



KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY

Deemed to be University U/S 3 of the UGC Act, 1956

SCHOOL OF MANAGEMENT

A wide-angle photograph of a modern university campus. In the foreground, there is a large, curved, covered walkway with a roof made of light-colored tiles. The walkway is supported by several columns. To the right, there is a large, curved, green-tinted water feature. In the background, there are several multi-story buildings with balconies and windows. The sky is blue with some clouds.

Online MDP Calendar Plan

2020

www.ksom.ac.in

Online MDP Calendar Plan 2020

September 2020

Venue : KIIT School of Management

| Sr. | MDP | Date | Duration | Facilitators | Fees Per Participant | Registration |
|-----|--|------------------------|----------|--|----------------------|--------------|
| 1 | Digital Marketing | 24th Sept' 2020 | 8 hours | Prof. Bhuvandeep & Prof. Ritika Sharma | ₹3500 | Apply |
| 2 | Finance for Non-Finance Executives | 25th & 26th Sept' 2020 | 16 hours | Prof. Koustubh Kanti Ray | ₹3500 | Apply |
| 3 | Prevention of Sexual Harrassment (POSH) at workplace | 30th Sept' 2020 | 4 hours | Prof. Shradha Padhi & Prof. Isa Mishra | ₹3500 | Apply |

October 2020

Venue : KIIT School of Management

| Sr. | MDP | Date | Duration | Facilitators | Fees Per Participant | Registration |
|-----|--|---------------------|----------|--|----------------------|--------------|
| 1 | Developing English Language Competency Digitally | 3rd - 7th Oct' 2020 | 10 hours | Prof. Ipsita Nayak | ₹3500 | Apply |
| 2 | Strategic Marketing in Healthcare Services | 8th & 9th Oct' 2020 | 8 hours | Prof. P. R. Sahoo | ₹3500 | Apply |
| 3 | Strategic Leadership of HR - Creative alignment of HR strategies with Business Goals | 16th Oct' 2020 | 4 hours | Prof. Saroj K Mahapatra | ₹5000 | Apply |
| 4 | Data Visualization & Analytics (with Tableau) | 17th Oct' 2020 | 8 hours | Prof. Piyusa Das | ₹2500 | Apply |
| 5 | Applying Customer Analytics for business growth | 21st Oct' 2020 | 8 hours | Prof. Bhuvandeep & Prof. Ritika Sharma | ₹3500 | Apply |
| 6 | IT Project Management | 17th Oct' 2020 | 4 hours | Prof. Mohar Banerjee | ₹3500 | Apply |
| 7 | Strategic Management of Stakeholders' Expectations from Large Industrial Projects during Land Acquisition & afterwards | 28th Oct' 2020 | 4 hours | Prof. Saroj K Mahapatra | ₹5000 | Apply |

November 2020

Venue : KIIT School of Management

| Sr. | MDP | Date | Duration | Facilitators | Fees Per Participant | Registration |
|-----|---|----------------|----------|--|----------------------|--------------|
| 1 | Winning Sales Skills & go to market strategy | 6th Nov' 2020 | 8 hours | Prof. Bhuvandeep & Prof. Ritika Sharma | ₹3500 | Apply |
| 2 | ERP for Non-IT Managers | 7th Nov' 2020 | 4 hours | Prof. Mohar Banerjee | ₹3500 | Apply |
| 3 | New Product/Service Design & Development | 7th Nov' 2020 | 8 hours | Prof. Piyusa Das | ₹2500 | Apply |
| 4 | Human Resource Planning during transition from Project execution to Plant operation, for Green Field & Brown Field Projects | 13th Nov' 2020 | 4 hours | Prof. Saroj K Mahapatra | ₹5000 | Apply |

Online MDP Calendar Plan 2020

November 2020

Venue : KIIT School of Management

| Sr. | MDP | Date | Duration | Facilitators | Fees Per Participant | Registration |
|-----|--|-----------------------|----------|---|----------------------|--------------|
| 5 | Emerging trends in Industrial Relations | 14th Nov' 2020 | 6 hourd | Prof. Debi Prasad Das | ₹3500 | Apply |
| 6 | Channel Management | 20th & 21st Nov' 2020 | 16 hours | Prof. Joydeep Biswas & Prof. Surya Mishra | ₹3500 | Apply |
| 7 | Data Analysis methods for Research* | 21st Nov' 2020 | 8 hours | Prof. Piyusa Das | ₹1500 | Apply |
| 8 | System Approach in Hospitality Marketing | 24th & 25th Nov' 2020 | 16 hours | Prof. P. R. Sahoo | ₹3500 | Apply |
| 9 | Spreadsheet and Organizing Data | 27th Nov' 2020 | 8 hours | Prof. Joydeep Biswas & Prof. Surya Mishra | ₹3500 | Apply |
| 10 | Word Processor and Documentation Presentation Software and Presentation Skills | 28th Nov' 2020 | 8 hours | Prof. Joydeep Biswas & Prof. Surya Mishra | ₹3500 | Apply |

December 2020

Venue : KIIT School of Management

| Sr. | MDP | Date | Duration | Facilitators | Fees Per Participant | Registration |
|-----|--|----------------|----------|--|----------------------|--------------|
| 1 | New Age Social Media Marketing | 4th Dec' 2020 | 8 hours | Prof. Bhuvandeep & Prof. Ritika Sharma | ₹3500 | Apply |
| 2 | B2B Marketing: From Market Framing to Account Management | 5th Dec' 2020 | 8 hours | Prof. Piyusa Das | ₹2500 | Apply |
| 3 | Strategic Leadership of HR - Creative alignment of HR strategies with Business Goals | 10th Dec' 2020 | 4 hours | Prof. Saroj K Mahapatra | ₹5000 | Apply |
| 4 | Collective Bargaining & Workers Participation in Management | 16th Dec' 2020 | 6 hours | Prof. Debi Prasad Das | ₹3500 | Apply |
| 5 | Effective Goal Setting & Team Monitoring in Sales | 18th Dec' 2020 | 8 hours | Prof. Bhuvandeep & Prof. Ritika Sharma | ₹3500 | Apply |
| 6 | Customer Negotiation Techniques | 19th Dec' 2020 | 8 hours | Prof. Bhuvandeep & Prof. Ritika Sharma | ₹3500 | Apply |
| 7 | Business Analytics Essentials: Winning with Data | 19th Dec' 2020 | 8 hours | Prof. Piyusa Das | ₹2500 | Apply |
| 8 | Agile Methodology | 21st Dec' 2020 | 6 hours | Prof. Mohar Banerjee | ₹3500 | Apply |
| 9 | The Human side of Merger & Acquisition - Balancing Emotions with Economics | 28th Dec' 2020 | 4 hours | Prof. Saroj K Mahapatra | ₹5000 | Apply |