

## Training Clients

An indicative list of AIMA's training clients:

### Private Sector Organisations

- Aditya Birla Group
- ICICI
- GMR Infrastructure Ltd
- EFS Facilities Services
- Mahindra & Mahindra Ltd
- Maruti Suzuki India Ltd
- SMS India
- UFLEX
- IL&FS Cluster Development Initiative Limited
- Delhi International Airport Private Limited
- Blue Dart
- DCM Shriram Ltd
- Hero MotoCorp
- Federal-Mogul Motorparts
- Tata Power DDL
- Nipro Glass India Pvt Ltd
- Sterlite Grid Ltd
- TATA AIA Life Insurance Co. Ltd

### Public Sector Enterprises

- ALIMCO
- HPCL
- IPGCL
- NHPC
- NTPC
- ONGC
- Engineers India Limited
- Indian Oil Corporation
- LIC
- NBCC (India) Ltd
- Numaligarh Refinery Ltd
- Pawan Hans Ltd

- RECPDCL
- THDC Limited
- State Bank of Patiala
- Jharkhand Bijli Vitran Nigam Ltd
- Rashtriya Chemical Fertilizers Ltd
- Delhi Metro Rail Corporation Ltd
- Nuclear Power Corporation of India Ltd
- West Bengal State Electricity Distribution Co. Ltd.

### Government of India, Organisations under Ministries

- Akansha - Ministry of Defence
- Centre for Development of Telematics (CDOT)
- Biotechnology Industry Research Assistance Council (BIRAC)
- JRHMS - Jharkhand Rural Health Mission Society, NRHM Dept of Health & Family Welfare, Government of Jharkhand

### Professional Bodies

- Association of Indian Universities (AIU)
- Institute of Chartered Accountants of India (ICAI)
- Institute of Company Secretaries of India (ICSI)

# SKILL DEVELOPMENT & TRAINING



## About AIMA

All India Management Association (AIMA), as the national apex body of management profession in the country is committed to enhancing the competence of management profession through its multifaceted activities. AIMA has a broad base of 66 Local Management Associations including two cooperating LMAs abroad, with a membership of over 30,000. AIMA is represented on the Boards of India's premier Business Institutions and also represented on Boards of Government bodies including the AICTE, National Board of Accreditation, National Productivity Council to name a few. In addition, AIMA brings to the Indian managers, the best management practices and techniques through numerous foreign collaborations with professional bodies and institutions.

AIMA was instrumental in the setting up of India's first Management & Entrepreneurship and Professional Skills Council (MEPSC) of which AIMA is the sole promoter.

### Contact Details:

Centre for Management Education  
All India Management Association 15, Link Road, Lajpat Nagar III, New Delhi-110024  
Ph.No.011-47673010, Email: dcme@aima.in, Website: www.aima.in

**AIMA**  
ALL INDIA MANAGEMENT ASSOCIATION

## Skill Development & Training

AIMA's Skill Development and Training services focuses on Employability Skills and Productivity Enhancement Skills and works towards bridging the competency gap and build a skilled workforce of professionals. The focus areas includes:

- Corporate Training - including In Company Trainings and Public Trainings
- Certification of Management Professionals
- Employability Enhancement Skills Programme
- Projects & Consultancy

### In Company Trainings

AIMA conducts need based, customized quality in-company training for client organisations. The training content, design and delivery methodology is designed as per the requirement and keeping the training objectives in client's mind. Trainings are provided at the doorstep of organisations, by sending expert trainers to locations of client's choice and these trainings are conducted as per the availability of the participants.

### Public Training Programmes

AIMA also conducts public trainings by identifying areas required by industry professionals to enhance their professional and behavioural skills.

### Certification of Management Professionals

- In the process of building skills and competencies across sectors, AIMA undertakes Skills and Competencies certification of professionals on specific skills for Specific Domains.

### AIMA Certified Trainer (ACT)

To recognize and certify Skills in the area of Training and to establish quality standard in training process, AIMA CSDT undertakes the responsibility of Assessment & Certification of Trainer Skills. 'AIMA Certified Trainer' (ACT) is recognition of competencies and skills acquired by an individual as a Trainer and is recognised and endorsed by NOCN, UK a leading British assessment and awarding organisation.

### Enhancing Employability

AIMA has designed and developed 'Employability Enhancement Skills Programme' for delivery through multi model delivery methods to students of professional institutions.

### Projects & Consultancy

AIMA undertakes consultancy and projects in the area of training and skill development. AIMA has an experience of working on such consultancy assignments with organisations like MEPSC, UKIERI and IAF.

## Strengths in Training

AIMA's role in the area of training and skill development has been prominent since its inception. AIMA has been offering learning and development services in various forms for last 60 years.

As a training institution AIMA has the following strengths:

- Nationwide presence and wide network of professionals as Members
- Access to experts across functions / disciplines / sectors from Industry / Academia
- Experienced / Reputed Trainers
- Close association with international / national organisations
- Contemporary training content
- Capacity to deliver for masses

▶ National Presence

▶ Experience Across Industry

▶ Wide Spectrum of Training

▶ Expert Trainer Pool

## Types of Training

AIMA offers knowledge, skill and attitude training clusters in various streams. AIMA's Training programmes are based on classification of training needs:

### Managerial Skills

These are basic managerial skills needed for all levels and job roles to be efficient.

### Behavioural Skills for different functional areas

These are specific behavioural skills needed for various functions in an organisation.

### Behavioural Skills for various levels of hierarchy

Staff at all levels enacts different roles. There is, however, a relative importance ascribed to the various roles given the ones position in the hierarchy. People at all levels, to varying degrees may require these skills.

## Wide Spectrum of Training

In terms of trainings conducted for various levels of organisations and vast range of topics, AIMA's spectrum is wide. AIMA has the training experience across various levels, from Union Leaders to Top Management Executives.



## Training Experience Across Industry

AIMA has training experience of across sectors, from small to large, from private to public sector organisations:

Private Sector Organisations

Public Sector Undertaking

Professional Bodies

Government of India, Organisations under Ministries

## Training Programmes Offered Includes\*

- Special Programmes for Women Professionals
- Management and Soft Skills for Technical People
- Induction Training on Management and Behavioural Skills
- Programmes for First Time Executives, Middle Management and for Senior Management
- Programmes like Mentoring and Coaching Skills, Contract Management, Leadership Training
- Special Programmes for Training Professionals
- Domain Specific Programmes

\*List of Training Programmes / Suggested topics can be shared on request.