

# **GOA INSTITUTE OF MANAGEMENT**

## **Managerial Decision Making Programme (MDMP)**

**February 4-5, 2021**

## **About MDPs @ GIM**

The MDPs at GIM provides an intense and transformative learning experience designed to fit the requirements of seasoned mid-career executives. The programmes will equip the participants with various critical capabilities to succeed in an ever-changing global business environment.

Our programmes are designed and delivered to meet the needs of the executives who have the drive to lead innovations, be the champions of change and have the passion for solving complex business challenges. Our programmes are led and facilitated by experienced faculties who share with the participants their research- driven insights and their knowledge of current industry best practices

## **Why this programme?**

This Managerial Decision Making Programme (MDMP) is one of GIM's initiative to embed the awareness of business reporting and en route in-depth understanding of how managers make business decisions. More specifically, it aims to:

- ❖ To familiarise the participants with the Financial Statements, their elements and implications for managerial decision making.
- ❖ To make the participants ready to apply the acquired knowledge and understanding in short- and long-term managerial decision making.
- ❖ To help the participants interpret their managerial decision making results from simulations, case studies and exercises and provide a detailed personal development feedback.

## **Pedagogy**

Facilitators will use a mix of pedagogical tools including lectures, discussions, presentations, audio-visuals (if needed), cases / simulations and experiential exercises through an online (offline) mode. A typical day will include six hours of interactive sessions. Preparation for the sessions may require doing little bit of reading and exercises in the preceding evenings. Informal group discussions amongst participants are also recommended. The programme emphasises the problem-solving and critical thinking approach – the process of understanding and/or defining practical finance manager’s problems, inspiring innovative yet practical alternative courses of action, choosing the best alternative among many in an uncertain and competitive environment, doing the best possible with constrained resources, and finally assessing their performance through personal feedback and strengthen their future development as a next-level manager.

## **Prospective Participants**

Entry level management trainees / managers, persons working in accounting and/or finance departments with non-finance background, middle/higher level managers requiring basic financial background due to departmental job-shift or playing their respective roles in decision making contexts, will be suitable participants for this programme to nourish their managerial decision making skills for regular practices.

## **Last date for nomination**

In order to finalize contents and confirmation of speakers, participants need to send their nominations latest by

**January 31<sup>st</sup>, 2021**

## **Programme Coordinators**

### **Prof. Rajesh Pathak**

Finance

Goa Institute of Management, Goa, India

Email: [rajeshp@gim.ac.in](mailto:rajeshp@gim.ac.in)

Phone (O): 91 832 2366868 (M): 9705263318

### **Prof. Ranjan DasGupta**

Finance

Goa Institute of Management, Goa, India

Email: [ranjan@gim.ac.in](mailto:ranjan@gim.ac.in)

Phone (O): 91 832 2366881 (M): 9830130468

# MANAGERIAL DECISION MAKING PROGRAMME

**4-5<sup>th</sup> February, 2021**

## Programme Agenda

Day 1....4 <sup>th</sup> February, 2021.....			
Time	Topic	Faculty	Venue
9:00 am - 09:15am	<b>Inauguration</b>	Director, GIM	MDP Room
09:15 am - 10:45am	Familiarising Financial Statements	Prof. Ranjan DasGupta	MDP Room
10:45 am - 11:00 am	<b>Tea Break</b>		MDP Canteen
11:00 am - 12:30 pm	Understanding and Evaluation of Financial Ratios (Basic)	Prof. Ranjan DasGupta	MDP Room
12.30 pm - 02:00 pm	<b>Lunch Break</b>		
02.00 pm - 03:30 pm	Understanding and Evaluation of Financial Ratios (Advanced)	Prof. Ranjan DasGupta	MDP Room
03:30 pm - 03:45 pm	<b>Tea Break</b>		MDP Canteen
03.45 pm - 05:15 pm	Case studies / Simulations / Exercises	Prof. Ranjan DasGupta	

Day 2....5 <sup>th</sup> February, 2021.....			
Time	Topic	Faculty	Venue
9:00 am - 10:30 am	Familiarising Short-term vs. Long-term Managerial Decision Making	Prof. Rajesh Pathak	MDP Room
10:30am - 10:45am	<b>Tea Break</b>		MDP Canteen
10:45 am - 12:15 pm	Short-term Managerial Decision Making [Cost-Volume-Profit (CVP) Analysis & Alternate Choice Decisions]	Prof. Rajesh Pathak	MDP Room
12.15 pm - 02:00 pm	<b>Lunch Break</b>		
02.00 pm - 03:30 pm	Long-term Managerial Decision Making [Capital Budgeting (CB) Decisions]	Prof. Rajesh Pathak	MDP Room
03:30 pm - 03:45 pm	<b>Tea Break</b>		MDP Canteen
03.45 pm - 05:15 pm	Case studies / Simulations / Exercises	Prof. Rajesh Pathak	MDP Room
05.15pm - 05:30 pm	Valedictory		MDP Room

**REGISTRATION FORM**  
MANAGEMENT DEVELOPMENT PROGRAM  
**Managerial Decision Making Programme**  
**February 4-5, 2021**  
Goa Institute of Management, Goa

Please fill the form and email to ([rajeshp@gim.ac.in](mailto:rajeshp@gim.ac.in) / [ranjan@gim.ac.in](mailto:ranjan@gim.ac.in))

Name: \_\_\_\_\_

*(Kindly note, the above mentioned name will be printed on the certificate)*

Male:  Female:  Date of Birth: \_\_\_\_\_

Designation: \_\_\_\_\_

Department: \_\_\_\_\_

Company Name: \_\_\_\_\_

Work Experience (years): \_\_\_\_\_

Communication Address: \_\_\_\_\_

Phone / Mobile number: \_\_\_\_\_

Email ID: \_\_\_\_\_

To whom do you Directly Report to? \_\_\_\_\_

How many employees report to you? \_\_\_\_\_

Expectations from the Programme: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## **Course Fees**

Rs.5,999/- (offline) (includes session fees, course materials / hand outs, 2 lunch, 4 tea / coffee and snacks, certificate, but excludes accommodation, transport, breakfast, dinner, etc.) exclusive of 18% GST

Rs.4,999/- (online) (includes session fees, course materials / hand outs, certificate, etc.) exclusive of 18% GST

## **Discount:**

**Early Bird Discount:** Nominations received with payments on or before January 15<sup>th</sup> 2021 will be entitled to an early bird discount of 10%. Early submission of fee and nomination does not, however, guarantee acceptance of application. The programme will run at least with 15 participants.

**The registration fees are received through NEFT/IMPS. Following are the bank details:**

Bank Account Number: **23611450000016**

Beneficiary Name: Goa Institute of Management

Bank Name: HDFC Bank (Sanquelim Branch)

IFSC Code: **HDFC0002361**

Account Type: Savings Account