

INTRODUCTION

Organizations and its leaders aspire to remain on a growth path continuously. Choosing an appropriate option for the growth of an organization plays a crucial role for the success of an organization. Many organizations fail to chart a growth path or execute it meticulously to achieve the intended outcome. With severe competitive forces caused by the entry of new technologies, competitors, product innovation, economic recession, there is a need for the organizations to be alert and capture relevant opportunities, well in time. An understanding of several options available to an organization to remain on its growth path can only make it possible for its leadership to choose the right one, by use of proper judgment.

OBJECTIVES

This programme provides an opportunity to understand and examine the various strategies that organizations can adopt to achieve sustainable and profitable growth in the new global and competitive environment.

It is designed to address the needs of other stakeholders and accept responsibilities towards a larger set of stakeholders, namely, customers, suppliers and members of the society – while formulating strategies for growth to maximize shareholder value.

It identifies and discusses on issues in sustaining the growth momentum.

Several senior well known corporate leaders will share their own experience of achieving growth and the challenges faced by them.

WHO MAY BENEFIT

The programme is meant for senior decision makers such as Senior Management - CEOs, Directors, Presidents, Vice Presidents and General Managers, Senior Managers of organizations with aspirations for growth and its sustenance. Organizations would benefit more from the programme by sponsoring a team of senior executives, as a group.

VENUE FOR THE SESSIONS

The Seminar Hall on the 2nd Floor at Jalvihar Guest House, IIT Bombay.

READING MATERIALS

To enable the participants to come prepared for discussion, part of the Reading Materials will be sent to the participants by email and rest will be given on the first day.

FACULTY

The teaching faculty includes Prof. Atanu Ghosh, author of the bestseller book on “Strategies for Growth”, few faculty colleagues of SJMSOM, IIT Bombay and Senior Eminent Corporate Leaders from various types of organizations (see the list of such speakers in the past 5 years, given on the next page. 8-10 such Corporate Leaders will be there for this edition)

ACCOMMODATION

Limited number of Accommodation (preferably for outstation participants, preferably on double occupancy basis) is available in the Institute Guest house (from 20th January afternoon to 24th January 2019 noon), on additional payment. Please send an advance request. You may indicate your preference for single room occupancy, if you wish.

IMPORTANT DATES

Last date for receipt of registration with payment : Friday - January 3, 2020

Programme dates: **January 22nd (9am) to 25th January (5pm) , 2020**

Note:

- Incomplete application forms will not be entertained.
- For additional copies of the registration form, please use a photocopy or type in the format given.

REGISTRATION FEE Per participant

Corporate Executives-Rs 75,000 (Academics :Rs60000) + GST @18%

The course fee includes course material, lunch and coffee/tea.

No income tax is to be deducted at source from the course fee, as IIT Bombay is exempted from the same.

The demand draft/Cheque should be drawn in favour of “**The Registrar, IIT Bombay- CEP Account**” payable at Mumbai. On-line payment is preferred; details are on the last page of this brochure.

Completed registration forms with registration fee to be sent to:

Prof. Atanu Ghosh, Programme Coordinator, **SJM School of Management**, IIT Bombay, Powai, Mumbai – 400 076. Phone: (022) – 25767755 ,
Fax: (022) –25767302 Email : atanu@iitb.ac.in

Senior executives, who were Guest Speakers in the past 7 years:

Mr. R Gopalakrishnan, Former Director, Tata Sons & Former VC, HUL
Mr. Niranjana Hiranandanai, Chairman, Hiranandanani Group
Dr. Hasit Joshipura, Sr VP & Head, Electrical & Automation IC, L & T
Mr R S Sodhi, MD, GCMMF (AMUL)
Mr Hemant Nerurkar, Former MD (India & South East Asia), Tata Steel
Mr. D.D.Misra, Director (HR), ONGC
Mr. Madhukar Kamath, Group CEO & MD of DDB Mudra Group,
Dr. Kamal K.Sharma, Vice Chairman, Lupin Ltd.
Mr. R. Mukundan, MD, Tata Chemicals Ltd
Dr. Ajit Ranade, Chief Economist, Aditya Birla Group
Mr. Ashank Desai, Former Chairman, Mastek Ltd,
Mr. Raj Nair, Chairman, Avalon Consulting,
Mr. Hemant Bakshi, Executive Director, HUL;
Mr. Arvind Sharma, Former Chairman and CEO, Leo Burnett (India),
Mr. Prabhat Pani, Former CEO, Roots. Corporation (Ginger hotels),
Mr. Dev Bhattacharya, Group Executive President (Corporate Strategy & Business Development), Aditya Birla Group
Dr. Shriram Nene, Co-founder, e-learning solution- Dance with Madhuri
Mr. Anil Verma, Executive Director, Godrej & Boyce Mfg Co Ltd.
Mr. B. V. Chaubal, Deputy Managing Director, State Bank of India
Mr. Alok Agarwal, CFO, Reliance Industries Ltd
Mr. Pradeep Bhargava, Former MD, Cummins Generator Technologies
Mr. Shrikant Joshi, Chief Executive, L&T Realty,
Mr Vikas Srivastava, MD, Johnson & Johnson Consumer (India)
Dr Santrupt Misra, CEO, Carbon Black Business & Director, Group H.R.
Aditya Birla Management Corporation Pvt. Ltd.
Mr Govind Shrikhande, Managing Director, Shoppers Stop Ltd.
Dr Anand Deshpande, Founder, CMD of Persistent Systems
Mr Nripen Bharali Managing Director, Foremer Director (HR), OIL
Mr H R Dave, Deputy MD, NABARD
Mr Vishwavir Ahuja, MD and CEO, RBL Bank Ltd
Mr C S Shankar, Executive Director (Consumer Sales), IOC L
Mr S P Shukla, Group President & CEO, Mahindra Aerospace & Defence
Ms Rama Bijapurkar, Thought leader on Market Strategy Mr Bharat Puri, MD, Pidilite Industries Ltd and Ex MD, Cadbury India
Mr Neeraj Swaroop, Ex Regional CEO & CEO (India), Standard Chartered India Bank.
Mr. Trivikram Arun, MD of Shell's Upstream Oil and Gas business in India



CEP Short Term Course on
Strategies for Organizations' Growth

January 22- 25, 2020

Coordinator

Prof. Atanu Ghosh
Shailesh J Mehta School of Management

Office of
Continuing Education & Quality Improvement Programmes
Indian Institute of Technology Bombay
Powai, Mumbai – 400 076

Please see: https://portal.iitb.ac.in/ceqipapp/courseDetails.jsp?c_id=2163

Please login and register at : <https://portal.iitb.ac.in/CRP/?appid=19>

REGISTRATION FORM

Four-day CEP Course on

Strategies for Organizations' Growth

January 22- 25, 2020

NAME (BLOCK LETTERS) : _____

Gender: M / F

DESIGNATION : _____

ORGANIZATION: _____

MAILING ADDRESS : _____

TELEPHONE : _____ (O) _____ (R)

FAX: _____ MOBILE: _____

EMAIL : _____

QUALIFICATIONS : _____ EXPERIENCE : _____ Yrs.

IIT Guest House accommodation required?* YES / NO

PAYMENT: D.D. No.: _____ Dt. _____ Rs. _____

[Demand draft should be drawn in favour of "Registrar, IIT Bombay (CEP A/c)".]

Date: _____ Signature of Applicant _____

***Guest House bill to be paid directly by the participant at the time of check out.**

(PHOTOCOPY ADDITIONAL COPIES OF THIS FORM, IF NEEDED)

BANK Account Details for NEFT

1. Account holder: Registrar, Indian Institute of Technology, Bombay
2. BANK'S NAME :: State Bank of India
3. Branch Name and Address :: IIT Powai Branch. Mumbai-400 076
4. Account type :: Current Account
5. Bank Account number :: 0010725729128
6. IFSC CODE FOR NEFT :: SBIN0001109
7. MICR Code :: 400002034

On-line Payment Transaction Details

Kindly arrange to provide the following transaction details, if the course fee is paid on-line:

1. Name of the Course Participant
2. Transaction No.
3. Date of Transaction
4. Amount
5. Bank & Branch Name from where transfer is done