

**Vignana Jyothi Institute of Management
Hyderabad
MDP Calendar (2022-23)**

Human Resource Management			
S. N	Title	Duration	Coordinator
1	Contemporary Leadership Styles for Effective People Management	2 Days	Mrs. Niharika Atchyutuni Dr. Sheelam Jain
2	Data Visualization for enhanced HR Management	1 Day	Mrs. Niharika Atchyutuni Dr. Sheelam Jain
3	People Management for Organizational Growth	2 Days	Mrs. Niharika Atchyutuni
4	Labor Laws for MSMEs	1 Day	Mrs. Niharika Atchyutuni
5	Power Skills for Future Workplaces	3 Days	Dr. Sheelam Jain Mrs. Niharika Atchyutuni
6	Holistic Wellbeing of Employees	2 Days	Dr. Sheelam Jain Mrs. Niharika Atchyutuni
7	Capability Building for Individual Excellence	2 Days	Mrs. Niharika Atchyutuni
Finance			
S. N	Title	Duration	Coordinator
1	Availing of Fiscal Incentives for MSMEs and SEZs	2 Days	Dr. Falguni Pandya
2	Wealth Creation Planning and Management	3 Days	Dr. Nityasundar Nanda
3	Python for Finance	2 Days	Dr. Vishal Kutchu
4	Demystifying Finance	3 Days	Finance Faculty
5	Financial Statement Analysis for Value Creation	2 Days	Dr. D Srijanani
Marketing			
S. N	Title	Duration	Coordinator
1	Beyond Google Ads - Cost Effective Ad Platforms to Reach Target Audience	1 Day - Blended Mode	Dr. Somayajulu Garimella
2	Diaspora Affluence in Rural Markets	2 Days	Dr. Dammalapati Ravinath
3	Techniques for Accessing Customer Mind for Successful Negotiation	2 Days	Dr.S.Franklin John
4	Upgrade your sales team from Target-Oriented to Goal-Oriented	2 Days	Dr.S.Franklin John
5	Understand Neurons for Successful Marketing Communication	2 Days	Dr.S.Franklin John
6	Effective team building for Complex Markets	2 Days	Dr.S.Franklin John
7	Become an Excellent performer by Understanding you	2 Days	Dr.S.Franklin John
Operations			
S. N	Title	Duration	Coordinator
1	5S	1 Day	Dr. K Subramani
2	Value Stream Mapping- Lean Management	2 Days	Dr. K Subramani
3	Franchise Operations- Service Operations Management	2 Days	Dr. K Subramani
Business Analytics			
S. N	Title	Duration	Coordinator
1	Structural Equation Modelling using AMOS	4 Days	Dr. N Padmaja Dr. R Srinivasa Rao
2	Multivariate Data Analysis using Python	7 Days	Dr. N Padmaja Dr. R Srinivasa Rao