



**List of Programs offered by
Manipal Centre for Business Practice (MCBP)
(An Academic unit of MAHE, Manipal)**

Sl. No.	Programs	Target Audience	Duration	Certification
1	Art & Craft of Decision Making	1. Middle level managers with 5-10 years of experience in public, private and not-for-profit governmental organizations and multinationals. 2. Owner managers of SMEs. 3. Executives holding key positions in family business.	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
2	Art & Craft of Decision Making	1. Middle level managers with 5-10 years of experience in public, private and not-for-profit governmental organizations and multinationals. 2. Owner managers of SMEs. 3. Executives holding key positions in family business.	100 Hours	Academic Certificate awarded from Manipal Academy of Higher Education.
3	Business Process Re - engineering	1. Middle level managers with 3-10 years of experience. 2. Program Heads. 3. Entrepreneurs.	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
4	Design Thinking	1. Senior executives of business organizations (both products and services), non-profit organizations, and government organizations. 2. Executives in charge of product/service design and development. 3. Executives in charge of customer service. 4. Those looking to become creative and innovative in their own functioning and to make their teams/organizations innovative and user/customer focused.	10 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
5	Discipline of Strategy Execution	1. Senior management reporting to the board 2. Members of Business unit heads 3. Chief executives of profit centers 4. Owner managers 5. Trustees of NGOs	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
6	Emotional Intelligence	1. Managers at middle and senior level including executives, project managers and team leaders. 2. HR managers 3. Supervisors.	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
7	Finance for Non Finance	1. Senior functionaries from HR, Marketing, Operations and other Non-Finance divisions of a corporate organizations. 2. Promoters and senior entrepreneurs managing own or family businesses	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
8	Growth Strategy	1. Program Heads. 2. Senior Managers 3. Entrepreneurs.	10 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
9	Logistics Management	1. Managers with Minimum 3 years' experience working in the area of Sourcing, Operations, Warehouse management, transportation, logistics in Manufacturing and service organizations 2. Managers working in the departments of Accounting, Marketing, Sales Administration, IT, with a strong interface to logistics function. 3. Academicians who teach logistics or interested in logistics functions. 4. Business Consultants with a focus on logistics as a domain 5. IT Project Managers in the areas of Logistics	10 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
10	Managerial Lessons from the Ancient Tales of India	1. Practicing managers with a work experience of at least 3 years 2. Faculty members from Management Schools	5 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
11	Operations Strategy	1. Senior Managers in charge of any aspect of operations function like sourcing, quality, operations planning and control, technology, project management, product management, research and development. 2. Owner managers of small and medium sized organizations will benefit from the program.	25 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
12	Program on Activity based Costing	1. Department Heads. 2. Entrepreneurs	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
13	Program on Applied Analytics	1. Department Heads. 2. Entrepreneurs	20 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
14	Program on Creativity	1. Senior managers in public and private organizations 2. Managers in charge of project in Finance, HR, technology and other related functions 3. Managers in charge of infrastructure projects	10 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.

15	Program on Disruptive Innovation	1. Managers at middle and senior level including executives, project managers and team leaders. 2. Members of Business unit heads 3. Chief executives of profit centers 4. Owner managers 5. Trustees of NGOs	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
16	Project Management	1. Senior managers in charge of project management in public and private organizations 2. Managers in charge of project in Finance, HR, technology and other related functions 3. Managers in charge of infrastructure projects 4. Senior manager in charge of executing organizational change, implementation of information technology solutions 5. Senior maintenance managers from process industries 6. Senior management team from banks and financial institutions in charge of project financing	25 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
17	Service Operation Excellence	1. Department Heads. 2. Entrepreneurs 3. Heads of Not-for-Profit organizations	20 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
18	Skills for Tomorrow	1. Practicing managers with a work experience of at least 3 years 2. Entrepreneurs 3. Heads of Not-for-Profit organizations 4. Leaders from charity institutions	20 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
19	Skills for Tomorrow	1. Practicing managers with a work experience of at least 3 years 2. Entrepreneurs 3. Heads of Not-for-Profit organizations 4. Leaders from charity institutions	100 Hours	Academic Certificate awarded from Manipal University.
20	Supply Chain Analytics	1. Business organizations, CFOs and CPOs. 2. Heads and other executives of supply chain, sales, logistics, production, procurement, and IT functions 3. Those involved in providing planning, analytical and IT supports for supply chain management 4. Supply chain consultants 5. Analytics consultants	10 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
21	Supply Chain Management	Senior and middle managers involved in supply chain management including customer servicing, marketing, logistics (i.e., distribution, warehousing, transportation, etc.), manufacturing (i.e., production planning, materials management, etc.), purchase and sourcing and third-party service providers for logistics and manufacturing.	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
22	Theory of Constraints	1. Members of the Senior Management team 2. Business heads 3. Government officials with at least 10 years of experience 4. Entrepreneurs	25 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
23	Transformational Leadership	1. Members of the Senior Management team 2. Business heads 3. Government officials with at least 10 years of experience 4. Entrepreneurs 5. Heads of Not-for-Profit organizations 6. Leaders from charity institutions	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.
24	Faculty Development Program	1. Faculty members from Management Schools	15 Hours	Certificate of Participation from MAHE will be awarded on attending all sessions.