

Estd. 1995



SCHOOL OF MANAGEMENT SCIENCES
Varanasi

www.smsvaranasi.com

Management Development Programs



Unleashing Your Potential

Estd. 1995



SCHOOL OF MANAGEMENT SCIENCES
Varanasi

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FROM THE DIRECTOR'S DESK



Prof. P. N. Jha
MBA, PGDAM, Ph.D (Mgmt.),
D. Litt (Mgmt.)
Director, SMS Varanasi

I am indeed exuberant to bring this small publication to you for making you aware with the ambrosial salience of 'Centre for Management Development Programmes (C-MDP)' from a world class seat of learning, training and research in management and computer sciences. The recent entry of SMS Varanasi in 'Top 50 B-Schools in India' has ofcourse further embellished its quotient of scholastic credibility as well as corporate identity. Let me take an enamoured opportunity to express my deep sense of gratitude towards the unwearied cooperation of our stakeholders in helping us develop ideally and carving out a distinct niche in the business world over a short period only.

C-MDP has constantly remained proactive in re-visiting the contents of various training modules in a meaningful way so as to sincerely accommodate the emerging industrial & academic concerns of the participants. Such modules, ranging from one extreme of scientism's imperiousness to another extreme of ethical & spiritual paradigms, account for issues like, communication & personality development, emotional intelligence, leadership qualities, all major aspects from marketing, finance & HR, business ethics & etiquettes, pertinent managerial inputs from the ancient Indian wisdom, and many

more in order to effect a desirable grooming of the participants of different managerial levels both on a holistic way, as well as on a customized way so as to enable them to become fully compatible to their current and upcoming job environments. Moreover, the Centre is capable enough to develop and embark upon new MDPs as per specific needs of our customer-organizations.

A remarkable blending of arrogantly beautiful physical infrastructure, compounded with an ebullient & dedicated team of the seasoned, brilliant, and area-specific faculty-members from our rich pool passionately nurture the talents of various participants so that they could really be transformed to address to the plural needs and ethos of the relevant work-places more effectively.

However, the unwavering quest of SMS to redefine the canon of excellence is a continuous process, and we are sure of touching the apotheosis in this regard by the onerous efforts of SMS-team and the incessant blessings of the Almighty.

Wishing you all the best,

(P. N. Jha)
School of Management Sciences, Varanasi

Management Development Programmes

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MDPNAME OF PROGRAMME

- Leadership Development Programme
- Motivational Development Programme
- Organizational Development Programme
- Development of Subconscious Competency
- Innovation Development Programme
- Decision Making/managerial Traits
- Power of Negotiation
- Effective Business Communication for Managerial Success
- Powerful Business Presentation Skills
- Sales Force Management and Distribution Strategies
- Effect of HR Initiatives on Employees Productivity
- Values and Ethics in Management
- NLP- How to Get What I Want
- Working Capital Management for Banks and Corporates
- Finance for Non Finance Executives
- Advanced Corporate Finance
- Women Empowerment & Entrepreneurship
- Green Initiative- Paperless Organization for Corporate Governance
- Strategising Indian Companies to Overcome Impact of Global Meltdown
- Essentials of TQM- Excellence Through Employees
- Competing Through Six Sigma
- Supply Chain Management
- Export-import Management
- Customer is King- CRM
- Corporate Social Responsibility



Management Development Programmes

ABOUT SMS VARANASI



Established in 1995 in one of the oldest cities of the world- Varanasi, the epicenter of the Buddhist philosophy, and the cultural and spiritual capital of India, School Of Management Sciences (SMS) is approved by AICTE, Ministry of HRD, New Delhi and affiliated to Gautam Buddha Technical University, Lucknow. It is also recognized under section 12(b) and 2(f) of UGC Act.

SMS is providing quality Management and Computer education par excellence since 1995 and ranked as 'Top 50 B-Schools in India'. SMS offers PGDM, PGDM-International Business, PGDM-Retail Management and MCA Programs. SMS is pride of the state of Uttar Pradesh and this is reflected by the numerous awards and accolades it has received at numerous forums viz, Best Emerging B-School of Northern India and Leadership Award at World HRD Congress and Asia Brand Summit, Mumbai.

SMS Group also registered its presence in the capital city Lucknow, by the name of SMS-Lucknow in the field of Management Education and SMSIT-Lucknow in the Engineering Stream. It has been

consistently ranked amongst the top 30 B-Schools of the country by various magazines and rating agencies. SMS possesses one of the best and ultra modern lush green campus, embedded with Wi-Fi connectivity, centrally air-conditioned class rooms, seven computer labs with four hundred computer terminals.

SMS conducts frequent international summer placements, international student exchange programs, foreign industrial visits with a lot more thrust on pedagogical activities to inculcate student managers with the value system that shapes them a better citizen who contributes decisively towards the progress of business world.

SMS CAMPUSES: THE ARCHITECTURAL MARVEL

The Institute has a big lush-green campus spreading over an area of 15 acres with built-up area of more than 1.50 lac sq. ft. It is located on Delhi-Kolkata Golden Quadrilateral Super Express Highway, South-West of Banaras Hindu University.

It encompasses all modern amenities and facilities which are comparable to the best professional institutions of the country. The calm, quiet and hassle-free atmosphere does not only provide learning ambience but also provides an opportunity to develop organic linkages with the corporate world. From all angles, the campus is an architectural marvel in itself.

Conference Hall

The Institute's Conference Hall, with a seating capacity of 100, is fully air-conditioned and equipped with all modern amenities. It is extensively used for Management Development Programs, Workshops, Conferences and other such technical events. SMS is proud of having one of the best Conference facilities amongst the B-Schools across the nation. The Conference Room is acoustically designed and aesthetically decorated. It is

fitted with all the modern audio-visual gadgets which include LCD Projector, Computer, Sony DVD System, Denon CD Players along with Video Conferencing Facilities.

SMS Conference Room is fitted with World's best sound solution, provided by Bose Corporation, USA. The audio effect in the conference hall is par excellence -with uniform Sound Pressure Level (SPL) technology all across the room and Shure micro phone systems adding to the listening pleasure of the audience. Thus, in all ways, SMS has established its Conference Room as most preferred place for academia and people from the Industry.

Seminar Hall

The Institute has a big Seminar Hall, with a seating capacity of 500. It is used for the large-scale National and International Seminars and Symposia. It encompasses all the electronic equipment and other training aids essential for the high-profiled academic and business events.



AWARDS AND RECOGNITIONS

The industry has continuously been acknowledging School of Management Sciences as a premier centre of education in Management and Computer Applications. Time to time the Institute has been receiving awards and accolades from the Industry which are a testimony to the excellent academic endeavours of School of Management Sciences. The most recent additions have been the awards bagged by the Institute at the 12th World Human Resource Development Congress, Mumbai and at the 16th Business School Affaire and Dewang Mehta Awards at the 17th Asia Brand Summit, Mumbai:

AWARDS BAGGED BY SMS AT THE 12th WORLD HUMAN RESOURCE DEVELOPMENT CONGRESS, MUMBAI

- Innovations in Building Academic and Industry Interface
- Outstanding B-School in Marketing (North)
- Best B-School in Business School Leadership

AWARDS BAGGED BY SMS AT THE 17th ASIA BRAND SUMMIT, MUMBAI

- Best Business School for Encouraging Innovations that lead to Better Development
- B-School Leadership Award
- Business School with Best Academic Input (Syllabus) in 'Marketing'

It is worth mentioning that several crème de la crème Institutions including the IIMs participated and won in several of the award categories. These Awards are a testimony to the continued commitment of the School of Management Sciences towards encouraging all round development of the students with holistic packages much beyond the course curriculum.

AWARDS AND RECOGNITIONS



ASSOCHAM awards SMS Varanasi for being the best Institute in U.P. for Placement Efforts



SMS Varanasi bags 2013 award on Quality Initiative Mission Educational Leadership in Management Education category



Bhutan PM conferred award to SMS Group CEO, Mr. Sharad Singh at the World HRD Congress Summit



Mr. Sharad Singh, CEO SMS Group, received the Innovation & Outstanding B-School Award by DNA & Stars of the Industry Group



Mr Sharad Singh, CEO, SMS Group receives the B-School Leadership Award



Mr Sharad Singh, CEO, SMS Group receives Best Institute of UPTU Award



Prof. P.N. Jha Director, SMS Varanasi, received the best B-School Award at the 17th Asian Brand Summit



Dr. M P Singh, Executive Secretary – SMS receiving the National Uttar Pradesh Education Award

PRIDE OF INDUSTRY AWARD

The School of Management Sciences (SMS) Group of Institutions has been honoured again, now with 'pride of industry' award at the release of the World Brand Congress Brochure 2009 and a book entitled "Building Pride" in a special function held at Delhi recently where corporate leaders from all over the world gathered.

A++ category Business School

On the basis of consistent efforts in enrichment of academic input, international exposure to students, excellent summer training and final placement opportunities provided by SMS to its students, Institute has been ranked as A++ category Business School by the 'Business School Survey' conducted by the leading corporate journal 'Business India'. As per the survey SMS,

Varanasi is amongst only three institutes of Uttar Pradesh (leaving NCR) & amongst top 23 B-Schools including NCR region. Moreover SMS has been rated amongst 37 top institutes in entire North & East India and among leading 115 institutes of India. The survey includes more than 1400 B-schools spread over the country. Business India has upgraded the ranking of SMS to A++ from an A+ category Business School, a ranking which had been accorded to SMS for consecutive 10 years.

IAO (International Accreditation Organization) Accredited

The IAO (International Accreditation Organization), USA accreditation committee has provided "Full Accreditation" to School of Management Sciences" in the light

of its overall contributions to academics, research, consulting, MDPs, EDPs, FDPs and splendid Placement Track Record and the various evidences provided by SMS Group and their overall process compliance of International Accreditation Organization. The accreditation process was initiated with the process of application followed by submission of the required information and other annexures required for the accreditation process. The Chapter President has visited the campuses on several occasions and submitted his detailed review, report and recommendations along with recommendations of various other members of the accreditation committee for awarding Full Accreditation to School of Management Sciences.

SMS -TRAINING & DEVELOPMENT A BACKDROP

Today India is at driving seat in terms of striking economic growth. To transform India into world's economic authority it is imperative to establish all Indian business organizations on global platform as highly trusted, productive and endearing organizations with an objective to develop robust corporate-academia partnership, Center For Management Development Programs [C-MDP] has been actively engaged in breeding different applicative programs based on most recent research outcomes in the field of human behavior. This can be reflected by seeing our constant endeavor in the past through some of our esteemed Project Collaborations, Training Programs and partnerships with the Government and other Agencies.

PROJECT COLLABORATIONS

- Phistream Consultancy Pvt. Ltd, Noida,
- Terrastructures Developers Pvt. Ltd.
- Stance Media & Entertainment Pvt. Ltd.

TRAINING CREDENTIALS

- Faculty of Insurance & Actuarial Studies: An initiative of the SMS Group of Institutions, which trains professionals working in the field of various Insurance Organizations in various important skills.
- MSME – DI: Faculty of SMS Group of Institutions have been actively involved in rendering various training programmes to institutions and budding entrepreneurs through the initiatives of the Medium, Small and Micro Enterprises Development Institute.
- Leadership for Managers and Entrepreneurs: Several Training Programmes have been held for entrepreneurs and working professionals at SMS Varanasi.
- NCCMP: SMS Varanasi has signed an agreement with NSE for jointly running a 6 month Certificate Course called NSE

Certified Capital Market Professional (NCCMP)

- Center For Management Development Programmes- (C-MDP) : Dedicated Training Development Center which provides end to end training solutions to executives of the Private Sector, Public Sector, Central, State and local Government bodies, NGOs, International Organizations etc
- U.P.A.A.M: SMS Varanasi is an Official Empanelled member of the Uttar Pradesh Academy of Administration and Management
- NEEV: A Programme conducted by SMS Varanasi which guarantees jobs in IT sector

ESTEEMED PROJECTS CONDUCTED FOR THE GOVERNMENT

- Training Provided through IT-BHU for MSME projects of Government of India during January – February 2011
- Training Provided through IT-BHU for MSME projects of Government of India during September – October 2011
- Contract with Bureau of Indian Standards (BIS) for evaluation of ISI certifications along with our partners M/s Phistream Consultants Ltd.

SIGNIFICANT ASSIGNMENTS CONDUCTED

- Through UPDESCO, SMS has designed and implemented the web site of U.P State Food and Essential Commodities
- Through UPDESCO, SMS has designed the web site and e- library of U.P Hindi Sansthan
- Training Need Analysis (TNA) and Skill Development Training Conducted For Eastern UP Exporters Association
- TNA Audit conducted for Sorreal Systems Pvt. Ltd.

WHY SMS FOR TRAINING AND DEVELOPMENT

- ➔ **Excellent State-of-the-Art Infrastructure and Facilities at SMS Varanasi and SMS Lucknow**
- ➔ Highly qualified, experienced and dedicated resource persons and faculty members
- ➔ **Dedicated Center (C-MDP) to provide end to end training and development solutions to Private and Public Sector, Central, State and local Govt. bodies**
- ➔ Vast array of Management Development Programmes (MDP), Experiential Learning Programmes (ELP) and Spirituality Based Development Programmes (SLP)
- ➔ **Flexibility to conduct Training Programmes across India**
- ➔ Customized and tailor made programmes
- ➔ **Proven Track Record of conducting several Training programmes, Conferences and Seminars**
- ➔ Empanelled in State Govt. Training Institutes
- ➔ **International Tie- Ups**

Internationally Certified by



CENTER FOR MANAGEMENT DEVELOPMENT PROGRAMMES (C-MDP)



CENTER FOR MANAGEMENT DEVELOPMENT PROGRAMMES (C-MDP)

The C-MDP was established by the SMS - VARANASI with a noble objective to impart Unique and LARGER THAN LIFE learning experiences to its participants through Power Packed Programmes. C-MDP comprises of highly experienced members having rich corporate and MNC experience and aim to understand the needs of the corporates and accordingly deliver tailor made and customized programs to its participants.

Management Development has become very important in today's competitive environment.

The objective of C-MDP is to help improve Management Systems by providing relevant training to executives of all levels in industry, Government and Non-Government sectors, to take a leadership role in their positions- individually and collectively. MDP revolves around organizations providing its executives training to excel in themselves resulting in organizational growth.

An organization consists of employees of different backgrounds, culture and languages, and it is the responsibility of the Management to ensure that the employees

obtain the relevant Knowledge, Skills and Attitudes to ensure self and organizational growth.

The Center has 3 types of Programmes

- 1) Management Development Programmes (MDP)
- 2) Experiential Learning Programmes (ELP)
- 3) Spirituality Based Learning Programmes (SLP)

TRAINING PEDAGOGY

Following techniques are used during the training programs:

- Vestibules
- Role Playing
- Illustrative Presentations
- Case Discussion
- In Basket
- Business Games
- Written Assignments
- Thematic Apperception Tests
- Storytelling Methods
- Questionnaires

MANAGEMENT DEVELOPMENT PROGRAMMES

Every Organization has its own Vision, Mission and Culture. It is imperative that all employees fit into the organization in every sense, because it is the behavior of the people in an organization which determines the results of an organization.

It is rightly said that, "I FORGET WHAT I WAS TAUGHT, I REMEMBER WHAT I LEARNT". Each of our MDPs have been formalized in such a manner which aim to ensure that all participants are not just taughtbut have learnt and can readily implement the learning in their workplace

True education is "Knowing EVERYTHING about SOMETHING and SOMETHING about EVERYTHING". Employees in an organization are masters in their respective fields and hence know EVERYTHING about SOMETHING. With our vast range of MDPs, we ensure that the participants learn SOMETHING about

EVERYTHING. We hence serve a platform to our participants to get trained with cross functional knowledge which will surely be an asset to them and in turn the employee will be a good asset for the organization

Our MDPs provide organizations with the opportunity to grow the potential of new and aspiring managers. Employees are often tasked with taking short to middle term decisions and need skills and knowledge to make those decisions effective. The MDPs consist of practical programs, aimed at empowering the new manager and providing a platform to facilitate his/her development within an organization. It is largely learner centered, drawing on participants' experience and inherent abilities to mould valuable leadership traits. Participants are expected to work in groups to solve real business problems that exist in their workplaces. Their solutions will be critiqued and constructive feedback provided.

NAME OF PROGRAMME

- Leadership Development Programme
- Motivational Development Programme
- Organizational Development Programme
- Development Of Subconscious Competency
- Innovation Development Programme
- Decision Making/managerial Traits
- Power Of Negotiation
- Effective Business Communication For Managerial Success
- Powerful Business Presentation Skills
- Sales Force Management And Distribution Strategies
- Effect Of Hr Initiatives On Employees Productivity
- Values And Ethics In Management
- NLP- How To Get What I Want
- Working Capital Management For Banks And Corporates
- Finance For Non Finance Executives
- Advanced Corporate Finance
- Women Empowerment & Entrepreneurship
- Green Initiative- Paperless Organization For Corporate Governance
- Strategising Indian Companies To Overcome Impact Of Global Meltdown
- Essentials Of TQM- Excellence Through Employees
- Competing Through Six Sigma
- Supply Chain Management
- Export-import Management
- Customer Is King- CRM
- Corporate Social Responsibility

MDP 1

LEADERSHIP DEVELOPMENT PROGRAMME



Leadership is the capacity to translate vision into reality...
 - Warren G. Bennis

Duration
 3 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Being good at the process is no longer good enough. Today's Manager needs to be a good human being, creative, inspiring, motivating and should have great interpersonal skills. In this programme we aim to help Managers and Entrepreneurs in specializing the ability to drive performance through their teams in a motivating and empowering way.

Areas Covered

- Leadership Concepts
- Leader as an Integrated Human Being
- Leadership Functions

MDP 2

MOTIVATIONAL DEVELOPMENT PROGRAMME



A journey of a thousand miles begins with a single step
 - Lao Tzu

Duration
 2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Handsome salary, excellent physical ambience, attractive designation, phenomenal company brand can attract people to work but may not be instrumental behind the way people will perform, utilization of people's full potential, and engendering excellent performances. This training module gives exposure to participants to the latest motivational tools

Areas Covered

- Transparent Leadership
- Beyond Empowerment
- Signature Strengths
- Extrinsic and Intrinsic motivation
- Flow Experience

MDP 3

ORGANIZATIONAL DEVELOPMENT PROGRAMME



"Management means helping people to get the best out of themselves, not organizing things."
 - Lauren Appley

Duration
 3 Days

Target Group

Senior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for HR and Admin executives.

Overview

Life expectancy of companies is decreasing drastically. One of the major reasons for this is deterioration of corporate culture and core values that serve a company best in times of volatile change. This programme is designed to develop competencies for organizational development.

Areas Covered

- Developing Healthy Organization
- Generating Organizational Energy, joy, passion, commitment and perseverance of employees

MDP 4

DEVELOPMENT OF SUBCONSCIOUS COMPETENCY



Duration
 2 Days

Target Group

Senior, Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Emotional intelligence is extremely important to make highly productive decisions in various business situations. This programme revolves around the concept of how employees should keep emotionally cool and calm in adverse situations, how to think positively, control sub conscious processes, positive habit formation, avoiding pre-tensions, Manage

Areas Covered

- Ego States of an Individual
- Life Positions
- Strokes
- External and Internal Stimulants
- Needs and Personality Traits
- Attitudes and perceptual schema
- Emotional states, belief and source of Decision Making
- Neuro-linguistic Programming

MDP 5

INNOVATION DEVELOPMENT PROGRAMME



Innovation distinguishes between a leader and a follower
 - Steve Jobs

Duration
 3 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

This workshop gives a comprehensive overview of innovation, from leading business theories, to specific tips and tools for making the organization more innovative on sustainable basis. The programme presents innovation as a dynamic business force that can be accessed, channeled and applied by anyone who chooses to exploit it.

Areas Covered

- Creativity and Innovation
- Human Mind Working Syndrome
- Ambiguity Tolerance
- Extrinsic and Intrinsic motivation
- Culture of Innovation

MDP 6

DECISION MAKING/MANAGERIAL TRAITS



Don't leave decisions to chance

Duration
 2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs

Overview

Handsome salary, excellent physical ambience, attractive designation, phenomenal company brand can attract people to work but may not be instrumental behind the way people will perform, utilization of people's full potential, and engendering excellent performances. This training module gives exposure to participants to the latest motivational tools

Areas Covered

- Identification of Challenges and Problems
- Choosing Alternatives
- Decision Implementation
- Decision Acceptance

MDP 7

POWER OF NEGOTIATION



Never negotiate out of fear...but never fear to Negotiate
 - John F Kennedy

Duration
 3 Days

Target Group

Senior, Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Negotiation is as much as an art rather than just skill. Neither I nor You...instead WE both win is the prescribed formula for organizational success. This program deals with all levels of negotiating process, the tools, the mannerisms and exposure to various situations where stressful negotiations can be dealt with ease.

Areas Covered

- Negotiation Concepts
- Win-Win Situations
- Art of Positive Negotiation
- Industrial Relation Negotiation
- Collective Bargaining

MDP 8

EFFECTIVE BUSINESS COMMUNICATION FOR MANAGERIAL SUCCESS



The most important thing in communication is to hear what isn't being said.

- Peter Drucker

Duration
 2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Effective communication is a must possess quality for all employees in an organization. Whether it is delegation to sub-ordinates, asking support from your senior, dealing with distributors, customers and consumers – it all depends on the communication skill. Well intended does not matter- well communicated is what matters. This programme revolves around the importance of communication and how it can be developed and implemented in the daily workplace.

Areas Covered

- Art of Communication
- Oral and Written Modes
- Tools Required for Effective Communication

MDP 9

POWERFUL BUSINESS PRESENTATION SKILLS



"The art of communication is the language of leadership."
 - James Humes

Duration
 2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Areas Covered

- Body Language
- Public Speaking
- Technology applications in presentations
- Removal of Stage Fright

Overview

Powerful Presentations are an integral part of all professional fields. Presentation skills are necessary to create and deliver informative and effective speeches which are vital for organizations communication and overall growth. This programme aims to improve the presentation skills of Junior/Middle level executives so that they attain the art of making powerful and impactful presentations which will be an asset to them in climbing the corporate ladder quickly.

MDP 10

SALES FORCE MANAGEMENT AND DISTRIBUTION STRATEGIES



A great leader's courage to fulfill his vision comes from passion, not position."

- John Maxwell

Duration
 2 Days

Target Group

Sales Supervisors, front line, Junior and Middle level executives from all sales and distribution streams of Private Sector, Public Sector.

Areas Covered

- GTM Strategies
- Sales Force Structure
- Motivation and Incentive linked performance
- Performance Management

Overview

In today's complex market scenario, we witness rapidly changing customers, competitors, products and technologies. A Sales Manager has to constantly enhance the performance of his Sales Team under demanding and rapidly changing environment. This programme is designed for executives to discuss and analyze the aspects of

MDP 11

EFFECT OF HR INITIATIVES ON EMPLOYEES PRODUCTIVITY



Pleasure in the job puts perfection in the work.
 - Aristotle

Duration
 2 Days

Target Group

HR, Senior Operational Executives of Private Sector, Public Sector, Central Govt/State Govt/Local Govt. departments.

Areas Covered

- HR Policy Making
- Employee Satisfaction
- Productivity

Overview

This programme emphasizes on the inter dependency of Employees and productivity. Higher productivity is achievable only if HR policies viz Employee Welfare Schemes, Transfer Policies (Internal and External), Promotion Policies, Leave Policies etc. are in tune with the productivity of employees. Disciplinary methods and procedures should be codified. Due importance should be given to objectivity rather than subjectivity in order to increase satisfaction levels of employees.

MDP 12

VALUES AND ETHICS IN MANAGEMENT



It's not hard to make decisions, when you know what your Values are!
 - Roy Disney

Duration
 2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Every Organization has a goal and it is imperative that the employees aim to reach the goal. This programme revolves around achieving these goals but by following the RIGHT PATH. Due emphasis is given on the importance of the journey as much as the destination. This program inspires the participants to adopt ethical values like honesty, respect and fairness into their daily work. This programme deals with inculcating values along with the skills that an employee already possesses so that the individual and the organization benefit in totality.

Areas Covered

- Ethics for a workplace
- Ethical expectations
- Respect and Fair Treatment
- Integrity
- Code of Conduct

MDP 13

NLP - HOW TO GET WHAT I WANT



WHAT WE THINK IS WHAT WE BECOME

- Gautam Buddha

Duration
2 Days

Target Group

Executives of all levels and streams in Private sector, Public sector, Central Govt/State Govt/Local Govt departments. Also very beneficial for Entrepreneurs, students, teachers, businessmen etc.

Overview

NLP is very useful for self-development and can be instrumental in achieving organizational success. NLP is the practice of understanding how people organize their thinking, feeling, language and behavior to produce the results they do. This is a unique program and participants can implement the learning in their daily organizational routines instantly.

Areas Covered

- Avoid procrastination
- Removal of self-created barriers
- Success, teamwork, initiative, responsibility

MDP 14

WORKING CAPITAL MANAGEMENT FOR BANKS AND CORPORATES



Sometimes your best investments are the ones you don't make
- Donald Trump

Duration
3 Days

Target Group

Finance Executives of Private sector, Public Sector, Central Govt/State Govt/Local Govt departments. Also very beneficial for credit appraisal officers.

Overview

As per the production cycle, companies will need to assess the working Capital needs. Excess/ Low Funding may create financial imbalance which is an unwanted scene to face. Banks and Corporates both have to analyze the financial statements to determine MPBF (Maximum Permissible Bank Finance). This programme revolves around providing financial knowledge to its participants by team of highly experienced and trained personnel.

Areas Covered

- Statistical tools for Financial Knowledge
- Working Capital Assessment
- Effective Utilization of accumulated funds

MDP 15

EFFECT OF HR INITIATIVES ON EMPLOYEES PRODUCTIVITY



An investment in knowledge pays the best interest.

Duration
2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Managerial Decisions have serious financial implications and it is imperative that Managers from non-finance stream are given exposure to financial terms so that they can easily comprehend the financial aspects and take holistic view of the business. This programme is specially designed to train non-finance stream executives with all the necessary and relevant financial knowledge that they must possess as they grow in an organization

Areas Covered

- Accounting Concepts, Convention and accounting cycle
- Understanding financial statements
- Costing for decision making and Working Capital Management

MDP 16

ADVANCED CORPORATE FINANCE



However beautiful the strategy....you should occasionally look at the result
- Sir Winston Churchill

Duration
2 Days

Target Group

Finance Executives of Private sector, Public Sector, Central Govt/State Govt/Local Govt departments. Also very beneficial for treasury officers.

Overview

Every Organization has a goal and it is imperative that the employees aim to reach the goal. This programme revolves around achieving these goals but by following the RIGHT PATH. Due emphasis is given on the importance of the journey as much as the destination. This program inspires the participants to adopt ethical values like honesty, respect and fairness into their daily work. This programme deals with inculcating values along with the skills that an employee already possesses so that the individual and the organization benefit in This programme aims to train its participants to effectively tackle complex finance problems, develop strategic understanding of corporate finance and discover new ways of approaching corporate finance.

Areas Covered

- Practical issues in cost of capital
- Decisional issues in capital restructuring
- Securities issuance process
- Innovative financing options
- Decisions related to financial distress and bankruptcy
- Setting payout policies of the firms
- Using valuation tools for corporate finance decisions

MDP 17

WOMEN EMPOWERMENT AND ENTREPRENEURSHIP



Capital isn't scarce; vision is!

- Sam Walton

Duration
2 Days

Target Group

Women Entrepreneurs, Executives in Private sector, Public Sector, Central Govt/State Govt/Local Govt departments related to fields of women entrepreneurship.

Overview

This is a skill development programme. As women come forward to start their own enterprises, there is a need to train them to develop their skills especially in the MSME sector. This programme revolves around providing the first generation entrepreneurs with sufficient knowledge of Operations, Production, Finance and Marketing.

Areas Covered

- Principles Of Management
- Break Even Point
- ROI
- Entrepreneurship Skills
- Importance of Liaison

MDP 18

GREEN INITIATIVE- PAPERLESS ORGANIZATION FOR CORPORATE GOVERNANCE



Duration
1 Day

Target Group

Finance Executives of Private sector, Public Sector, Central Govt/State Govt/Local Govt departments. Also very beneficial for credit appraisal officers.

Overview

As recent as April 2011, the Ministry of Corporate Affairs has launched a Green Initiative by permitting paperless compliances by all companies. The Ministry has stated that reports such as AGM notices, Audited Financial Statements etc. can be sent through e mode. Shareholders also can switch to e mode for all kind of transactions. This program emphasizes around discussing the advantages of THE GO GREEN and paperless concept in organizations – which reduces cost and environment pollution.

Areas Covered

- Statistical tools for Financial Knowledge
- Working Capital Assessment
- Effective Utilization of accumulated funds

MDP 19

STRATEGISING INDIAN COMPANIES TO OVERCOME IMPACT OF GLOBAL MELTDOWN



If you fail to prepare, you prepare to fail

- Ben Franklin

Duration
2 Days

Target Group

Senior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for HR and Admin executives.

Overview

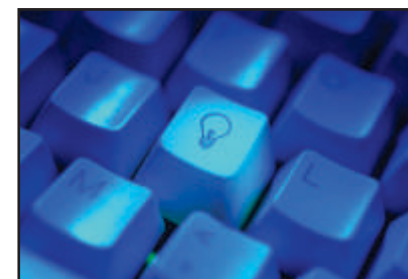
The Global meltdown beginning in 2008 has adversely affected the working of several organizations. This is because there was no strategy available to cope up with such an unforeseen situation of financial disaster. This has initiated a need to have a strategy in place to avoid such situations in future. The strategies should concentrate on disaster Management.

Areas Covered

- Identification of Risks-Operational, Credit & Market
- SWOT Analysis of Companies
- Measures to Cope with Risk

MDP 20

ESSENTIALS OF TQM –EXCELLENCE THROUGH EMPLOYEES



Quality is not an act, it is a habit
- Aristotle

Duration
2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

In any organization, there is zero tolerance policy towards Quality Compromise. TQM revolves around productivity, efficiency, effectiveness, customer satisfaction overall performance and benchmarks. This programme will highlight TQM concepts, tools for improving quality and culture of an organization. Employees will learn how to analyze quality from variety of functional perspectives.

Areas Covered

- Cost & Quality Inspection
- Quality Control
- Quality Aspects
- Six Sigma

MDP 28

THE REJUVENATORS (STRESS BUSTERS)



The time to relax is when you don't have time for it
- JWilliam Ellery Channing

Duration
2 Days

Target Group
Junior, Senior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments.

- Areas Covered
- Causes of Stress
 - Stress management
 - Memory Sharpening a
 - Six Sigma Problem Solving Approach

Overview
In this global competitive scenario, where only the survival of the fittest is possible....employees get burnt out chasing their own goals and this leads to decrease in productivity. This programme aims at recharging the energy levels of the participants so that they feel rejuvenated and are full of zing to perform at all times. The programme has a two-fold approach of de-stressing and then sharpening the mind to be more productive..

MDP 29

SLP (SPIRITUALITY BASED LEARNING PROGRAMMES)

LIST OF SPIRITUALITY-BASED LEARNING PROGRAMMES (SLP)		
S.No.	NAME OF THE PROGRAMME	
1.	SP1	WORK PLACE SPIRITUALITY
2.	SP2	WORK LIFE BALANCE
3.	SP3	THE VALUE-ABLE RECRUITMENT PROCESS
4.	SP4	WORK LIFE BALANCE

Spirituality
We strongly believe in this ideology and have built four powerful spirituality based programmes which will be of immense use to corporates.

The approach used is based on the following:
ITS NOT ABOUT WHAT YOU WANT IN LIFE.....ITS ABOUT HOW TO REACH THERE
ITS NOT ABOUT WHERE YOU WANT TO GO.....ITS ABOUT KNOWING HOW TO GET THERE
ITS NOT ABOUT HOW HIGH YOU FLY..... ITS ABOUT KNOWING HOW TO TAKE OFF2

Based Learning Programmes (SLP) powered by SMS- CMDP is a unique concept through which we aim to impart learning to participants using spirituality as a medium. The programs focus on values, ethics, the shift from I - We, bonding, integrity etc. Spirituality has always been a guiding principle at SMS and we thought it best to use it as a tool to design unique developmental programmes. Mahatma Gandhi had said...Keep your thoughts positive because your thoughts become your words. Keep your words positive because your words become your behaviors. Keep your behaviors positive because your behaviors become your habits. Keep your habits positive because your habits become your values. Keep your values positive because your values become your destiny.

MDP 30

WORK PLACE SPIRITUALITY



We have guided missiles and misguided men
Martin Luther King, Jr.

Duration
3 Days

Target Group
Executives of all levels and streams in Private sector, Public sector, Central Govt/State Govt/Local Govt departments. Also very beneficial for HR Executives.

- Areas Covered
- Team Bonding
 - I to We concept
 - Ethics and Values
 - Power of One

Overview
An organization comprises of a group of people having their own respective goals which ultimately synergize in achieving the organizational goal. It is thus imperative that there is a bonding and harmony amongst all the employees and amongst the various departments. This programme deals with building employee bonding, harmony and feeling of unison using the mode of spirituality.

MDP 31

WORK LIFE BALANCE



"I've learned that you can't have everything and do everything at the same time."

-Oprah Winfrey

Duration
2 Days

Target Group
Executives of all levels and streams in Private sector, Public sector, Central Govt/State Govt/Local Govt departments. Also very beneficial for HR Executives.

- Areas Covered
- Concept of WLB
 - Corporate Culture and Climate
 - Team Building
 - Ownership and Involvement
 - Passion and Motivation

Overview
Work Life Balance has become a Mantra for all organizations. It has been added as a part of appraisal process in several corporate houses. Though everyone wants to implement WLB , there is a lot to be done in order to reduce the gap between the intent and implementation of WLB. This programme deals with identifying the ideal way to implement Work Life Balance- The spiritual way.

MDP 21

COMPETING THROUGH SIX SIGMA



Areas Covered

- Origin of Six Sigma
- What is Six Sigma
- Impact and benefits of Six Sigma
- Six Sigma Problem Solving Approach

Fix your eyes on perfection and you make almost everything speed towards it.

Duration
3 Days

- JWilliam Ellery Channing

Target Group

Senior and Middle level executives from Quality and Manufacturing streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for logistics executives.

Overview

Six Sigma is a business management strategy that today enjoys widespread application in many sectors of industry. Six Sigma seeks to identify and remove the causes of defects and errors in manufacturing and business processes by using a set of quality management methods, including statistical methods. Each Six Sigma project carried out within an organization follows a defined sequence of steps and has quantified financial targets (cost reduction or profit increase). This programme aims at giving its participants an overview of Six Sigma and how it can help them practically in the organization to improve quality and be more productive.

MDP 22

SUPPLY CHAIN MANAGEMENT



Areas Covered

- Competitive advantage of supply chain
- Impact of Supply Chain
- Strategy, planning and execution of supply chain
- Business models for improved supply chain performance
- Performance measurement
- Customer profitability

The amateurs discuss tactics: the professionals discuss logistics."

Duration
2 Days

- Napoleon

Target Group

Senior and Middle level executives from Quality and Manufacturing streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for materials, Export and Import executives and logistics executives.

Overview

Supply chain management is becoming increasingly important for organizations and, at the same time, more and more challenging for the individuals responsible. On the demand side, markets are increasing in both volatility and complexity, whilst, on the supply side, globalization is leading to lengthening supply chains, often associated with greater vulnerability to interruptions and delays. This programme emphasizes on the latest thinking in supply chain management and highlights the issues that occur in the current dynamic environment. It helps its participants to increase their confidence and ability to better deal with complex issues in the supply chain process.

MDP 23

EXPORT-IMPORT MANAGEMENT



Areas Covered

- Foreign Trade Policies
- Export- Import Contracts
- Payment Terms
- Logistics documentation

You can analyze the past, but you have to design the future

- Edward De Bono

Duration
2 Days

Target Group

Senior and Middle level executives from Export-Import streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for manufacturing, materials and logistics executives.

Overview

To compete successfully in international trade, organizations need to understand complex documents and procedures of EX-IM business. This programme revolves around training its participants so that they are able to formulate good marketing strategies and have a deeper understanding of the complexities involved in international markets.

MDP 24

CUSTOMER IS KING- CUSTOMER RELATION MANAGEMENT (CRM)



Areas Covered

- Acquiring New Customers
- Retaining Existing Customers
- Tools and Techniques for applying CRM
- Service Standards Bench marking
- Complaint Handling
- Social CRM

Goodwill is the only asset that competition cannot undersell nor destroy.

-Marshall Field

Duration
2 Days

Target Group

Junior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for entrepreneurs.

Overview

Customer Relation Management is now a key focus area in all organizations. More and more companies are devising new strategies to engage with their existing customers and developing new ones. This programme aims to provide its participants an insight into foundations and fundamentals of Customer Relationship Management.

MDP 25

ELP (EXPERIENTIAL LEARNING PROGRAMMES)



LIST OF EXPERIENTIAL LEARNING PROGRAMS (ELP)

S.No.	NAME OF THE PROGRAMME
1.	ELP 1 THE ADVENTURERES
2.	ELP 2 THE REJUVENATORS

Experiential education is a philosophy and methodology in which educators purposefully engage with learners in direct experience and focused reflection in order to increase knowledge, develop skills and clarify values. Throughout the experiential learning process, the learner is actively engaged in posing questions, investigating, experimenting, being curious, solving problems, assuming responsibility, being creative, and constructing meaning.

India - The Home of Experiential Learning

Experiential learning is the process of learning through direct experience. In this process, the learner is in the driver's seat and takes all the crucial decisions. Participants actively engage in the process of learning by doing where he/she is accountable for the results. The results of the learning are etched deeply in their minds and form the basis for future learning and experience.

A very important aspect of Experiential learning is the role of the Master (Guru). In many ways, experiential Learning draws its essence from the ancient Indian tradition of GURUKUL. A Gurukul was essentially a place of learning where students (Shishya) learn by doing various tasks under

the supervision of an expert (Guru). Naturally, the students learn more in such an eco-system because the activities they undertake are instrumental in their learning process. The students also learn to keenly observe things around them and analyze with the help of the expert. They learn from their mistakes and are guided by the expert at every juncture. This entire process plays an important role on the overall personality development of the student. And the Guru occupies a center stage in this value system and serves as its facilitator.

SMS-CMDP in collaboration with professional Outbound Training experts and with experts from the management field -is a staunch supporter of this ideology and builds experiential products in the field of management education, to build and deliver exciting simulation programs. The ELPs pioneer at providing experiential learning opportunities for participants from all walks of life to inculcate "MOTHER NATURES WAY" of learning.

MDP 26

CORPORATE SOCIAL RESPONSIBILITY



Areas Covered

- Concept of CSR
- Importance in today's scenario
- How to implement CSR tools
- Best Practices across organizations

A good company delivers excellent products and services, and a great company does all that and strives to make the world a better place."

- William Ford Jr., Chairman, Ford Motor Co

Duration
2 Days

Target Group

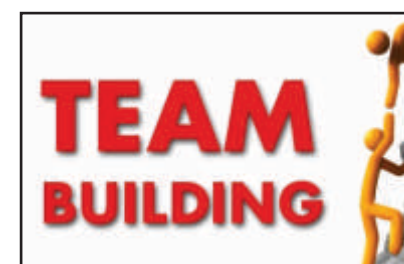
HR and Admin Executives of all levels and streams in Private sector, Public sector, Central Govt/State Govt/Local Govt departments.

Overview

Corporate concerns for Society and Societies expectation from corporates have both grown substantially. Thus CSR has now become a key activity for all corporates. This programme deals with providing all executives involved in Corporate Social Responsibility- either directly or indirectly- with all aspects of CSR and its importance in today's scenario. These professionals will then be trained to take on the challenges of CSR and lead sustainable growth..

MDP 27

THE ADVENTURORS



Areas Covered

- Leadership
- Innovation and of Box thinking
- Team Building
- Goal Setting
- Delegation

MOTHER IS THE BEST TEACHER... especially MOTHER NATURE

Duration
2 Days

Target Group

Junior, Senior and Middle level executives from all streams of Private Sector, Public Sector Units, Central Govt/State Govt/ Local Govt departments..

Overview

A unique experience where participants are taken close to nature in exotic locales and actively participate in various outdoor activities, through which he instantly identifies his strengths and weaknesses and solutions to rectify the same. Includes challenges thrown to groups in activities like river rafting, treasure hunts, mountain trekking etc- and our experienced observers give valuable feedback which is instantly received well by the participants. A must attend programme with fun filled adventure experiences.

MDP 32

SPIRITUAL AND ETHICAL AUDIT OF ORGANIZATIONS



Areas Covered

- Ownership and Involvement
- Corporate Culture and Climate
- Human Values Evaluation Technique
- Score sheet of Values and Ethics

The time to relax is when you don't have time for it
- JWilliam Ellery Channing

Duration
1 Day

Target Group
HR and Admin Executives of all levels and streams in Private sector, Public sector, Central Govt/State Govt/Local Govt departments.

Overview
This is a unique concept where we train the HR Managers and Executives to conduct a spiritual and ethical audit within their respective organizations. We provide the tools, know-how, methodology and evaluation process to conduct the same. The results derived from this audit can be of immense use for an organization while appraising their employees and deriving at an actual score sheet for workplace values and ethics.

MDP 33

THE VALUE-ABLE RECRUITMENT PROCESS



Areas Covered

- Ethics and Values
- Integrity and ownership
- Objective Tools to measure Human Values

Your attitude is an expression of your values, beliefs and expectations
- - Brian Tracey

Duration
2 Days

Target Group
Senior and Middle level executives from Quality and Manufacturing streams of Private Sector, Public Sector Units, Central Govt/State Govt/Local Govt departments. Also very beneficial for materials, Export and Import executives and logistics executives.

Overview
Sound Recruitment process is an important HR function and is given its due importance. Unfortunately all recruitment procedures and policies focus on the skill of the candidate and leave the Values aspect to chance. This programme aims to change the mindset of recruiters to focus equally on skills and values as an integral part of the recruitment process. We use spirituality as a medium to measure the Values and ethics quotient of a candidate which is a unique technique that can be very useful to all organizations.

INTERNAL CORE FACULTY AND RESOURCE PERSONS

SI No	Management Faculty	Designation	Qualification	Area of Interest
1	Prof P N Jha	Director	MBA, PGDAM, Ph.D. (Mgmt.), D.Litt. (Mgmt.)	Integrated Marketing Communications, Marketing Management and Managerial Communication
2	Dr. Alok Kumar	Professor	PhD(Management), M.Phil(Management), PGDBM(Marketing), MA(PMIR), MA (Mass Comm), MSc Physics (E&C)	General Management, IMC, Strategy Environment and Ecology, Media Management, Tourism Management, Branding, Advertising
3	Dr. Sandeep Singh	Professor	PhD(Management), MBA, B.E, UGC-NET	Marketing, IMC, Business Ethics, Spirituality for Management
4	Dr. Rajkumar Singh	Professor	BSc, MBA, PhD, PGDEM, PGDJMC,	Entrepreneurship Development, Customer Relationship Management
5	Prof. K.K. bajpai	Asso Prof	MBA, PGD in Systems Management, PG Diploma in Population Sciences,	Branding, Strategic Management - Vision Mission Drafting, Market Research, Student Management Skills - Train the trainer programs, Quality System Implementations.
6	Mr. Rishi Raman Singh	Asso Prof	M.Phil, NET	Internaitonal Business, Business Policy
7	Dr. Avinash Ch Supkar	Asso Prof	PhD, MBA, Bcom(Hons)	Marketing, Advertising, Brand Management, Marketing Research, Sales Management, Consumer Behaviour
8	Dr. Anupam Shukla	Asso Prof	Ph.D, MBA, UGC-NET, FDP-IIM(Ahmedabad)	Business Policy, Strategic Management, Communication, BOP
9	Mr. Amit Kishore Sinha	AP (Stage-III)	M.Com, PGDIRM, UGC-NET, PhD(pursuing)	Insurance, Spirituality, Tax
10	Dr.(Mrs.) Pallavi Pathak	AP (Stage-III)	MSc(Bot), MBA, PhD, UGC-NET	OB & HR
11	Amitabh Pandey	AP (Stage-III)	B.Sc(Stats Hons), MBA(Marketing), UGC-NET, PhD(Pursuing)	Marketing, Advertising, Sales Management, Business Statistics, Operations Research
12	Mr. Atish Khadse	AP (Stage-III)	B.Com (Hons), M.Com, LLB, MBA, PhD(pursuing), UGC-NET	Operations Research, Business Statistics, Business Laws, Financial Management
13	Mr. Shubhagata Roy	AP (Stage-III)	BA (Statistics), MA(Statistics), Master of Finance and Control (MFC), PhD in Statistics(pursuing), UGC-NET(Management)	Business Statistics, Operations Research, BRM, Financial Management, Business Analytics
14	Mr. Sunit Kr. Mishra	AP (Stage-II)	BSc, MBA, UGC-NET, PhD(pursuing),	Marketing, Business Mathematics, Statistics, Sales Mnagement
15	Mr. Rohit Mehta	AP (Stage-II)	PGDBM, BBA	Financial Management, Security Analysis and Portfolio Management, Risk management and Derivatives, General Management
16	Mr. Kartikeya Singh	AP (Stage-II)	B.Sc, MBA, PGDM	International Business, Research Methodology, Marketing
17	Dr. Medha Srivastava	AP (Stage-II)	PhD, MBA, UGC-NET	Customer Relationship Management, Consumer Behaviour, Customer Engagement and Emotions
18	Dr. Saurav Kumar	AP (Stage-II)	BCA, MBA, PhD	Marketing, Consumer Behaviour, MIS

INTERNAL CORE FACULTY AND RESOURCE PERSONS

SI No	Faculty	Designation	Qualification	Area of Interest
19	Dr. Shishir Gujrati	AP (Stage-II)	B.Com(Hons), M.Com, PhD, CAIIB	Accounting, Cost Accounting, Banking Services, Financial Management, Security Analysis
20	Mr. Purnendu Kumar Patra	AP (Stage-II)	B.Tech, MBA, UGC-NET	Strategic Management, General Management, Marketing
21	Mr. Rahul Singh	AP (Stage-II)	M.Com, UGC-NET(Commerce), PhD-Finance (pursuing)	Accounting and Finance
22	Mr. Vir Pratap	AP (Stage-II)	MBA, M.Com, NET, PGDIBO	Accounting, Entrepreneurship, Principles of Management, Marketing management
23	Mr. Chandra Sh Singh	AP (Stage-I)	MBA, BA	Marketing, Business Ethics, Entrepreneurship
24	Dr(Mrs.) Anchal Pathak	AP (Stage-I)	BBA, MBA, PhD(HR)	HR & IR
25	Mr. Veeresh Tripathi	AP (Stage-I)	B.Tech(Comp Sc), MBA(Operations Management & HRM)	Supply Chain Management, Operations Management, Project management, HRM, HRD, PoM
26	Mr. Ashish Kr Tiwari	AP (Stage-I)	BBA, MBA(Marketing), MJ(MC)	Professional Communication, Marketing, Journalism & Mass Comm, Sales Management
27	Dr. Anil Kr Gope	AP (Stage-I)	M.Com, PhD(HRM), UGC-JRF(HRM), UGC-NET(Commerce)	HRD, Employee Wellbeing
28	Mr. Saurav Kr Srivastava	AP (Stage-I)	BCA, MBA, PhD(pursuing)	Marketing Management, OB, Consumer Behaviour & Law
29	Mrs. Anju Singh	AP (Stage-I)	M.Com, M.Phil, MBA	Accounting, Insurance, Auditing

DEPARTMENT OF COMPUTER SCIENCE

SI No	Faculty	Designation	Qualification	Area of Interest
1	Prof. K. S. Mishra	Professor	B.E. (Comp Engg), Mtech(Comp Sc.), PhD (Comp Engg) IIT BHU	Software Engineering, Operating System, DBMS, MIS, Human Values
2	Mr. A P Dube	Asso Prof	BSC (Hons) in Statistics, MCA, PhD in Computer Application(pursuing)	Computer Networking, Object Oriented Programming, Paradigm, Optimization Technique
3	Mr. Shambh Sh Srivastava	Asso Prof	MCA, Mtech(CSE), PhD(pursuing)	Operating System, Computer Networks, Client-Server Computing, DBMS, etc
4	Mr. Rajiv Katare	AP (Stage-III)	Btech(CS), M.Tech(CSE)	Discrete Mathematics, Web Technology, C, C++, Java
5	Dr. Abhishek Srivastava	AP (Stage-III)	MCA, MSc(CS), M.Com, PhD (E-commerce)	e-commerce, MIS, OS, Software Engg, Networking, Programming Language
6	Mr. Ram Gopal Gupta	AP (Stage-III)	MCA, Mtech, PhD(pursuing)	Web Technologies, Programming Languages
7	Dr. Aditya Kumar Gupta	AP (Stage-III)	MCA, M.Com, PhD(CS)	DBMS, Data Warehousing, Data Mining, Cryptography, Information Security, Data Structure
8	Mr. Sumit Jalan	AP (Stage-I)	B.Tech, M.Tech, PhD(pursuing), UGC-NET+JRF	Algorithms, Data Structures, Operating Systems, DBMS, Automata
9	Banibrata Paul	AP (Stage I)	MSc(Applied Mathematics), MCA, M.Tech (CSE)	Discrete Mathematics, Abstract Algebra, Fuzzy Logic, Self Computing, Graph Theory

Contact Us

For detailed discussion or enquiries regarding the Programs, Locations and Participants Fees, please contact.

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