



asci
Leadership through Learning

Programme on
DEVELOPING STRATEGIC MINDSET
for
FUNCTIONAL MANAGERS

June 19 - 23, 2017



PROGRAMME PERSPECTIVE

Organizations need to be well positioned in the market to enjoy competitive advantage. They often go through a strategic planning process once a year, creating a strategic document i.e. a guiding manual for the management team to use. However the organization needs a series of decision making at various levels time to time to achieve the strategic goals. At the same time the functioning of an organization also needs to be done in a more integrated fashion. Functional managers should be capable of taking decisions in the light of the broader organizational context aligned to the strategic goals.

Research studies have proven that strategic thinkers are found to be great performers in the organizations. When the strategic management process in organizations is isolated, true strategic thinkers act strategically every day. So organizations should encourage routine strategic thinking among managers.

This programme will help to develop strategic mindset among all the managers at various functionalities and departments. Without comprehensive strategic thinking the organization risks making quick decisions that lack the functional alignment, creativity and insights derived through a strategic planning process.

PROGRAMME OBJECTIVES

This programme is designed to help participants develop the skills of

- Objective analysis, thinking ahead and planning
- Improved decision making with wider, coherent and integrated perspective
- Conceptualizing complexity and initiate innovative ideas
- Better understanding of the organization's vision mission and goals and align self and department's operational performance.

PROGRAMME CONTENTS

- Mission, Vision & Values
- Structural Analysis of Industry
- Situational Analysis Techniques
- Competition and Competitive advantage
- Strategic Planning Process
- Structured problem solving and decision making
- Aligning individual job responsibility to organizational goal.
- Enhancing individual's strategic contribution
- Strategic implementation and evaluation
- Action planning for future growth

PEDAGOGY

Predominantly lectures and cases discussions. There will also be experience sharing and group discussions. Overall the approach is learner centric and participants will be provided opportunities to work in group and develop strategic action plan documents.

PARTICIPANT PROFILE

Senior executives from various functions such as marketing, operations, HR, legal, IT, finance etc who would like to enhance their strategic thinking skill and improve the quality of their day to day operational decisions. This is also applicable to executives who are responsible for achieving performance targets and managers/executives aspiring to be in the Strategic Planning Function.

VENUE

The Programme is fully residential and the participants will be accommodated in air-conditioned single rooms. However, the College does not provide accommodation for the family. Transport between Airport /Railway Station and venue will be arranged by the College. The College Campus is WiFi enabled in a comprehensive way.

DURATION

The Programme is from June 19 – 23, 2017. The participants are expected to arrive a day before and may leave after the completion of the programme.

PROGRAMME FEE

Rs. 54,000/- (US \$1840 for foreigners) plus 15% Service Tax per participant will be charged to cover tuition, board and lodging, courseware (in electronic form) and other facilities of the College including internet usage.

Rs.46,500/- plus 15% Service Tax will be charged per Indian participant (not availing hostel accommodation) to cover tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

A discount of 10% on the Programme fee for three or more participants from the same organisation will be given, provided the payment is made in to our Bank account before June 16, 2017. Bank details are given below:

For Foreign Participants:

Receiver's	Bank of America, New York (SWIFT: BOFAUS3N)
Correspondent Bank	Via Chips ABA 0959 for Account UID 002473 Via Fedwire 026009593
For Credit of	State Bank of Hyderabad, Treasury Department, Mumbai, India, SWIFT BIC – SBHYINBB002Nostro A/c No.6550992180.
Ultimate Beneficiary	Administrative Staff College of India, Account No.62090698960,State Bank of Hyderabad, Bellavista, Raj Bhavan Road Branch, Hyderabad.

For Indian Participants :

Bank Particulars

Bank Name	State Bank of Hyderabad
Address line 1	6-3-1092, 1st floor, A Block
Address line 2	Raj Bhavan Road Branch, (Bellavista)
Address line 3	Hyderabad – 500 082
Beneficiary Account Name	Administrative Staff College of India
Bank Account Number	62090698675
Bank MICR No	500004008
NEFT IFSC Code	SBHY0020063

Organisational sponsorship is essential

Note: Details of Bank / Wire transfer may be sent to fo@asci.org.in for confirmation.

MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date is **June 5, 2017**. Kindly contact Programmes Officer for further details (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

June 12, 2017. Any withdrawals after this date will entail forfeiture of fee paid, if any.

ASCI ALUMNI ASSOCIATION

Participants of the College programmes will automatically become members of the ASCI alumni association.

CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the programme.

Programme Director
Dr. J. K. Mohapatra
e-mail: jkmohapatra@asci.org.in

ASCI MANAGEMENT DEVELOPMENT PROGRAMMES FOR 2017-18

MANAGEMENT DEVELOPMENT PROGRAMMES

Social Impact Assessment	26-Apr-2017	28-Apr-2017
Ethical Leadership In Public Governance	19-Jun-2017	21-Jun-2017
High Impact CSR - Need Assessment to Impact Evaluation	03-Jul-2017	07-Jul-2017
Leadership and Performance Management	10-Jul-2017	14-Jul-2017
General Management Programme for Senior Executives (SEC) - 129	10-Jul-2017	04-Aug-2017
Advanced Management Programme: Empowering Proven Leaders to Drive Strategic Renewal for Sustainable Growth - ASCI (Study Tour to EU)	07-Aug-2017	18-Aug-2017
Ethics and Values in Administration	10-Sep-2017	24-Sep-2017
Index Based Crop Insurance - Concepts, Design and Implementation	21-Aug-2017	23-Aug-2017
Effective Land Acquisition, Resettlement & Rehabilitation (LARR)	09-Oct-2017	13-Oct-2017
Programme for Young Managers	30-Oct-2017	03-Nov-2017
General Management Programme for Middle Level Executives	30-Oct-2017	09-Nov-2017
MDP for Women Executives	20-Nov-2017	24-Nov-2017
General Management Programme for Senior Executives (SEC)-130	08-Jan-2018	02-Feb-2018
ASCI-NRCR Joint Certification Course on Improved Management of Land Acquisition, Resettlement & Rehabilitation (LARR)	29-Jan-2018	09-Feb-2018

ECONOMICS

Data Analytics for Banking & Financial Services	24-Jul-2017	28-Jul-2017
Financial Systems, Management and Accountability in Government - New Delhi	12-Nov-2017	16-Nov-2017

ENERGY

Regulating Electricity Tariffs and Related Issues	03-Jul-2017	07-Jul-2017
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ENVIRONMENT

Environmental Impact Assessment for Projects	12-Jun-2017	14-Jun-2017
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FINANCE

Credit Appraisal in Banks & Financial Institutions	17-Jul-2017	21-Jul-2017
Project Appraisal and Financing	31-Jul-2017	04-Aug-2017
Credit Monitoring & Follow-up in Banks/FIs	22-Nov-2017	24-Nov-2017
Finance for Non-Finance Executives	05-Dec-2017	07-Dec-2017
Strategies for Cost Leadership	08-Jan-2018	10-Jan-2018
Treasury and Risk Management in Banks/FIs	22-Jan-2018	24-Jan-2018
Business Collaborations - Strategic Alliances, Joint Ventures and Acquisitions	30-Jan-2018	01-Feb-2018
Business Risk Management	05-Feb-2018	09-Feb-2018
Advanced Financial Management	13-Feb-2018	15-Feb-2018
Evaluating and Financing Public Private Partnership Projects	26-Feb-2018	02-Mar-2018

HEALTHCARE MANAGEMENT

Certificate Course in Healthcare Quality	10-Jan-2018	12-Jan-2018
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HUMAN DEVELOPMENT

Creating Change Makers: Training Programme for New Age Women Professionals	20-Aug-2017	24-Aug-2017
Risk Management, Quality and Audit in Hospitals	25-Oct-2017	27-Oct-2017
Best Practices and Innovations in Health Care Delivery	15-Nov-2017	17-Nov-2017
Educational Leadership for Senior Level Officials of Universities/ Educational Institutions	22-Jan-2018	24-Jan-2018

HUMAN RESOURCE MANAGEMENT

Managing Recruitment, Selection and Induction	10-May-2017	12-May-2017
Leadership through Self-Discovery	17-Jul-2017	19-Jul-2017
Enhancing Managerial Effectiveness	24-Jul-2017	26-Jul-2017
Building High Performance in Organizations through Work Life Balance	31-Jul-2017	02-Aug-2017
Leadership Skills Development	31-Jul-2017	04-Aug-2017
HR Audit & Analytics	04-Sep-2017	06-Sep-2017
Personal Effectiveness	11-Sep-2017	13-Sep-2017
Abhivyakti - Building Personality and managing stress using stories and theatre	25-Sep-2017	27-Sep-2017
Leading with Emotional Intelligence	23-Oct-2017	27-Oct-2017
Effective Trade Union Management	06-Nov-2017	10-Nov-2017
Improving Work Culture	20-Nov-2017	22-Nov-2017
Good Governance and Sustainability through HR Practices	27-Nov-2017	29-Nov-2017
Individual Excellence for Organizational Effectiveness	27-Nov-2017	01-Dec-2017
Leadership Engagement and Development	04-Dec-2017	08-Dec-2017
Conflict Management and Negotiation Skills	11-Dec-2017	13-Dec-2017
Team Dynamics- Activity Based Approach	11-Dec-2017	15-Dec-2017

Leadership Skills Development	18-Dec-2017	22-Dec-2017
Values Driven Leadership	08-Jan-2018	10-Jan-2018
Effective Learning and Development	08-Jan-2018	12-Jan-2018
Communication Skills for Managers	29-Jan-2018	02-Feb-2018
Building and Leading Effective Teams	05-Feb-2018	09-Feb-2018
Enhancing Interpersonal Effectiveness through Transactional Analysis	05-Feb-2018	07-Feb-2018
Positive Organizational Behaviour	12-Feb-2018	14-Feb-2018
Strategic Human Resource Management with International Study Tour (Singapore and Malaysia)	12-Feb-2018	24-Feb-2018
Decision Making for Effective Leadership	19-Feb-2018	23-Feb-2018
Strategic Human Resource Management	26-Feb-2018	02-Mar-2018
Managing Creativity & Innovation	06-Mar-2018	08-Mar-2018

INFORMATION TECHNOLOGY

e-Procurement	03-Jul-2017	05-Jul-2017
Leveraging Big Data and Analytics	20-Dec-2017	22-Dec-2017
IT Enabled Knowledge Management	29-Jan-2018	31-Jan-2018
e-Learning and Digital Education	26-Mar-2018	28-Mar-2018

INFRASTRUCTURE DEVELOPMENT

Urban Infrastructure Project Preparation and Management	10-Aug-2017	12-Aug-2017
Homes for All: Attaining the National Agenda	23-Nov-2017	25-Nov-2017
Urban Infrastructure Project Preparation and Management	22-Feb-2018	24-Feb-2018

INNOVATION AND TECHNOLOGY

Research Excellence in Organizations	07-Aug-2017	09-Aug-2017
Strategic R & D Management	11-Dec-2017	13-Dec-2017
Managing Strategic Innovation	22-Jan-2018	24-Jan-2018

MARKETING

High Impact Sales Management	22-May-2017	26-May-2017
Customer-Centric Brand Management	04-Sep-2017	06-Sep-2017
Creating Social Value Through Corporate Social Responsibility	11-Dec-2017	13-Dec-2017

OPERATIONS

Procurement Procedures for World Bank Aided Projects	10-Jul-2017	21-Jul-2017
Inventory Management	24-Jul-2017	26-Jul-2017
Project and Contract Management	04-Sep-2017	08-Sep-2017
Procurement Procedures for World Bank Aided Projects	06-Nov-2017	17-Nov-2017
Materials and Supply Chain Management	27-Nov-2017	01-Dec-2017
Project and Contract Management	08-Jan-2018	12-Jan-2018
Procurement Procedures for World Bank Aided Projects	12-Feb-2018	23-Feb-2018

PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Translating Entrepreneurship to Enterprise	04-Dec-2017	08-Dec-2017
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STRATEGIC MANAGEMENT

Developing Strategic Mindset for Functional Managers	19-Jun-2017	23-Jun-2017
Driving Performance through Strategic Initiatives	24-Jul-2017	26-Jul-2017
Creating Progressive Boards	16-Aug-2017	18-Aug-2017
Strategic Agility under Uncertainty	23-Oct-2017	25-Oct-2017
Driving performance through transformational Leadership	19-Feb-2018	23-Feb-2018

URBAN GOVERNANCE

Integrated Solid Waste Management	17-Apr-2017	19-Apr-2017
Faecal Sludge Septage Management	15-May-2017	17-May-2017
Orientation on GIS, Remote Sensing, GPS & Surveying for Managers	25-May-2017	27-May-2017
Soft Skills for Professionals in Urban Management	29-May-2017	31-May-2017
*International Certification Programme - Change Management for Achieving Continuous Water Supply for All in Urban Areas - Phase - I	13-Jun-2017	15-Jun-2017
Study Tour: (India & Tel Aviv & Jerusalem in Israel) - Phase - II	16-Jun-2017	22-Jun-2017
Creating and Managing Digital Presence	19-Jun-2017	21-Jun-2017
Towards Zero Waste- Decentralised Solid Waste Management	28-Jun-2017	30-Jun-2017
Public Private Partnership in Urban Infrastructure & Service Delivery	21-Aug-2017	23-Aug-2017
GIS for Governance- Decision Support System	04-Sep-2017	06-Sep-2017
International Training Programme on Smart Cities - Study Tour, (India & China)	23-Oct-2017	31-Oct-2017
Towards Universal Sanitation in Urban Areas	11-Dec-2017	13-Dec-2017
GIS for Urban Development	18-Jan-2018	20-Jan-2018
Public Private Partnership in Urban Infrastructure & Service Delivery	07-Feb-2018	09-Feb-2018
Integrated Solid Waste Management	12-Mar-2018	14-Mar-2018
Long Duration Programme		
Business Management for Armed Force Officers	05-Jun-2017	17-Nov-2017



Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,
Hyderabad - 500 082, India.

Telefax (Programmes Office) : 0091-040-23324365

Phone : 0091-40-66534247, Mobile: 9246203535

Fax : 0091-40-66534356, E-mail: poffice@asci.org.in

Delhi Campus

C-24, Institutional Area

South of IIT, Behind Qutub Hotel

New Delhi - 110 016

Phone Nos: 011 - 26962204, 26961750, 26961850

Website : <http://www.asci.org.in>



ADMINISTRATIVE STAFF COLLEGE OF INDIA

Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

Ph:0091-40-66533000 13 Lines, 66534247, Telefax: (P. Office) 0091-40-23324365

Fax: 0091-40-66534356, email: poffice@asci.org.in, URL:http://www.asci.org.in

Dr. J.K. Mohapatra
Programme Director

March 9, 2017

Programme on
Developing Strategic Mindset for Functional Managers
(June 19 - 23, 2017)

Dear Sir/Madam,

You will agree to the fact that every business is under constant pressure either to grow or to outperform competition, deliver superior value with limited resources or several constraints arising out of the context in which they operate. Organizations undergo strategic planning once a while and frame their agenda for a year or two. But every day executives are taking a series of decisions to accomplish their task. So companies should make the strategic thinking process an ongoing activity so that the managers develop the ability to understand the competitive dynamics and make decisions guided and aligned for the broader strategic perspective of the organization as a whole. This will not only enhance the decision making ability of the managers, also increase the alignment among departments and the business as a whole that ultimately increase the competitiveness of the organization.

Keeping the above view, the Administrative Staff College of India is conducting a programme on "Developing Strategic Mindset for Functional Managers" to develop strategic thinking in the entire organization.

A brochure outlining the details of the above programme and other pertinent information with a nomination form is enclosed herewith.

The last date for the receipt of nomination form is June 5, 2017. Since we expect this programme to attract a large number of nominations, we advise you to send in your nomination well before this date to enable us to give due consideration.

Please note that the nominees are requested to carry with them the proof of medical insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

Please get in touch with us for any further information/ clarification.

(email: jkmohapatra@asci.org.in). We thank you and look forward to your response.

Yours Sincerely,

J.K. Mohapatra

Encl: Programme Brochure & Nomination Form



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Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA
Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

Nomination Form

Programme on

Developing Strategic Mindset for Functional Managers

(June 19-23, 2017)

Nominee's Personal Information :

Name	:	_____	Date of Birth	:	_____	
Designation	:	_____				
Organisation	:	_____				
Address	:	_____				
Phone(s)	:	(Off) : _____	(Mobile) :	_____	Home :	_____
e-mail	:	_____		Fax	:	_____
Education	:	_____				

Training Programmes Attended : _____

Nominee's Career Profile

Organisation	Position	Responsibility	No. of Years

Expectations from the programmes :

Medical Insurance :

Name of the Insurance Agency	Policy Number	Validity upto

Note: Coverage should be available in Hyderabad, India.

Amount Payable :	Mode of Payment (DD/Chq) :
Instrument Number :	Date of Instrument :
Name of the Bank :	

Signature of the Sponsoring Authority :

Name :

Designation :

Date :

NOTE : Forward nomination form to: Ms V. Naga Swapna, Programmes Officer, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone: 0091-40-66534247, 66533000, Mobile: 9246203535, Telefax: 0091-040-23324365, Fax: 0091-40-66534356, e-mail: poffice@asci.org.in