



भारतीय प्रबंध संस्थान बोधगया Indian Institute of Management Bodh Gaya

Dealer Development Training Program for HPCL Dealers Focused on Green and Sustainable Development Successfully Concluded at IIM Bodh Gaya

The "Management and Skill Development Program" has been developed for the dealers of Hindustan Petroleum Corporation Limited (HPCL) through a creative collaboration with NSE and the Indian Institute of Management (IIM) Bodh Gaya.

Under the guidance of Dr. Vinita S. Sahay, Director of IIM Bodh Gaya, a three-day training program for HPCL dealers from the East-Central Zone was successfully conducted in collaboration with NSE Academy. Held from February 5 to February 7, 2025, the program brought together HPCL dealers from various districts of Bihar.



Strategic thinking, team building, efficient operations, industry 4.0, financial acumen, and other general management skills were among the many goals of this program.

The training focused on promoting green and sustainable development practices in petrol pump operations. Participants were trained on strategies to improve customer service, enhance fuel quality management, and educate consumers on mindful fuel consumption. Through expert-led sessions, case studies, and interactive activities, the program emphasized the adoption of energy-efficient and sustainable practices, along with best practices for ensuring superior customer service.



The esteemed Director of the Indian Institute of Management in Bodh Gaya, Prof. Vinita S. Sahay, has always expressed her unwavering faith in the possibilities that lie within the younger generation and their capacity to propel forward progress in our country. She envisions a harmonious balance between the wisdom of the older generation and the abilities of the young. The "Management and Skill Development Program" is a testament to the same belief.

The program for this cycle took place between February 5 to 7, 2025. The event garnered the attention of 35 motivated attendees and was carried out with the guidance and support of the program coordinators Dr. Samant Saurabh, Dr. Shashank Kumar and chairperson of executive program Professor Amit Srivastava. The cohesive endeavours of all participants guaranteed a streamlined and efficacious educational experience.

This initiative reaffirms IIM Bodh Gaya's role in fostering innovative and sustainable practices within the petroleum sector while contributing to environmental conservation.