



# Programme Portfolio

## 2023-24

### Our Infrastructure



### Contact

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## About CEE

CEE's mission is to be a hub for engaging beneficial interactions between business leaders and the academia. The centre works with some of the finest faculty in India and from leading Global Business Schools. Participants will have opportunities to learn from the innovative research and consulting experience of the faculty, wide experience of the peer group of learners, and from Industry practitioners who bring in strong domain knowledge.

### Open Enrolment Programmes

#### Our Value Proposition

- ✓ Large Pool of world-class executive education faculty, across multiple disciplines, within the University, and from various parts of the Globe
- ✓ Team with extensive experience in designing Executive Education Programmes for Senior Executives
- ✓ Creation and Delivery of programmes, with best-in-class teaching methodologies, including Simulations & Experiential Learning

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## In- Campus Programmes

Programme Name	Faculty	Dates
<u>Manager as a Coach</u>	<u>Prof. Shivdasini</u>	15-16 June 2023
<u>Leading Teams for High Performance</u>	<u>Prof. Rajeshwar Upadhyaya</u>	26-27 June 2023
<u>General Management Programme</u>	Global Faculty	17 July -8 Dec 2023
<u>Strategy Formulation and Implementation</u>	Prof. Atul Nerkar	24-25 July 2023
<u>Leader as a Coach</u>	<u>Prof. Rajeshwar Upadhyaya</u>	10-11 August 2023
<u>Project Appraisal &amp; Financial Modelling</u>	<u>Prof. Jean Lantz</u>	21-23 Aug 2023
<u>Global Strategy - Planning &amp; Implementation</u>	Prof. Srinivasa Rangan	23-25 August 2023
<u>Negotiation &amp; Problem-Solving Strategies</u>	<u>Prof. Ramakrishna Velumuri</u>	11-12 Sept 2023
<u>Strategies for growth and Business model Innovation</u>	<u>Prof. Ramakrishna Velumuri</u>	14-15 March 2024

## Live Virtual Programmes

Programme Name	Faculty	Dates
<u>B2B Sales Excellence</u>	Prof. Naji Bejjani	13-29 June, 4-6 July
<u>Succeeding in the Disruptive and Digital Future Business World</u>	<u>Prof. Anton Musgrave</u>	16-24 Aug 2023
<u>Developing Financial Acumen</u>	<u>Prof. Olivier Tabatoni</u>	1-15 Sep 2023
Digital Transformation	Prof. Pradeep Racherla Prof. Srinivas Pingali	



## Manager as a coach

Programme is designed to equip managers with the skills and knowledge necessary to effectively coach their team members. Through a combination of role-plays & practical exercises, participants will learn how to enhance job satisfaction, job engagement & strong morale of employees, build strong working relationships, have more meaningful interactions with their team members, provide effective feedback, and help team members achieve their full potential

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Programme Fee: Rs. 25,000/- + GST  
Per Participant

## Leading Teams for High Performance

High-performing teams do not form on their own. They are led by leaders who bring out the best in their people, utilising their skills and abilities to the fullest. The workshop uses Case Studies, Role Plays & Psychometric instruments to help participants identify team dysfunctions, and issues preventing high performance by team. Programme is designed to help leaders and managers, develop the skills & knowledge necessary, to build and sustain high-performing teams, that can drive business success.

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Programme Fee: Rs..40,000/- + GST  
Per Participant

## Strategy Formulation and Implementation

Participants will learn advanced frameworks & concepts, for making strategic decisions, and implementing them successfully, even under uncertainty

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Programme Fee: Rs. 45,000/- + GST  
Per Participant

## Leader as a coach

In an environment of rapid change & competition, talent retention & engagement are crucial concerns for organizations. This hands-on workshop is designed to help Leaders build perspective, as well as the skills & competencies required, to engage in meaningful career and performance related dialogues with their team members.

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Programme Fee: Rs. 40,000/- + GST  
Per Participant

## Project Appraisal & Financial Modelling

Enables participants to learn and apply the "PRIME" toolkit, for Project Appraisal and Financial Modelling, in line with international standards. PRIME toolkit is based on six key Financial Concepts, that participants can share with colleagues, financial specialists and apply to their own projects at a Global level.

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Programme Fee: Rs. 50,000/- + GST  
Per Participant

## Global Strategy – Planning & Implementation

This programme is for firms aspiring to go global. Through experiences from global and Indian context of companies, participants understand industry dynamics, strategic positioning, value creation, value capture & value delivery, globalization of strategy, emerging market and decision making for successful globalization

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Programme Fee: Rs. 60,000/- + GST  
Per Participant



## Negotiation & Problem-Solving Strategies

Negotiation Process is a part of every manager's day to day interactions with stake holders, inside and outside the organization. This Programme gives participants, a context to think systematically & critically about their negotiation experiences, allowing them to learn frameworks, that will help them increase their learnings and preparedness, every time they are involved in a negotiation in the future

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Programme Fee: Rs. 25,000/- + GST  
Per Participant

## Strategies for growth; Business model Innovation

Explores the challenges of generating growth in low-growth markets, and exploiting growth opportunities in high-growth markets. Programme will help in understanding the growth context, and its corresponding managerial challenges; and how innovation can be used as a tool to generate growth.

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Programme Fee: Rs. 25,000/- + GST  
Per Participant

## B2B Sales Excellence

This Workshop is aimed at building competencies & skills among sales & marketing managers, to deepen their knowledge of customers, and work towards building a lasting, trusted relationship with their clients

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Programme Fee: Rs. 40,000/- + GST  
Per Participant

## General Management Programme

General Managers need to understand the decision-making processes in functions other than their own; they should be able to think strategically, evaluate & implement investment decisions, that will contribute to the overall benefit of the Organization. This programme is designed to equip participants with the insights & tools needed, for becoming successful in General Management roles. It will enable both current and potential leaders, to successfully face the challenges of growth & transformation, as Senior Leaders.

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Programme Fee: Rs. 4,25,000/- + GST  
Per Participant

## Succeeding in the Disruptive and Digital Future Business World

The Programme challenges participants to differently explore strategy in a disruptive world, and, through fresh lenses and perspectives, to consider the future digital operating environment and what it offers leaders. Through a challenging blend of interactive webinar-based learning and discussions, participants will discover how to remain agile and adaptable, building an organizational culture that inspires innovation, creates future market relevance, and a focus on new exponential opportunities.

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Programme Fee: Rs. 35,000/- + GST  
Per Participant

## Developing Financial Acumen

It is important for Senior Managers to be able to judge the financial strength of their strategic and operational decisions. Through the use of Business Simulation & Case Studies, provides a concise overview, of how managerial decisions impact market value for an organisation, and how value creation impacts the day-to-day life of managers

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Programme Fee: Rs. 35,000/- + GST  
Per Participant





# Custom Designed Programmes



## Our Customization Approach

- 1. Diagnostic Study:** Conducted through interactions with Senior Leadership, HR, and Sample Participants to comprehend the learning requirements from Business and People perspective
- 2. Design:** Developing the Programme Outline, to meet the learning requirements, Modules & Topics to be covered
- 3. Customization:** Interactions between Faculty and Subject Matter Experts from Client Organization, to customize the Programme to address the learning objectives
- 4. Delivery:** Delivery of the Programme, in Classroom / Live Virtual Mode
- 5. Action Learning Project Implementation Support & Guidance**

## Some themes we have been working with:

- ✓ **Becoming Customer- Centric Innovator**
- ✓ **Developing Business Acumen through Integrated Business Simulation**
- ✓ **Developing Financial Acumen**
- ✓ **Leading Teams for High Performance**
- ✓ **Leader as a Coach**
- ✓ **Personal and Organizational Leadership**
- ✓ **Mastering Negotiation and Influence**
- ✓ **Strategy Formulation and Implementation**
- ✓ **Global Strategy: Planning & Execution**
- ✓ **Succeeding in the Disruptive and Digital Future Business World**

