

MDP on Insurance Business for “Tripura Gramin Bank”



June 16, 2024

The training program emphasized the importance of insurance as a major contributor to bank revenues. Life insurance was presented as an important component of wealth management and as a tool for customer retention and enhancing loyalty. It focused on the importance of need analysis in insurance & customer service in competitive environment.

Participants: 26

MDP on Customer Centricity & Effective Communication in the new era of Insurance Business for “LIC of India”



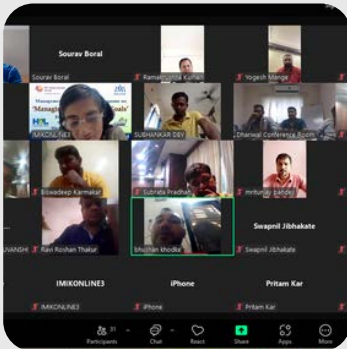
Special focus was given to the role of effective communication in nurturing an organization-wide customer-focus philosophy, with a proactive approach to integrate product knowledge, competitive positioning of LIC, and an overall attitude of ownership-driven solution approach, which was discussed for clarity on the best practices around the concept.

August 12 -14, 2024

The training program on Customer Centricity and Effective Communication in the New Era of Business acquainted participants with the fundamental concept and guiding principles of customer centricity, with a focus on how to plan, implement, and maintain a customer-centric business organization to remain competitive in current business landscape.

Participants: 26

MDP on Managing Self and Career Goals for “Haldia Energy & Dhariwal Infrastructure”



The five-day program helped the participants to grab the opportunities to meet expectations after successfully mitigating upcoming challenges. It familiarized the participants with the tools and techniques needed to deliver value, engage the audience, and inspire action in the complex business landscape. A blend of academic rigor and professional experience

was offered to build and hone their skills in goal setting, teamwork, strategy, research, and integrated marketing communications that helped position the business and provided a better understanding of the business.

Batch 1: September 2-11, 2024

Batch 2: February 17-27, 2025

Participants: 30

Participants: 30

Finance for Non Finance for “Balmer Lawrie & Company Limited”



In the competitive environment at the time, there was a great need for better communication between financial and non-financial professionals. Non-finance managers needed to learn the language of finance and vice versa. This led to a better coordinated and team approach to meet business goals & objectives. A proper understanding of Business

Finance and its various functions was essential. This training program helped in an overall understanding of financial statements of Indian companies, different aspects of financial statement analysis, the mechanism of budgetary control, profit planning, and cost control.

Batch 1: September 7-23, 2024

Batch 2: November 6-22, 2024

Batch 3: November 30-December 16, 2024

Batch 4: February 12-March 4, 2025

Participants: 25

Participants: 25

Participants: 25

Participants: 25

Workshop on Preventive Vigilance for “Coal India Limited”



Preventive vigilance played an important role in strengthening the vigilance set-up of the organization. Preventive vigilance established procedures and systems to restrain acts of wrongdoing and misconduct in various areas of the department's functioning. This workshop was a training program on Ethics and Governance, Integrity, Vigilance Angle,

Disciplinary Proceedings, RTI, and other preventive vigilance matters.

October 17-19, 2024

Participants: 24