



asci
Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA

Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

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Dr. Avik Sinha
Dr. Sutanuka Devroy
Programme Directors

23 April, 2018

Dear Sir / Madam,

Programme on **Assessment and Monitoring of Business Performance**

(July 04-06, 2018)

Assessment and Monitoring of Business Performance through Business Performance Indicators can add significant value to decision making in several areas including project management, risk management, performance monitoring, business forecasting, sustainability assessment, impact assessment, and business valuation, among others.

ASCI's 3-day programme on *Assessment and Monitoring of Business Performance* provides knowledge, perspectives and insights on creating value by analyzing various interactive facades of business domains, and bringing out various aspects of business performance through formulating business performance indicators. By means of examples, case studies, and discussion in groups, participants will learn how organizations assess and monitor business performance effectively.

This programme will equip participants to recognize the opportunities and initiate and take forward Advanced Business Analysis initiatives for their organizations. The enclosed brochure provides details about the programme.

We invite you to nominate your executives/officers belonging to senior and middle management levels, managers handling cross functional teams, economists, and analysts.

Please do reach us for any further information/clarifications (e-mail: avik.sinha@asci.org.in; sdevroy@asci.org.in).

We thank you and look forward to hearing from you.

With regards,

Yours sincerely,

Avik Sinha

Sutanuka Devroy

Encl : Brochure and Nomination Form



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Programme on

Assessment and Monitoring of Business Performance

July 04–06, 2018



Administrative Staff College of India

THE PROGRAMME

Volatility is an integral part of any business. The numerous internal and external factors those drive business performance, add to the volatility, and it is this uncertainty that organizations strive to manage in business. The programme on *Assessment and Monitoring of Business Performance* addresses this organizational objective.

To manage business in a holistic manner, organizations should implement business performance indicators. Monitoring these indicators will demonstrate the performance of the business. However, existing performance indicators, like Balanced Scorecard and KPI can encompass only the visible internal factors. Aon Hewitt and IBM Business Consulting Services state that the existing business performance indicators are inconclusive in terms of achieving their intended objectives.

In such a scenario, a new business performance indicator needs to be designed, and this indicator must include the external factors, social objectives, and all the domains of management into consideration. Regular monitoring of this indicator will have two objectives: (a) an effective assessment of business performance, and (b) forecasting of any unforeseen challenge.

This 3-day programme launched by the Administrative Staff College of India seeks to assess the performance and sustainability of organizations by building business performance indicators. These indicators will comprise the various domains of management (Finance, Marketing, Human Resources, Strategy, Operations, and IT), as well as, the three pillars of sustainability (Economic, Ecologic and Societal). The programme will enable the participants to understand the interactions between the business domains, and how these interactions will lead to the rise or fall in business performance. Therefore, the participants will essentially develop an understanding of the assessment and monitoring process through these indicators.

OBJECTIVE

- ◆ Ensure business performance and sustainability of any organization

- ◆ Gain exposure on internal and external business performance drivers and how they interact with business domains
- ◆ Explore different business performance indicators for various kinds of organizations and how to monitor them

PROGRAMME THEMES

- ◆ Overview of different business domains
- ◆ Analyzing social, economic, political, and technological environment for any business
- ◆ Different forms of organization and assessment of their performance
- ◆ Identification and classification of various business performance indicators
- ◆ Formulation of business performance indicators
- ◆ Assessment and Monitoring of business performance through the business performance indicators
- ◆ Relationship between sustainability and business performance indicators

WHO CAN PARTICIPATE

This programme will be appropriate for Middle-level and Senior executives with the government, public, and private sector enterprises, leaders and managers heading cross functional teams, economists, analysts, and entrepreneurs.

Organizational sponsorship is essential

VENUE

ASCI provides a unique learning environment in the form of comfortable classrooms, well equipped library and computer center, comfortable single occupancy, air conditioned accommodation and beautiful green campus. However, the College does not provide accommodation for the family. Transport between Airport / Railway Station and venue will be arranged by the college. The college is WiFi enabled in comprehensive way.

DURATION

The programme duration is from **July 04 - 06, 2018**. The participants are expected to arrive a day before the commencement and may leave after the conclusion of the programme.

PROGRAMME FEE

Rs. 34,000/- (US \$690 for foreigners) plus GST as applicable, presently 18% per participant. The fee covers tuition, board and lodging, courseware (in electronic form) and other facilities of the College including internet usage.

Non-Residential Fee: Rs.28,000/- plus GST as applicable, presently 18% per participant. The fee covers tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

A discount of 10% on the Programme fee for three or more participants from the same organisation will be given, provided the payment is credited in to our Bank account before **July 03, 2018**.

Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code (Prg/2018-19/1/7) to income@asci.org.in for confirmation.

For Indian Participants :

Bank Account Number 62090698675
Beneficiary Name Administrative Staff College of India
IFS Code SBIN0020063
Bank Name State Bank of India
Branch Address Bellavista Branch,
Raj Bhavan Road
Somajiguda, Hyderabad – 500 082

For Foreign Participants:

Bank Account Number 62090698960
Beneficiary Name Administrative Staff College of India
Swift Code SBININBBH04
Bank Name State Bank of India,
Branch Address Bellavista Branch, Rajbhavan Road,
Hyderabad – 500 082.
Nostro A/c No. 6550992180
(Optional)

MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The Sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date for receiving nominations is **June 27, 2018**. Kindly contact Programmes Officer for further details while sending nominations (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

June 28, 2018. Any withdrawals after this date would entail forfeiture of fee paid, if any.

ASCI ALUMNI ASSOCIATION

Participants of College programmes will automatically become members of ASCI Alumni Association.

CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme.

Programme Directors

Dr. Avik Sinha
avik.sinha@asci.org.in

Dr. Sutanuka Dev Roy
sdevroy@asci.org.in

ASCI Management Development Programmes for 2018-19

MANAGEMENT DEVELOPMENT PROGRAMMES

General Management Programme for Senior Executives – SEC - 131	16-Jul-2018	10-Aug-2018
Advanced Management Programme	30-Jul-2018	10-Aug-2018
Building Competencies for Leading Strategic Change (Study Tour to EU)	09-Sep-2018	23-Sep-2018
Programme for Young Managers	26-Nov-2018	30-Nov-2018
MDP for Women Executives	03-Dec-2018	07-Dec-2018
General Management Programme for Senior Executives – SEC - 132	07-Jan-2019	01-Feb-2019

BUSINESS COMMUNICATION

Leadership through Self-Discovery	25-Jul-18	27-Jul-18
Individual Excellence for Organizational Effectiveness	26-Nov-18	30-Nov-18
Leadership Skills Development	17-Dec-18	21-Dec-18
Communication Skills for Managers	21-Jan-19	25-Jan-19
Managing Creativity & Innovation	04-Mar-19	06-Mar-19

ECONOMICS

Assessment and Monitoring of Business Performance	04-Jul-18	06-Jul-18
Creating Development Roadmap for India through Sustainable Development Goals: Vision 2030	05-Sep-18	07-Sep-18
Financial Systems, Management and Accountability in Government	26-Nov-2018	30-Nov-2018

ENERGY

Regulating Electricity Tariffs and Related Issues	17-Sep-18	21-Sep-18
Smart Grid Technology and its Application in Power Sector	10-Dec-18	12-Dec-18
Renewable Energy Regulation	21-Jan-19	23-Jan-19

ENVIRONMENT

Design and Operational Aspects of Sewage and Faecal Waste Treatment Plant-STP & FSTP	07-May-18	09-May-18
Environmental Impact Assessment for Projects	11-Jun-18	13-Jun-18
SDGs and Climate Change: Opportunities and Challenges of Adaptation and Mitigation	03-Dec-18	05-Dec-18
Climate Change Adaptation and Disaster Risk Reduction	04-Feb-19	06-Feb-19

FINANCE

Infrastructure Financing	19-Nov-18	23-Nov-18
Finance for Non-Finance Executives	10-Dec-18	12-Dec-18
Strategies for Cost Leadership	23-Jan-19	25-Jan-19
Enterprise Risk Management	04-Feb-19	08-Feb-19
Advanced Financial Management	11-Feb-19	13-Feb-19

HEALTH CARE MANAGEMENT

Certificate Course in Health Care Quality in AYUSH Hospitals	27-Jun-18	29-Jun-18
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HUMAN RESOURCE DEVELOPMENT

Managing Recruitment, Selection and Induction	07-May-18	09-May-18
Educational Leadership for Senior Officials of Universities/Educational Institutions	06-Jun-18	08-Jun-18
HR Analytics	11-Jun-18	13-Jun-18
Ethics and Values in Administration	20-Jun-18	22-Jun-18
Enhancing Managerial Effectiveness	23-Jul-18	25-Jul-18
HR Audit and Analytics	03-Sep-18	05-Sep-18
Personal Effectiveness	17-Sep-18	19-Sep-18
Enhancing Skills of Young Women Professionals	24-Sep-18	28-Sep-18
Leading with Emotional Intelligence	22-Oct-18	26-Oct-18
Effective Trade Union Management	05-Nov-18	09-Nov-18
Best Practices and Innovation in Health Care Delivery	14-Nov-18	16-Nov-18
Improving Work Culture	19-Nov-18	21-Nov-18
Conflict Management and Negotiation Skills	10-Dec-18	12-Dec-18
Leadership Engagement and Development	10-Dec-18	14-Dec-18
Team Dynamics: Activity Based Approach	17-Dec-18	21-Dec-18
Ensuring Health Care Quality: Risk Management and Innovation	16-Jan-19	18-Jan-19
Building and Leading Effective Teams	04-Feb-19	08-Feb-19
Positive Organizational Behaviour	04-Feb-19	06-Feb-19
Decision Making for Effective Leadership	18-Feb-19	20-Feb-19
Enhancing Interpersonal Effectiveness through Transactional Analysis	18-Feb-19	20-Feb-19

Strategic Human Resource Management with International Study Tour	11-Mar-19	23-Mar-19
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INFORMATION TECHNOLOGY

e-Procurement	25-Jun-18	27-Jun-18
e-Learning and Digital Education	24-Sep-18	26-Sep-18
Leveraging Big Data and Analytics	19-Dec-18	21-Dec-18

INFRASTRUCTURE DEVELOPMENT

Housing for All: Attaining the National Agenda	21-Jun-18	23-Jun-18
Urban Infrastructure Project Preparation and Management	27-Sep-18	29-Sep-18
Urban Infrastructure Project Preparation and Management	07-Feb-19	09-Feb-19

INNOVATION AND TECHNOLOGY

Research Excellence in Organizations	08-Aug-18	10-Aug-18
Strategic R & D Management	10-Dec-18	12-Dec-18

LAND ACQUISITION, RESETTLEMENT AND REHABILITATION

Land Acquisition: Addressing Implementation Issues in Social Impact Assessment & Recognition of Forest Rights	09-Apr-18	13-Apr-18
ASCI-NRCR Joint Certificate Course on Improved Management of Land Acquisition, Resettlement and Rehabilitation	16-Apr-18	29-Apr-18
High Impact CSR-Need Identification to Impact Evaluation	09-Jul-18	13-Jul-18
Effective Land Acquisition, Resettlement and Rehabilitation	24-Sep-18	28-Sep-18
Index-based Crop Insurance-Concepts, Design and Implementation	17-Dec-18	19-Dec-18

MARKETING

Customer Centric Brand Management	04-Oct-18	06-Oct-18
High Impact Sales Management	10-Dec-18	14-Dec-18
Creating Social Value Through Corporate Social Responsibility	21-Jan-19	23-Jan-19

OPERATIONS

Procurement Procedures for The World Bank Aided Projects	16-Jul-18	27-Jul-18
Inventory Management	30-Jul-18	01-Aug-18
Project and Contract Management	24-Sep-18	28-Sep-18
Procurement Procedures for The World Bank Aided Projects	19-Nov-18	30-Nov-18
Materials and Supply Chain Management	03-Dec-18	07-Dec-18
Project and Contract Management	07-Jan-19	11-Jan-19
Procurement Procedures for The World Bank Aided Projects	11-Feb-19	22-Feb-19

PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Sustainable Development Goals and Good Governance	25-Mar-19	29-Mar-19
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POVERTY STUDIES AND RURAL DEVELOPMENT

Capacity Building Programme on Rural Industrial Development and Entrepreneurship	07-Jan-19	11-Jan-19
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STRATEGIC MANAGEMENT

Developing Strategic Mindset for Functional Managers	23-Jul-18	27-Jul-18
Creating Progressive Boards	17-Sep-18	19-Sep-18
Driving Performance through Transformational Leadership	18-Feb-19	22-Feb-19

URBAN GOVERNANCE

Integrated Municipal Waste to Resource Management	3-May-18	5-May-18
International Certification Programme – Change Management for Achieving Continuous Water supply for All in Urban Areas - (India, Jerusalem and Tel Aviv, Israel)	06-Jun-18	07-Jun-18
Creating and Managing Digital Presence	18-Jun-18	20-Jun-18
Water Sanitation and Hygiene in Schools	21-Jun-18	23-Jun-18
Towards Zero Waste- Decentralised Solid Waste Management	28-Jun-18	30-Jun-18
Non-Revenue Water and Water Loss Control Management: Smart.Solution for Indian Cities	09-Jul-18	11-Jul-18
Public Private Partnership in Urban Infrastructure and Service Delivery	09-Aug-18	11-Aug-18
Infrastructure Planning and Implementation for Smart Cities	19-Sep-18	21-Sep-18
Change Management for Achieving Continuous Water Supply (24/7) For All In Urban Areas	29-Nov-18	01-Dec-18
Faecal Sludge Septage Management	21-Jan-19	23-Jan-19
Towards Universal Sanitation in Urban Areas	04-Feb-19	06-Feb-19



Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,
Hyderabad - 500 082, India.

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Delhi Campus

C-24, Institutional Area
South of IIT, Behind Qutub Hotel
New Delhi-110 016.

Tel: 011–26962204, 26961750, 26961850

www.asci.org.in

Nomination Form

Programme on

Assessment and Monitoring of Business Performance

(July 04-06, 2018)

Nominee's Contact Information :

Name (Mr/Ms) :	_____	Date of Birth :	_____
Designation :	_____	Qualification :	_____
Organisation :	_____		
Address :	_____		
Phone(s) :	(Off) : _____	(Mobile) :	_____
		Home :	_____
e-mail :	_____	Fax :	_____

Sponsor's Details

Name of the Sponsoring Authority _____	Designation _____
Organisation :	_____
GSTIN :	_____
Address :	_____
	Pincode : _____
Phone(s) :	(Off) : _____
	(Mobile) : _____
e-mail :	_____
	Fax : _____

Fee Particulars

Amount Payable :	_____	Mode of Payment (DD/Chq/NEFT) :	_____
Name of the Bank :	_____	Date of Instrument/Transfer :	_____
Instrument Number :	_____	UTR Number for NEFT :	_____

Medical Insurance

Name of the Insurance Agency	Policy Number	Validity upto

Note : Coverage should be available in Hyderabad, India

Signature and Official Seal of the Sponsoring Authority :