Add wings to accelerate your career...
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**Note from the Group Director**

It's my pleasure to welcome you to Welingkar's executive education. Executive education has been given high priority at Welingkar in the last few years. The economy is growing fast, and so is the industry. The demands of the economy place high demands on the industry. One of the key areas is the need of keeping the human resources updated in terms of skills, attitudes and the mindset required for coping with the changing needs of the industry.

At Welingkar, we are meeting this challenge by increasing the depth of our association with corporate houses. This enables us understand their needs better, hence develop better programs and also test their effectiveness later. Our strength lies in customizing MDPs for addressing specific needs of the industry. We are flexible and have a good team of faculty who can adapt quickly to be able to serve your needs faster and better.

Through our global tie-ups, we are inviting senior faculty from international universities to give corporate professionals a flavor of international contemporary trends in management.

So while a B-School may have taught you how to fish in the past, it's time we now teach how to sustain the fish in the pond.

All this translates into a new benchmark for management education.

Prof. Dr. Uday Salashe

Group Director
Note from the Dean MDC

We live in a highly competitive business environment. The market demands competitiveness and also puts a premium on the same. This in turn puts a great deal of emphasis on upgradation and learning. Not a simple task considering the ever-increasing domains of knowledge that one has to keep pace with, not to mention the various new skill-sets required in the modern contemporary work environment.

As challenging as it is for the individual to keep pace with the need to learn, it is equally challenging for business schools to provide as many contemporary learning tools as are required by the market. Welingkar’s MDC has responded to the market needs by going away from the conventional model of short and standard MDPs, towards providing a broad array of learning tools based on a thorough understanding of diverse learning needs of executives of corporate clients. Welingkar’s MDC today provides a broad spectrum of learning solutions, each tailored to perfection.

In addition to a wide array of standard MDPs, we offer short hi-impact programs having developed thorough understanding on functional Verticals, long term general management programs aimed at junior/middle level executives to long-term customized programs for specific industry verticals. This is in addition to the PGPMS, AMP (Banking), SMP (Specialisation modules in Finance, HR, Marketing and Operations) programs. Our specialized programs for working executives. So here’s an opportunity to move forward into meaningful programs aimed at greater effectiveness of managers at all levels.

Happy learning!

Prof. Dr. V.H. Iyer
Dean
WeSchool Ranked 12th in Private B-Schools category nationally and 11th in West Zone
Times B-School 2017 Survey (Times of India, 24th February, 2017)

NHRD

WeSchool Awarded
‘Innovation in Management Education’
(GCL Program, Mumbai and Bengaluru, 2016)

WeSchool recognized as the
‘Best Institute of the Year’
by Bombay Management Association (BMA)
for its exemplary contribution in
innovative management education.

AICTE-CII awarded WeSchool the
HUL Award for Best Industry Linked
Emerging Management Institute

“Today Knowledge has Power. It controls access to opportunity and advancement”
— Peter Drucker
Methodology

Our basic approach towards our MDC programs is providing solutions - solutions to problems that can be tackled by training. The basic premise of the solutions approach is to find and diagnose the problem - understand the training needs and hence develop what would be a desired training solution. Understanding needs is the key to an appropriate design of the program. The program design is then supported by selection of the right faculty suited for the needs. Minute attention is paid to the delivery of the program. Discipline, method of pedagogy, live case studies, assignments, movies and discussions - plenty of innovative training tools are explored here. Post delivery of the training program comes the most important step of transferring learning beyond the 4 walls of the classroom to the actual working environment. Helping candidates at this stage by being available for guidance and discussion is very critical to the transfer of skills.

We follow the methodology indicated alongside. Our experience over the years says this effort is what makes our programs effective at all times.

Executive Education Programs at WeSchool

PGPMS (Post-graduate program in Management Studies) is a focused autonomous executive education program aimed at adding value to working executives by giving them a strong foundation of management concepts and theory. The program is designed in a way to make use of the working experience of the individual to support the teaching and add new perspectives to his/her experience. Many corporate houses like Mahindra & Mahindra, Karpatru Group, Bayer CropScience, McDonald’s India (West & South) are already making the most of it through this unique program.

The program is spread over a period of 2 years, conducted on weekends and is currently in two forms - a general PGPMS program and one tailored specifically for professionals from the growing BPO/IT/ITES/Other industries.

We can customise programs for industries in the manner of their choice focussed as necessary with different time-frames.

Contact us for details.
A Tailor-made Approach

Welingkar MDC

Discussions between Welingkar and HR. Functional managers and proposed participants. Pre-testing, when required

Inputs received and documented by Welingkar are converted to output of what the modules should contain. Obtain domain expertise for companies. Identify pain areas

Documented modules presented to HR and functional managers

Approval by client organization

Welingkar designs final modules and contents

Scheduling lectures/workshops. Evaluate inputs/obtain feedback on deliverables

Evaluate participants (post testing) through projects and assignments

Evaluate training effectiveness

Programs and Services

- Start Performers Program
- PGPMS
- Long-term Programs
- Retail Programs
- Short-term Programs
- International Programs
- Broad Areas of Consultancy Services
- Outbound MGP

"In a time of drastic change, it is the learners who inherit the future. The learned usually find themselves equipped to live in a world that no longer exists."

- Eric Hoffer
Star Performers Program

A major problem that is plaguing the industry today is one of retention. This is especially true for industries like IT, IITES, BPOs, Call Centers and many service industries linked with young talent. A major reason for talent to shift base from one company to another is the need to upgrade their skills and hence their market value. We realized that if this upgradation is given by the company itself, then it is very much possible to retain the talent within the company.

In consultation with our industry partners therefore, the Star Performers Program was conceptualized. This 6 day program has proved to be a great way of recognizing the efforts of star performers; works as a great tool to strengthen long term relationships between the employees and the organization and also enhances their growth and future performance.

Post Graduate Program in Management Studies (PGPMS) for Corporates

With our extensive experience and thorough academic background, we tailor specific Executive PG Programs for organizations for a batch of maximum 30 participants. These programs are focused on specific organizational needs along with general management skills.

The Executive PG Program engages participants in a comprehensive integrated curriculum conducive to extensive interaction among themselves and with the faculty - creating a stimulating learning environment which enables participants to:

- Create value by their actions at multiple levels for themselves, others, their enterprises and economies. In fact, the creation and sustainability of value is the essence of any enterprise
- Broaden and sharpen their perspectives with respect to important social, cultural, political and economic factors that influence the global business environment
- Understand the importance of a management framework comprised of functional experience, shared values, teamwork and ethical leadership
- Develop and enhance their abilities to lead with vision, wisdom and integrity while encouraging others to do the same
- Develop and select strategies for competitive advantage
- Respond to the challenges of a competitive global environment
- Build responsibilities and management systems to foster co-ordination across functions
- Understand, manage and lead the change process
- Rethink business processes, engage in system thinking

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<tr>
<th>Topic</th>
<th>Duration</th>
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<tr>
<td>Current business environment &amp; challenges faced by the sector, doing a SWOT analysis of the organization by the participants and drawing up an improvement plan for action</td>
<td>8 hrs (1 day)</td>
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<tr>
<td>Individual &amp; group behaviour in an organization. Team member/team leader training, decision making &amp; problem solving tools</td>
<td>8 hrs (1 day)</td>
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<td>HRM, working with uncertainties &amp; management of change, covering vision, motivation, planning and resources, skills, action plans, feedback on performance etc.</td>
<td>8 hrs (1 day)</td>
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<tr>
<td>Finance for non-finance executives, covering also proposals for contracts and risk management.</td>
<td>8 hrs (1 day)</td>
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<tr>
<td>Overview of services marketing and customer focus.</td>
<td>8 hrs (1 day)</td>
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<tr>
<td>Corporate strategy and scenario building. A peep into the future. Presentation for improvements and time bound action plans.</td>
<td>8 hrs (1 day)</td>
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Total: 48 hours (6 days)

Note: We can further customize the program to client needs
Post Graduate Program In Management Studies (PGPMS)*
for Corporates

The Wellingkar autonomous PGPMS is a focused general management program aimed at adding value to working executives by giving them a strong foundation of management concepts and theory. The program is designed in a way to make use of the working experience of the individual to support the teaching and add new perspectives to his/her experience. Many corporate houses like Mahindra & Mahindra (3 locations), Kalpataru Group, Bayer Crop Science, McDonalds, Galaxy Surfactants, e-Clerx limited, SD Corp, Prudential UK, GIMMCO Chennai, KOEL, L&T, RBS, Sitel India, GTL are already making the most of it through the unique program.

Note:
Contents can be tailored to meet specific organisational requirements to make programs sufficiently value adding to sponsoring organisations.

Assessment of participants: Will be by Quiz/Test/Written Examination/Case study/Presentation (individual or group) /Home assignments.

Reading/Materials: Study texts will be issued during the first module. Handouts/PPTs may be shared by the concerned faculty in hard or soft form.

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<td>2</td>
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<td>3</td>
<td>* Outbound Management</td>
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<td>Marketing Management</td>
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<td>Marketing Research</td>
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<td>8</td>
<td>Macros, Managerial Economics &amp;</td>
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<tr>
<td>9</td>
<td>Economic Environment of Business</td>
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<td>10</td>
<td>Financial Cost &amp; Management</td>
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<td>11</td>
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<td>4</td>
<td>3</td>
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<td>9</td>
<td>Direct &amp; Indirect Taxation</td>
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<td>10</td>
<td>Mergers &amp; Acquisitions</td>
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<td>11</td>
<td>Business &amp; Industrial Law</td>
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<td>Statistics &amp; Research Methodology</td>
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<td>13</td>
<td>Consumer Buyer Behaviour</td>
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<td>Human Resource Management / Compensation Policies / Talent Management / Understanding Customer Centricity w.r.t Marketing &amp; HR</td>
<td>3</td>
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Module 3 – Consolidation

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<td>Operations Research, Logistics</td>
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Workshops

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Other Activities

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Overall - Days for the program

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Long Term Programs

Recent feedback from the industry revealed that there was a need for learning and upgrading amongst the junior/entry level employees. In the absence of catering to this need, employee turnover was unusually high. It was noticed that learning and upgradation contributed a lot to the sense of security of each individual and that in turn resulted in controlling the turnover and turning up the productivity.

The solution was to devise long-term management programs that were a good mix of general management skills, plus specific inputs that were tailored to the domain in question. The clients responded to this idea heartily.

These management programs are of 60 days or 120 days duration depending on the need of the client and the availability of the employees.
Retail Programs

One of the domains that has undergone rapid expansion in the recent times has been Retail. The burgeoning growth of the industry has fuelled multiple challenges on the people - front. Getting good talent with retailing skill-sets is a very difficult task. Add to it the dynamic retail scenario which requires constant upgrading of the skill sets of the organization’s existing employees. Keeping the current and future needs of the retailing industry in mind, a number of training programs across functional and operational levels have been designed, developed and conducted for:

- WalMart / Lifestyle
- BPL - Mobile
- Carbon
- Future Group
- Vodafone
- Tata Teleservices Ltd.
- Airtel (Bharti Teleservices Ltd)

In addition to the above, in order to meet the growing need of trained retail professionals Welingkar runs specially designed retail programs at both the Post Graduate and entry levels.

Short Term Programs

(Knowledge boosters for functional Vertical Domains) These programs are aimed at executive learning needs on specific specialized subjects in management. These programs look at taking the participants to a sufficient level of depth in terms of the subject. These programs are conducted by very senior faculty who have command over the domain in terms of their knowledge and experience.
These programs include:

**General Management**
- Senior Management
  - Business Strategy
  - Organizational Transformation
  - Environment Scanning & Scenario Building
  - Indian Economy - Past, Present, Future
  - Management Control System
  - Balanced-Score Card
  - Corporate Governance
  - Art of Asking Right Questions
  - Effective Thinking
  - Art of Marketing Professional Services
  - Sales Techniques
  - 21st Century Strategies
  - Winning Strategies
  - Lessons from Business Failures
  - Essence of Arth Shashtra

- Middle/Junior Management
  - Negotiation Skills
  - Management Consultancy Skills
  - Communication Skills
  - Change Management
  - Managerial Effectiveness

**Finance**
- Corporate Governance: Effectiveness & Accountability in the Boardroom
- Governing Family Business
- Overview of Profit & Loss Account and Balance Sheet
- Performance Evaluation through Ratio Analysis
- Investment Decision, Cost of Capital, EVA, Corporate Governance
- WCM, Classification of Cost, Preparation of Cost Sheet, Analysis of Semi-fixed Cost, Valuation of Inventory, Overhead Allocation & Absorption
- Marginal Costing, Cost-Volume-Profit Analysis, Transfer Pricing
- Sales Tax/Excise
- Finance for Non-Finance Executives
- Working Capital Management
- Project Management
- Business Laws
- International Financial Reporting Standards (IFRS)

**Marketing**
- Creating the Market Focused Organization
- Creating and Managing Strategic Alliances
- Competitive Strategy
- Sales Force Incentive Planning: Compensating for Results
- Pricing Strategies and Tactics
- Market Access Strategies: Leveraging your Channels of Distribution
- Managing New Product Development for Strategic Competitive Advantage
- Business Marketing Strategy
- Accelerating Sales Force Performance
- Branding: Building, Leveraging and Rejuvenating your Brand
- Integrated Marketing Communication Strategy
- Business Environment & Market Research
- Marketing Principles, Marketing Strategies
International Programs: Learning from Beyond

Operations Management
- Supply Chain Management
- Cost reduction through Value Engineering / Value Analysis

Human Resources Management
- Communication & Presentation Skills
- Leadership Skills
- Employee Motivation
- IR & Labour Laws
- Stress Management
- Time Management
- Ethical Leadership for Executives

World Class Manufacturing & Throughout Improvement
- World Class Manufacturing - Action Agenda World Class Manufacturing - Performance Measures, Facilities Planning & Role of Automation, Laws of Factory Physics, Theory of Constraints

Kaizen
- Kaizen, Japanese Management
- Productivity Techniques
- Total Productive Maintenance/TQM
- Lean Office

With a need to keep educational concepts and technology not just contemporary, but also benchmarkable with international standards, Weingart has been approvingly forging tie-ups with International Universities of repute. A number of initiatives have resulted from these tie-ups including collaboration on full-time masters and undergraduate level programs, student exchange and faculty exchange programs. Through faculty exchange programs, we hope make available to the industry a host of cutting edge international faculty, who are domain experts on various aspects of management. Some of the recently conducted programs by international faculty include:

- A 2 day workshop on Making Financial Statements World Class by Prof. Shashi Govindraj - Rutgers, State University of New Jersey, USA
- A 2 day workshop on International Marketing Strategy with Case Studies on Nike and Starbucks by Dr. Jeffrey Edmund Curry - Freelance Professor, USA, Ex-Professor at Audencia Nantes, France (Current Economic and Cultural Management Issues) & Prof. Paul Crouney - Deen,

- Prof. George Stonehouse - Associate Dean, Newcastle Business School, Northumbria University, UK (Global and Transnational Strategic Management)
- A 2 day workshop on Supply Chain Management by Dr. Sam Dz COVER - CASS Graduate School of International Management, Brussels, Belgium
- A 1 day program on Managing Brand and Customer for Profit by Dr. V. Kamier, Richard and Susan Leuty Distinguished Chair Professor of Marketing, Executive Director, Center for Excellence in Brand & Customer Management, and Director of the PhD Program in Marketing, J. Mack Robinson College of Business, Georgia State University, Atlanta, Georgia, USA
- A 1 day workshop on Strategic Innovation Execution by Jatin Desai, Co-founder and CEO, The DeSal Group, USA
Outbound MDP

Management Development is an attempt to improve managerial effectiveness through a planned and deliberate learning process. The aim is thus to move from the concept of management to the art of managing. Many developmental activities today are aimed at reorganizing management structures and changing managerial attitudes and values towards a more unitary and participative system of working. These are often presented as a movement towards a more progressive, sophisticated and holistic framework for managing us and our situations. Outdoor management development can be extremely effective in today’s dynamic corporate world which is in the midst of dramatic changes. Shifting priorities, greater degrees of uncertainty, resource constraints and changing value systems mark the current trends. Now-a-days success depends not only on problem solving but also on opportunity seeking and on effective utilization of contributions of people at all levels.

The Welingkar Outdoor Management Program is based on the principles of experiential learning.

“The act of learning is the result of reflection upon experience. Having an experience does not necessarily result in learning, one needs to reflect upon it. The purpose of learning is to gain something new and to put that new skill or information to the test of usefulness. In order to learn, one must be willing to risk exposing oneself to new things, and be willing to test the validity of old things in relation to the new, and be willing to form new conclusions. I believe that to adventure is to risk exposing oneself to an unknown outcome. Therefore, to learn is to venture into the unknown; to learn is to adventure!”
- King '98

Introduction

Why Outdoors
Everyone should have the opportunity to achieve self-fulfillment by engaging in learning that involves stress, skills, self-direction, sacrifice, goal-setting, perfecting skills and co-operation with others to achieve goals. That is experiential learning. It stands for learning with reflection, which is a necessary precursor to learning. Such experiences are realistic, physically active, cognitively meaningful, and effectively engaging. They require learners to accept responsibility for their own actions and learn in the process.

Classroom learning VS Experiential learning
Information assimilation is the primary avenue of cognitive learning, i.e. classroom learning. Here teaching emphasizes on acquiring, analyzing, relating and recalling abstract symbols. Classroom learning is more efficient but it is often less effective as the learner may retain little, since this is dependent on a symbolic medium that excludes those learners not fluent in the language used.

Experiential theories are holistic in nature, incorporating cognition and behavior with conscious perception and reflection dependent on experience. Experiential learning emphasizes on the participant’s ability to justify and explain a subject, rather than reciting an expert’s testimony. The emotions attached with experiential learning often aid learning retention. Though experiential learning is more time-consuming than classroom learning, it is intrinsically much more motivating.

Classroom Learning

- Receiving information about a general principle via symbols
- Assimilation and recycling information as new knowledge
- Interpreting specific applications from general principles
- Acting on the applications and testing the general principles

Experiential Learning

- Acting and observing causes and effects of that action
- Understanding causes and effects to predict a general principle
- Understanding general principles in various circumstances
- Applying general principles in a new situation

A standard OMDP would be 2½ days.

Some Management Development Programs
Specially Developed for Corporates/Organisations

NIEV Bayer Management Development Program

NIEV is an 18-month program specially designed by WeSchool MDC for the Bayer Group aimed at growing their talent from within the organisation by enhancing the leadership, managerial competencies and effectiveness of their middle and senior management level employees by facilitating them to understand key management functions and acquire necessary knowledge/skills. The program is delivered by faculty from WeSchool MDC supported by subject matter experts from Bayer Group to relate the learnings to the participant’s workplace.

2 batches of the program have been successfully completed and 3rd batch is in progress.

Bayer Disha Executive Program in Management Studies (Sales/Marketing focused program)

Disha is an 18-month modular distance and personal contact based program for the Bayer Group. It is designed for employees from sales and marketing function to enhance their knowledge of key management functions and managerial skills such as decision-making, communication/presentation etc.

The assessment of participants is by a combination of online and offline examinations which can be taken by participants at authorised centres across the country making this program accessible to employees located anywhere in India.

45 participants are going through the second batch of this program in October 2013.

Business Management Certificate Course for Indian Armed Forces (Ministry of Defence Resettlement Training Program)

This 24-week program is an initiative by the Directorate General Resettlement (DGR) wing of Defence Ministry, Government of India aimed at equipping Junior Commissioned Officers (JCOs) and other ranks (ORs) with basic knowledge and skills to become re-employable in the public/private sector or self-employed after retiring from their current jobs in the armed forces.

WeSchool is currently conducting this specially designed program for 40 participants from Army, Navy and Air Force. The delivery of this program is very challenging given their diverse backgrounds and limited language skills/exposure to corporate businesses.

The main objective of the program is resettlement in PSUs/private organisations/entrepreneurships.

Faculty Development Program for Institute of Chemical Technology (and while UDCT) and VJIT, Mumbai

WeSchool MDC conducts faculty development programs and “Train-the-Trainer” programs to hone the training and managerial/administrative skills of faculty from various teaching institutes. One such program conducted recently was for the renowned Institute of Chemical Technology (ICT) for their middle and senior level faculty.

This 7-day program for 19 faculty members of ICT was specifically developed to enhance the quality of their teaching and enable them become role models for students, develop confidence through better communication and presentation skills, build the Institute’s brand equity and strengthen industry-academia interface. A similar program was also conducted earlier for the faculty of another iconic educational institution-VJIT, Mumbai.
Testimonials

It is a unique experience to be back in school after almost 9 years and New Management education program has made it possible. The program has very successfully been able to link the theoretical concepts of management, with relevant practical situations faced in our regular work life. New will definitely help to strengthen my foundation by providing stability.

Aghya Das,
Group Product Manager, Bayer Pharmaceuticals, Participant New Bayer Program.

You have a great team, who ensure that participants of PGPMS do not face any inconvenience, and faculty who give the very best in imparting high quality executive education.

Milind X. Akerkar,
Vice President,
J. P. Morgan Chase, Mumbai, PGPMS participant.

Lina Nangalia,
Head L&D, Raymond Ltd., Mumbai

Just to convey that RMDF module III was extremely well received by the participants. They enjoyed the program and found the sessions interesting and engaging.

S. Sundaresan,
Sr. General Manager, L & T Ltd., R&D Projects.

The inputs (given in the workshop on "Strategic Innovation Execution") will be useful to facilitate idea generation for new products/new processes.

Dr. C. M. Walkar,
Eye Surgeon, on the Leadership Development Program for All India Ophthalmological Society

It was well organized course with high quality speakers who were at ease even though their week-end was spoilt. I was really impressed by the level of faculty, their humble nature inspire of their achievements and position in the society and their clarity in explaining precisely. After the course, I feel charged up to more in the subject of management applicable to us and also very humble and simple...

Rajendra S Naikwadi,
L&T Ltd., Escortf & Siemens (合资公司- EBII)

We had a very interesting session at Bahrain. My best wishes to Welinkgar MDC.

Hsham Sator,
III Director, Ministry of Works, Government of Bahrain. (Program done at Bahrain)

Thanks a lot, this program will definitely help in our future academic endeavours. I must take this opportunity to thank the entire team at Welinkgar for their support and cooperation always.

K. Nanjyan,
EOI India, Raymond Ltd, Ltd.

This is to inform you Mr. Suwara Kale has studied as a part of We School curriculum the various operations of our company. She has done extensive research and analysis of the data. She has come up with solutions for improving the on-time delivery, which will help in reducing the cycle time. She has put her learnings through the project...

Dr. T. Nilose Fredrick
(MS, Ophthalmic surgeon) to
Dr. S. Nallakandam (Member and Chairman, Academic Research Committee)
All India Ophthalmological Society & CMS, Ashin
Jyot Eye Hospital Pvt. Ltd, or casualised LDP organized by RSOS

I take the opportunity to congratulate you for organizing the LDP (Leadership Development Program) at Welinkgar Institute. The contents of the program were excellent and assume significance in present day medical practice and organization affairs. My appreciation for your team members and Welinkgar faculty for their involvement and good work.

Salian Rameshwaran R,
Founder Chairman, Career 360. 18th February 2011

The work done by ISB to go after the aspect of management education for the working professional and even senior management is another role model example of what was done successfully with deep insight. Continuing education or back-to-education was the mantra for ISB. Works wonders and if it followed suit. I would think the work done by Welinkgar Education over the past decade too is praiseworthy here...

Sandhya Jatkar,
HR Organization Effectiveness, Business Services, ADN AMRIO Central Enterprise services, Mumbai

During my 1½ year journey with Welinkgar Institute, we were very holistic joyful and knowledgeable. I understand deep concept of management and try to implement in my organization. Thanks to all Welinkgar team...

Rajendra S Naikwadi,
L&T Ltd., Escortf & Siemens (合资公司- EBII)
## Core Faculty

<table>
<thead>
<tr>
<th>Name</th>
<th>Designation</th>
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<tbody>
<tr>
<td>Prof. Dr. Uday Salunkhe</td>
<td>Group Director - Strategic Management</td>
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<tr>
<td>Prof. Dr. V. H. Iyer</td>
<td>Dean, Professor Emeritus - Management Development Center</td>
</tr>
<tr>
<td>Prof. Dr. Savitri Kulkarni</td>
<td>Associate Dean - MDC and Faculty - HRM</td>
</tr>
<tr>
<td>Prof. Dr. Anil Naik</td>
<td>Professor Emeritus - Welingkar Research Centre</td>
</tr>
<tr>
<td>Prof. R. R. Sahurani</td>
<td>Professor Emeritus - Economics</td>
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<tr>
<td>Prof. Dr. S. T. Gondhalekar</td>
<td>Dean - Operations &amp; Entrepreneurship</td>
</tr>
<tr>
<td>Prof. Vijayan Pankajakshian</td>
<td>Dean HR &amp; Industry Academia Interface &amp; Chief Human Resource Officer</td>
</tr>
<tr>
<td>Prof. S. R. Tendulkar</td>
<td>Dean Administration and Faculty - Finance/Operations</td>
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<tr>
<td>Prof. B. N. Chaterjee</td>
<td>Dean Marketing</td>
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<tr>
<td>Prof. Sudhakar Nadkarni</td>
<td>Professor Emeritus - Business Design</td>
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<tr>
<td>Prof. Dr. Pradeep Pendse</td>
<td>Dean Academics (PTM) &amp; Chief Technology Officer</td>
</tr>
<tr>
<td>Prof. Dr. Suyash Niranjjan Bhatt</td>
<td>Head - Innovation &amp; Professor - Finance</td>
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<tr>
<td>Prof. Supraha Nathapatna</td>
<td>Faculty - General Management</td>
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<tr>
<td>Prof. Chandrakant Nemkar</td>
<td>Dean Research and Business Analytics</td>
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<tr>
<td>Prof. Bijoy Bhattacharya</td>
<td>Professor Emeritus - Banking</td>
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<tr>
<td>Prof. Mangesh Borse</td>
<td>Dean Media and Entertainment</td>
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<tr>
<td>Prof. R. Venkatesh</td>
<td>Associate Dean - International Marketing</td>
</tr>
<tr>
<td>Prof. Smeeta Bhatkule</td>
<td>Dean BFSI</td>
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<tr>
<td>Prof. Vanita Patil</td>
<td>Dean Finance</td>
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<tr>
<td>Prof. Dr. Swapna Pradhan</td>
<td>Dean (Academics and Retail)</td>
</tr>
<tr>
<td>Prof. Dr. Kavita J. Kayandurgmath</td>
<td>Associate Dean - Research &amp; Business Analytics &amp; Operations</td>
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<tr>
<td>Prof. Jyoti Kulkarni</td>
<td>Associate Dean - Marketing</td>
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<tr>
<td>Prof. Malvika Nagarkar</td>
<td>Assistant Professor - Business communication</td>
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<tr>
<td>Prof. Charuhas Joshi</td>
<td>Faculty - OMDP</td>
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<td>Prof. Sandeep Kelkar</td>
<td>Faculty - E-biz</td>
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<tr>
<td>Prof. Swati Sethi</td>
<td>Associate Dean - Rural Management</td>
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## Supported by Expert Panel / Industry Experts

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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Prof. Sunil Nagpurkar</td>
<td>Faculty - Business Environment /Economics</td>
</tr>
<tr>
<td>Prof. Vinod Srivastava</td>
<td>Faculty - Marketing /Innovation</td>
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<tr>
<td>Prof. Suryanarayan Iyer</td>
<td>Faculty - HRI Analytics</td>
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<tr>
<td>Prof. Abhijeet Chaudhari</td>
<td>Faculty - Operations, SCM, Project Management</td>
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<tr>
<td>Prof. Abhijeet Sanyal</td>
<td>Faculty - Marketing, Strategic Management</td>
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<tr>
<td>Prof. Aslam Fakir</td>
<td>Faculty - Mergers and Acquisition, Valuations</td>
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<td>Prof. Vijay Sharma</td>
<td>Faculty - Business law</td>
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## Management Development Center Team

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<td>Associate Dean - Management Development Center / HR Specialist</td>
</tr>
<tr>
<td>Prof. Sharad Nileshwar</td>
<td>Senior General Manager - Executive Education / Assistant Professor - Operations</td>
</tr>
<tr>
<td>Ms. Ameeta Hampiholi</td>
<td>Deputy General Manager</td>
</tr>
<tr>
<td>Ms. Tanaz Darowala</td>
<td>Deputy General Manager</td>
</tr>
<tr>
<td>Ms. Dipali Salunkhe</td>
<td>Assistant Manager</td>
</tr>
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## Program Co-ordination / Customer Support / Deliverables

- Pankaj Borole
- Abhishek Mitbhawkar
- Ms. Esther Melba
Wise-Welingkar Study Group: Women in Industry, Society and Economy

Welingkar invites women with the enthusiasm to study, grow constantly and the will to reach within themselves and realize their full potential to join the Wise Study Group.

The primary goal of Wise is to understand economic developments and their impact on society, family and individual.

The pedagogy followed will be news analysis to understand implications of the weekly developments. Topic of the Month will be identified for deeper insights, followed by guest speakers from the industry, where relevant.

The Group will meet once a week on Thursdays between 10.30 am and 1.30 p.m, at Welingkar Institute Campus in Matunga.

This program is especially useful for women directors on boards of corporates and SMEs.

“Knowledge has to be constantly improved, challenged and increased constantly or it vanishes”

~ Peter Drucker

Our Clientele

Manufacturing/Engineering
Mahindra & Mahindra Ltd
Krupakar Oil Engines Ltd
LSW Steel Ltd
Lienar & Sons Ltd
CMF Pres Ltd
Aker Solutions
Alfa Laval
Cremona Creanews
Borosil Glass Works
Essar Group
Cummins India Ltd
VA Tech WEG Elect Ltd
Chennai GMMC, Chennai
Jacobs Engineering Group

Pharmaceuticals & Chemicals
Bayer CropScience Ltd
Syngenta India Ltd
Clarant Chemicals (India) Ltd
Merck Ltd
Reliance Industries Ltd
Galaxy Surfactants Limited
Nestle Healthcare
Aditya Birla Group

Infrastructure/ Oil & Gas
Kolpatan Ltd
ACC Ltd
Mahuaap Gas Ltd
SD Corp Private Limited

Government/Public Sector
Ministry of Defence
The Shipping Corporation of India Ltd
Nuclear Power Corporation of India Ltd
Carnegie Institute for Research in Common Technology (CART)
Maharashtra State Electricity Board
Indian Oil Corporation
Marathwada, Government of Maharashtra

Telecommunication/IT/ITES
Bharti Airtel Ltd
Infosys Ltd
Prudential UK
Orange Business Services
S2 Infotech Pvt Ltd
Steel India GTS Ltd
Vodafone
Datamatics Technologies Ltd
Oracle India Pvt Ltd
Intellect Global Services Pvt Ltd
Omnitech Info Solutions Ltd
eClare Services Ltd

Retail
Wills Lifestyle
BPL Mobile
Cyril
Future Group
Titan Industries Ltd
Tata Services Ltd
Bharti Teleservices Ltd

International Programs
Government of Bahrain
(Nationality of Women)
Government of Ghana
Canada India Institute-Industry
Leadscape Project

FMCG/Consumer Durables/Apparel
Raymond Ltd
Hindustan Unilever Ltd

Agriculture
Maharashtra Hybrid Seeds Co. Ltd
(Mahyco)

Banking & Financial Services
The Royal Bank of Scotland Group
SBI Funds Management Pvt Ltd
AIAI Argo
HDFC Securities Limited
Mahindra and Mahindra Financial Services (I & S) Limited

Travel & Hospitality
Hindustan Restaurant Ltd
(McDonalds India)
Jet Airways (India) Ltd
Hyatt Regency
Leelas Ventures

Education/ Faculty Training
Maharashtra State Board of Technical Education
Veermata Jijabai Technical Institute (VJTI)
University Institute of Chemical Technology (UICT)

Services
DHL Express
Niftyn Group
Sai Service Station Ltd
TVS India Pvt Ltd
DSIIP Global

Healthcare
Aditya Just Eye Hospital
TTK Healthcare Ltd

Other Educational Institutions
IIGJ (Indian Institute of Gem and Jewellery)
SNDT University - P. N. Doshi College of Arts, Science and Commerce