



**भारतीय प्रबंधन संस्थान जम्मू**  
**Indian Institute of Management Jammu**

*Inauguration of*  
**Management Development Programme**  
*for*  
**Life Insurance Professionals of**  
**PNB MetLife India Insurance Company Limited**  
6<sup>th</sup> July 2023

**REPORT ON MEDIA COVERAGE**



## **Overview into Management Development Programme for Life Insurance Professionals of PNB MetLife India Insurance Company Limited**

IIM Jammu inaugurated the Management Development Programme for Life Insurance Professionals of PNB MetLife India Insurance Company Limited on 06th July 2023 at Srinagar off-Campus in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Shri Prranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Shri Anjan Talukdar - Associate Director - L&D - HR, PNB Met Life India Insurance Company Limited, and Dr Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar-Off Campus.

The Programme Directors for this training programme are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari, and Dr. Niti Shekhar, faculty, IIM Jammu. The duration of the programme is four days commencing on 6th July 2023 and 07th July 2023 and thereafter two days in October and November. The objective and scope of the programme is designed to help Life Insurance Professionals to develop managerial acumen with broad objectives namely such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

Director, IIM Jammu, reiterated that Globalization has changed the way people and companies do business. This has led to changes in the business landscape. As a result, the Life Insurance Professionals need to be imparted managerial training to gain and develop business acumen and capabilities to adapt well to the changes in the business environment. He stressed that the course would expose the Life Insurance Professionals to the art of management and help them understand the basic concepts of entrepreneurship, finance, strategy, design thinking, innovation, and communication.

Shri Prranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources mentioned that effective management is closely linked to financial performance. He emphasized 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.

Shri Anjan Talukdar - Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited mentioned that the training programme will increase the knowledge & awareness of the business situation and environment among the administrative staff to take up the present and future training challenges.

The program is being conducted in offline mode in Srinagar Off Campus.  
The inaugural programme concluded on a positive note.

# Glimpses from the Inauguration of Management Development Programme for Life Insurance Professionals of PNB MetLife India Insurance Company Limited



# अमर उजाला

Friday 07<sup>th</sup> July 2023

## श्रीनगर कैम्पस में प्रबंधन विकास कार्यक्रम शुरू



**जम्मू।** भारतीय प्रबंधन संस्थान (आईआईएम) जम्मू ने प्रबंधन विकास कार्यक्रम का वीरवार को शुभारंभ किया। पीएनबी मेटलाइफ इंडिया इश्योरेंस कंपनी लिमिटेड के सहयोग से श्रीनगर के ऑफसाइट कैम्पस में निदेशक प्रो. बीएस साहय की देखरेख में जुलाई से नवंबर तक पांच महीने कार्यक्रम जारी रहेगा। निदेशक ने कहा कि संस्थान में पांच घंटे की ऑफलाइन क्लास लगाई जाएगी। उन्होंने कहा कि बिक्री कौशल में सुधार, उत्पाद को बढ़ाना, प्रबंधकीय कौशल ज्ञान, ग्राहक सेवा उत्कृष्टता को बढ़ावा देना और नियामक अनुपालन को बढ़ावा देना के लिए कोर्स को डिजाइन किया गया है। संवाद



Friday, 07 July 2023

## **IIM-J inaugurates Management Development Programme for PNB MetLife India Insurance Company Limited**

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



Indian Institute of Management (IIM) Jammu inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited. The duration of the programme is five months from July 2023 to November 2023. The initial part of the program is being conducted in offline mode at Srinagar Off Campus. The entire program is being coordinated by Executive Education Office. Twenty-five hours of classroom learning would be provided at IIM Jammu in offline mode and twenty-five hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to 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 Programme Directors for this training program are Dr Ashish Kumar, Dr Manu Bansal, Dr Pratik Maheshwari, and Dr Niti Shekhar, IIM Jammu. The management institute inaugurated the programme at Srinagar off-Campus in the presence of Professor B S Sahay, Director, IIM Jammu, Shri Prranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Shri Anjan Talukdar - Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus.

Speaking on the occasion, Professor B S Sahay, Director, IIM Jammu, mentioned that learning should not be limited to a specific industry or to your own geographical location. He reiterated that Globalization has changed the way people and companies do business. This has led to changes in the business landscape. As a result, Life Insurance Professionals need to be imparted managerial training to gain and develop business acumen and capabilities to adapt well to the changes in the business environment. He stressed that the course would expose Life Insurance Professionals to the art of management and help them understand the basic concepts of entrepreneurship, finance, strategy, design thinking, innovation, and communication.

Shri Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources mentioned that effective management is closely linked to financial performance. He emphasized 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.

Shri Anjan Talukdar - Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited mentioned that the training programme will increase the knowledge & awareness of the business situation and environment among the administrative staff to take up the present and future training challenges.

Source: <https://www.shiksha.com/news/business-management-studies-iim-j-inaugurates-management-development-programme-for-pnb-metlife-india-insurance-company-limited-blogId-129039>



Department of Information & Public Relations  
Government of Jammu & Kashmir

Friday 07<sup>th</sup> July 2023

## IIM Jammu hosts Management Development Programme for PNB MetLife India Insurance Company Ltd

Dated : Jul 06, 2023 Jammu



IIM Jammu hosts Management Development Programme for PNB MetLife India Insurance Company Ltd

JAMMU, JULY 06: Indian Institute of Management (IIM) Jammu today inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on Srinagar off-Campus in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Anjan Talukdar - Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil

Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus.

The Programme Directors for the training program are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari, and Dr. Niti Shekhar, IIM Jammu. The duration of the programme is five months from July 2023 to November 2023. Twenty-five hours of classroom learning would be provided at IIM Jammu in offline mode and twenty-five hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to develop managerial acumen with broad objectives such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance.

Speaking on the occasion, Prof. B.S. Sahay, Director, IIM Jammu, mentioned that learning should not be limited to a specific industry or to your own geographical location. He reiterated that Globalization has changed the way people and companies do business. This has led to changes in the business landscape. As a result, Life Insurance Professionals need to be imparted managerial training to gain and develop business acumen and capabilities to adapt well to the changes in the business environment. He stressed that the course would expose Life Insurance Professionals to the art of management and help them understand the basic concepts of entrepreneurship, finance, strategy, design thinking, innovation, and communication.

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Anjan Talukdar - Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited mentioned that the training programme will increase the knowledge & awareness of the business situation and environment among the administrative staff to take up the present and future training challenges.

The initial part of the program is being conducted in offline mode at Srinagar Off Campus. The entire program is being coordinated by the Executive Education Office. The inaugural program concluded on a positive note.

<https://www.jkinfonews.com/newsdet.aspx?q=80447>

Friday 07<sup>th</sup> July 2023

## IIM inaugurates Management Development Programme for PNB MetLife

*Excelsior Correspondent* Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari and Dr. Niti Shekhar, IIM Jammu.

JAMMU, July 6: Indian Institute of Management (IIM) Jammu inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited today at Srinagar off-campus.

Prof. B.S. Sahay, Director IIM Jammu; Pranta Dutta, Director Training & Corporate L&D, Human Resources;

Anjan Talukdar, Associate Director HR, PNB MetLife and Dr. Muqbil Burhan, Chairperson, Executive Education and Consultancy and Srinagar Off Campus were also present on the occasion.

Programme Directors for this training program are Dr.

Duration of the programme is five months from July 2023 to November 2023 and 25 hours of



*Prof. B.S Sahay, Director IIM Jammu and others during inauguration of Management Development Programme for PNB MetLife in Srinagar.*

classroom learning would be provided at IIM Jammu in offline mode and 25 hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to develop managerial acumen with broad objectives such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence and promoting regulatory compliance.

Speaking on the occasion, Prof. B.S Sahay said that learning should not be limited to a specific industry or to your own geographical location. He reiterated that globalization has changed the way people and companies do business.

Pranta Dutta mentioned that effective management is closely linked to financial performance. He emphasized that well-trained and efficient managers can optimize resources, implement cost-saving measures and drive revenue growth.

Anjan Talukdar also spoke on the occasion.

Initial part of the program is being conducted in offline mode at Srinagar off campus. Entire program is being coordinated by Executive Education Office.

Friday 07<sup>th</sup> July 2023- Web Version

## IIM inaugurates Management Dev Programme for PNB MetLife

By **Daily Excelsior** 07/07/2023



Prof. B.S Sahay, Director IIM Jammu and others during inauguration of Management Development Programme for PNB MetLife in Srinagar.

Excelsior Correspondent

JAMMU, July 6: Indian Institute of Management (IIM) Jammu inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited today at Srinagar off-campus. Prof. B.S Sahay, Director IIM Jammu; Pranta Dutta, Director Distribution Training & Corporate L&D, Human Resources; Anjan Talukdar, Associate Director L&D HR, PNB MetLife and Dr. Muqbil Burhan, Chairperson, Executive Education and Consultancy and Srinagar Off Campus were also present on the occasion. Programme Directors for this training program are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari and Dr. Niti Shekhar, IIM Jammu.

Duration of the programme is five months from July 2023 to November 2023 and 25 hours of classroom learning would be provided at IIM Jammu in offline mode and 25 hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to 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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Initial part of the program is being conducted in offline mode at Srinagar off campus. Entire program is being coordinated by Executive Education Office.

<https://www.dailyexcelsior.com/iim-inaugurates-management-dev-programme-for-pnb-metlife/>



# Greater Jammu

Friday 07<sup>th</sup> July 2023

## IIM Jammu hosts Management Development Programme for PNB MetLife India Insurance Company Ltd



IIM's Management Development Programme in progress.

### GJ REPORT

**JAMMU, JUL 6:** Indian Institute of Management (IIM) Jammu today inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on Srinagar off-Campus in the presence of Prof B S Sahay, Director, IIM Jammu; Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources; Anjan Talukdar - Associate Director - L&D - HR, PNB Met Life India Insurance Company Limited, and Dr Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -

### Off Campus.

The Programme Directors for the training program are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari, and Dr. Niti Shekhar, IIM Jammu. The duration of the programme is five months from July 2023 to November 2023. Twenty-five hours of classroom learning would be provided at IIM Jammu in offline mode and twenty-five hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to develop managerial acumen with broad objectives such as developing expertise,

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The initial part of the program is being conducted in offline mode at Srinagar Off Campus. The entire programme is being coordinated by the Executive Education Office. The inaugural programme concluded on a positive note.

Friday 07<sup>th</sup> July 2023

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### ■ STATE TIMES NEWS

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*Prof. B.S. Sahay, Director, IIM Jammu interacting virtually.*

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JAMMU  
FRIDAY  
JULY  
07  
2023



# Daily YOUNG BITES



**LOCAL NEWS** 04  
VICE CHANCELLOR  
SKUASTJAMMU ENCOURAGES  
AGRICULTURE STUDENTS  
TO BECOME JOB  
CREATORS NOT JOB SEEKERS



**NATIONAL/INTERNATIONAL** 09  
"OPPOSITION CREATING C  
ONFUSION, SHINDE WILL  
CONTINUE AS CM":  
MAHARASHTRA BJP CHIEF



**SPORTS** 10  
MEGHANN MOIRA  
LANNING AM

Friday 07<sup>th</sup> July 2023

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YB News

Jammu, July 06

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IIM Jammu during programme for MetLife India Insurance Company Ltd.

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# The NEWS NOW

Friday 07<sup>th</sup> June 2023

## IIM Jammu hosts Management Development Programme for PNB MetLife India Insurance Company Ltd

■ TNN BUREAU

**JAMMU:** Indian Institute of Management (IIM) on Thursday inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on Srinagar off-Campus. The event was held in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Anjan Talukdar - Associate Director - L&D - HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus. The Programme Directors for the training program are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari, and Dr. Niti Shekhar, IIM Jammu. The duration of the programme is five months from July 2023 to November 2023. Twenty-five hours of classroom learning would be provided at IIM Jammu in offline mode and twenty-five hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to develop managerial acumen with broad objectives such as developing expertise, improving sales acumen, enhancing product knowledge, fostering customer service excellence, and promoting regulatory compliance. Speaking on the occasion, Prof. B.S. Sahay, Director, IIM Jammu, mentioned that learning should not be limited to a specific industry or to your own geographical location. He reiterated that Globalization has changed the way people and companies do business. This has led to changes in the business landscape. As a result, Life Insurance Professionals need to be imparted managerial training to gain and develop business acumen and capabilities to adapt well to the changes in the business environment.

Friday 07<sup>th</sup> July 2023

# IIM Jammu inaugurates MDP for PNB MetLife

NL CORRESPONDENT

JAMMU TAWI, SEP 06 Indian Institute of Management (IIM) Jammu inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on Thursday at Srinagar off-Campus in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Anjan Talukdar - Associate Director - L&D - HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus. The Programme Directors for this training program are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari, and Dr. Niti Shekhar, IIM Jammu. The duration of the programme is five months from July 2023 to November 2023. Twenty-five hours of classroom learning would be provided at IIM Jammu in offline mode and



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■ JL NEWS SERVICE

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**JAMMU BULLETIN NEWS**

**JAMMU, Jul 6:**

Indian Institute of Management (IIM) Jammu today inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on Srinagar off-Campus in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Anjan Talukdar - Associate Director - L&D - HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus.

The Programme Directors for the training program are Dr. Ashish Kumar, Dr. Manu Bansal, Dr. Pratik Maheshwari, and Dr. Niti Shekhar, IIM Jammu. The duration of the programme is five months from July 2023 to November 2023. Twenty-five hours of classroom learning would be provided at IIM Jammu in offline mode and twenty-five hours would be taken by PNB MetLife. The objective and scope of the programme are designed to help Life Insurance Professionals to develop managerial acumen with broad



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

Speaking on the occasion, Prof. B.S. Sahay, Director, IIM Jammu, mentioned that learning should not be limited to a specific industry or to your own geographical location. He reiterated that

Globalization has changed the way people and companies do business. This has led to changes in the business landscape. As a result, Life Insurance Professionals need to be imparted managerial training to gain and develop business acumen and capabilities to adapt well to the changes in the business environment. He stressed that the course would expose Life Insurance Professionals to the art of man-

agement and help them understand the basic concepts of entrepreneurship, finance, strategy, design thinking, innovation, and communication.

Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources mentioned that effective management is closely linked to financial performance. He emphasized 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.

Anjan Talukdar - Associate Director - L&D - HR, PNB Met Life India Insurance Company Limited mentioned that the training programme will increase the knowledge & awareness of the business situation and environment among the administrative staff to take up the present and future training challenges.

The initial part of the program is being conducted in offline mode at Srinagar Off Campus. The entire program is being coordinated by the Executive Education Office. The inaugural program concluded on a positive note.



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NEWS AGENCY

KIP News provides authentic news on social, political & economic affairs separately on all three regions of Jammu, Kashmir, Ladakh

## IIM Jammu's Management Development Programme for PNB MetLife India Insurance Company Limited is off to a grand start

06/07/2023

Jammu, July 06 (KIP)- Indian Institute of Management (IIM) Jammu inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on 06th July 2023 at Srinagar off-Campus in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Shri Pranta Dutta - Director - Distribution Training & Corporate L&D, Human Resources, Shri Anjan Talukdar - Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus.

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<http://www.kipnews.in/newsdet.aspx?q=26643>



Thursday 06<sup>th</sup> July 2023

# IIM Jammu hosts Management Development Programme for PNB MetLife India Insurance Company Ltd

-  [TAKE ONE](#)
- 6 JULY 2023
- [JAMMU, JAMMU AND KASHMIR](#)

[JAMMU](#), JULY 06: Indian Institute of Management (IIM) [Jammu](#) today inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on [Srinagar](#) off-Campus in the presence of Prof. B.S. Sahay, Director, IIM [Jammu](#), Pranta Dutta – Director – Distribution Training & Corporate L&D, Human Resources, Anjan Talukdar – Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and [Srinagar](#) -Off Campus.



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The initial part of the program is being conducted in offline mode at [Srinagar](#) Off Campus. The entire program is being coordinated by the Executive Education Office. The inaugural program concluded on a positive note.

<https://www.takeonedigitalnetwork.com/iim-jammu-hosts-management-development-programme-for-pnb-metlife-india-insurance-company-ltd/>



Friday, 07 July 2023

## **IIM Jammu hosts Management Dev Prog for PNB MetLife India Insurance Company Ltd**

Jammu: Indian Institute of Management (IIM) Jammu on Thursday inaugurated the Management Development Programme for PNB MetLife India Insurance Company Limited on Srinagar off-Campus in the presence of Prof. B.S. Sahay, Director, IIM Jammu, Prranta Dutta – Director – Distribution Training & Corporate L&D, Human Resources, Anjan Talukdar – Associate Director – L&D – HR, PNB Met Life India Insurance Company Limited, and Dr. Muqbil Burhan, Chairperson, Executive Education, and Consultancy and Srinagar -Off Campus.

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The initial part of the program is being conducted in offline mode at Srinagar Off Campus. The entire program is being coordinated by the Executive Education Office. The inaugural program concluded on a positive note.

<https://thekashmirhorizon.com/2023/07/07/iim-jammu-hosts-management-dev-prog-for-pnb-metlife-india-insurance-company-ltd/>

Thursday 06<sup>th</sup> July 2023

## **IIM Jammu hosts Management Development Programme for PNB MetLife India Insurance Company Ltd**

**Details** Written by: JK Monitor News Network Category: [NEWS WRAP UP](#) Published: 06 July 2023

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<https://jkmonitor.org/complete-news-list/17202-yatries-paid-obeisance-at-shri-amarnath-ji-cave-takes-figures-to-84-768?start=13>

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<https://boldnewsonline.com/iim-jammu-hosts-management-development-programme-for-pnb-metlife-india-insurance-company-ltd/>



Thursday 06<sup>th</sup> July 2023

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Dated : Jul 06, 2023 [Jammu](#)



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[https://www.jammulinksnews.com/newsdetail/321855/Jammu-Links-News-IIM\\_Jammu\\_hosts\\_Management\\_Development\\_Programme\\_for\\_PNB\\_MetLife\\_India\\_Insurance\\_Company\\_Ltd](https://www.jammulinksnews.com/newsdetail/321855/Jammu-Links-News-IIM_Jammu_hosts_Management_Development_Programme_for_PNB_MetLife_India_Insurance_Company_Ltd)



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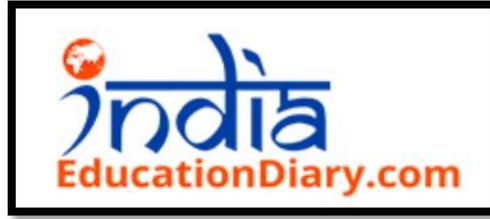
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<http://www.scoopnews.in/det.aspx?q=124335>



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By India Education Diary Bureau Admin On Jul 6, 2023

[Share](#)

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**भारतीय प्रबंधन संस्थान जम्मू**  
**Indian Institute of Management Jammu**

Indian Institute of Management Jammu  
Old University Campus, Canal Road, Jammu-180016.

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