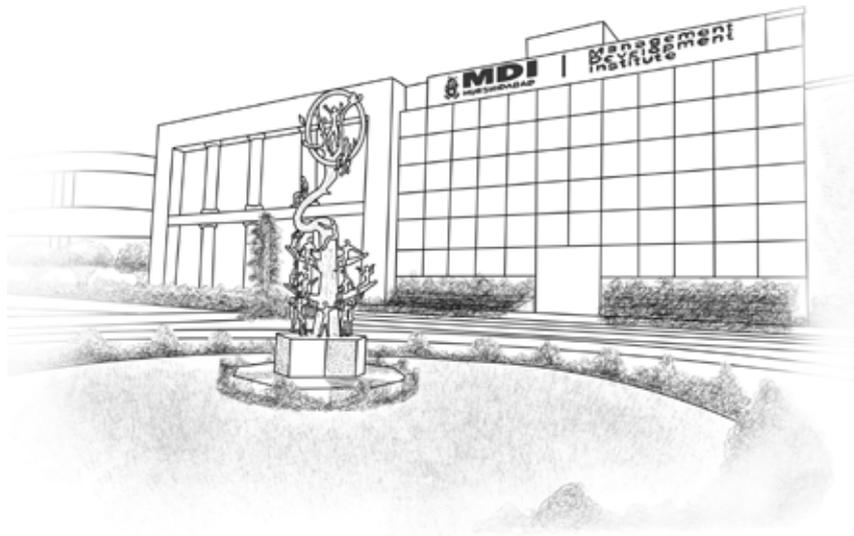


# MANAGEMENT DEVELOPMENT INSTITUTE MURSHIDABAD

## MANAGEMENT DEVELOPMENT PROGRAMME STRATEGIC SOURCING AND SUPPLIER MANAGEMENT

 9-11 FEBRUARY, 2026 (MON-WED)



### Course Objectives

sourcing" has been just another word for procurement; now, sourcing is being considered as a corporate function, which is core. In an organization that is more into a business, most of the value is brought in from outside the organization. In such a case, sourcing becomes critical. Apart from a direct impact on cost, it has a long-term effect on the organization's growth. In such cases, the sourcing function must be strategically aligned with the organization's strategy. Functions such as supplier selection strategy, supplier relationship, etc., have become very important.

Takeaways from the program

1. Aliening sourcing functions in the organization's strategy.
2. Strategic process for supplier /vendor selection.
3. Strategizing the negotiation process.
4. Understanding the process of supplier relationships.
5. Tackling challenges in implementing sustainable practices in sourcing

### Program Contents

- Supply Chain and sourcing an overview
- Sourcing as a strategic function
- Spend analysis
- Supplier selection

- Supplier Relationship Management and Supplier Development
- Sourcing Diversity
- Performance Measurement

### Who Should Attend?

Executives in Supply Chain Management and other functions

### Method of Delivery

An appropriate mix of lectures, video, and case studies will be used for delivery.

### Faculty

The faculty will comprise the MDIM core faculty

### Registration & Fees

Participants should be nominated by their organizations. The enclosed nomination form should be completed and returned with all the details. The fee of the program is **Rs. 10,000/day /participant+ GST** which includes a professional fee and all charges for lodging and boarding and supply of course materials. GST as applicable will be charged extra in addition to the programme fee. Payment should be made by Cheque/ NEFT/RTGS.

The program fees can be paid through bank transfer as per the bank details given below:

Account Name: **Management Development Institute Society**  
Bank Name: **ICICI Bank**  
Account Number: **201505024814**  
IFSC Code : **ICIC0002015**  
Branch Name: **Jangipur**  
(Please share the transaction details for verification purposes after making payment)



## Venue & Duration

The programme is scheduled during **9<sup>th</sup> – 11<sup>th</sup> February 2026 (Mon- Wed)** on a residential basis at MDIM Campus, Kulori, P.O.-Uttar Ramna, P.S.– Raghunathganj, Dist.-Murshidabad, West Bengal, PIN-742235, India. Accommodation for participants would be available at MDIM Campus from the noon of **8<sup>th</sup> February 2026** to the forenoon of **12<sup>th</sup> February 2026**



## Enquiry

For any Additional information/enquiry, please write to:

**Department of Continuing Education**  
**Management Development Institute Murshidabad**  
Kulori, P.O.-Uttar Ramna, P.S. - Raghunathganj  
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Email: ce@mdim.ac.in



## Programme Director(s)



**Dr. Sunil Giri**  
**Associate Professor (Operations), MDI Murshidabad**

Dr. Giri is B.Tech (Electrical Engineering) MBA and PhD in Supply Chain Management. He has handled various position like Director, School of Business, Member Academic Council, Chairman

Board of Studies (SOB), Chairman MDP & Consulting (COM) at SMVD University. He is associated with various Universities in various capacities. He is having 20 years of rich experience in management teaching, training & consulting and research. His research interest is Sustainable Supply Chain, QR Logistics, Humanitarian Logistics, Supply Chain visibility, Lean manufacturing, Quality Management. He has taken training session in campus and in company MDP's conducted for executives/officers of various organizations like SAIL(CMO),

Berger Paints, Cedilla Pharmaceuticals, Hindustan Co-Co Cola, Lupin, LIC, WBPSO officer's, GSI, Intex, Waterhealth, United phosphorous, Sarveshwar Overseas, Indian Forest Service (IFS) Officers to list a few. He has taken up various Projects and consulting to Intex Technologies, BPRD, AICTE, JKSERC. He has guided various Ph.D Scholars and had in his name publications in national and international Journals.



**Dr. Pinku Paul**  
**Associate Professor (Finance), MDI Murshidabad**

Dr. Pinku Paul is MBA, M.Com, PhD. in Business Administration and UGC NET qualified. She has over 17 years of experience in teaching and research. She is a life Member of the Indian Accounting

Association and a member of the American Finance Association. Her research interest lies in corporate finance, investment analysis, behavioural finance, banking, and insurance industry. She teaches subjects like Corporate Finance, Managerial Accounting, Cost Accounting, Investment Analysis, and Portfolio Management. She has authored several papers, which have been published, in national and international journals of repute. She has authored case studies in Ivey publishing, Sage, and many more. She has been awarded as Best Professor in Financial Management in 2015 during 23rd Business School Affaire & Dewang Mehta National Education Awards. She has also worked as Management Trainer in the World Bank Second India Development Marketplace (IDM) 2007 project. She has conducted and is an active trainer for various MDPs in Finance area.



**Dr. Neeraj Singhal**  
**Assistant Professor (Strategy), MDI Murshidabad**

Dr Singhal has more than 20 years' rich experience in industry as well as academia. He holds Phd from FMS, Gurukula Kangri University Haridwar and MBA (International Business) from MJP Rohillkhand Univeristy

Bareilly. He worked with Apeejay School of Management, New Delhi as Associate Professor for more than 13 years, prior to that he worked with Gurukula Kangri University Haridwar and Galgotia Institute of Management & Technology, Greater Noida. He is also an alumnus of IIMA and IIMI.

He has contributed research papers in international and national journal of repute published from Sage, Springer, Elsevier indexed in ABDC/Scopus etc. He has attended specialized strategic management programs initiated by Strategic Management Forum of India (SMFI) at IIMK, IIML, MDI, and IIFT. He taught courses related to international business, business strategy, export import documentation, and international business strategy. He has developed module on green business, global climate change and business. He is also associated with many universities and institutions for academic work such as Doctoral supervision, evaluation, paper setting, curriculum review, accreditation workshop etc.

Dr. Singhal conducted training programs and consultancy on Growth Strategies, Crafting Strategies for profit and not for profit organizations, Export import procedures and documentation, doing business in India, etc.



## About MDI Murshidabad

Management Development Institute (MDI) was set up as an autonomous body in 1972. With an intention to impart management education, nurture local talent, and groom them to become global Leaders, Management Development Institute (MDI), launched its second campus in Murshidabad in the year 2014. The foundation stone was laid on the 31<sup>st</sup> of October 2010 at Jangipur, Murshidabad, West Bengal by the then Honorable Union Minister of Finance, Govt. of India, Shri Pranab Mukherjee. In 2014, MDI Murshidabad (MDIM) launched its Post Graduate Diploma in Management (PGDM). It was commemorated in the presence of the then honorable President of India Shri Pranab Mukherjee, by an inspiring address by him to our first batch of PGDM students on the 24<sup>th</sup> of August, 2014. This was followed by a deliberation made by Shri Arun Jaitley, then Hon'ble Minister of Finance, Defence & Corporate Affairs, Govt. of India. PGDM offered by MDIM is recognized and accredited by the All-India Council for Technical Education (AICTE), New Delhi, National Board of Accreditation (NBA). PGDM course is also recognised as equivalent to MBA by AIU for a period of three years (01.07.2024 to 30.6.2027). The Murshidabad campus is a part of MDI's vision to nurture and promote local talent and enterprise. The campus of MDI Murshidabad is in the central part of the State of West Bengal, India. MDIM prides itself in not only providing management Education but also developing ethical corporate citizens for tomorrow's India.

MDI Murshidabad continues to uphold its commitment to excellence in management education, as evidenced by its consistent IIRF rankings. This year MDI Murshidabad has secured the **prestigious position of State Rank 1 among the Best B-Schools (Private) for PGDM General** and has also secured the **prestigious position of Zone Rank 3 for the overall category.**

## Management Development Programme (MDP)

MDI Murshidabad has been conducting Training Programmes of strategic intent since inception. In this regard our MDPs not only aim at acquiring and upgrading knowledge and competencies in generic areas but also assist in specific areas to thrive in the competitive world of business. Our fundamental programmes revolve around leadership, Change Management, Managerial Effectiveness, Sales Excellence, Service Excellence, Sales & Distribution Management, How to build a Strong Brand. Cost Management, as well as emerging issues like AI&ML, Business Analytics, HR Analytics, Digital Marketing, and Data Science. MDIM is committed to impart quality management education. It understands the requirements of the modern business organizations and offers need-based customized MDPs to meet the organizations' excellence. To do so, the pedagogy adopted across the MDPs is based upon experiential learning exercises that believe in learning while doing. We are also conducting open MDPs for several valued clients who herald from various sectors. Such MDPs have been developing the holistic perspectives of the clients to resolve any given issues through cross-pollination of ideas.

Certificate of Participation shall be provided after the completion of the Course.



## CAMPUS DETAILS



Campus Address:  
Management Development Institute Murshidabad  
Kulori, P.O.-Uttar Ramna, P.S. - Raghunathganj  
Dist. Murshidabad, West Bengal, PIN-742235  
Contact Details: +91 9674727164/ +91 9674757164 (Extn: 127/183)  
Visit: [www.mdim.ac.in](http://www.mdim.ac.in), e-mail: [ce@mdim.ac.in](mailto:ce@mdim.ac.in)