



Atharva Institute of Management Studies

Approved by AICTE, DTE, Government of Maharashtra & Affiliated to Mumbai University

Management Development Program :- 21st & 22nd June, 2019.



TALKS ABOUT :-
NEGOTIATION SKILLS

ABHAY DESAI



TALKS ABOUT :- CURRENT
BUSINESS ENVIRONMENT

DR. SUJATA PANDEY



TALKS ABOUT :-
VALUATION OF BUSINESS

TAPAS MITRA



TALKS ABOUT :-
SALES PERFORMANCES

DEEPAK ASARPOTA



TALKS ABOUT :-
PERFORMANCE MANAGEMENT

RAJESH SINHA



TALKS ABOUT :-
INVENTORY MANAGEMENT

GANESH APTE

ATHARVA INSTITUTE OF MANAGEMENT STUDIES

MALAD, MUMBAI

TWO DAYS MANAGEMENT DEVELOPMENT PROGRAMME

PROGRAMME SCHEDULE

Day 1

Sr. No.	Time	Topic	Faculty Members
1	9:00 a.m to 10:00 a.m	Current Business Environment	Dr. Sujata Pandey
2	10:00 a.m to 11:30 a.m	Valuation of business	Prof. Tapas Mitra
3	11:30 a.m to 11:45 a.m	Tea Break	-
4	11:45 a.m to 1:15 p.m	Enhancing leadership Capacity	Prof R.K. Sinha
5	1:15 p.m to 1:45 p.m	Lunch Break	-
6	1:45 p.m to 3:15 p.m	Inventory Management	Prof Ganesh Apte
7	3:15 p.m to 3:30 p.m	Tea Break	-
8	3:30 p.m to 5:00 p.m	Work Ethics	Prof. Deepak Asarpota

Day 2

Sr. No.	Time	Topic	Faculty Members
1	9:00 a.m to 10:00 a.m	Talent Management in 21st century	Prof. R.K Sinha
2	10:00 a.m to 11:45 a.m	Enhancing Sales Force Performance	Prof. Deepak Asarpota
3	11:45 a.m to 12 noon	Tea Break	-
4	12 noon to 1:30 p.m	Performance Management	Prof. R.K Sinha
5	1:30 p.m to 2:00 p.m	Lunch Break	-
6	2:00 p.m to 3:30 p.m	Negotiation Skills	Prof. Abhay Desai
7	3:30 p.m to 3:45 p.m	Tea Break	-
8	3:45 p.m to 5:00 p.m	Valedictory/Review	Prof. R.K Sinha