

## PhD Workshops

Sl. No.	Workshop	Objective
1	Theories of Learning	Different theories of learning and their effectiveness will be discussed in this course
2-3	Case Study Workshop – I & II	How to use cases as a pedagogical tool. These workshop help the students to analyze how to interpret the situation for decision making. In this workshop the student is expected to analyze the cases, both National and International, by studying the Organization structure, Financial structure, Marketing and Corporate strategies etc. The various options available for the company will be explored and the criteria for a particular choice will be discussed by different groups. In short these enable the candidates to experience the rigor of a business environment and combine the concepts learnt in classroom with the real world situation. This also helps the students to develop teamwork.
4-5	Case Writing Workshop – I & II	In the workshop the students will be exposed to the methodology of writing a case for any given situation. The information relating to Organization structure. Corporate Strategy, Marketing, Finance and Human Resources will be analyzed to develop the cases.
6	Case Writing and Presentation	This is a continuation of Case Writing Workshops. Each candidate will be required to prepare a full text of a case and test it in the classroom.
7-8	Soft Skill – I & II	An important dimension of the program is to inculcate good communication skills. During the program the candidates learn several soft skills such as writing and oral presentation negotiation with teams of different types through workshops.
9-10	Management Games – I & II	This workshop will be conducted to expose the student to collect the inputs and make use of available inputs and assumptions wherever necessary and come out with optimum strategy. The student will be helped in the methodology of synthesizing inputs which would facilitate the decision making. Generally games in Finance, Product launching, Positioning, Pricing, Industrial relations scenario etc. are worked out.

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11	Academic Innovation & Reform, Curriculum Design and Courseware Development	The curriculum needs to be revised periodically keeping the theoretical and empirical research developments in the fields. All schools of thought / approaches in the curriculum design should be duly emphasized. However rich a curriculum may be implementation aspects should be given due importance. Courseware development includes developing text material, case studies, programmed learning texts, workshops, manuals, etc.
12	Institutional Development - I Student Counseling and Mentoring	This workshop helps the student to master active listening skills. The helps in resolving conflict for self-development of the mentees. It also helps in identifying mentee feelings and giving feedback. It help in providing appropriate information when needed and eliminate negative intentions. The student in this workshop will also be trained in counseling which is important for managing performance. When the performance has not reached the expectations it is necessary to take a formal and planned approach or order to help the students overcome obstacles.
13	Institutional Development - II Management Program Design, Courseware Development and Marketing	This workshop covers the special issues involved in the development of MDP Programs in view of the short duration of the courses and the substantial work experience of the participants. The focus will be on the importance of getting recognition of the speaker by the participants in just one or two sessions. The content of the course will be more on clarity of concepts, applications and on appreciation of techniques and methodologies rather than on the details. The workshop will take examples of the course content of a few courses in functional and general management areas. Issues relating to design of new MDP courses and how to market them will be covered. The delivery aspect will be emphasized. The special nature of the in-company programs will also be discussed.
14	Institutional Development - III Consulting and Industry Interface	This consists of marketing one's skills to attract consultancy projects, articulation of the design of the consultancy project individually or as a team. Finally, the skills involved in preparing a consultancy project will be covered.
15	Project Based Learning and Industry Interface	This workshop includes training in identification of the projects, monitoring and evaluation mechanisms of the students on the projects.

<b>Sl. No.</b>	<b>Workshop</b>	<b>Objective</b>
16	Intensive Teaching Workshop - I Teaching Aids	Various approaches to effective teaching will be covered. The use of various aids (Power Point Presentation, Slide Presentation, Satellite Classrooms, E-Learning, etc.) and their effectiveness will be discussed.
17	Intensive Teaching Workshop - II Student Evaluation & Feedback	This will cover the process of evaluation and feedback to the students. The various methods available to the instructor and the challenges faced by the instructor are discussed in this workshop.
18	Intensive Teaching Workshop - III content Organization and Delivery.	This will cover the need for organization of the content of a lecture / course, and how it will be delivered by using alternative methods such as lectures, cases, home assignments, group discussions, team papers individually and in teams.
19	Leadership Lab	Leadership Lab is designed to assist you, acquire skills that will be useful in unfolding their leadership potential and style in the classroom.