

## FEE STRUCTURE:

NGO/ Corporates per Delegate :	Rs. 4000/- + GST @ 18%
Academics :	Rs. 2000/- + GST @ 18%
Mode of Payment :	Cheque / DD / NEFT
Early Bird Offer :	Discount of Rs.1000/- for NGO's and Rs.500/- for Academics

## BANK DETAILS:

**Beneficiary** XAVIER INSTITUTE OF MANAGEMENT & ENTREPRENEURSHIP

**Bank Name** SOUTH INDIAN BANK

**Branch** KORAMANGALA BRANCH

**Account No** 0416053000000201

**IFSC Code** SIBL0000416

## ACCOMMODATION:

A limited amount of accommodation is available on first come first serve basis.

- Rs 1000/- for Twin Sharing per day per head
- Rs 1800/- for Single occupancy per day per head.
- GST @ 18% is applicable.

Mode of Payment: Cheque / DD / NEFT

## ABOUT XIME:

XIME is one of the top B-Schools of India, with an excellent campus in Bangalore. It was founded in 1991 by a group of academicians headed by Prof. J. Philip, who is a former Director of IIM-Bangalore and a former Dean of XLRI. XIME's flagship programme is its two-year PGDM. XIME has a strong B-Schools network with some of the leading institutions in France, Germany, Italy, the U.S., Brazil, China, Russia and South Africa.

## FOR REGISTRATIONS PLEASE MAIL TO:

sangeetha@xime.org ; mdpblr@xime.org

**For any further details, please contact**

**Dr. D. Sangeetha**, Programme Coordinator, **Mobile:** 9445910186

**S.Subbulakshmi**, MDP Coordinatoer, **Mobile:** 9845082172

**XAVIER INSTITUTE OF MANAGEMENT AND ENTREPRENEURSHIP, BANGALORE**

**Tel: 080-28528597 / 98, Email:xime@xime.org, Website: www.xime.org**

**XIME** •Bangalore  
•Chennai  
•Kochi  
Shaping Future Leaders



Do things for people not because of who they are,  
what they do in return, but because of who you are.

*Herold S. Kushner*

# Management Development Programme on

# Leadership Development for NGOs

13<sup>th</sup> - 15<sup>th</sup> December 2018

**Xavier Institute of Management  
& Entrepreneurship**

In over the last 20 years, XIME has been organizing Management Development Programs (MDPs) to build effectiveness of NGOs/ Not for Profit organizations and has supported over 300 of them across the country. XIME believes that by combing the passion of NGOs with a professional management approach, NGOs will be able to achieve meaningful progress and contribute towards the development of the country.

## ABOUT THE PROGRAM

The role of Non- Government Organisations (NGO's) in supplementing government actions for social development assume greater importance in India today considering the scale of the development task. Substantial Domestic and International resources in terms of funds and human capital are being committed to projects in rural and urban locations across India. This program addresses the areas of concern for NGO's and will help the participants address these effectively.

## PROGRAM OBJECTIVES

- To help the participants manage social development projects effectively.
- To enable NGOs to engage their human capital and utilize their financial resources effectively for growth.
- To understand the regulatory framework and compliance issues.
- To create a fundraising plan.

## AREAS OF FOCUS

- Sustainable Business Models for NGOs
- Fundraising Issues – Project Proposal Writing, Donor Agencies and Marketing Tools for Fund Raising
- Strategic Challenges for NGO's
- Effective Leadership and Growth of NGO's

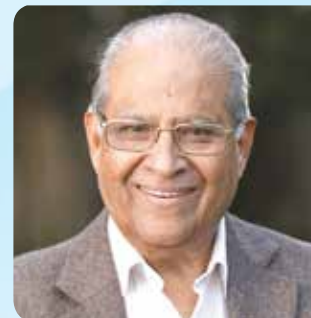
## PEDAGOGY

Facilitative discussions, group work, individual assignments/ guidance

## PARTICIPANTS PROFILE

- Senior and mid-level managers of NGOs and Voluntary Organisations
- Project and Finance staff of Not for Profit organizations
- Faculty and researchers working in the social sector
- NGO consultants
- Students / young professionals aspiring to pursue a career in the social sector

## KEY RESOURCE PERSONS



**Prof. J. Philip:** He founded XIME in 1991 and is the current Chairman of XIME, Bangalore. Educated at XLRI, Jamshedpur and Harvard Business School, USA, Prof. Philip has a rich blend of experience in management, both in public and private sectors, with special focus in human resources development. He was one of the founders of the MBA programme of XLRI, and was the first non-Jesuit Dean of XLRI at the age of 34. He served as Vice President – Global (Human Resources) at Oberoi Hotels Group. Prof Philip had made considerable impact in management education field as the Director of Indian Institute of Management, Bangalore (IIMB), the Founder President of the Association of Indian Institute of Management Schools (AIMS) – the National Association of all top Business Schools of India, and as the Founder President of the Association of BRICS Business Schools (ABBS).



**Mr. Platosan Samarasam:** Managing Director, ZUWA Organics Farms Pvt Ltd., Platosan Samarasam was Managing Trustee and Project Acquisition Director of Asia Society for Social Improvement and Sustainable Transformation (ASSIST) an international Non-profit organisation with presence in over 10 countries in Asia and parts of Africa. He started as a Project Manager before quickly rising to head the Philippines Operations in ASSIST. He underwent a training on proposal development in the European Commission, Brussels (2009) and subsequently in the Philippines. Backed by formal training and structured logical framework approach, he raised funds of Rs.100 Crores from international donor organisation including European Union, UNIDO, UNEP, KFW, GIZ, IFC, and DEG. He was later deputed to India to start the Indian office and manage the interest of the organisation in South Asia.

## VENUE:

XIME Campus, Electronics City Phase-2, Bangalore

## DATES:

13, 14 December 2018 (9 AM to 5 PM)

And 15 December 2018 (9 AM to 2 PM)