



Friday 05<sup>th</sup> July 2024

## जीवन बीमा पेशेवरों के लिए प्रबंधन विकास कार्यक्रम का दूसरा बैच शुरू

जम्मू। भारतीय प्रबंधन संस्थान (आईआईएम) जम्मू ने पीएनबी मेटलाइफ इंडिया इंश्योरेंस कंपनी लिमिटेड के लिए दूसरे बैच (मॉड्यूल-1) के लिए जीवन बीमा पेशेवर कार्यक्रम का उद्घाटन किया। आईआईएम जम्मू के निदेशक प्रोफेसर बीएस सहाय के नेतृत्व में कार्यक्रम जगती स्थित परिसर में हुआ। ये कार्यक्रम शुकवार को संपन्न होगा। कार्यक्रम का उद्देश्य जीवन बीमा पेशेवरों में प्रबंधकीय कौशल विकसित करने में मदद करना था। इस अवसर पर पीएनबी मेटलाइफ के बैंक एश्योरेंस सेल्स के वरिष्ठ क्षेत्रीय प्रमुख राजेश वर्मा, पीएनबी मेटलाइफ की एलएंडडी प्रबंधक डॉ. कृति खुराना, डॉ. अतीक शेख और आईआईएम जम्मू के कार्यक्रम निदेशक डॉ. बलजीत सिंह उपस्थित रहे। वरिष्ठ क्षेत्रीय प्रमुख राजेश वर्मा ने प्रभावी प्रबंधन के साथ वित्तीय प्रदर्शन पर जोर दिया। ब्यूरो



कार्यक्रम में उपस्थित गणमान्य। स्रोत: आईआईएम

Friday 05<sup>th</sup> July 2024

## आईआईएम जम्मू ने बीमा पेशेवर कार्यक्रम का किया उद्घाटन

**सवेरा न्यूज/नवीन कौल**  
 जम्मू, 4 जुलाई: भारतीय प्रबंधन संस्थान (आईआईएम) जम्मू ने आईआईएम जम्मू के निदेशक प्रोफेसर बी.एस. सहाय के नेतृत्व में 04 जुलाई जगती स्थित अपने अत्याधुनिक परिसर में पीएनबी मेटलाइफ इंडिया इंश्योरेंस कंपनी लिमिटेड के लिए दूसरे बैच (मॉड्यूल-1) के लिए जीवन बीमा पेशेवर कार्यक्रम का उद्घाटन किया। इस कार्यक्रम का (मॉड्यूल-1) 5 जुलाई 2024 तक जारी रहेगा। इस अवसर पर राजेश वर्मा, वरिष्ठ क्षेत्रीय प्रमुख, बैंकाश्वोरेंस सेल्स, पीएनबी मेटलाइफ, डा. कृति खुराना प्रबंधक एलएंडडी, पीएनबी मेटलाइफ, डा. अतीक शेख और डा. बलजीत सिंह, कार्यक्रम निदेशक, आईआईएम जम्मू उपस्थित थे। कार्यक्रम का उद्देश्य और दायरा जीवन बीमा पेशेवरों को व्यापक उद्देश्यों के साथ प्रबंधकीय कौशल विकसित करने में मदद करने के लिए डिजाइन किया गया है, जैसे विशेषज्ञता विकसित करना, बिक्री कौशल में

सुधार करना, उत्पाद ज्ञान को बढ़ाना, ग्राहक सेवा उत्कृष्टता को बढ़ावा देना और नियामक अनुपालन को बढ़ावा देना। कार्यक्रम की शुरुआत प्रतीकात्मक दीप प्रज्ज्वलन समारोह के साथ हुई, जिसके बाद आईआईएम जम्मू के कार्यक्रम निदेशक डा. बलजीत सिंह ने स्वागत भाषण दिया और कार्यक्रम का अवलोकन किया। आईआईएम जम्मू के कार्यकारी शिक्षा और परामर्श (ईई एंड सी) के कार्यक्रम निदेशक और अध्यक्ष डा. अतीक शेख ने आईआईएम जम्मू में कार्यकारी शिक्षा और इसकी गतिविधियों का अवलोकन किया। उन्होंने साझा किया कि कार्यक्रम प्रतिभागियों को जीवन बीमा के गतिशील क्षेत्र में उत्कृष्टता प्राप्त करने के लिए आवश्यक कौशल और ज्ञान से लैस करने के लिए सावधानीपूर्वक तैयार किया गया है। उन्होंने जोर दिया कि उनका लक्ष्य एक सीखने के माहौल को बढ़ावा देना है जो पेशेवर विकास और उद्योग की तत्परता को बढ़ाता है।



कार्यक्रम को संबोधित करते हुए अधिकारी।

# daily Excelsior

Friday, 5 July 2024 - Print Version

## IIM Jammu organizes MDP for Life Insurance professionals

*Excelsior Correspondent*

JAMMU, July 4: Indian Institute of Management (IIM) Jammu today inaugurated two-day Life Insurance professionals Program for the second batch (Module-1) for PNB MetLife India Insurance Company Limited at its Jagti campus.

Present on the occasion were Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife; Dr Kriti Khurana, Manager L&D, PNB MetLife; Dr Ateeque Shaikh and Dr Baljeet Singh, Program Director, IIM Jammu.

The objective and scope of the programme is designed to help Life Insurance professionals develop managerial acumen with broad objectives, such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

The program commenced with a welcome address and overview of the programme by Dr Baljeet Singh, Program Director, IIM Jammu. Dr Ateeque Shaikh, Program Director and Chairperson, Executive Education

and Consultancy (EE & C), IIM Jammu, gave an overview of Executive Education at IIM Jammu and its activities.

Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife emphasized the critical link between effective management and financial performance. He noted that well-trained and efficient managers can optimize resources, implement cost-saving measures, and drive



*Programme Director IIM Jammu with PNB MetLife representatives during inaugural of management development programme.*

revenue growth. By enhancing management capabilities, the company can achieve improved profitability and sustainable financial success, he added.

Dr Kriti Khurana, Manager L&D, PNB MetLife, highlighted the benefits of the training programme, mentioning that this initiative will significantly increase the knowledge and awareness of the business situation and environment among their administrative staff, enabling them to tackle present and future challenges effectively.

The inaugural programme concluded on a positive note, with all attendees expressing enthusiasm for the upcoming sessions. The vote of thanks was proposed by Dr Baljeet Singh, Program Director, IIM Jammu.

The event was coordinated by the Executive Education and Consultancy (EE & C) team at IIM Jammu, showcasing the Institute's dedication to providing cutting-edge management education and consultancy services.

Friday, 5 July 2024-Web Version

## **IIM Jammu organizes MDP for Life Insurance professionals**

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<https://www.dailyexcelsior.com/iim-jammu-organizes-mdp-for-life-insurance-professionals/>



# STATE TIMES

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Friday 05<sup>th</sup> July 2024

## IIM Jammu's MDP for Life Insurance Professionals of PNB MetLife Second Batch off to a grand start

### STATE TIMES NEWS

JAMMU: Indian Institute of Management (IIM) Jammu under the leadership of Prof. B.S. Sahay, Director, IIM Jammu inaugurated the Life Insurance Professionals Program for the second batch (Module-1) for PNB MetLife India Insurance Company Limited on Thursday at its state-of-the-art campus at Jagti.

The Module-1 of this program will continue till 05th July 2024. Present on the occasion were Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife, Dr. Kriti Khurana, Manager L&D, PNB MetLife, Dr. Ateeque Shaikh, and Dr. Baljeet Singh, Program Director, IIM Jammu. The objective and scope of the programme is designed to help Life Insurance Professionals develop mana-



Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife and others at a MDP.

gerial acumen with broad objectives, such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

The program commenced with a symbolic lamp lighting ceremony, followed by the welcome address and overview of the programme by Dr. Baljeet Singh, Program Director, IIM Jammu. Dr. Ateeque

Shaikh, Program Director and Chairperson, Executive Education and Consultancy (EE & C), IIM Jammu, gave an overview of Executive Education at IIM Jammu and its activities. He shared that the programme is meticulously crafted to equip participants with the essential skills and knowledge required to excel in the dynamic field of life insurance. He emphasized that their goal is to foster a

learning environment that enhances professional growth and industry readiness. Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife emphasized the critical link between effective management and financial performance. He noted that well-trained and efficient managers can optimize resources, implement cost-saving measures, and drive revenue growth. By enhancing management capabilities, the company can achieve improved profitability and sustainable financial success.

Dr. Kriti Khurana, Manager L&D, PNB MetLife, highlighted the benefits of the training programme, mentioning that this initiative will significantly increase the knowledge and awareness of the business situation and environment among their

administrative staff, enabling them to tackle present and future challenges effectively.

The inaugural programme concluded on a positive note, with all attendees expressing enthusiasm for the upcoming sessions. The vote of thanks was proposed by Dr. Baljeet Singh, Program Director, IIM Jammu and the inaugural ceremony culminated with the national anthem.

IIM Jammu is committed to fostering industry-relevant experiences and continues to play a pivotal role in shaping the next generation of leaders in various sectors. The event was coordinated by the Executive Education and Consultancy (EE & C) team at IIM Jammu, showcasing the Institute's dedication to providing cutting-edge management education and consultancy services.

# Greater Jammu

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the daily newspaper

"A man with outward courage dares to die; a man with inner courage dares to live."

Friday 05<sup>th</sup> July 2024

## IIM Jammu's MDP for Life Insurance professionals off to a grand start

### GJ REPORT

**JAMMU, JUL 4:** The Indian Institute of Management (IIM) Jammu, under the leadership of Prof. B.S. Sahay, Director of IIM Jammu, inaugurated the second batch of the Life Insurance Professionals Programme (Module-1) for PNB MetLife India Insurance Company Limited on July 4, 2024, at its Jagti campus. The programme will run until July 5, 2024.

Key attendees included Rajesh Verma, Senior Regional Head of Bancassurance Sales at PNB MetLife, Dr. Kriti Khurana, Manager of Learning & Development at PNB MetLife, Dr. Ateeque Shaikh and Dr. Baljeet Singh, Programme Director at IIM Jammu. The programme aims to help life insurance professionals develop managerial skills, enhance sales acumen, improve product knowledge, foster customer service excellence, and ensure regulatory compliance.

The event began with a



**Dr. Baljeet Singh, Programme Director welcoming the guests at IIM Jammu.**

lamp lighting ceremony, followed by a welcome address and an overview of the programme by Dr. Baljeet Singh. Dr. Ateeque Shaikh, Program Director and Chairperson of Executive Education and Consultancy (EE & C) at IIM Jammu, provided insights into Executive Education at IIM Jammu, highlighting that the programme is designed to equip participants with essential skills and knowledge for excelling in the life insurance

field. He emphasized the importance of fostering a learning environment that enhances professional growth and industry readiness.

Rajesh Verma stressed the connection between effective management and financial performance, noting that well-trained managers can optimize resources, implement cost-saving measures, and drive revenue growth, thereby achieving improved profitability and sustainable financial success.

Friday 05<sup>th</sup> July 2024-Print Version

## IIM holds Management Development Programme for Life Insurance Professionals



Officials during a programme organized by IIM Jammu.

### EARLY TIMES REPORT

**JAMMU**, July 4: Indian Institute of Management (IIM) Jammu under the leadership of Prof. B.S. Sahay, Director, IIM Jammu inaugurated the Life Insurance Professionals Program for the second batch (Module-1) for PNB MetLife India Insurance Company Limited on 04th July 2024 at its state-of-the-art campus at Jagti. The Module-1 of this program will continue till 05th July 2024. Present on the occasion were Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife, Dr. Kriti Khurana

Manager L&D, PNB MetLife, Dr. Ateeque Shaikh, and Dr. Baljeet Singh, Program Director, IIM Jammu. The objective and scope of the programme is designed to help Life Insurance Professionals develop managerial acumen with broad objectives, such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

The program commenced with a symbolic lamp lighting ceremony, followed by the welcome

address and overview of the programme by Dr. Baljeet Singh, Program Director, IIM Jammu.

Dr. Ateeque Shaikh, Program Director and Chairperson, Executive Education and Consultancy (EE & C), IIM Jammu, gave an overview of Executive Education at IIM Jammu and its activities. He shared that the programme is meticulously crafted to equip participants with the essential skills and knowledge required to excel in the dynamic field of life insurance. He emphasized that their goal is to foster a learning environment that enhances professional growth and industry readiness.

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IIM Jammu is committed to fostering industry-relevant experiences and continues to play a pivotal role in shaping the next generation of leaders in various sectors. The event was coordinated by the Executive Education and Consultancy (EE & C) team at IIM Jammu, showcasing the Institute's dedication to providing cutting-edge management education and consultancy services.



Friday, 5 July 2024- Web Version



## **IIM holds Management Development Programme for Life Insurance Professionals**

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Dr. Ateeque Shaikh, Program Director and Chairperson, Executive Education and

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<https://www.earlytimes.in/newsdet.aspx?q=370112>



Friday 05<sup>th</sup> July 2024

## IIM Jammu organizes Life Insurance Professionals prog



### NL CORRESPONDENT

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# JOURNEY Line

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FRIDAY, JULY 5, 2024

Friday 05<sup>th</sup> July 2024

## IIM Jammu's Management Development Programme for Life Insurance Professionals of PNB Met Life Second Batch Off to a Grand Start

■ JL NEWS SERVICE

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Dr. Kriti Khurana, Manager L&D, PNB MetLife, highlighted the benefits of the training programme, mentioning that this initiative will significantly increase the knowledge and awareness of the business situation and environment among their administrative staff, enabling them to tackle present and future challenges effectively.

Friday 05<sup>th</sup> July 2024

## IIM Jammu's MDP for LIPs of PNB MetLife Second Batch (Module-I) Off to a Grand Start

**REFUGEE MESSAGE BUREAU**  
 JAMMU, JULY 4

Indian Institute of Management (IIM) Jammu under the leadership of Prof. B.S. Sahay, Director, IIM Jammu inaugurated the Life Insurance Professionals Program for the second batch (Module-I) for PNB MetLife India Insurance Company Limited on 04th July 2024 at its state-of-the-art campus at Jagti. The Module-I of this program will continue till 05th July 2024. Present on the occasion were Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife, Dr. Kriti Khurana Manager L&D, PNB MetLife, Dr. Ateeque Shaikh, and Dr. Baljeet Singh, Program Director, IIM Jammu. The objective and scope of the programme is designed to help Life Insurance Professionals develop managerial acumen with broad objectives, such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

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# Daily The Excel Express

(Approved by Govt. of India & State Govt.)

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A politico-  
socio-cultural  
News paper  
with day to  
day human  
concerns

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JAMMU, FRIDAY, JULY 5, 2024

PAGES 12 • PRICE Rs/- 1

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Friday 05<sup>th</sup> July 2024

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EXCEL EXPRESS BUREAU  
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# DHARTI TIMES

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DAILY

# Nawa-I-Waqt

The Times of New Personality

Azeem

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■ NW REPORT  
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# SUARGAM



E-mail: [dailysuargam@gmail.com](mailto:dailysuargam@gmail.com)

Daily English Newspaper

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# Dogra Herald



AS MILLIONS VOTE IN UK POLLS, FUTURE OF PM RISHI SUNAK AND HIS PARTY HANGS IN BALANCE **PG-6**



UNDER MODI GOVT J&K ON CUSP OF TRANSFORMATION WITH PEACE BECOMING ITS NEW HALLMARK: KAVINDER **PG-3**



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COMMISSIONER SECRETARY GAD CONVENES PUBLIC DARBAR AT GANDERBAL **PG-5**

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# Truly Times

RNI NO. JKENG / 2005 / 16623, Postal Regd. No. JK 354/15  
e-mail: trulytimes47@gmail.com, www.trulytimes.in

Where truth prevails

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# TOP NEWS OF J&K



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**Neha Dhupia on her 23 kgs weight loss: I have started getting more work**

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**BJP MP Bansuri Swaraj Gets Appointed To New Delhi Municipal Council**



INTERNATIONAL | 8

**Voting begins in UK polls; future of Rishi Sunak as PM hangs in balance**

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Regd. No. JK-435

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Top News Report

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02

ایم بی ٹی کے ذمے دہن، آئیم بی بی ایم ہوسوی کی کوشش کی تحریکی

# لازوال

جوں

روزنامہ

ہمیشہ آپ کے ساتھ



02

ناری کی انکسار سے عزم ابرام کے پیش نظر تمام شکایات جلی ہانے کی تہین

Volume : 39 | Issue No: 179 Pages:12 | ₹ 5 | Friday 05 July 2024 | 28 جلاطیہ 1445 | 22 ہاڑ 2081 | 05 جولائی 2024 | 5 جیتھہ | 179 قیمت: | 39 شمارہ نمبر: | 5 جیتھہ

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Friday 05<sup>th</sup> July 2024

## آئی آئی ایم جموں نے لائف انشورنس پروفیشنلز پروگرام کا آغاز کیا

### آئی آئی ایم جموں صنعت سے متعلقہ تجربات کو فروغ دینے کیلئے پر عزم ہے: پروفیسر بی ایس سہائے

ہے۔ وہیں قومی ترانے کے ساتھ افتتاحی تقریب کا اختتام ہوا۔ آئی آئی ایم جموں صنعت سے متعلقہ تجربات کو فروغ دینے کے لیے پر عزم ہے اور مختلف شعبوں میں لیڈروں کی اگلی نسل کو تشکیل دینے میں ایک اہم کردار ادا کرنا رہتا ہے۔ وہیں اس تقریب کو آئی آئی ایم جموں میں ایگزیکٹو ایجوکیشن اینڈ کنسلٹنسی ٹیم نے مربوط کیا، جس میں جدید انتظامی تعلیم فراہم کرنے کے لیے انسٹی ٹیوٹ کی لگن کو نظر ہر کیا گیا۔



مہارت کو بہتر بنانا، پروڈکٹ کے علم کو بڑھانا، کسٹمر سروس کی فضیلت کو فروغ دینا، اور ریگولیٹری تعمیل کو فروغ دینا

کے جدید ترین کیپس میں اس پروگرام کا ماڈیول-1 جو 5 جولائی 2024 تک جاری رہے گا۔ وہیں اس موقع پر راجیش ورما، سینئر ڈیپنٹی ہیڈ، بینکا سولرس سیکلز، بی این بی میٹ لائف، ڈاکٹر کرنی کھرانہ نیچر ایل اینڈ ڈی، بی این بی میٹ لائف، ڈاکٹر شتیق شیخ، اور ڈاکٹر بلجیت سنگھ، پروگرام ڈائریکٹر، آئی آئی ایم جموں موجود تھے۔

پروگرام کا مقصد اور دائرہ کار لائف انشورنس پروفیشنلز کو وسیع مقاصد کے

لازوال ڈیسک

جموں // انڈین انسٹی ٹیوٹ آف مینجمنٹ جموں نے پروفیسر بی ایس سہائے، ڈائریکٹر، آئی آئی ایم جموں کی قیادت میں لائف انشورنس پروفیشنلز پروگرام کا افتتاح کیا۔ وہیں MetLife PNB Insurance India Limited Company کے لیے دوسرے سٹیج (ماڈیول-1) کے لیے 04 جولائی 2024 کو جلیقی میں واقع اس





Since 1996

# The Himalayan Mail

28 Years of Excellent and Fearless Journalism

Friday 05<sup>th</sup> July 2024

## IIM Jammu's Management Development Programme for Life Insurance Professionals of PNB MetLife Second Batch Off to a Grand Start.

July 4, 2024 editor



**Jammu** : Indian Institute of Management (IIM) Jammu under the leadership of Prof. B.S. Sahay, Director, IIM Jammu inaugurated the Life Insurance Professionals Program for the second batch (Module-1) for PNB MetLife India Insurance Company Limited on 04th July 2024 at its state-of-the-art campus at Jagti. The Module-1 of this program will continue till 05th July 2024. Present on the occasion were Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife, Dr. Kriti Khurana Manager L&D, PNB MetLife, Dr. Ateeque Shaikh, and Dr. Baljeet Singh, Program Director, IIM Jammu.

The objective and scope of the programme is designed to help Life Insurance Professionals develop managerial acumen with broad objectives, such as

developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

The program commenced with a symbolic lamp lighting ceremony, followed by the welcome address and overview of the programme by Dr. Baljeet Singh, Program Director, IIM Jammu.

Dr. Ateeque Shaikh, Program Director and Chairperson, Executive Education and Consultancy (EE & C), IIM Jammu, gave an overview of Executive Education at IIM Jammu and its activities. He shared that the programme is meticulously crafted to equip participants with the essential skills and knowledge required to excel in the dynamic field of life insurance. He emphasized that their goal is to foster a learning environment that enhances professional growth and industry readiness.

Shri Rajesh Verma, Senior Regional Head, Bancassurance Sales, PNB MetLife emphasized the critical link between effective management and financial performance. He noted that well-trained and efficient managers can optimize resources, implement cost-saving measures, and drive revenue growth. By enhancing management capabilities, the company can achieve improved profitability and sustainable financial success.

Dr. Kriti Khurana, Manager L&D, PNB MetLife, highlighted the benefits of the training programme, mentioning that this initiative will significantly increase the knowledge and awareness of the business situation and environment among their administrative staff, enabling them to tackle present and future challenges effectively.

The inaugural programme concluded on a positive note, with all attendees expressing enthusiasm for the upcoming sessions. The vote of thanks was proposed by Dr. Baljeet Singh, Program Director, IIM Jammu and the inaugural ceremony culminated with the national anthem.

IIM Jammu is committed to fostering industry-relevant experiences and continues to play a pivotal role in shaping the next generation of leaders in various sectors. The event was coordinated by the Executive Education and Consultancy (EE & C) team at IIM Jammu, showcasing the Institute's dedication to providing cutting-edge management education and consultancy services.

<https://himalayanmail.com/iim-jammus-management-development-programme-for-life-insurance-professionals-of-pnb-metlife-second-batch-off-to-a-grand-start/>



Friday, 5 July 2024- Web Version

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Friday, 5 July 2024- Web Version

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July 5, 2024



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