



INDIA INSTITUTE OF MANAGEMENT
CALCUTTA

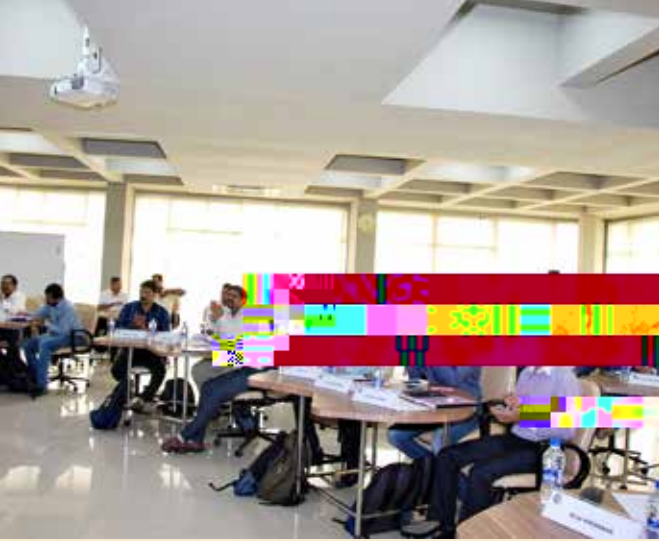


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Pricing is one of the most important marketing decision, yet underutilized. The direct link between pricing and a firms profit makes pricing as one of the most powerful business strategies. This programme aims to introduce the participants to the basic concepts and principles of pricing. It will equip participants with tools and frameworks for formulating pricing strategies in different settings. It will expose them to the advantages and disadvantages of different pricing mechanisms.



CALENDAR

- December 18 - 22, 2023
- 9:00 AM on December 18, 2023
- 2:00 PM on December 22, 2023
- Management Development Centre (MDC), IIM C Campus
- For Residential participants
 - December 17, 2023 (6:00 pm onward)
 - December 22, 2023 (2:00 pm)

CALENDAR FEE

- ₹ 1,20,000/- plus taxes and surcharges as applicable.
- ₹ 1,10,000/- plus taxes and surcharges as applicable.

We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode.

A discount of 10% on the Programme fees can be availed by an organization if it nominates at least 4 participants for a particular MDP.

ELIGIBILITY & CONDITIONS

- Participants would have to make their own travel arrangements.
- Accommodation at IIM C will be provided till 2.00 p.m. on the last day of the Programme. Participants staying beyond this time will have to bear additional stay and food charges, which they have to settle directly with the hospitality service provider, conditional upon room availability.
- Cancellation Policy: In case you/your nominated candidate(s) does(do) not attend the programme, 40% of the programme fees will be retained, as per policy.
- Executive Education Alumni: With effect from April 1, 2017, participants of IIM Calcutta's 'Open' MDPs who attend 20 days of learning through two or more Open MDPs will be eligible to apply for 'Executive Education Alumni of IIM Calcutta' status.



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- 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

