



Management Development Programme

ASSOCHAM

Best Management

Institute for Industry
interface in India

21

YEARS

Establishment

5th

Leadership & Governance

**NHRDN
2015**

About

With 21 years of excellence and leadership in management education since 1995, Fortune Institute of International Business (FIIB) has worked towards rediscovering and reinventing Management Education through developing an industry relevant and global curriculum delivered by erudite faculty.

Through its commitment to excellence in Management education, FIIB has been able to touch lives of close to 1920 students and around 1000 plus corporates and helped them realize their dreams of becoming Leaders and Managers, not only in India but across the globe.

The institute offers a two year PGDM programme, approved by All India Council for Technical Education (AICTE) and certified as equivalent to MBA by Association of Indian University (AIU), at its Delhi campus. The class of PGDM is a blend of strong academic as well as decent corporate experience ranging from banking, IT, pharma, to FMCG.

FIIB has been awarded with several prestigious awards the most recent being by ASSOCHAM for Industry interface in India and Entrepreneurship Development in North India. The institute is ranked 4th in North India Private B-Schools- CSR GHRDC 2014

FIIB is known for its network and collaborations with foreign universities for students and faculty exchange programmes. The institute has collaborations with:

- **Sam Walton College of Business (University of Arkansas), USA**
- **Banque Populaire Chaire in Microfinance of The Burgundy School Of Business, Dijon, Cedex, France**

Core Competencies

- Our Management Development Programmes are unique learning propositions with defined deliverables and learning outcomes for managers and professionals and aim at equipping them with the evolving management concepts, practices, perspectives and approaches

We offer Management Development Programmes at FIIB in various verticals like:

- Business Policy
- Communication
- Finance and Accounting
- Marketing
- Organizational Behaviour
- Operations, Quality, Projects and Quantitative Methods
- Research Aptitude

Expertise for MDP@FIIB

Aligning our principles with the Central Government's initiative of 'Make in India', we take it as our responsibility to contribute towards improving the business practices, bringing innovation in the way Indian corporates look at business and helping them perform better through specific tailor made training sessions.

There is strong desire and need to have risk-taking leader-managers who will pioneer new managerial practices and set new standards and we at FIIB try to bridge this gap by providing training on latest techniques, tools and practices followed across the world.

Understanding the above requirements and matching them with the expertise that we have, we assure you of matching the best product offering in the market. Our expert team of 28 full time members of faculty is ready to meet your requirements with the help of years of varied corporate experience in companies like-

Genpact	Bank of Baroda	Chandigarh Tourism
HCL	Birla White	Mahindra and Mahindra
Tata Infotech	Reckitt Benckiser	Al Suwaidi Group, Saudi Arabia
SBI	Zurich Financial Services	Amway India Infrastructure
Hewlett-Packard (India)	ICICI Lombard	Kubair Finance

Our faculty team has successfully delivered various consulting assignments, both in India and abroad. These consulting assignments were delivered by the faculty to various institutions, to name few, like-

Erasmus University, the Netherlands National Backward	University Rotterdam, the Netherlands STRI ZON Consulting Pvt. Ltd.
Nirvana Consulting	Swiss Development Co-operation
PROPART Finance BPO	Classes Finance & Dev. Corporation Vijay Electricals
UNDP	Hong Kong Polytechnic University, Hong Kong Population Council (an international NGO)
State Bank of Hyderabad	

Our MDP Experience

Training existing managers in their chosen domains is as important as is imparting managerial education to the would-be managers. We at FIIB realize this vital need of the economy and accordingly design and offer a wide array of training programmes on contemporary themes belonging to different functional areas of management.

In previous years our faculty members have been involved in training Managers and Executives from the following reputed organizations:

Hindustan Aeronautics Ltd.	LG Chemicals	Lanco Mandakini Hydro Energy Pvt. Ltd.
JMC Worldwide	Ahluwalia Contracts (India) Ltd.	Thomson Press
Oberoi Hotel	Relaxo Footwears Ltd.	Federation of Indian Export Organization
New Delhi Power Ltd.	Satnam Global Infra Projects Ltd.	Council of Scientific & Industrial Research
Jindal Steel Ltd.	HRD Centre	Ministry of Counter Narcotics, Afghanistan

The MDPs imparted covered a wide range of topics including the below mentioned themes:

Digital Marketing	Managing Retailing
Customer Relationship Management	Managing Change and Leadership
Effective Service Delivery	International Trade Operations and Documents
Finance for Non Finance Managers	Marketing through Social Media

We continue to take our good work forward and hope to provide an exciting learning bouquet of MDPs to the managers of the country year after year.

FIIB - Offered MDPs

S.No.	Title	Duration
1. GENERAL MANAGEMENT		
1.1	Brand Building for MSMEs	1 Day
1.2	Marketing Analytics: Employing Business-Enhancing Insights	2 Days
1.3	Marketing Research for Decision Making	1 Day
1.4	Advance Excel for Managers	1 Day
1.5	Service Excellence through Customer Orientation	1 Day
1.6	Digital Marketing: Cutting Edge Skills	1 Day
1.7	E-Commerce / Digital Marketing	3 Days
1.8	Effective strategies for communication	1 Day
2. FINANCIAL MANAGEMENT		
2.1	Trade Finance & Foreign Exchange	1 Day
2.2	Financing SMEs	1 Day
2.3	Foreign Exchange Market and Treasury Management	1 Day
2.4	Finance for Non-finance Executives	1 Day
2.5	Personal Wealth Management	1 Day
2.6	Tax Planning and Strategies	1 Day
2.7	Cost and Strategies	1 Day
3. HUMAN RESOURCE MANAGEMENT		
3.1	HRM For Line Managers	2 Days
3.2	People Skills In Hospitality	Half Day
3.3	Superannuation & Beyond	1 Day
3.4	Leadership – Self & Others	2 Days
3.5	Employee Effectiveness For Competitive Advantage	2 Days
3.6	Conflict And Negotiation	1 Day
3.7	Enabling Performance	1 Day
4. INTERNATIONAL BUSINESS		
4.1	Foreign Trade Policy 2015-2020 : Implications for Exporters	1 Day
4.2	Online Marketing for Exports	1 Day
4.3	Effective Logistics Management for Export Competitiveness	1 Day
4.4	Central Excise Clearance formalities for Exports	1 Day
4.5	Methods of Payment in Foreign Trade/Understanding Documentary Credits, ICC rules for UCP 600 and Demand Guarantees URDG 758	1 Day
5. OPERATIONS MANAGEMENT		
5.1	Lean Six Sigma Awareness Programme	1 Day
5.2	Quality Control Tools (SQC & 7QC Tools)	1 Day
5.3	TQM – Awareness Program	1 Day
5.4	Multivariate Analysis For Business Improvement	1 Day
5.5	Structural Modelling Using SPSS & AMOS	1 Day
5.6	'5S'- Implement & Improve Your Work Place	1 Day
6. OTHERS		
6.1	Prevention of Sexual Harassment (POSH)	1 Day



MDP Office

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