



IIM Udaipur

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Program on
Material Management
for **Pharmacy Leaders**



भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur

Why Learn with IIM Udaipur?

In today's rapidly evolving healthcare landscape, clinical expertise must be complemented by strong management and leadership skills to enhance patient outcomes, drive operational efficiency, and lead organizational change. Recognizing this need, the Indian Institute of Management Udaipur (IIM Udaipur) brings its globally acclaimed expertise in management education to healthcare professionals through this specialized certification program.



Among India's top management institutions, IIM Udaipur is nationally and internationally renowned for academic excellence, innovation, and impactful executive education. It is the only IIM featured in the QS World University Rankings (Masters in management) for five consecutive years and is an AACSB-accredited business school - an elite distinction held by fewer than 5% of business schools worldwide.

Renowned for its research excellence and strong industry engagement, IIM Udaipur combines academic rigor with practical application to equip professionals with the skills needed to succeed in today's dynamic business environment.

About the Program

The **Program on Material Management for Pharmacy Leaders** empowers pharmacy professionals with modern management practices to optimize operations, strengthen procurement and inventory management, ensure regulatory compliance, and contribute meaningfully to patient safety and organizational performance.

Through expert-led sessions, interactive learning and practical case discussions, participants gain actionable insights for immediate application.

Designed for both aspiring and experienced pharmacy leaders, the program offers an opportunity to build managerial capabilities and earn a prestigious certificate from IIM Udaipur.



Program objectives

The Certificate Program in Management for Pharmacy Leaders aims to strengthen strategic, commercial, and leadership capabilities of senior pharmacy procurement professionals managing enterprise-wide supply chains across healthcare networks.

Equip participants with contemporary approaches to



**Pharmacy materials
management**



Strategic sourcing



Procurement governance



**Inventory
optimization**



**Supplier relationship
management**



**Gain expertise in cost optimization,
digital transformation, and
data-driven decision-making.**

- Develop competencies in managing procurement risks, ensure regulatory compliance, strengthen supply chain resilience, and drive operational excellence, through practical case studies and interactive discussions
- Lead pharmacy procurement as a strategic function that drives organizational performance and improves patient outcomes.



Who should attend?

The program is designed for senior professionals responsible for pharmacy procurement, strategic sourcing, materials management, and pharmaceutical supply chain functions across hospitals and integrated healthcare networks, including those leading procurement strategy, supplier partnerships, inventory optimization, cost management, regulatory compliance, digital transformation, and ensuring uninterrupted medicine availability across multi-hospital healthcare systems.



The program is intended for professionals with 15–25 years of experience and suited for:

- Corporate heads of pharmacy procurement
- Group procurement leaders
- Heads of pharmaceutical supply chain
- Strategic sourcing leaders
- Category managers, procurement heads
- AVPs/VPs overseeing enterprise-wide pharmacy operations.

Program faculties



Prof. Govind Lal Kumawat

Associate Professor, Operations Management, Quantitative Methods and Information Systems, Indian Institute of Management Udaipur



Prof. Sreejith Krishna Kumar

Associate Professor, Operations Management, Quantitative Methods and Information Systems, Indian Institute of Management Udaipur



Prof. Avijit Raychaudhuri

Assistant Professor, Operations Management, Quantitative Methods and Information Systems, Indian Institute of Management Udaipur

Program coverage

Module 1: Hospital Pharmacy Materials Management – Core Concepts

Session 1: Materials & Inventory Management

- Role of materials management in hospitals
- Drug forecasting and demand planning
- Inventory control techniques and key decisions

Session 2: Procurement & Storage Management

- Procurement and vendor management
- Supplier evaluation and performance
- Storage practices and compliance requirements

Module 2: Optimization & Digital Transformation

Session 3: Cost Optimization in Hospital Pharmacy

- Components of cost for hospital pharmacies
- Optimization approaches and strategies
- Case illustration and discussion on potential roadmaps

Session 4: Digital Systems & Data Use

- Understand supplier and procurement performance metrics using data analysis techniques.
- Link procurement performance to patient outcomes and satisfaction.

Program schedule

BATCH - 1

Module 1: Hospital Pharmacy Materials Management – Core Concepts

Week	Session No.	Date	Day	Timings	Session title	Faculty
Week -1	Session - 1	23-Aug-26	Sunday	11.00 am - 12.30 pm	Materials & Inventory Management	Prof. Govind
	Session - 2	30-Aug-26	Sunday	3.00 pm - 4.30 pm	Procurement & Storage Management	Prof. Govind

Module 2: Optimization, Safety & Digital Transformation

Week	Session No.	Date	Day	Timings	Session title	Faculty
Week -2	Session - 3	05-Sep-26	Saturday	11.00 am - 12.30 pm	Cost Optimization in Hospital Pharmacy	Prof. Avijit
	Session - 4	13-Sep-26	Sunday	11.00 am - 12.30 pm	Digital Systems & Data Use	Prof. Sreejith

Certification of Participation



Certificate of Participation

This is to certify that

Participant's Name

has participated in the
Program on **Material Management for Pharmacy Leaders**
conducted by the Indian Institute of Management Udaipur
from.... to

Prof. Govind Lal Kumawat
Program Director

Prof. Sreejith Krishna Kumar
Program Director

Prof. Shobhit Aggarwal
Chairperson, Executive Education