



asci
Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA

Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India
Ph:0091-40-66533000 13 Lines, Fax: 0091-40-66534356,
email: poffice@asci.org.in, URL: http://www.asci.org.in

M. Raja Shekhar Reddy
Programme Director

May 10, 2018

Programme on
Research Excellence in Organisations
(August 08 – 10, 2018)

Dear Sir /Madam,

Attaining excellence in Research has become extremely critical for organizations to stay competitive. Converting the outputs of Research and Development into new products and services and gaining competitive advantage in the market from this is a game most firms in developed countries are adept at playing. In India, very few organizations have started looking at Research from a strategic perspective. Many of the problems of translating Research into profitable new products and services need to be addressed by the top management. Achieving Research Excellence is therefore a new frontier that needs urgent attention in Indian companies. This programme is designed to enable managers to do just that. The programme flows from the many years of experience of the programme director and ASCI in conducting such programmes on managing R&D efficiently and effectively for government clients like the Department of Science and Technology, DRDO, ISRO, DBT, ICFRE, ICAR, CSIR and BARC.

The objective of the programme is to enable the Scientists and R&D managers to gain insights into the strategic elements of Research. The programme aims to train managers of R&D, marketing and other functions on the unique management tools and techniques that are required to be applied to get maximum value out of R&D in a firm. The programme helps managers engage in and support R&D in a way that supports their planning and implementation strategy. Given R&D's primary strategic role, managers, scientists and engineers involved in R&D have to build the organizational structure and processes that will successfully guide innovation and gain tools to manage relationships with other functions.

The enclosed brochure contains details about the programme and highlights its value. We welcome nominations from your organization. Copies of the enclosed nomination form may be used for additional nominations.

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: rajashekhar9@asci.org.in).

We thank you and look forward to your response.

Yours sincerely,

Raja Shekhar Reddy

Encl: Brochure and Nomination Form

Programme on
Research Excellence in Organisations

August 08 - 10, 2018



Administrative Staff College of India

INTRODUCTION

With the twin advances of Globalization and Technology, organizations have to rely on 'Research Excellence' to sustain their competitive advantage and propel their growth. Breakthroughs in Research are extremely critical to organizations to stay ahead of the sweeping technological changes, smart competitors around the globe and ever shifting demands of customers and potential employees. Given these contextual elements, consistent success in Research efforts will become the core of all competences and act as a driver for creating better and new things to enable organizations respond innovatively to the market pressures. The programme will enable participants develop "Research management" capabilities to sustain the distinct competitive advantage. The pedagogy involves use of relevant case studies and lectures by eminent speakers to enable participants to attain excellence in Research.

OBJECTIVES OF THE PROGRAMME

The programme will enable the participants to

1. Comprehend the critical success factors for achieving "Research Excellence"
2. Analyze the current model of Research Management and Governance to identify the gaps and scope for improvement in the existing practices
3. Explore ways for institutionalizing the best practices in Research
4. Understand how Intellectual Property Rights (IPR) create and enhance enterprise value.
5. Appreciate the need for alignment of Research with organizational strategy
6. Devise a suitable Organizational Architecture for Research Excellence
7. Develop new insights into Leadership Bandwidth required for success in Research
8. Create better ecosystems to guide Innovation and manage relationships with other stakeholders.

PROGRAMME CONTENT

1. Significance of the Structure, Process and Behaviour in the management of R&D systems
2. Contextual factors that affect Research Management
3. Methods and approaches in Research Management
4. R&D mission as well as project portfolio management
5. Translating R&D objectives into Innovation
6. Issues of concern in designing and implementing R&D management systems
7. Intellectual property management, valuation and exploitation
8. Managing research against the background of overall technology management,
9. Integration of the R&D management systems into innovation management, technology management, knowledge management and other functions like finance and business Development activities.

PEDAGOGY

- ◆ Lectures by faculty and experts drawn from ASCI, scientific & research communities, Academia, government, industry as well as private agencies.
- ◆ Interaction with professionals having expertise and experience of R&D management
- ◆ Theme-based group discussions and exercises
- ◆ Experience-sharing, participative and interactive learning
- ◆ Case study illustrations, analyses and presentations

PARTICIPANT PROFILE

Senior and middle level executives dealing with R&D or having interface with R&D of private and public sector organizations, Government departments, and R & D organizations. Also useful for the HR Professionals and Trainers.

Organisational sponsorship is essential

VENUE

The Programme is fully residential and the participants will be accommodated in air-conditioned single occupancy 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 Bella Vista Campus of the college is WiFi enabled in a comprehensive way.

DURATION

The Programme is from **August 08-10, 2018**. The participants are expected to arrive a day before and may leave after completion of the programme.

PROGRAMME FEE

Rs. 34,000/- (US\$690 if foreign) plus GST as applicable, presently 18% per participant. The fee covers tuition, board and lodging, courseware (in electronic form) and other facilities of the College including Internet usage.

Non-Residential Fee: Rs.28,000/- plus GST as applicable, presently 18% per participant. The fee covers 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 credited into our Bank account before **August 07, 2018**.

Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code (P r g / 1 8 - 1 9 / 1 / 3 3) t o income@asci.org.in for confirmation.

Bank Details are give below:

For Indian Participants :

Bank Account Number 62090698675
Beneficiary Name **Administrative Staff College of India**
IFS Code SBIN0020063
Bank Name State Bank of India
Branch Address Bellavista Branch,
Raj Bhavan Road
Somajiguda, Hyderabad – 500 082

For Foreign Participants:

Bank Account Number 62090698960
Beneficiary Name **Administrative Staff College of India**
Swift Code SBININBBH04
Bank Name State Bank of India,
Branch Address Bellavista Branch, Rajbhavan Road,
Hyderabad – 500 082.
Nostro A/c No. 6550992180
(Optional)

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 for receiving nominations is **August 01, 2018**. Kindly contact Programmes Officer for further details (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

August 02, 2018. 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

M. Raja Shekhar Reddy

email: rajashekhar9@asci.org.in

ASCI Management Development Programmes for 2018-19

MANAGEMENT DEVELOPMENT PROGRAMMES

General Management Programme for Senior Executives – SEC - 131	16-Jul-2018	10-Aug-2018
Advanced Management Programme	30-Jul-2018	10-Aug-2018
Building Competencies for Leading Strategic Change (Study Tour to EU)	09-Sep-2018	23-Sep-2018
Programme for Young Managers	26-Nov-2018	30-Nov-2018
MDP for Women Executives	03-Dec-2018	07-Dec-2018
General Management Programme for Senior Executives – SEC - 132	07-Jan-2019	01-Feb-2019

BUSINESS COMMUNICATION

Leadership through Self-Discovery	25-Jul-18	27-Jul-18
Individual Excellence for Organizational Effectiveness	26-Nov-18	30-Nov-18
Leadership Skills Development	17-Dec-18	21-Dec-18
Communication Skills for Managers	21-Jan-19	25-Jan-19
Managing Creativity & Innovation	04-Mar-19	06-Mar-19

ECONOMICS

Assessment and Monitoring of Business Performance	04-Jul-18	06-Jul-18
Creating Development Roadmap for India through Sustainable Development Goals: Vision 2030	05-Sep-18	07-Sep-18
Financial Systems, Management and Accountability in Government	26-Nov-2018	30-Nov-2018

ENERGY

Regulating Electricity Tariffs and Related Issues	17-Sep-18	21-Sep-18
Smart Grid Technology and its Application in Power Sector	10-Dec-18	12-Dec-18
Renewable Energy Regulation	21-Jan-19	23-Jan-19

ENVIRONMENT

SDGs and Climate Change: Opportunities and Challenges of Adaptation and Mitigation	03-Dec-18	05-Dec-18
Climate Change Adaptation and Disaster Risk Reduction	04-Feb-19	06-Feb-19

FINANCE

Infrastructure Financing	19-Nov-18	23-Nov-18
Finance for Non-Finance Executives	10-Dec-18	12-Dec-18
Strategies for Cost Leadership	23-Jan-19	25-Jan-19
Enterprise Risk Management	04-Feb-19	08-Feb-19
Advanced Financial Management	11-Feb-19	13-Feb-19

HEALTH CARE MANAGEMENT

Certificate Course in Health Care Quality in AYUSH Hospitals	27-Jun-18	29-Jun-18
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HUMAN RESOURCE DEVELOPMENT

Enhancing Managerial Effectiveness	23-Jul-18	25-Jul-18
HR Audit and Analytics	03-Sep-18	05-Sep-18
Personal Effectiveness	17-Sep-18	19-Sep-18
Enhancing Skills of Young Women Professionals	24-Sep-18	28-Sep-18
Leading with Emotional Intelligence	22-Oct-18	26-Oct-18
Effective Trade Union Management	05-Nov-18	09-Nov-18
Best Practices and Innovation in Health Care Delivery	14-Nov-18	16-Nov-18
Improving Work Culture	19-Nov-18	21-Nov-18
Conflict Management and Negotiation Skills	10-Dec-18	12-Dec-18
Leadership Engagement and Development	10-Dec-18	14-Dec-18
Team Dynamics: Activity Based Approach	17-Dec-18	21-Dec-18
Ensuring Health Care Quality: Risk Management and Innovation	16-Jan-19	18-Jan-19
Building and Leading Effective Teams	04-Feb-19	08-Feb-19
Positive Organizational Behaviour	04-Feb-19	06-Feb-19
Decision Making for Effective Leadership	18-Feb-19	20-Feb-19
Enhancing Interpersonal Effectiveness through Transactional Analysis	18-Feb-19	20-Feb-19
Strategic Human Resource Management with International Study Tour	11-Mar-19	23-Mar-19

INFORMATION TECHNOLOGY

e-Learning and Digital Education	24-Sep-18	26-Sep-18
Leveraging Big Data and Analytics	19-Dec-18	21-Dec-18

INFRASTRUCTURE DEVELOPMENT

Housing for All: Attaining the National Agenda	21-Jun-18	23-Jun-18
Urban Infrastructure Project Preparation and Management	27-Sep-18	29-Sep-18
Urban Infrastructure Project Preparation and Management	07-Feb-19	09-Feb-19

INNOVATION AND TECHNOLOGY

Research Excellence in Organizations	08-Aug-18	10-Aug-18
Strategic R & D Management	10-Dec-18	12-Dec-18

LAND ACQUISITION, RESETTLEMENT AND REHABILITATION

High Impact CSR-Need Identification to Impact Evaluation	09-Jul-18	13-Jul-18
Effective Land Acquisition, Resettlement and Rehabilitation	24-Sep-18	28-Sep-18
Index-based Crop Insurance-Concepts, Design and Implementation	17-Dec-18	19-Dec-18

MARKETING

Customer Centric Brand Management	04-Oct-18	06-Oct-18
High Impact Sales Management	10-Dec-18	14-Dec-18
Creating Social Value Through Corporate Social Responsibility	21-Jan-19	23-Jan-19

OPERATIONS

Procurement Procedures for The World Bank Aided Projects	16-Jul-18	27-Jul-18
Inventory Management	30-Jul-18	01-Aug-18
Project and Contract Management	24-Sep-18	28-Sep-18
Procurement Procedures for The World Bank Aided Projects	19-Nov-18	30-Nov-18
Materials and Supply Chain Management	03-Dec-18	07-Dec-18
Project and Contract Management	07-Jan-19	11-Jan-19
Procurement Procedures for The World Bank Aided Projects	11-Feb-19	22-Feb-19

PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Sustainable Development Goals and Good Governance	25-Mar-19	29-Mar-19
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POVERTY STUDIES AND RURAL DEVELOPMENT

Capacity Building Programme on Rural Industrial Development and Entrepreneurship	07-Jan-19	11-Jan-19
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STRATEGIC MANAGEMENT

Developing Strategic Mindset for Functional Managers	23-Jul-18	27-Jul-18
Creating Progressive Boards	17-Sep-18	19-Sep-18
Driving Performance through Transformational Leadership	18-Feb-19	22-Feb-19

URBAN GOVERNANCE

International Certification Programme – Change Management for Achieving Continuous Water supply for All in Urban Areas - (India, Jerusalem and Tel Aviv, Israel)	06-Jun-18	07-Jun-18
Creating and Managing Digital Presence	18-Jun-18	20-Jun-18
Water Sanitation and Hygiene in Schools	21-Jun-18	23-Jun-18
Towards Zero Waste- Decentralised Solid Waste Management	28-Jun-18	30-Jun-18
Non-Revenue Water and Water Loss Control Management: Smart Solution for Indian Cities	09-Jul-18	11-Jul-18
Public Private Partnership in Urban Infrastructure and Service Delivery	09-Aug-18	11-Aug-18
Infrastructure Planning and Implementation for Smart Cities	19-Sep-18	21-Sep-18
Change Management for Achieving Continuous Water Supply (24/7) For All In Urban Areas	29-Nov-18	01-Dec-18
Faecal Sludge Septage Management	21-Jan-19	23-Jan-19
Towards Universal Sanitation in Urban Areas	04-Feb-19	06-Feb-19



Administrative Staff College of India

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

Phone : 0091-40-66534247

Fax : 0091-40-66534356

Delhi Campus

C-24, Institutional Area
South of IIT, Behind Qutub Hotel
New Delhi-110 016.

Tel: 011-26962204, 26961750, 26961850

www.asci.org.in

Nomination Form

Programme on
Research Excellence in Organisations
(August 08 – 10, 2018)

Nominee's Contact Information :

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

Sponsor's Details

Name of the Sponsoring Authority _____	Designation _____
Organisation :	_____
GSTIN :	_____
Address :	_____
	Pincode : _____
Phone(s) :	(Off) : _____
	(Mobile) : _____
e-mail :	_____
	Fax : _____

Fee Particulars

Amount Payable :	_____	Mode of Payment (DD/Chq/NEFT) :	_____
Name of the Bank :	_____	Date of Instrument/Transfer :	_____
Instrument Number :	_____	UTR Number for NEFT :	_____

Medical Insurance

Name of the Insurance Agency	Policy Number	Validity upto
Note : Coverage should be available in Hyderabad, India		

Signature and Official Seal of the Sponsoring Authority :

NOTE : Forward nomination form to : **Mr. G. Srinivas Yadav, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in