

**Outreach Management Programs/Workshop sessions for Top Management
for Top Leaders: CEOs, COOs and Business-Heads**

Serial No.	Topic Description
1	Corporate Planning and Strategic framework for corporate performance measurement and Value-enhancement & Branding
2	Management Strategies for an effective CEO - Leadership wisdom, investing in people, balancing the risks, thought-leadership, strategic vision and managing the operational constraints
3	Designing successful international 'Go To Market' Business Strategies
4	Challenges in Supply Chain Management and applying right metrics to manage supply chain effectiveness in complex consortium-programs
5	Conceptual foundations of Balanced Score Card – Strategic Vision and Performance Measurement
6	Applying Theory of Constraints and Critical Chains to ensure effective Project/Program Management – Moving away from conventional wisdom
7	Employee management and Leadership in workplace for throughput maximization and achieving 'much more with much less'
8	Significance of “R” in SWORT: Importance of 'Risk Management' in any New Business Initiative : Risk assessment, Risk mitigation and Risk compensation approaches
9	Robust strategies in R & D to ensure effective 'Time-to-Production' and product-building
10	Enterprise Resource Planning – Operational solutions for business practices ; maintaining own industry-house to support the customers better
11	Mastering the bidding process for Govt/defence contracts from 'Tender to Submission' towards improving the opportunities to secure the bids
12	Challenges in Program/Project Management, usual pitfalls and remedies
13	Optimal Production Strategies – Aggregate planning, master production schedules & production methodologies with a view to ensure delivery-enhancement
14	Product realisation strategies - Design, development, procedures, standards, reviews, documents, outputs and 'Go to Market' scenarios
15	Quality Management Systems - Move to Next Practices from Best practices – Enhancing the prospects of first time success on zero defects
16	Marketing, Customer Relationship Management and Business Communication with emphasis on Customer-focus, Customer satisfaction, Customer delight, Customer-loyalty and customer retention
17	Challenges and opportunities in Defence, aerospace and homeland security – Addressable markets, demand potential, success-avenues
18	Strategic significance of collaborative business models for 'Go to Market' scenarios in quick time - Defence, Aerospace and Homeland Security
19	Futuristic Outlook for the Indian Defence Procurement Landscape for 2013 & Beyond ; Some facts, figures and scope for strategic business lines
20	An overview on Indian shipbuilding industry with specific emphasis on success-methodologies through PLM concepts for strategic business in shipbuilding