

IIM Raipur organizes management development program

*Under Executive Learning and
Development for Yes Bank*

Raipur, Jan 20: In its endeavour to make its contribution towards the promotion of excellence and capacity building of existing and future leaders, Indian Institute of Management Raipur has organized two days training program for Yes Bank Relationship Managers who came from different states on Jan 16th – 17.

Eighty-three participants have attended the Management Development Program across the states of Maharashtra, Uttar Pradesh, Kerala, Delhi, Madhya Pradesh, Rajasthan, Gujrat, Punjab, Karnataka, Telangana. Sessions on Ice Breaking, Customer Delight and Bringing New Customers, Advanced Wealth Management, Art of Communication and Influencing Skills, Advanced Relationship Management, Conflict and Negotiation Skills, Understanding People's Behaviour – Multi-Perspective Approach and Advanced Stakeholder Management were delivered. The program was very interactive, and it enabled Relationship managers to exchange notes building a community that could learn from each other even in the future.