Management Development Program

Arriba Academy – Leadership Development Program for Middle Management

Date: 22nd-23rd May 2021| Venue- Online
Client: Redington Gulf

To be Organized

by

Vinod Gupta School of Management

Indian Institute of Technology Kharagpur

Kharagpur 721302

INDIA

INTRODUCTION

In the age of technology and ever-changing business world, successful leadership is one of the inevitable requirements for business success. While leadership is often an inherent characteristic of an individual, competencies required successful long-term leadership has to be acquired to grow in the VUCA world. In this program, we try to focus on such necessary skill sets and competencies require to be a great leader in technology business space. We look forward to an interactive program which is grounded to reality and gives an all-round exposure to the leadership competencies required for the future technology leaders.

OBJECTIVES OF THIS COURSE

- This programme will teach the participants about the key concepts of leadership and will focus on the multifaceted competency development on leadership
- The programme will help the participants use the acquired skills in solving assignments and case studies.

KEY FEATURES

- Learn from IIT Kharagpur faculty and industry leaders
- 12 hours interactive training (6 hours each on 2 days)
- Evaluation: 40 MCQ questions (40 marks) + Scenario Discussion (20 marks)
- Minimum 70% for certification (42 marks)
- Certificate from VGSOM and IIT Kharagpur, Continuing Education Program

TARGET PARTICIPANTS

Top performing midlevel managers of Redington Gulf

COURSE CONTENTS

DAY	Topics (Each session is of 1.5 hour)	Faculty
1	Interpersonal Skills (skills, importance & benefits)	Prof Srinivasan S
1	Business Acumen (Business & financial acumen)	Prof Abhijeet Chandra
1	Negotiation Skills (In business/finance contracts, etc. & creating win-win situation)	Prof Srinivasan S
1	Analytic Thinking (models, approach, decision making basis these analysis)	Prof Swagato Chatterjee
2	Leadership Skills (New Age Leadership & Strategy involved, models in use, leading by example, pros & cons of micromanagement, delegation, ownership, etc.)	Prof Srinivasan S
2	Customer Centricity (importance of having customer at the core, and working with processes/systems at the same time to improve customer experience)	Prof Swagato Chatterjee
2	Learning Agility (Willingness/openness to continuous learning, importance, getting +ve influence, methods & benefits)	Prof Srinivasan S
2	Process Compliance – importance & benefits/ repercussions	Prof Swagato Chatterjee

Course coordinator

Dr. Swagato Chatterjee
Assistant Professor (Marketing and Analytics)
Vinod Gupta School of Management,
Indian Institute of Technology Kharagpur
Kharagpur, West Bengal, India-712302
Tel: 03222-283870, +91-9343931795(M)
Email: swagato@vgsom.iitkgp.ac.in