



EMPOWERING CAPABILITIES



FOR IMPACT  
BEYOND BUSINESS



# INDEX

VISION MISSION	Page-04
BOARD OF GOVERNORS	Page-05
ABOUT JEET	Page-06
ABOUT THE GROUP	Page-07
OUR PHILOSOPHY	Page-08
OUR OFFERINGS	Page-10
INTERNATIONAL PROGRAM	Page-18
MDP OVER THE YEARS	Page-20
ADVISORY COUNCIL	Page-22
TESTIMONIALS	Page-24
CAMPUSES	Page-26



## VISION

To be an educational institution of choice for all stakeholders which promotes human well-being through continuous learning.

## MISSION

To provide learner-centric education that focuses on developing learners as competent, ethical and socially conscious management professionals through continuous improvement in the quality of the teaching-learning process and research.

# BOARD OF GOVERNORS

## CHAIRMAN

### **SHARAD JAIPURIA**

Chairman & Managing Director  
Ginni International Ltd.  
Ginni Global Ltd.  
Past President - PHDCCI

## VICE CHAIRMAN

### **SHREEVATS JAIPURIA**

Executive Director  
Ginni International Ltd.  
Chairman, Education Committee, PHDCCI

## MEMBERS

**ARUSHI BHALLA**  
Managing Director  
**Encardio Rite Electronics  
Private Limited**

**PRABHAT PANKAJ**  
Director  
**Jaipuria Institute of  
Management, Jaipur**

**MAHESH GUPTA**  
Chairman  
**KENT RO Systems**

**RAVI JHUNJHUNWALA**  
Chairman  
**LNJ Bhilwara Group**

**RAJAN SAXENA**  
Ex-Vice Chancellor  
**NMIMS University**

**ASHUTOSH GARG**  
Founder Chairman and  
Managing Director,  
**Guardian Lifecare**

**KAVITA PATHAK**  
Director  
**Jaipuria Institute of  
Management, Lucknow**

**SUDHIR JALAN**  
Co - Chairperson  
**Rieter India (P) Ltd.**

**SALIL BHANDARI**  
Corporate Consultant  
**BGJCA Associates LLP.**

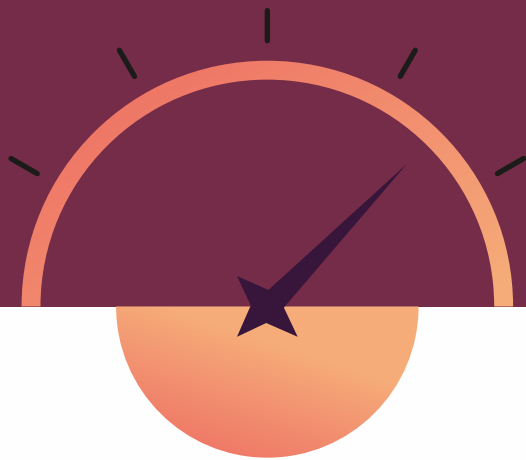
**DEEPANKAR CHAKRABATI**  
Director  
**Jaipuria Institute of  
Management, Indore**

**DR. SHUBHAJYOTI RAY**  
Director  
**Jaipuria Institute of  
Management, Noida**

**YOGI SRIRAM**  
Group Advisor to  
MD & CEO,  
Group HR,  
**Larsen & Toubro Ltd.**

Nominated AICTE  
Representative

# BUILDING CAPACITIES TO DRIVE ORGANISATIONAL SUCCESS



In a world of continuous change and uncertainty, you need an agile team with updated skills and insights to drive your organisation's success.

Under Executive Education and Consultancy, JEET - Jaipuria's executive education program, brings 20+ years of transformative management education to help you build your team to innovate and impact with confidence. Our suite of management development programs can be customised to your requirements across India. With a keen focus on catalysing self-discovery, JEET facilitates seamless personal and professional development to achieve both - individual as well as your organisational goals. Partner with our thought leaders to lead with future-ready capacities in a competitive global context.



# TRAINING. TRANSFORMING. TRAILBLAZING SINCE 1942

'Unlocking potentials' is the core vision driving each of our endeavours at Jaipuria. We are invested in harnessing capacities, building opportunities and creating impact beyond businesses. Our legacy of continuous learning has helped us to lead in an ever-changing world. At Jaipuria Institute of Management, we bring our passion for knowledge, our astute acumen as a business house, our thriving legacy of over 4 generations and purpose to build a better world - to help you shape your future as an organisation. We believe we are defined by our culture of innovation and we are here to help you build yours.

## HIGHER EDUCATION



4 Management Institutes	50+ Schools	18000+ Alumni	2200+ Educators	42000+ Students
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## SCHOOL EDUCATION



## TEXTILE



DENIM 27 Million Meter/Annum  
WOVEN GREIGE 12 Million Meter/Annum  
COTTON YARN 14500 Metric Tonnes/Annum

## ONLINE EDUCATION



65+ courses  
100K Users

# FROM NEED ASSESSMENT TO MEASURABLE OUTCOMES WE ARE YOUR GROWTH PARTNERS

Our strength lies in truly understanding your organisational requirements. With our seamless support extending beyond training, you will gain the benefit of ongoing consultation and access to research-based resources to help your organisation accomplish measurable results.

## RESEARCH-LED FACULTY

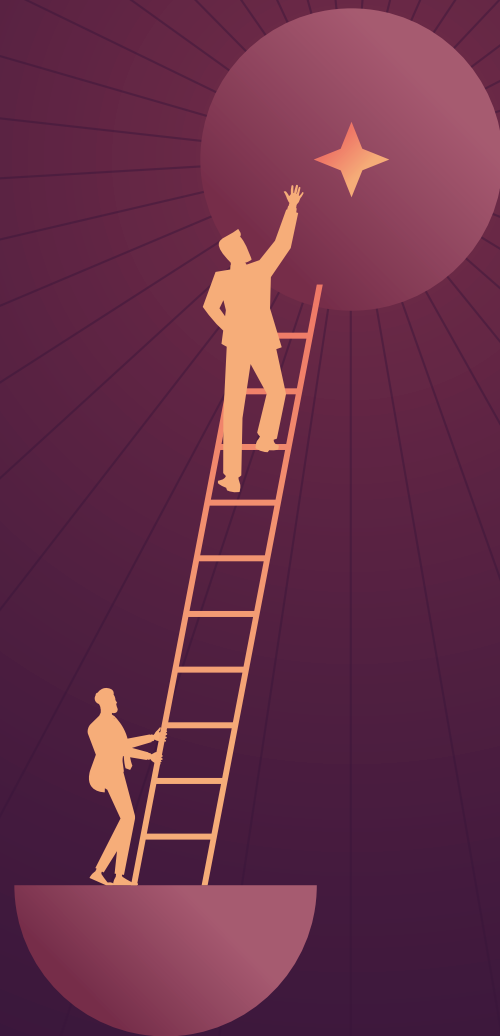
Learning from thought  
leaders

## PROGRAM FLEXIBILITY AND ACCESSIBILITY

Choice of customised,  
on location or online  
programs with blended  
learning

## MEASURABLE IMPACT

Measuring tangible  
results through  
assessments, feedback,  
follow-up evaluations





# CUSTOM PROGRAM DESIGN PROCESS

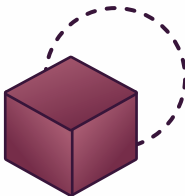


## DISCOVER & DECIPHER

**Exploratory Meeting** - Our team shall meet your company representatives for understanding your company's needs

**Initial Assessment** - Analyse your requirements, goals and understand the target group profile

**Assessment Proposal** - Based on the initial assessment, a suggested structure and topics of the program in brief are proposed



## DIAGNOSE & DESIGN

**Explore & Diagnose** - Once the assessment proposal is approved, our team would be conducting detailed analysis with the stakeholders and the participants to have a solid understanding of your development needs

**Diagnostic Proposal** - A diagnostic proposal shall be submitted which would be present the results of the diagnostic exercise and suggestive themes of the topics that have emerged

**Design** - Post the diagnosis we shall design structure and content of the program to create a fully customizable solution to your needs



## DELIVER & DEBRIEF

**Deliver** - There shall be no fixed teaching method and our approach shall be the one which will deliver maximum impact on your employees. Our programs shall be blend of classroom sessions, simulations, role plays, case studies, etc.

**Feedback** - Post completion of every program we shall capture the feedback of the participants

**Debrief** - A debriefing is provided at the end of the program to understand the learning journey for the participants and the goals it has attained

**Impact Measurement** - We would be measuring both qualitative and quantitative impact of the programs on employees and their businesses



## C - SUITE LEADERSHIP PROGRAMMES

In a world where business practices are evolving rapidly, actively pursuing professional development is, and will remain, an important step for executives and organisations. Jaipuria Executive Education and Training offers a wide range of short, topic-focused programs designed to help you develop the new skills, ideas and networks that will drive performance and business excellence.

- Leading Team for High Performance
- Leadership Management Program - Manager to Leader
- Sustainability, Finance and ESG Integration
- Strategic CSR: From Agenda Building to Impact Measurement
- HR Analytics
- Effective Time Management
- E-Business Strategies for Business Model Innovation and Digital Transformation
- Strategic Leadership for High Potential Business Leaders
- Design Thinking for Innovation
- Leveraging Digital Media for Business Intelligence
- Training the Trainers
- Big Data Analytics
- Artificial Intelligence driven Strategic HR
- New generation supply chain management
- Artificial Intelligence for Managing Supply Chains & Logistics
- Project Appraisal and Management
- Distribution Planning and Market Sensing



- Business Intelligence and Marketing Analytics: Understating your data and solve the daily business problems
- Digital Leadership
- Effective Communication for Business Leaders – A Design Thinking Approach
- Mindfulness for Managerial Effectiveness
- Emotional Intelligence for Leadership Effectiveness
- Strategies for Coaching and Mentoring Teams
- Cyber Security Awareness Program for Executives
- Sustainable Business through Green HRM
- Improving Work Culture
- Planning for Retirement/ Superannuation
- Lean Six sigma for Quality Management
- Management Lessons from Indian Philosophy
- Journey to Inner Fulfillment: Cultivating Happiness and Well-Being in Personal and Professional Life
- ESG & Sustainability: ESG Corporate Master Program
- Creating Empathy & disrupting Unconscious Bias
- Sustainable Business through GREEN HRM
- The power of Positive thinking and Mindset Training
- IT Mastery: Advanced Office Dynamics For the Executives
- Neuro Linguistic Programming
- Corporate Adventure – Outbound
- Boundless Energy: The Complete Mind/Body Program for Overcoming Chronic Fatigue
- Management Programme for Developing Emotional Competency
- Business Analytics Programme The Science of Data-Driven Decision-Making
- Management Development Programme on Business Analytics in the Age of Generative AI (Dates / Months are flexible)





## MID - MANAGEMENT MASTERY: NAVIGATING LEADERSHIP HORIZONS

- Time Management and Team Building
- Effective Communication and Presentation Skills with Customer Orientation
- Winning Habits for Highly Effective People
- Enabling Women Professionals for Leadership Roles
- Design Thinking
- Conflict Management
- Data Analytics and Advanced Excel
- Enterprise Risk Management
- Executive Management Program - Executive to Manager
- Machine Learning and Deep Learning
- Fundamentals of Artificial Intelligence for Business Managers
- Creating Value in Supply Chain through Analytics
- Finance for Non-Finance Executives
- Qualitative Methods for Marketing Research
- Technology adoption & Digitalization in Supply Chain Management
- Sustainability in Supply Chain
- Contract Management, Negotiation & Arbitration
- Improving Sales Effectiveness in Logistics Sales



- Managing HR for Non HR Managers
- Achieving Excellence in Inventory Management
- Decision Making Techniques for Managers
- Supply Chain Competitiveness through Zero Based Costing
- Financial Management and Personal Finance for Non-Finance Managers
- Effective Communication and Presentation Skills
- Decision Thinking for Strategic Problem Solving
- Strategic Role of Supply Chain Management
- Demand Forecasting and Pricing Strategies
- Project Management for Managers
- Digital Transformation for Business Managers
- Enhancing Assertiveness and Positive Attitude

- Managerial Leadership and Team Building
- Creating an Ecosystem at Work: Sustainable Practices for Employees
- Decoding Financial Derivatives
- Operations and Supply Chain Analytics for Competitive Advantage
- An Analytical Perspective on Credit Appraisal and Credit Management
- AI Adoption in Business: Opportunities and Challenges
- Managing Family Business effectively
- Brand Management in digital age

These programs can be delivered in a blended manner, few sessions online and few offline, leveraging technology. These programs can also be evolved as a combination of learning phases outside India, in partnership with acclaimed global management schools.



## OUT BOUND TRAINING (OBT) PROGRAMS

In today's globally competitive world that is wrought with change, sans the geographical limits and with the pressure to perform, the need of the hour is for smart thinking, swift action and effective people skills – qualities that are more effectively developed in an experiential setting than through classroom training.

Plato said, "You can discover more about a person in an hour of play than in a year of conversation."

Corporate Outbound Training - OBT Training or Outbound Learning OBL is an evidence-based effective training method for enhancing employee and team behaviors and organizational performance through participation in outdoor activities and experiential learning methodology.

Outbound programs have been found to be particularly effective in areas that involve interpersonal relationships, trust and bonding, communication of shared vision and goals, motivation, behavior modification in response to change, and personal effectiveness. These programs are usually conducted in wilderness sites far removed from human civilization.

In a tranquil and informal environment, close to nature, people are found to become more introspective and uninhibited, paving the way for a complete and effective learning process. After spending a few days in an outdoor situation, team members tend to bond together in a way that is impossible in an urban office atmosphere with its attendant worries and stress.

One of the most unique aspects of outbound training is that trainees are immediately able to see the consequences of wrong actions and can see the tangible difference that can be made by a change in thinking and behavior. Our trained facilitators enthusiastically help them to extrapolate the learning from these outdoor activities to their workplace.

**A list of programs that organizations usually work well using the 'Outbound' methodology is given below:**

- Sales Training
- Leadership Development
- Building the Team
- Motivation
- Problem Solving
- Creativity & Innovation
- Communication excellence
- De-stress program
- Business Etiquette training
- Customer Service Training

We have explored locations in pristine wilderness areas across the mountains to deserts, beaches, dense jungles to Resorts. The cool air, distant from place of work are ideal for conduct of outdoor programs.

These combined with outdoor games is an exciting way of driving home the key aspects of team working, trust building, communication, managing change and overcoming fear.

The OBT has been used effectively to drive home the organizational values such as integrity, mutual respect, fairness, customer satisfaction, quality and made the participants live and experience the values. We can customize the programs to the levels of the participants in terms of age, gender, experience, fitness and needs of the organization.





## NEW EMPLOYEE TRAINING

The primary purpose for training new employees is to ensure they succeed and the organization gets a return on their investment for hiring them. Training prepares them to do their job. You also want to help them work more effectively as soon as possible.

- General Management Program - Campus to Corporate
- Gender Sensitization & Prevention of Sexual Harassment
- Communication, Presentation and Interpersonal Skills
- Data Analysis and Visualization for Salesforce
- Business Etiquette Training
- Effective Negotiation Skills
- Problems and Enhancing Business Performance
- Written Business Communication



## CONSULTANCY

Beyond the Management Development Program, at Jaipuria, we provide a range of consulting services to help organizations achieve their strategic goals and enhance their performance.

Our team of expert consultants has extensive experience in diverse domains including financial service, HR to marketing.

Our consulting services include leadership development, organizational change management, process improvement, and talent management, among others. We work closely with our clients to understand their unique needs and develop customized solutions that address their specific challenges.

### SOME OF THE KEY AREAS IN WHICH WE OFFER CONSULTANCY ARE :

- Employee Satisfaction
- Organization Climate
- Employee Engagement
- Leadership Development
- Organization Diagnostics
- Business Analytics
- Data Visualization
- IT Security / Cyber Laws
- IT Strategy
- Internet of Things
- Blockchain for Business
- Designing for learning and innovation in the social sector
- Organizational structuring in SMEs and social sector
- Developing Leadership Pipeline
- Implementing Mentoring Programme
- Developing HRD/Training Plan
- Developing Managers as Trainers and Coaches
- Leadership Assessment & Development
- Organization Change & Development
- Individual & Organizational Capacity Assessment and Building
- Outcome & Impact analysis of organizational initiatives
- HR Analytics





## PAST CONSULTANCY PROJECTS

- Minor Research Grant under Faculty Research Program of IoE Scheme, sponsored by University of Delhi
- Livelihood Support Program aimed at improving the livelihood and living condition of families affected during the Etawah Chakeri Section of NH-2 from 4 to 6 Lane sponsored by Saksham Bharti Foundation supported by Oriental Infr Trust
- Evaluation of Potential Link Plans for 75 Districts in Uttar Pradesh sponsored by NABARD
- Leadership Potential and Situation Judgment Assessments for Royal Service Commission of Bhutan
- Comprehensive Car Parking Study for Jaipur International Airport for Client Airport Authority of India
- To understand consumer buying behaviour for the respective segments and gain valuable insights on retailers' influence over purchase decisions granted by Ayurveda India Ltd.
- To estimate the category market size (in annual revenue), identify market leaders/ competitors and their market shares granted by Ayurveda India Ltd.
- To accurately recognize purchase and selling prices at every point in the supply chain granted by Ayurveda India Ltd.
- Sales Growth in traditional Poly packed milk in Traditional Channels granted by C P Milk & Food (Gyan Fresh Stores)
- Study of Perception towards Craft Maestros (both in B2B and B2C context) granted by Ammara Crafts Maestro  
Kantar Public Project
- The Consultation pertains to providing support to Kantar Public for editing of reports and writing of academic papers based on their research projects and client requirements. The work includes supporting the business on various publications, white papers and developing other knowledge repository.



# INTERNATIONAL PROGRAMS

## INDIAN TECHNICAL AND ECONOMIC COOPERATION

ITEC is a bilateral assistance program created by the Indian Cabinet in 1964 to provide technical cooperation between India and other developing countries. It is a demand-driven program that addresses the specific needs of partnering nations through innovative solutions. Fully funded by the Government of India, the program has expanded to cover 161 countries in Asia, Africa, East Europe, Latin America, the Caribbean, the Pacific, and Small Island countries. Through ITEC and its sister program SCAAP, India shares its developmental experience and provides technical know-how, expertise, training opportunities, consultancy services, and feasibility studies. These programs have generated substantial cooperation and goodwill among developing nations, and increased awareness of India's competence as a provider of technical assistance.

### FOR THE LAST 7 YEARS, JAIPURIA HAS BEEN ACTIVELY CONDUCTING PROGRAMS ON

- Design Thinking Approach for Innovative Organisations
- Exposure to Sunrise Sectors of India @ 75
- Unleashing the Leadership DNA in Small & Medium Enterprises
- Dynamics of High Performing Teams in Small & Medium Enterprises for Middle Managers
- Developing Creative & Innovative Organisation

### DELEGATES FROM COUNTRIES









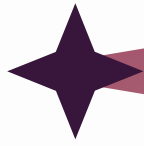
# MDP JAIPURIA





# OVER THE YEARS





## ADVISORY COUNCIL



**MR. AJAY SETH**  
CFO  
Maruti Suzuki India Ltd.



**MR. A SUDHAKAR**  
Former Sr. Executive Director  
Dabur India Ltd.



**DR. ALKA MITTAL**  
EX. CMD & Human Resource  
Director, ONGC Group



**DR. GP RAO**  
Founder & Managing Partner  
GPR HR Consulting LLP



**MR. P.  
DWARAKANATH**  
Former Chairman  
GSK Consumer  
Healthcare Limited



**MR. RAJEEV  
DUBEY**  
Chairman  
Mahindra First Choice  
Wheels Ltd



**MR. RANJAN  
KUMAR MOHAPATRA**  
Former Director  
HR, IOCL



**MS. SAKSHI  
KHOSLA**  
Head of People  
CBRE India



**MS. SIMIN ASKARI**  
Sr. Vice President-HR &  
Business Excellence  
DS Group

# BRINGING RESEARCH - DRIVEN SOLUTIONS TO YOUR TEAM

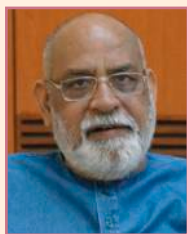
Our experts facilitate a truly transformational learning experience for your team that stimulates curiosity, innovation and incisive clarity. With a mix of learning modalities, our ever-learning thought leaders deliver immersive learning for exceptional impact.



**MR. SPS JAGGI**  
Founder & Chief Associate,  
Leapfrog Associates &  
Ex. Director (P&A)  
Shipping Corporation of India



**MR. SY SIDDIQUI**  
Former COO / Chief Mentor  
Exe. Advisor  
Maruti Suzuki India Limited



**DR. VP SINGH**  
Distinguished Professor  
Jaipuria Institute of  
Management



**DR. SHUBHENDRA  
PARIHAR**  
MDP Chair  
Lucknow Campus



**PROF. TINA JAIN**  
MDP Chair  
Jaipur Campus



**DR. JEETA  
SARKAR**  
MDP Chair  
Noida Campus



**DR. NUPUR  
GUPTA**  
MDP Chair  
Indore Campus



**MS. VANDANA PURI**  
Vice President  
Jaipuria Executive Education &  
Training



## TESTIMONIALS

Overall training was very good, Prof Athar Mahmood was very encouraging and a patient faculty, had a very fruitful educative session with him and especially with Sh Kanwar sir with past experiences and examples which gives better insight of the issues handled was addition.

**D. KANIMOZHI**

Deputy General Manager (CE-MM)  
BHEL

This program was designed and delivered very well. I appreciate the efforts of faculty members for enrichment of study material with latest development in this field and making sessions more interactive with the help of practical examples.

**DR. PRAMOD KUMAR**

HR Manager, NHPC

I am 100% satisfied with the program. The strongest aspect was how detailed and clear you were at presenting and structuring each topic. The program was really nice.

**RAVI MADHWANI**

Deputy General Manager  
POSOCO

The program was well planned and faculty were having depth knowledge of subject matter. The whole program was interactive and this makes it more effective for me.

**SATISH MAURYA**

Deputy General Manager  
Power Grid Corporation of India

It was a life-changing experience for me. The sessions and the facilitators were well organized and the sessions were delivered very well. My management skills have been upgraded to a higher level. I lived one of the most beautiful experiences of my life.

**VINAY KUMAR JHA**

Senior Manager, NHPC





## SOME OF OUR REPUTED CLIENTS



# OUR CAMPUSES

## JAIPURIA LUCKNOW



**DR. KAVITA PATHAK**  
DIRECTOR  
LUCKNOW CAMPUS  
MBA, Ph.D, (UGC-NET)

With over two decades of teaching experience, she has taught in India and overseas, including at the University of Queensland Business School in Australia.

**72<sup>nd</sup>**

Amongst all Management Institutes in India (NIRF, 2024), Ministry of Education, Govt. of India

**AIU** Recognised  
PGDM as equivalent to MBA

**NBA** Accredited  
PGDM Programmes

Graded autonomy by  
**AICTE**

**NAAC**  
Accredited Institute



**DR. PRABHAT PANKAJ**  
DIRECTOR  
JAIPUR CAMPUS  
Ph.D, M.A.

He has been teaching for 26 years and his innovative approach to student engagement has been featured in a case study by the Indian Institute of Management-Ahmedabad.

**75<sup>th</sup>**

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**AICTE**

**NAAC**  
Accredited Institute



## JAIPURIA JAIPUR

## JAIPURIA NOIDA



### DR. SUBHAJYOTI RAY

Fellow  
Indian Institute of Management  
Ahmedabad,  
M-Stat, Indian Statistical Institute

He worked at the Reserve Bank of India for over six years before becoming a faculty member at Xavier Institute of Management in Bhubaneswar.

**45<sup>th</sup>**

Amongst all Management Institutes in India  
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**AICTE**

**NAAC**  
Accredited Institute



### DR. DEEPANKAR CHAKRABARTI

DIRECTOR  
JAIPURIA INDORE  
Ph.D., PGDM, MSc

With over 30 years of experience in Information Systems/Business Analytics, he has worked on IT and Analytics projects in various countries and has developed commercial application software.

Rank **101-125<sup>th</sup>**  
Band

Amongst all Management Institutes in India  
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**AICTE**

**NAAC**  
Accredited Institute



## JAIPURIA INDORE



## CORPORATE OFFICE

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## JAIPUR

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kuldeep.raiwar@jaipuria.ac.in

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## INDORE

Jaipuria Institute of Management  
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**Kushagra Jaiswal**  
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For any queries, please reach out to us at [mdp@jaipuria.ac.in](mailto:mdp@jaipuria.ac.in), or call at 96254 25690