

BECOMING AN EFFECTIVE SALES MANAGER





PROGRAMME DETAILS

- November 07 - 11, 2022
- 9:00 AM on November 07, 2022
- 2:00 PM on November 11, 2022
- Management Development Centre (MDC), IIM C Campus
- For Residential participants
 - November 06, 2022 (6:00 pm onward)
 - November 11, 2022 (2:00 pm)

PROGRAMME FEES

- ₹ 110,000/- plus taxes and surcharges as applicable.
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We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode.

HOW TO APPLY

You can apply/nominate your personnel by clicking on the "Apply Now" link corresponding to the particular MDP, as appearing on our online calendar available at:

Once the candidature(s) is (are) approved, the sponsoring authority or participant (in case of self-nomination) will be intimated over email along with the Payment Advice seeking programme fees in advance.

Programme fees can be remitted online through Electronic Fund Transfer (NEFT/RTGS).

Upon remitting the fees online, kindly intimate CMDP office with the UTRNo. /relevant transaction details through email, so that we can connect your remittance to your nomination(s). Please note that confirmation of participation is subject to receipt of Programme fees by CMDP Office before commencement of the MDP.

IIM CALCUTTA'S RANKINGS AND ACCREDITATIONS

Triple accreditations by AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS. IIM Calcutta is the only B-school in India to be a part of the prestigious CEMS. (The Global Alliance in Management Education or CEMS (formerly the Community of European Management Schools and International Companies) is an international cooperation of leading business schools and universities with multinational companies and NGOs).

IIM Calcutta has been ranked at No. 2 in India and 59 Globally in the Financial Times Executive Education Ranking 2022. IIM Calcutta had secured 2nd rank amongst all B-schools in India and 21st Globally, in Financial Times: Masters in Management Rankings 2020.



CMDP Office

Management Development Centre (MDC)

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