

Programme on

# Developing Strategic Mindset for Functional Managers

July 22 - 26, 2019



ADMINISTRATIVE STAFF COLLEGE OF INDIA

## PROGRAMME PERSPECTIVE

Organisations 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 organisation 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. Managers should be capable of taking decisions in the light of the broader organisational context aligned to the strategic goals.

Research studies have proven that strategic thinkers are found to be great performers in the organisations. When the strategic management process in organisations is isolated, true strategic thinkers act strategically every day. So organisations 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
- Better understanding of the organization's vision mission and goals and align self and department's operational performance.

## PROGRAMME CONTENTS

- Organisational Strategy, Vision, Mission and Values
- Situational Analysis
- Creating Competitive advantage
- Strategic Planning Process
- Structured problem solving
- Aligning individual job responsibility to organisational goal.
- Data Analysis, Decision making Skills, techniques
- Change Management
- Operational Excellence techniques
- Strategic implementation and evaluation
- Action planning for future growth

## PEDAGOGY

Predominantly lectures and cases discussions, 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 for their respective organisations.

## PARTICIPANT PROFILE

Senior executives from various functions such as operations, Logistics, HR, Projects legal quality, IT, finance, marketing 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.

***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 College Campus is WiFi enabled in a comprehensive way.

### **DURATION**

The Programme is from **July 22-26, 2019**. The participants are expected to arrive a day before and may leave after completion of the programme.

### **PROGRAMME FEE**

Residential Fee: Rs. 59,500/- (US \$1110 for foreigners) 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.49,500/- 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 made into our Bank account before July 19, 2019.

**Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code (Prg/19-20/1/76) to [poffice@asci.org.in](mailto:poffice@asci.org.in) for confirmation.**

Bank details are given below:

#### **For Indian Participants :**

Bank Account Number	62090698675
Beneficiary Name	Administrative Staff College of India
IFSC 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, Somajiguda, Hyderabad - 500 082.
Nostro Account (Optional)	6550992180

### **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 hospitalisation.

### **LAST DATE FOR NOMINATION**

Please use the prescribed/attached form. Last date for receiving nominations is **July 15, 2019**. Kindly contact Programmes Officer for further details while sending nominations(contact details are given at the end of the nomination form).

### **LAST DATE FOR WITHDRAWAL**

**July 16, 2019**. 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](mailto:jkmohapatra@asci.org.in)



ASCI is the first management development institution set up in the country at the instance of the Government of India and industry in 1956 to impart state-of-the-art management education for practicing managers, a legacy that we proudly take forward each year with a strong alumni of over 1,40,000. We are proud of our alumni which includes the leaders of Indian industry and senior Civil Servants in the government, public sector undertakings to be a part of this unique organisation. We are thankful to you all for the support extended in the past and look forward to your continuing patronage in 2019-20.

Also, ASCI conducts customized programmes for Government of India, State Governments, Public Sector, Private Sector and various international organisations. Our experienced faculty bring to the table a wealth of academic credentials, rich industry exposure and act as a catalyst in the classroom discussions, case study analyses and tutorials. Our faculty also conduct international programmes which provide an exposure to the global best practices. In addition to this, faculty at ASCI also carry out large number of management research activities (typically about 100 each year) which helps them provide the much needed value addition in the training programmes. In addition, we conduct non-residential programmes at our New Delhi Centre as well as off-campus programmes at the venue of the client's choice.



### **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, 66533000, Mobile: 9246203535

Fax : 0091-40-66534356, E-mail: [poffice@asci.org.in](mailto: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>**



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Dr. J.K. Mohapatra  
Programme Director

April 29, 2019

**Programme on  
Developing Strategic Mindset for  
Functional Managers  
(July 22 - 26, 2019)**

Dear Sir/Madam,

You will agree to the fact that every business is under constant pressure to grow outperform competition and deliver superior value with limited resources and several constraints. Organisations 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 organisation as a whole. This will not only enhance the decision making ability of the managers, but also increase the alignment among departments. There by increasing the competitiveness of the organisation.

Keeping the above in 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 organisation.

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 July 15, 2019. 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 nominees' medical coverage in the event of hospitalisation.

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

We thank you and look forward to your response.

Yours Sincerely,

**J.K. Mohapatra**

Encl: Programme Brochure & Nomination Form



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

**Nomination Form**  
**Programme on**  
**Developing Strategic Mindset for**  
**Functional Managers**  
**(July 22 - 26, 2019)**

**Nominee's Contact Information**

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

**Sponsors Details**

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

**Fee particulars**

Amount Payable :	Mode of Payment (DD/Ch/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