



**Institute of
Management Technology**
Ghaziabad, Delhi NCR



MARKETING FOR FAST-TRACK MANAGERS

About Us

Established in 1980, IMT Ghaziabad is a premier AACSB-accredited management institute in India, known for its strong emphasis on Innovation, Execution, and Social Responsibility in leadership development. Consistently ranked among the top business schools in the country, IMT boasts of a robust alumni network with over 1,000 C-suite leaders across global organizations. The Executive Education (ExEd) arm actively collaborates with industry, government, and the social sector to design and deliver customized programs rooted in sector-specific research and future-ready learning, ensuring maximum relevance and impact.

Program Context

The heart of any business is demand generation. The responsibility for creating sustained long-term demand for the firm's brands traditionally rests with Marketing. This team creates the brand strategy and develops advertising, promotions, etc. that generate demand for the company.

While an executive in another function may not work directly on Marketing, a good understanding of Marketing becomes an essential skill as the executive progressively takes on senior roles in an organization. At middle and senior levels, it is critical for all managers to have a solid understanding of Marketing.

This workshop is meant to equip managers from all functions with the fundamental knowledge and tools needed to understand how Marketing works. At the end of this workshop, a manager will be able to not just understand how the Marketing function operates, but also be able to assess and give valuable inputs that can help shape and strengthen Marketing programs and make them more effective.

Learning Objectives



- Understand what Marketing does and why it is important
- Become familiar with core Marketing processes that create and maintain strong brands over time
- Learn why critical brand decisions need to be based on the Voice of the Customer and how to generate strong insights based on this
- How to monitor brand performance and fine-tune marketing programs based on consumer feedback

Program Content



This workshop style program will cover the following topics:

- Importance and role of Marketing for all functions
- Moving from data to information to insights as the basis of brand strategy

- Brand Positioning and Brand Equity
- Using Brand Elements to build Brand Equity
- Pricing for Profit
- New product development
- Marketing of services
- Developing Integrated Marketing Communication

Pedagogy



The workshop will be highly interactive and there will be lectures, group and individual assignments, case study-based problem solving and experience sharing.

Target Audience



The program is targeted at entry level to middle management non-Marketing executives who seek a formal understanding of the core Marketing concepts, principles and processes which will make them more consumer centric in their decision making irrespective of their primary functional responsibilities. Typically, it will appeal to say a Sales Manager who has never done a stint in Marketing or to an R&D team leader who wants to understand the nuances of brand success and how critical product decisions can be sharpened based on consumer insight. Finance executives who view the business through a P&L lens will come to appreciate the importance of sustained brand support and the myriad of media choices that are available to deliver the brand's positioning.

Program Directors



Prof. Jishnu Changkakoti

Faculty

Area: Marketing
Marketing

Prof. Changkakoti is a marketing professional with over 23 years of experience in companies such as Johnson & Johnson and Samsung across multiple countries around the world.

He is a graduate of NIT Calicut, IIM Calcutta, and of the Executive Program in Mastering Design Thinking from MIT Sloan School of

Management. In IMT Ghaziabad, Prof. Changkakoti teaches various courses in Marketing. In addition to his teaching duties, he is also a marketing consultant and trainer, and is a member of the consultant's panel for Stanford University's Seed program.

Administrative Details

Mode: Offline

Venue: IMT Ghaziabad (Institute of Management Technology, Raj Nagar, Ghaziabad-201001)

Note: On successful completion of the program, the participants will be awarded a Certificate of Participation from the Institute.

Management Development Program Office

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