Certification

State of the art infrastructure

Breakfast, Lunch and Snacks

ISBS grooms Leaders

• Every potential individual is a Leader!

We see Leadership Development as a long term process which is inclusive of various training interventions but not restricted to them. Our concept of leadership revolves around:

- Managing Self
- Managing People
- Managing Tasks and Resources
- Managing Innovation and Change

Each of the mentioned verticals could further get expanded into several skill sets translating into a matrix of leadership as described below:

Managing Self	Managing People	Managing Tasks & Resources	Mobilizing Innovation & Change
Personal Organization & Time Management	Team Management	Planning & Organizing	Creating Vision
Communication Skills	Conflict Management	Decision Making	Managing Change
Work Ethic	Interpersonal Competence	Delegating	Problem Solving

This Leadership Development Program (LDP) is the Flagship Module at ISBS, which can be customized as per the need assessment. The Program can be offered as a whole in continuity, or as a selected unit.

Along with the Leadership Development Program, ISBS has the necessary Industrial and Academic expertise to conduct MDPs on:

- Effective Selling and Negotiation Skills
- Channel Sales Management and handling Dealer Conflicts
- Managing Key Accounts
- Organizational Excellence through Customer Services
- Business Communication, Soft skills and Business Etiquettes

- Personal Effectiveness
- Goal Setting
- Essential Managerial IT Skills: Basic and Advanced MS Excel
- Motivation
- Supply Chain Management – Process improvisation
- Neuro Linguistic Programming (NLP)
- Temple Index Functional Fluency (TIFF)- Psychometric Behavior Tool

ISBS has analyzed the challenges faced by Individuals in any bank or financial institution, in certain functional areas; wherein certain key credit appraisal skills that are required at that level are missing. The industry is also witnessing rapid growth with numerous market players vying to develop & market innovative products & services to capture a major share of the customer's wallet. The following programs are aimed at giving a comprehensive overview and hands on exposure to middle and senior management professionals to hone their skills in finance and, ultimately credit appraisal:

- Credit Management for Bankers
- Business Development and Marketing Strategies for Bankers
- Finance for Non-Finance Executives

FEW TESTIMONIALS:



First and foremost, I would like to thank the Finolex Management and Indira School of Business Studies for providing an opportunity to learn various aspects of “Leadership Development programs”. This program gives an edge to uphold management ideas in Decision Making and Team Work and taught how to be united in different critical situations with an example of movies like “Lagaan” or “Chak de”. Planning and Leadership programs prompted to think beyond your limitation and go for out of box thinking.

- **Shivanand B. Madiwalar (Finolex Industries Ltd.)**



We would like to take this opportunity to thank Indira School Business Studies (ISBS), Pune, for carrying out the business consulting project on "Optimizing the tenant mix for our commercial space" for us in satisfactory manner. It has been very nice level of professional approach to the project. “We are looking forward to continued association with ISBS in future for upcoming projects.

- **Yogesh Goyal, Director, RTC Hotels Pvt. Ltd.**



Leadership Development Program is beautifully planned in 12 squares. The 12 squares (topics) are very important and helpful in our professional as well as personal life”.

- **Yogesh P. Mungi (Finolex Industries Ltd.)**





“Attending LDP (Leadership Development Programs) has been a very good experience. The subjects selected for this program have helped us in our daily working life. Subjects like “Communication” and “Team Building” are a part of our routine work. Important subjects like “Conflict Management”, “Change Management”, “Ethics & Values”, and “Decision Making” are very practical subjects and have been conducted very well. Definitely LDP has helped us to improve our efficiency and also makes us responsible towards our organization”.

- Kiran Kalyanrao Guravpatil ((Finolex Industries Ltd.)



“At the outset, kindly accept our heartfelt appreciation for the excellent manner in which the “Business Development” program was conducted by your faculties. Almost all the participants attending the program have lauded all three faculties. In regards to the above, our bank would like to consider similar training program for the branch managers”.

- D. K. Purandare, Principal Training, Janseva Sahakari Bank Ltd.



“To meet the Development needs of our Company’s Management Staff, our Senior Staff Members have attended several MDPs at ISBS, on subjects including Change Management and Finance. What makes ISBS unique is their Leadership’s readiness to customize programmes to suit our needs. One such was the extended consultancy on Improving Personal Effectiveness for some of our Junior Staff Members. The hallmark of this program was creation of training material after exhaustive one-on-one sessions with each participant, and providing personalized training over many months. The feedback I have received from all participants has been excellent, and I am sure we will continue to engage with ISBS in future”

Rajiv Sahay, Managing Director, Mecc Alte India Private Limited.



Our Clients:

Finolex Industries, Mecc Alte India, Jabil Circuit India, Cosmos Bank, Fiat India, Bavaria Motors, RTC Goyal Group, Janaseva Sahakari Bank, Universal Construction, Perennial Technologies, Tokri.com, Racold India, Janata Sahakari Bank and many more..





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