

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 – a quest for triple bottom lines, while formulating strategies for growth to maximize shareholder value.

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

Several senior 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 of organizations with aspirations for growth and its sustenance. Organizations would benefit more from the programme by sponsoring a team of top and 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 and 8-10 such Corporate Leaders will be there for this edition)

ACCOMMODATION

Limited number of Accommodation (preferably for outstation participants, on double occupancy basis) is available in the Institute Guest house (from 6th February afternoon to 10th February 2018 noon), on additional payment. Please send an advance request. You may indicate your preference for single room occupancy.

IMPORTANT DATES

Last date for receipt of filled up registration form : January 19, 2018
Programme dates: **February 7th (9am) to 10th February (5pm) , 2018**

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, Course Coordinator, **SJM School of Management**, IIT Bombay, Powai, Mumbai – 400 076.

Phone : (022) – 25767755 , Fax: (022) –25767302

Email : atanu@som.iitb.ac.in

Senior executives, who were Guest Speakers in the past 5 years:

Mr. R Gopalakrishnan, Former Director, Tata Sons & Former VC, HUL

Mr. Niranjan Hiranandanai, Chairman, Hiranandani Group

Dr. Hasit Joshi, Chief of Corporate Centre, Larsen & Toubro Ltd &

Former MD, India of GlaxoSmithKline Pharma Ltd

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 (owns and runs
Ginger hotels of Tata Group),

Mr. Dev Bhattacharya, Group Executive President (Corporate Strategy &
Business Development) and Business Head of Solar Power Business and
eCommerce Business of the Aditya Birla Group

Dr. Shriram Nene, Cardiovascular and Thoracic Surgeon and Co-founder
of an e-learning solution called "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. Mohan Phadke, Former Sr Executive, Telco, Thapar, Kirloskar Group

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, Chairman, and Managing Director of
Persistent Systems

Mr. Nripen Bharali, Managing Director, Ceresta Business Consulting and
Former Director (HR), OIL



CEP Short Term Course on
Strategies for Organizations' Growth

February 7 - 10, 2018

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

REGISTRATION FORM

Five-day CEP Course on

Strategies for Organizations' Growth

February 7 - 10, 2018

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