



Management Development Program

AI Edge: Transforming Managerial Decision-Making

Register Now



SATURDAY

21st March 2026



TIME

10:00 AM to 4:30 PM



VENUE

**JIM Campus, Block A, Gate
 No 2, Shakti Khand IV,
 Indirapuram, Ghaziabad**

Management Development Program

AI Edge: Transforming Managerial Decision-Making

ABOUT THE MDP

In an era defined by rapid digital transformation, Artificial Intelligence (AI) has emerged as a critical enabler of effective managerial decision-making. Managers today are expected to interpret complex data, respond to uncertainty, and make timely decisions with strategic clarity.

The Management Development Program “**AI Edge: Transforming Managerial Decision-Making**” is designed to provide executives and managers with a structured understanding of AI, Generative AI, and AI-enabled business analytics. The program integrates conceptual frameworks with practical demonstrations and real-world applications, enabling participants to leverage AI tools for enhanced managerial effectiveness, strategic thinking, and data-driven decision-making.

WHY TO ATTEND

- To develop a foundational understanding of AI, Generative AI, and Prompt Engineering
- To familiarise participants with AI-enabled business analytics for managerial decisions
- To demonstrate practical AI tools relevant to business functions
- To promote ethical and responsible use of AI in organisational contexts
- To strengthen the analytical, strategic, and decision-making capabilities of managers

WHAT MAKES MDP DIFFERENT?

- Expert-led interactive sessions
- Live demonstrations of AI and analytics tools
- Hands-on illustrations and business cases
- Participant interaction, discussion, and Q&A

WHAT YOU WILL GAIN

At the end of the program, participants will be able to:

- Understand the role of AI and Generative AI in managerial decision-making
- Design effective prompts for business problem-solving and analysis
- Apply AI tools to support data-driven managerial decisions
- Interpret AI-generated insights across functional domains
- Make informed, ethical, and confident decisions in complex business environments

WHO IS THIS FOR?

- General Managers and Assistant General Managers
- Senior and Middle-Level Managers
- Functional Heads (Marketing, Finance, HR, Operations, IT)
- Business Analytics, BI, and Digital Transformation Professionals
- Strategy, Innovation, and Consulting Professionals

A CERTIFICATE OF COMPLETION WILL BE ISSUED TO ALL THE PARTICIPANTS



MODULE



SESSION 1:

10:00 AM-11:30 AM

Introduction to AI, Generative AI & Prompt Engineering

- Overview of AI, Machine Learning, and Business Analytics
- Introduction to Generative AI and Agentic AI
- Prompt engineering for managerial and business applications
- Ethics and responsible use of AI
- Demonstration of tools: ChatGPT, Claude, Microsoft Copilot, DALL-E

SESSION 2:

11:30 AM-1:00 PM

AI-Enabled Business Analytics and Decision-Making

- Foundations of business analytics in organizations
- Role of AI in forecasting, classification, and recommendation systems
- AI integration with BI and data visualization platforms
- Functional use cases in marketing, finance, HR, and operations

LUNCH - 1:00PM-2:00PM

SESSION 3

2:00 PM-3:00 PM

AI Tools for Managerial Insights

- Tableau and Power BI for AI-driven dashboards
- Microsoft Copilot for automated analysis and reporting
- Introduction to Python-based analytics for decision support
- Conversational analytics using Generative AI

SESSION 4

3:00 PM-4:00 PM

Practical Exercise and Case Discussion

- Solving a business problem using AI-enabled tools
- Case illustration on sales forecasting / customer analytics / market insights
- Best practices and challenges in AI-driven decision-making
- Interactive discussion and participant reflections

4:00 PM-4:30 PM

Valedictory Session

Register Now



Fee per participant
₹ 1,000/-

For more information, feel free to contact:

Prof Ajay Tripathi -9958222099 | Dr. Smita Agarwal - 9810217969



Message from the Director's Desk

At Jaipuria Institute of Management, we strongly believe that continuous learning is essential for sustained professional and institutional excellence. Our Management Development Programmes (MDPs) and Faculty Development Programmes (FDPs) are carefully curated to address emerging business challenges, academic advancements, and leadership imperatives. Through a blend of industry engagement, research-driven insights, and experiential learning, we aim to enhance managerial effectiveness and academic competence. We invite professionals and academicians to engage with Jaipuria's learning ecosystem and embark on a journey of knowledge enhancement, innovation, and lifelong growth.

PROF. (DR.) DAVIENDER NARANG

Director, Jaipuria Institute of Management, Ghaziabad

DETAILS OF THE RESOURCE PERSON:



Ajay Tripathi Professor

Prof. (Dr.) Ajay Tripathi is an experienced academic and management professional with extensive expertise in information systems, business analytics and technology-enabled decision-making. He has been actively involved in teaching, research, and executive training, with a strong focus on applying emerging technologies to managerial and organisational contexts.

His academic interests include information technology management, business analytics, digital transformation and strategic use of data for decision-making. He has contributed to research publications, faculty development programmes and Management Development Programmes and regularly engages with industry professionals through executive education and corporate training initiatives.



Dr. Smita Agarwal Associate Professor

Dr. Smita Agarwal is a seasoned academican, researcher, and management educator with over 23 years of rich experience spanning postgraduate teaching, research, and the software industry. She specializes in Artificial Intelligence, Generative AI, Machine Learning, Business Analytics, and Data Analytics, with a strong focus on technology-enabled managerial decision-making. She holds a Ph.D. in Computer Science and Applications and is UGC-NTA NET qualified. Dr. Agarwal has recently completed a certification in Applied Business Analytics from ISB, Hyderabad and has earlier contributed to executive education at NMIMS, Mumbai. With over 7.5 years of corporate experience across domains such as banking, telecom, insurance, and B2B systems, she brings valuable industry insights into the classroom. Her training approach emphasizes practical relevance, ethical AI adoption, and data-driven leadership, making her a sought-after resource person for executive development programs.

LEADERSHIP TEAM



Shri. Shishir Jaipuria
Chairman and Patron



Prof. (Dr.) Daviender Narang
Director
Jaipuria Institute of Management,
Ghaziabad

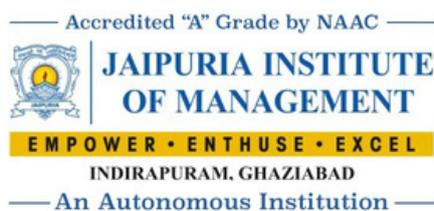


Prof. (Dr.) Ruby Bhatia
Professor & Dean of Academics
Jaipuria Institute of Management, Ghaziabad



Jaipuria Institute of Management, Ghaziabad, backed by the 80-year legacy of the Seth Anandram Jaipuria Education Society and guided by Shri Shishir Jaipuria, is a premier autonomous management institute in Northern India. It offers AICTE-approved MBA programmes in Business Administration, Business Analytics, and Banking and Financial Services, affiliated with Dr. A.P.J. Abdul Kalam Technical University, Lucknow.

With a strong focus on Management Development Programmes (MDPs) and industry-academia collaboration, the institute delivers executive education, industry-led training, and experiential learning. Committed to excellence, Jaipuria Institute of Management nurtures competent managers, leaders, and entrepreneurs through quality education, research, and knowledge dissemination.



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Knowledge Providers

