

# Management Development Programme (MDP)



## IIT MADRAS

Indian Institute of Technology  
Madras

## DEPARTMENT OF MANAGEMENT STUDIES (DoMS)

### A Two-Day Course for Intensive Learning

on

### Navigating Supply Chain Dynamics: Resilience, Acquisition and Negotiation (RAN)

February 7-8 2025 (Friday-Saturday)



#### About the Institution

The Indian Institute of Technology Madras belongs to the new-generation institutes of national importance in higher technical education. The Institute has grown from strength to strength ever since it obtained its charter from the Parliament of India in 1961 and has since established itself as a premier centre of research and is known for its excellence in higher education, research and innovation, entrepreneurship and industrial consultancy.

#### About the Department

The Department of Management Studies was established in the year 2004 as a home to the popular Master's in Business Administration (MBA) course being taught since August 2001. Besides the MBA program, the department has research programs at the Master's (MS) and Doctoral (PhD) levels and an Executive MBA program for the middle and senior level executives. The department is also a partner in multi-institutional Diploma program (PGPEX - VLM) for Visionary Leaders in Manufacturing, along with IIM Calcutta and IIT Kanpur.

#### Who can Attend

You should attend if

- Management professionals, procurement officers, and supply chain managers in different industries and sectors.
- Engineer or research scientist interested in learning supply chain dynamics: resilience strategies, acquisition and negotiation tactics.
- Faculty from academic and technical institutions.

#### Course Objective

Encompassing the best practices and applications of supply chain dynamics from an Indian perspective, the primary objectives of the course are as follows:

- To equip professionals with strategies to build and sustain resilient supply chains that can withstand disruptions while maintaining its performance.
- To provide advanced skills in procurement and acquisition management tailored to the defence, aerospace, services and manufacturing industries.
- To develop negotiation skills to secure strong and strategic partnerships.
- To ensure an understanding of how to integrate supply chain practices with the objectives of the "Atama Nirbhar Bharat" initiative to enhance domestic production and manufacturing capabilities.

#### Course Fee/Registration Details

Total course fee of INR 12000 + 18% GST (applicable to all attendees)

Registration link: [https://code.iitm.ac.in/code-programs/nscd2025\\_reg/](https://code.iitm.ac.in/code-programs/nscd2025_reg/)

Last Date of Registration: 6 February 2025 (11:59 PM)

Mode of Conduction: Offline

#### Course Content

This course is focused on various aspects of Supply Chain Management (SCM). A few important topics that will be covered in this programme but not limited to as follows:

- Risk Mitigation and Resilience: The New Supply Chain Paradigm
- Understanding Opportunities and Challenges in Defence Supply Chain Towards Atama Nirbhar Bharat Program
- Thinking Fast and Slow in Supply Chain Decisions
- Mastering the Art of Negotiation: Strategies for Success
- Digitalization in Manufacturing Supply Chain
- Supply Chain Risk Management: Building Resilience

#### Speakers



Dr. Arshinder Kaur  
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Dr. Usha Mohan  
Professor  
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RADM Deepak Bansal,  
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Dr. Rahul R Marathe  
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#### Coordinators

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