



SIOM | Symbiosis Institute of
Operations Management

Empowering Operations Excellence

(Constituent of Symbiosis International University (SIU) Pune, Estd. Under Section 3 of the UGC Act 1956 Vide Notification No. F9-12 / 2001 - U.3 of the G.O.I.)

MANAGEMENT DEVELOPMENT PROGRAMMES





SIOM - Center for Executive Excellence

Center for Executive Excellence is our response to the ever growing needs of the industry and business to achieve excellence in Operations Management.. The global focus of business operations demand best practices being adopted in all facets of business and more critical in the area of Operations Management. As a constituent Institute of Symbiosis International University (SIU) SIOM has emerged as a unique B- School serving corporate competency needs

SIOM's mission is

To deliver the Managerial Competencies of broad based Knowledge, Multi-disciplinary Skills and positive attitude to the diverse Industrial and Business Sector on sustainable basis". To achieve this we will:

- Develop SIOM into a world class center of excellence in Operations Management.
- Contribute in the dissemination of academic and applied knowledge.
- Provide avenues for intellectual, emotional, physical and social development of students and corporate.
- Impart intense professionalism and citizenship values in thought and practice.
- Enhance the knowledge, skill and competence of practicing managers and provide value oriented support to the businesses.

SIOM'S 3-PRONGED APPROACH FOR OPERATIONS EXCELLENCE IN BUSINESS

1) Academic Programmes

2-Year full time Residential MBA (Operations Management) Programme for Engineering Graduates.

2) Management Consulting Services

SIOM offers multi-disciplinary Consulting services with a view to help the industries and business to improve their performance and competitive position. SIOM has the resources and capability to undertake consulting projects at strategic and operations level in areas such as

- Strategic Business Planning
- Marketing Management
- Productivity and Quality Management
- Strategic Change Management
- Human Resource and Organization Development
- Performance Management
- Institutional Strengthening

What is Special about SIOM consulting?

- Flexible and Tailored approach; no off the shelf solution
- Structured phased approach with predefined deliverables
- Facilitation based methodologies
- Focus on transfer of skills and methodologies
- Optimized cost and value for Money
- Implementation capability and Post-Implementation on-going support
- Opportunity to evaluate progress and cost-effectiveness of the assignment

3) Management Development Programmes (MDP)

Practicing managers need to upgrade their knowledge and skill levels in the current and future rapidly changing and fiercely competitive business environments. The SIOM MDPs are carefully designed and structured to reflect the most relevant needs of industry. Each programme focuses on new developments and latest trends in managerial practices in a specific area. With greater emphasis on organizational development the programmes are engineered to enhance the managerial knowledge, skills, attitude and aptitude of your executives.

SIOM MDPs would help your organization to improve productivity and process efficiency, Enhance communications and teamwork, improve human performance and morale, retain talent and resources, reduce cost and waste, anticipate workforce and technology changes and stay competitive

Why SIOM MDPs are very special?

- World class training infrastructure.
- The design and delivery is tailored to meet specific needs of the organizations
- Structured design and approach to achieve MDP objectives
- Participative & discussion oriented with focus on learning by participants.
- Practical focus based on the conceptual framework
- MDPs generally culminate into action plans for participants to apply the learning in to their live situations.
- The organizations are better equipped with assessment of the Training impact through such action plans.
- The organizations are given feedback of the training workshops from SIOM.
- SIOM has the capability to provide on-going support to participants even after the Training workshops in implementation of the MDP concepts and action plans
- Flexibility of Timing and Cost-Effectiveness.

Options for Management Development Programmes

Certification Programme in Management

This Mini-MBA model is very much appreciated by the corporate world. This is a proven model of MDP of SIOM which covers 10 comprehensive modules covering functional and behavioral areas including Operations, Marketing, Behavior strategies and motivation, Finance and IT to foster development of current and competitive business perspectives and its futuristic practice. Such programmes have longer duration of 8-10 weeks of classroom inputs spread over a period of 6 to 12 months depending upon the convenience of the client. Companies may prefer late evening, early morning or weekend schedules. Practical assignments and exercises complement the classroom input and ensure that classroom concepts are applied in live business situations. The participants are evaluated at the end of such programmes and certified for their successful completion of the programmes.

Similar programs for supervisory and middle management level are also available.

Unit Based Programmes

SIOM offers Management Development Programmes to suit the company's specific needs in the form of Unit Based Programme (UBP). These are customized to the individual requirements of the company in terms of training area, content, time frame, and teaching pedagogy. The duration of such programmes may range from one day fast track training to a highly customized week long programme or even longer if required.





Open Programmes

SIOM also offers generalized MDPs of specific topics of relevance and importance, where participants from more than one company come together and learn together. Calendar of all such programmes is prepared and given to the industry.

Value Added Specialized Programmes

"Unleash your true potential". -

SIOM's High Intensity Outward Bound Learning Programme
Managerial Effectiveness: Assessment, Analysis & Development
Leadership for Success
Team Building for Organisational excellence
Change Management for Competitive advantage
Interpersonal Skills
Managing Stress successfully
Emotional Intelligence
Enhancing your personality
Managing customers in small business Enterprises
Successful Selling Skills
Negotiation Skills
Market Research for Decision Making
Managing Sales and Marketing efforts
Enhancing Marketing Effectiveness

Marketing for non-marketing professionals
Customer Focus for Non - Marketing executives
Basics of Supply Chain Management
Total Quality management
Productivity Management
Total Productive Maintenance
Operational Excellence Service Industry
Lean Manufacturing
Statistics for Managers
Quantitative Techniques for Managers
IT applications in Management
Management Information Systems
Smart Investment Strategies
Dealing with Taxes
Finance for Non-Finance



"MICO Executives at MDP - Convocation"

SIOM MDP Beneficiaries

Hindustan Aeronautical Ltd.
MICO Bosch Ltd.
Mahindra & Mahindra Ltd.
Asian Electronics Ltd.
Perfect Circle India Ltd.
Seagrams Distilleries Ltd.
KSB Pumps Ltd.

Coca Cola Beverages P. Ltd.
Blue Dart Ltd.
Swifts Ltd.
Montex Glass Fiber Industries P. Ltd.
Fox Controls P. Ltd.
Pranay Stampings P. Ltd.
Jindal Saw Pipes Ltd.

Bombay Dying
Skoda India Ltd.
Jyoti Structures Ltd.
Chemito Technologies
Rishabh Instruments
Gabriel India Ltd.

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