



# **APSIT and BRUHAT**

**Offers**

**Post Graduate  
Certificate Program in  
Management  
for  
Professionals**

FOR GRADUATES IN ENGINEERING, SCIENCE, AND COMMERCE

APSIT Skill Centre  
**AP SHAH INSTITUTE OF TECHNOLOGY**  
And  
Management Education Division  
**BRUHAT MANAGEMENT SOLUTIONS LLP**



# Certification in Management for Professionals

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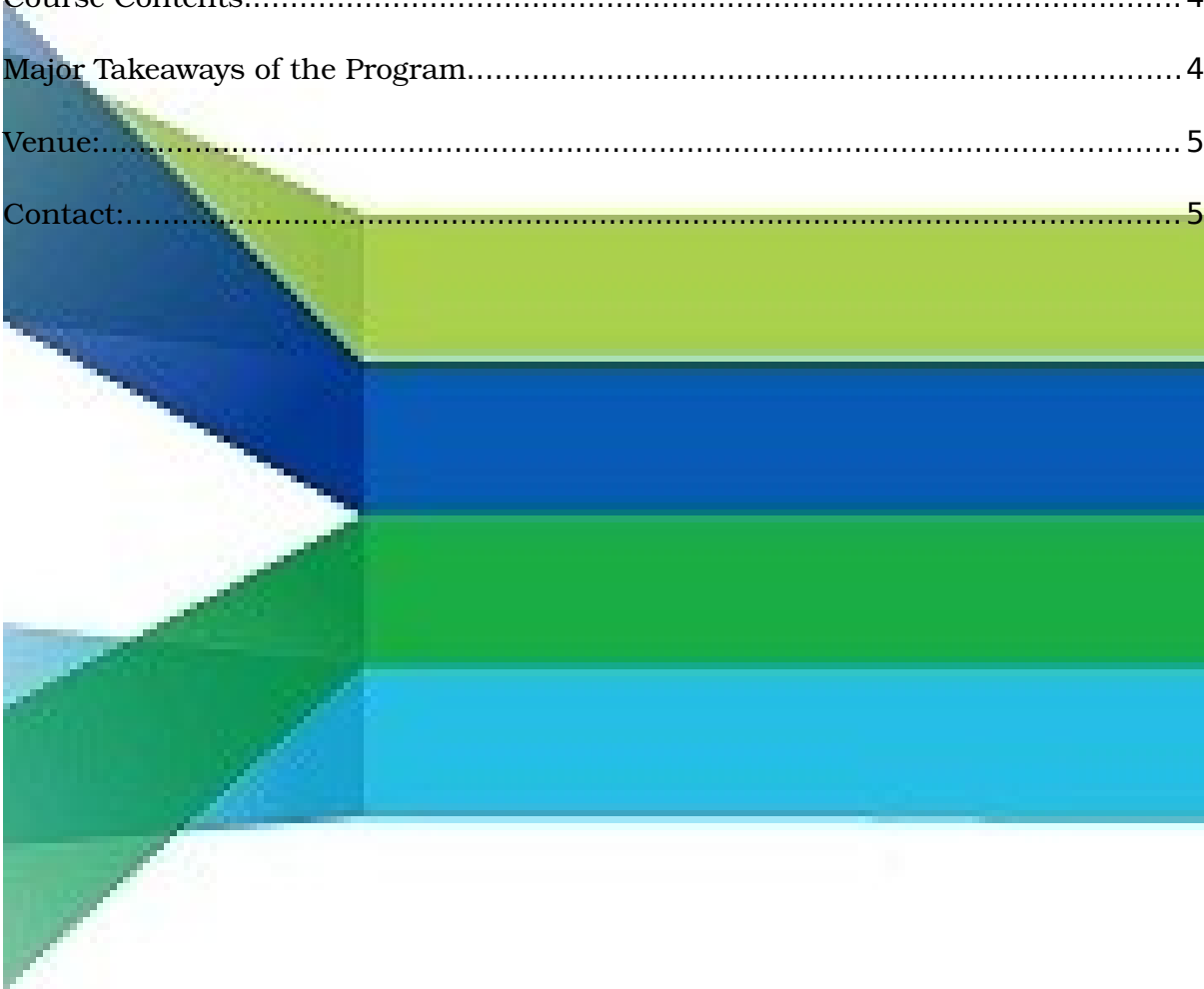
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## What is Management?

“Management is a discipline intrinsically connected to nearly every field of knowledge.”

“Business Management is the function of carrying out configuration, organization, planning and execution of various business processes, task and activities, effectively & efficiently.”

“Management is all about decision making in a situation where there are many options and every option is associated with its limitations, possibilities & future impacts”

“To be a successful Management Professional, a manager must acquire both, the knowledge of decision making and the art of applying it.”

If we read the above statements, we understand that management is not something which is the exclusive domain of the Management Professionals. Management is the field of knowledge which is connected to every aspect of life. Just that the Management Professionals acquire deeper insights and develop related skills.

Technical Knowledge, acquired through study or experience, is ultimately used for business. Thus, understanding of business and business operations helps the professionals to relate their professional knowledge with the career possibilities and make informed choices.

## What is Total Management Framework?

Total Management Framework is new and innovative understanding of Management Function, it may be understood as a periodic table for Management.

Unlike contemporary management text books, TMF can be studied in Science like manner. It is comprehensive, logical and easy to understand. TMF covers many aspects of Management which generally get neglected in traditional management programs. It does not require complex, time consuming and strenuous methodology of Case studies, Role Plays and assignments to develop Management insights. TMF makes Management Insights available directly and clearly. TMF based courses use case studies, role plays and assignments to reinforcing the learnings.

Total Management Framework is copyrighted work of Mr. Milind Kotwal.

## Major Advantages of Total Management Framework:

- Simple Language thus Easy to Understand.
- Provides Unprecedented Logical Clarity.
- Explains Deeper Concepts of Management; Comprehensive Coverage
- Explains and Establishes Organization Dynamics as A Subject for The Very First Time

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- Action Oriented.
- Provides Means to Identify All Possible Options for any Management Decision Thus Helps to Arrive at a Better Decision.

## PG Program in Management for Professionals

Every Professional, whether an Engineer or an Accountant or from any other field, strives for Managerial Positions. Understanding of Business and its Management is an important requirement for securing it. Management Programs provide that knowledge and skills which help the professionals to perform effectively in Managerial Positions. A person without understanding of Business and Management faces limitations in growth even if he or she has high degree of professional knowledge and expertise.

For the very first time, **Bruhat Management Solutions LLP (BMS)** offers a revolutionary Post Graduate Certificate Program in Management that teaches intricacies of Management precisely, comprehensively and speedily. This Program is based on copyrighted research work "**TOTAL MANAGEMENT FRAMEWORK**". Total Management Framework has been hailed by many Management Experts as pioneering work in the field of Management.

**Title of the Program:** PGCP – TMF (Post Graduate Certificate Program in Total Management Framework)

**Objective of the Program:** The objective of this program is to develop Managerial Competence of the technically qualified Professionals. The program shall help them to understand important aspects of Business, Business Organizations, Business Management, Organization Management and Operations Management. This improved understanding shall help them to build Managerial competence and thus improve employment / growth prospects.

**Certification:** Every participant, on successful completion of this program, shall receive a Certificate of Completion.

**Admission Eligibility:** This Program is Available to Any Graduate or Final Year Engineering Students. We reserve right to conduct necessary tests and/ interview before accepting any registration. Applicants with prior work experience or engaged in own business shall get priority.

**Program Duration:** The entire program shall be conducted over a period of Six to Eight Months, in 2 Stages. The First Stage is Classroom Seminars whereas in the second stage participants shall work on a project.

- 1) Class Room Seminars – The classroom seminars would span for total of 100 hours
  - a. **Evening Batches** – 10 Weeks (2 Hours x 5 Days per Week)
  - b. **Weekend Batches** – 13 weeks (4 hrs x 2 Days per Week)

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- 2) Project Work – After the classroom sessions are over, the participants shall be assigned a project, which they need to complete over next three months. They shall receive periodic guidance from our experts. At the end of the program the participating students shall be assessed for their performance.

On successful completion of the classroom training and project work the students will be awarded certificates.

## Course Contents

The course covers all necessary concepts and tools for effective and efficient Management of a business enterprise. It broadly covers the subject of Organization Dynamics and Management Functions.

### Content includes:

<b>Study of</b>	Business
	Business Setup
	Organization
	Different Aspects of Management
	Processes and Process of Management
	Functional Management
<b>Personal Skills</b>	Logical Thinking
	Lateral Thinking
	Problem Solving
	Decision Making
<b>Management Skills</b>	Execution
	Operational Planning
	Strategic Planning
	Tactical Planning
	Coordination
	Assessments
	Communication Approach
	Man Management

The Program is based on the foundation of our research work published in the book titled “**Total Management Framework**” authored by [Mr. Milind Kotwal](#).

## Major Takeaways of the Program

The Participants are expected to develop high levels of proficiency in the following areas:

- Set Goals, Decide Objectives and Prepare Implementation Plan.
- Prepare Strategic Plan, Operation Plan and Tactical Plan.
- Design Business Processes, System and Organization Structure.
- Performance Management

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- Conduct Reviews, Assessments and Audits.
- Make and Implement Decisions.
- Find Solution to Any Problem.

These takeaways shall improve competence of the professionals to manage their responsibilities effectively and present better performance at the job, thus will improve their employability and growth prospects.

It will also help budding entrepreneurs to plan their start-ups.

This program is unique in its own way and the understanding of Management developed by this program is unparalleled

