



MIT in association with
**BUSINESS
MANAGEMENT CONSULTANTS**

**ESCALATING
ABILITIES LLP**
(Taking you to next Orbit)

RESOURCE PERSONS
of EALLP

Dr S.Majumdar

PhD in Management Science, Technical Advisor for District Strategic Planning -Govt of MH
40 Yrs Exp. with TATA, L&T, JK Tyres etc

Dr M.K.Sahib

Renowned Biotechnologist of harvard Medical College, Retired Executive Director -Wockhardt
40 Yrs of Industrial Experience

P C Agrawal

ICWA,LLB
Expert in finance and Merger & Acquisition with
40 Yrs of Industrial & Banking Experience.

Er. Yuvaraj S

30 years of working experience & supported 47 organizations for different JIPM (Japanese) Excellence award . Assessed 9 organisations for EFQM Business Excellence Model all over the country

Uday Sankar Yerramilli

BE from NIT Warangal and a Management Graduate from IIM, with 20 years of working experience in Strategy, Operations, Business Excellence and People practices. instrumental in conceiving Business Strategies resulting in multi-fold growth and diversification for businesses, Financial & Operational Turnaround.

Maharashtra Institute of Technology
An Autonomous Institute

ABOUT THE POGRAMME

The leadership team either from lower, Middle or Senior level of any firm holds the most influential position within the firm. This module explores different aspects of the influence that the different leadership positions of different dept exerts within and outside the firm for better relation and efficient working of the organization

FOR WHOM

Managers, GM, BU Heads, Corp Heads

OBJECTIVE

Understanding

- Cultural Diversity
- Conflict Resolution.
- Negotiation Skills
- Body Language.
- Emotional Differences.
- Misinterpretation of Message.
- Positional Differences.
- Problem with Educational Differences.
- Group Affiliations.
- Functional Relationship between Sender and Receiver.



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MANAGEMENT DEVELOPMENT PROGRAM

EXECUTIVE CERTIFICATE IN

**INFLUENCING
COMMUNICATION**



20-25 Nov 2023

**Last date of Registration:
15 Nov 2023**

CONTENTS



Influencing Employees & unions

Conflict management
Negotiation skills
Leading with Authority



Business Communication Skills

Advanced Communication Skills
Effective Communication Skills



Influencing customers and Vendors

Integrated Marketing communications
Brand Building
Communication strategies for various audiences



Collaborating with Teams & Committees

Integrity & Authentic Leadership
Corporate Governance



Professional Business Writing Skills

Advanced Business Writing Skills
Corporate Communication

PARTICIPANTS FEE

Individual participant :10000/-
(Rupees Ten Thousand only)

Group Registration for four:
40000/- (Rupees Forty Thousand
Only)

A/C No.:

IFSC Code:



COORDINATORS

Prof. Parag Pandey

Deputy Director

Maharashtra Institute of Technology
(An Autonomous Institute)

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Maharashtra 431010

email :

LEARNING OUTCOMES

The participants will get number of benefits by participating in this program such as:

- Conceptual clarity of handling Sub ordinates and workmen.
- Insights into importance of influence in life
- Will help to eliminate Industrial Dispute
- Will help in becoming Enhancement of Ability to reach a higher level of competence
- The participants may be a member of a network in niche area in MIT's Management forum.
- The participants may use the resources of MIT for longer period.
- The participants may join discussion forum in Management which will organized by the institute from time-to-time.
- The participants may use our library and state of art Labs.