1) **Intercultural Communication**

Topics:
- Introduction, definition, importance
- Intercultural communication competence
- Cultural dimensions
- Developmental Model of Intercultural Sensitivity (DMIS)
- Culture and verbal communication
- Culture and non-verbal communication
- Culture: Narratives, Storytelling, Myths, Art and Music
- Culture and gender
- How global leaders communicate
- Merger & Acquisitions and Global expansion
- Industry Perspective
- Intercultural Conflict
- Virtual communication: intercultural aspects
- Project presentations

2) **Doing Business in India**

**Module 1: Understanding India**
- Why India and comparisons with other economies
- Present state of the Indian Economy Performance and Prospects
- Indian markets, culture, consumption patterns and market segments
- Legal and Political Aspects of Running a Business

**Module 2: Setting up and Running a Business in India**
- Scoping the Market, Challenges for MNCs in India, Distribution and Brands in India
- Various clearance and laws relating to setting up a business
- Fiscal Issues and Macroeconomic Policy Framework

**Module 3: Running a Business**
- Challenges in Branding, Pricing and Way Forward in Marketing
- Day to Day Legal issues
- Day to Day Economic Impact Issues (currency movements, funding from banks, interest rates, etc.)
3) **International Finance**

**Topics:**
- Financial Planning
- Working capital management & financing
- Evaluation of capital investments - Basic approach
- Evaluation of capital investments - Relevant cash flows, flexibility
- Capital Structure: M-M Propositions
- Determining optimal financing mix
- Payout Policy
- Cost of Capital & divisional cost of capital
- DCF valuation of firms - FCF & APV
- Issues in equity raising
- Mergers & Acquisitions
- Financing with convertibles
- International capital budgeting
- Currency risk management
- Review

4) **Strategy and Leadership**

**Sessions:**
- Strategy and Innovation
- Competitive Dynamics
- Technology Strategy
- Platform Strategy and Network Effects
- Strategy Implementation
- Leading and Managing Talent
- Exploring Leadership Styles
- Leadership in Complex Situations