



Management Development Programme

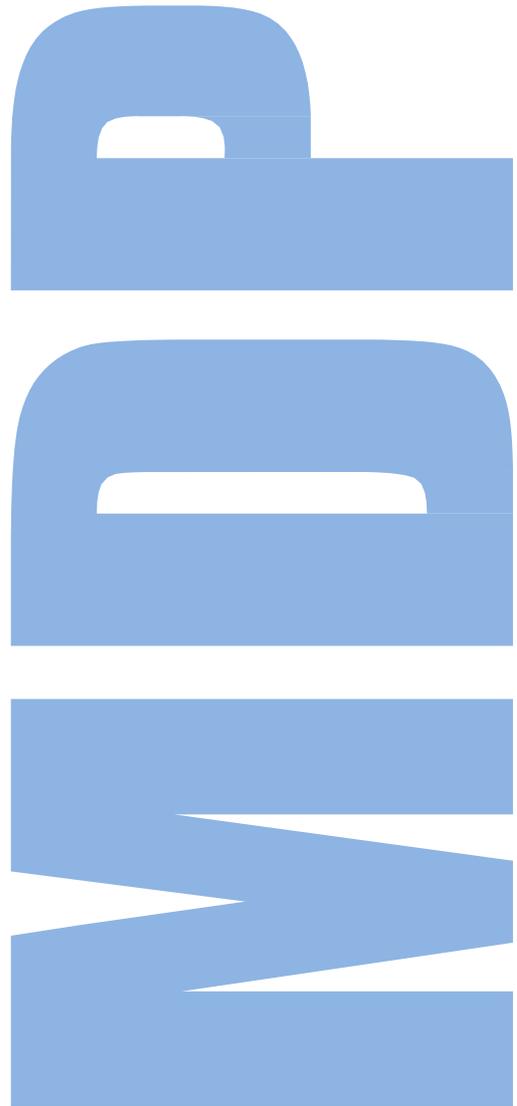
Business Forecasting for Managerial Decision Making

SEPTEMBER 18-20, 2019

Programme Directors

Dr. Pradyumna Dash

Dr. Rashmi Shukla



Introduction

Business forecasting is an essential element of most business decisions. It is a set of tools that helps managers to make the best possible judgements about the future events. Forecasting for most of business decisions such as future sales, inventory needs and other important business variables are based on intuition, past experience, gut feeling etc. It may be more effective to use the quantitative forecasting techniques and allow numbers to support their intuition as quantitative methods are helpful in making better predictions.

Objectives

The broad objectives of this programme are:

- To understand the conceptual basis for quantitative forecasting models.
- To understand the application of forecasting techniques for business decisions.

Contents

- Introduction to Business Forecasting
- Basic Tools of Forecasting and Measuring Forecast Accuracy
- Moving Averages and Smoothing Methods
- Time Series Decomposition Methods
- Regression Methods
- Box-Jenkins Methods/ ARIMA Models

For Whom

Managers and potential managers at all levels will benefit out of the programme. It will be desirable if two or more managers from the same organization are nominated, though number of nominations per firm is not a constraint.

Pedagogy

All sessions are discussion based. Interactive sessions with conceptual inputs, caselets, in-class data analysis, and problem assignments will be used to develop and reinforce the key concepts.

Faculty

Experienced faculty of IIM Raipur will conduct the sessions.

Duration and Venue

The Programme is scheduled during **September 18-20, 2019** at IIM Raipur, Atal Nagar, New Raipur.

Registration Fee

The registration fee per participant is Rs. 30,000/- plus taxes as applicable. This includes academic fee, programme kit for participants, boarding and lodging (on twin sharing basis). Payment can be made online by

registering through the link <http://www.iimraipur.ac.in/index.php/registration-mdp>. The payment can also be made through NEFT/RTGS or Demand Draft in the name of “Indian Institute of Management Raipur”. Upon remitting the fees online, kindly intimate the MDP Office with the UTR No /Relevant transaction details through email, so that we can connect your remittance to your nomination(s)

The Bank Details are:

1. Bank Name : IDBI Bank Ltd
2. Branch Name : IIM Raipur Branch
3. Beneficiary Name : Indian Institute of Management Raipur A/c No. - II
4. A/C No. : 1292104000001052
5. IFSC Code : IBKL0001292

Last date

The last date for receipt of nominations for the Programme is **Sep 03, 2019** and the last date of withdrawal is **Sep 08, 2019**. Any withdrawal request received after this date will be subject to deductions as per the Institute’s rules. In case of subsequent withdrawal or cancellation of nomination(s), no refund of fee will be allowed. However substitute may be permitted with prior intimation.

Enquiry

For any information regarding this programme, you may contact as below:

Mr. Vivek Singh / Mr. Ghanshyam Sohoni: mdp@iimraipur.ac.in Ph: 0771-2474697

Dr. Pradyumna Dash: pradyumna@iimraipur.ac.in Ph: 0771-2474628

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Programme Director

Dr. Pradyumna Dash is Associate Professor of Economics at the Indian Institute of Management (IIM) Raipur. He served as an Assistant Professor of Economics at IIM Indore from 2007 to 2012. He was awarded a Gold Medal from Sambalpur University for securing first position in MA in Economics. He has qualified the National Eligibility Test (NET) and has a Ph.D. from the Indian Institute of Technology (IIT) Bombay. His articles have been published in refereed academic journals, such as Indian Economic Journal, Indian Journal of Labour Economics, Prajna, Productivity, Journal of Global Economy and in forums like The Hindu Business Line and Asian Analysis News Letter. His principal fields of research are macroeconomics, monetary economics, and applied econometrics.

Dr. Rashmi Shukla is currently working as an Assistant Professor in area of Economics at IIM Raipur. She is a Fellow Economics from IIM Indore. Previously she has worked with Narsee Monjee Institute of Management Studies (NMIMS) School of Business Management, Mumbai. She has been a visiting faculty at IIM Indore, Mumbai Campus. She has been involved in teaching courses such as Microeconomics and Business Environment. She is a recipient of multiple awards and has published cases including a co-authored case in international case repository Richard IVEY and, articles in peer reviewed national and international journals. Her research interests include emerging economies, economic growth, and comparing businesses in China and India.

Indian Institute of Management Raipur

Understanding the needs to meet the emerging challenges at global level and cherishing the successful history of IIMs, the Government of India set up Indian Institute of Management, Raipur in the year 2010 in Chhattisgarh, one of the youngest and fastest growing states of India.

IIM Raipur has been set up with the aim “To Empower the youth for building a Powerful India”. IIM Raipur has set high standards by focusing on a practice oriented learning approach and a contemporary industry- focused curriculum, driven by strong corporate interface.

IIM Raipur is functioning from the state-of-the-art campus in Naya Raipur spread across 200 acres.

IIM Raipur currently offers Fellow Programme in Management (FPM), Post Graduate Programme in Management (PGP), Post-Graduate Programme in Management for Working Executive (PGPMWE) and Executive Education Programmes consist of Management Development Programmes (MDP), Tailor made (In-Company Programmes), Open Programs and Consultancy for Corporates, Public Sector & Government. The academic curriculum is structured to address the needs of the industry and is aligned towards imparting contemporary knowledge to the students and strengthening their skills to prepare them to face the challenges of the global business. Recently , IIM Raipur join the hands with three most reputed global business schools, to enhance the overseas exposure of its students with the belief that it will help them to assimilate best management practices and understand the importance of cross-culture issues in management.

Right from its inception the institutes focuses on contributing to the growth and development of the Nation, region and society at large. As such it gives importance to courses and managerial trainings that are molded in a way true to the culture and unique requirements of the state and organizations herein. Ethical practices in management, grooming socially responsible leaders for today and tomorrow are also the primary goals of the Institute.

LOCATION

Indian Institute of Management Raipur is situated at Vill- Pota Cheria, Atal Nagar, Raipur. The approximate distance from Railway station to IIM Raipur is 35 km.

For any Correspondence / Administrative enquiries, please feel free to contact below:

MDP Office:

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