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*It is not the strongest species that survive,  
but the most responsive to change.* ”

*– Charles Darwin*

# Management Development Programme



VPM's Dr. V. N. Bedekar Institute of  
Management Studies

**Vidya Prasarak Mandal's (Thane) Dr. V. N. Bedekar Institute of Management Studies (BRIMS) was set-up as a pioneer management institute in Thane in the academic year 2005-2006 and today it ranks among the best institutes in Mumbai.**

**BRIMS is approved by AICTE and follows a strict quality policy in terms of delivery quality education and consistently imparting knowledge using latest techniques. We are an ISO 9001 - 2015 certified institute.**



## **Chairman's Vision**

Businesses today are on a journey of excellence and people play an important role in exceeding the set milestones. Companies are applying same resolutions and efforts to managing their people as they do their balance sheet. Successful management practices aren't incidental; they are tied directly to the company's goals. All successful and leading companies are a testament to the fact that organizations focus on their people, process and strategy to achieve the edge over competition. That is how businesses plan for SUCCESS...

**DR. VIJAY V. BEDEKAR**

CHAIRMAN - Vidya Prasarak Mandal, Thane



**DR. GURUPRASAD MURTHY**

Director-General, DR VN BRIMS

“ Strategy and leadership are the underlying factors that are deciding the future of businesses. The initiatives for management development have become vital for businesses in order to sustain and grow in today's volatile environment. We seek to working with talent-focused organisations and add value to their business through employee development ”



**DR. NITIN JOSHI**

Director, DR VN BRIMS

“ As a management education institute, we always endeavor to foster innovation and creativity in the field of management. We work with companies to help them identify critical gaps and help develop workforce competencies to bridge those gaps. Businesses need experts to assist them with strategically developing their talent pool and aligning their functions and processes with business goals ”

## The Business Transformation

### Conventional model of business growth



The transformation process has to be carefully aligned with corporate culture at the outset. Leadership and engagement are essential to manage the change and here people play a key role. Business transformation needs to be aligned with customers' needs; infact, it needs to anticipate them.

To catalyze this change and align the culture, people, processes and vision with the transformation and growth, BRIMS offers

## MANAGEMENT DEVELOPMENT PROGRAM

A classroom + outdoor training certificate program customized and designed to build fundamental management skills.

The global competition has increased the need to reengineer the executive development process in order to have a competitive edge in respect of managerial ability and enhanced competencies among the team.

# BRIMS MDP to catalyze the business growth

BRIMS can assist this process of transformation with required training and development that can identify gaps, align competencies, drive leadership and catalyze the change.

Align competencies through extensive training & development



## Objective is to

- Impart practical management tools and techniques
- Build and enhance key skills in managing staff
- Share best practices
- Establish greater personal self-awareness
- Align skill development with company goals

# Who is it for ?

**Middle-level and senior level managers**

**Top Management including VPs, AVPs, AGMs, DGMs, etc**

The course is aligned with your organisation strategy, goals and corporate values. Executives who are early on in their career and aspire to take management roles and responsibilities within their chosen field can benefit from this programme.

## BRIMS MDP Expertise

- Operations Management
- Processes Planning
- Strategic Planning
- Leadership development
- Change management
- Long-term business optimization
- Finance Management
- Soft Skills Training
- Customer Centric Process & Approach
- Conflict Resolution Training
- Customer Service Training
- Sales Training
- Business Transformation
- Production Management
- Supply Chain & Logistics
- Strategic Cost Management
- Management Accounting

## Training and Development Highlights

- **Creating drivers, not passengers**
- **Skill stretching assignments**
- **Mentoring & cross-training**
- **Measuring is essential to us.**  
Periodic assessments – Feedback – Milestone evaluations
- **Getting participants out of their comfort zone by using**
  - ❖ Challenging cases
  - ❖ Role plays
  - ❖ Unconventional learning settings
  - ❖ Inviting participation



Our MDP fosters development of practical insights and skills required to meet industry demands. All programmes are curated to inculcate fresh thinking, re-training, knowledge enhancement and strategic development. We have a pool of outstanding faculty who have rich industry and academic experience and also professionals from the corporate companies who facilitate the sessions. ”

### DR. SMITA JAPE

Associate Professor and MDP Head

PhD (Financial Management), M.Com., M.Phil. (financial, cost accounting), MBA (Finance), Foundation Course of ICAI (3 years)

# New goals need new directions and new strategies...

## BRIMS Management Consultancy



**Bespoke  
service**



**Agile ideas**



**Long-term  
partnership**

We are a constantly growing and evolving team of experts who become your partners in your business and help you rediscover your firm's true potential and spot new, previously unimaginable opportunities. This consultancy is designed around your business's specific needs, whether it is a one-off project, adhoc advice and assistance, or regular visits.

**We offer a wide range of consulting services and solutions to organizations in various industries. Our core competence lies in our ability to help small and medium sized businesses maximize revenue, generate growth and develop a sustainable competitive edge through our individualized solutions.**

**We are experts in broad categories such as:**

- Market and industry research/analysis
- Sales Process Improvement
- Process Design
- Project Management (Non-IT)
- Materials Management
- Quality Process Management
- Business Strategy Development – Formulation & Implementation

## **Our Value**

Our clients are our partners and we do not just leave the client with a book of recommendations. We are committed to helping our clients make distinctive and substantial improvements in their performance, identify the breakthrough opportunities for growth, create a competitive edge and maximize their revenue, profitability and shareholder value. We believe in partnerships.

## **Our Objective**

We have simple objectives – customized, reliable and bespoke service

## **Our Promise**

That we shall stay committed to our approach, maintain transparency and stay with you as a partner.

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**We believe that sustainable success can be achieved through long-term business planning and creative problem-solving, and that by bringing these together diligently, consistently and most importantly, valiantly, businesses can create a path for success...**

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**Vidya Prasarak Mandal's**  
**Dr. V. N. Bedekar Institute of Management Studies**

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