

# Management Development Program

## High Impact Business Leadership



### Business Leadership

#### Navigating Through Uncertainty

**G**lobal CEO surveys indicate that while companies are investing heavily in workforce transformation, translating these investments into long-term sustained performance remains uneven.

The World Economic Forum's Future of Jobs Report notes that 86% of businesses expect new emerging technologies to very significantly transform their operations, while 39% of the skills defining work today are expected to change by 2030 and 22% of current roles will undergo major disruption.

Contemporary businesses are advancing at extraordinary speed, industries are being reshaped, and the shelf-life of expertise is shrinking.

Organizations are operating in an environment where technological shifts, geopolitical uncertainty, and evolving workforce expectations are redefining how value is created.

#### Sources:

World Economic Forum Report- 2026;  
Global CEO Outlook insights - 2026

### About This Program

High business impact performances are not a game of probability and only high commitment and hard work. Our business observation and research by likes of McKinsey, tell us that high impact leaders deliver at least 30% better business than average leaders. Several of successful business and team leaders, do end up believing that their old ways are the best ways despite changing scenarios in business.

This program is about developing new perspective, openness to rapidly changing business and building teams that deliver superior performance and business result. Learn from ISB&M faculties and industry experts who have wide business experience and superior quality research in business issues.

### What Will You Learn

1. How to do scenario analysis in a rapidly changing environment.
2. Develop general management perspective, where you evaluate your ideas and plans with markets, technology, process, cost and finances, talent and business result.
3. Learn the art of customer relations, business negotiations and deal marketing.
4. Data, insightful thinking and knowledge driven decision making.
5. Develop performance driven teams, team member relationships and performance & achievement-oriented culture.
6. Learn to lead business teams.

### Program Content Details

Program is thoughtfully designed into eight modules to be delivered over 2 days each module.

**Module 1:** Introduction to Leadership and Assessment Centre Approach to Define Each Participant's Learning Need

**Module 2:** Understanding Business Marketing

**Module 3:** Tech Driven Supply Chain Management

**Module 4:** Business Negotiations

**Module 5:** Financial Analysis & Planning

**Module 6:** Data Analytics and Business Decision Making

**Module 7:** Business Transformation & Change Management

**Module 8:** Leading High Performance Business Growth

## Program Leaders



**Dr. Pramod Kumar**  
PhD (IIT Bombay)

Formerly with IIM Ahmedabad; Former Chairperson-Placement, XLRI Jamshedpur; Ex- Director, Symbiosis Institute of Business Management, Pune; Consultant to over 80 leading companies worldwide. Internationally quoted author of over 100 research papers, cases and management games.



**Prof. S. B. Subramaniam**  
Chartered Accountant  
(Fellow Member of ICAI)

Over three decades of experience as CFO / Head of Finance in leading Indian and multinational organisations. Combines highly extensive corporate leadership experience with consulting in business finance and mentor business managers to drive financial discipline and sustainable growth.



**Prof. Abhishek Sinha**  
B.E (NIT, Rourkela),  
PGDM (SCMHRD, Pune)

Over 20 years of rich industry-wide experience. Senior leadership roles in reputed organizations like Samsung Electronics, Madura Coats, Akzo Nobel, and Aircel. Consulted for start-ups in health-tech and consumer durables.

## Program Benefits

- **Superior Team Performance:** Build teams that deliver superior performance and business outcomes.
- **Business & General Management Perspective:** Develop a perspective to evaluate ideas and plans across markets, technology, financial value & cost, talent, and business results.
- **Data-Driven Decisions:** Master data, insightful thinking, and knowledge-driven decision-making.
- **Cost and Value Driven Thinking:** Understand the financial ability of your ideas & initiatives
- **Performance Culture:** Develop performance-driven teams, strong relationships, and an achievement oriented culture.
- **Modern Business Analysis:** Utilize AI enabled tools, and tech-driven approaches for business analysis and plan development.
- **Experiential Learning:** Engage in highly collaborative, interactive, thinking, and execution-driven learning.

**Business leaders who thinks business with organizational value approach.**

## Program Delivery Methodology

**The program is highly interactive and execution-focused, enabling participants to think critically, explore ideas, and translate insights into actionable outcomes.**

1. Assessment and development centre approach to define each participants learning needs
2. Scenario development and analyse to define future of business
3. Case of industry and companies
4. Company based projects between the modules in certification programmes
5. Psychological testing and assessment for self-development and personal improvement
6. Experimental exercise & simulation
7. AI, GenAI and tech driven approach to business analysis and plan development.

**This program would be delivered over 8 alternative weekends (16 days) across four months.**

## Who Should Attend

- High-potential professionals identified for leadership advancement
- Functional heads and business leaders transitioning to broader or P&L roles
- Entrepreneurs and growth leaders seeking stronger strategic and leadership acumen
- Mid to senior-level managers driving business and team performance

## Your Learning Investment

| Scheme of Nominations |            | Number of Nominations      |                            |                            |
|-----------------------|------------|----------------------------|----------------------------|----------------------------|
|                       |            | 1 Nomination               | 2 Nominations              | 3 or more Nominations      |
|                       |            | Early Bird / Regular (INR) | Early Bird / Regular (INR) | Early Bird / Regular (INR) |
| Full Program          | Individual | 40,000 / 45,000            | 35,000 / 40,000            | 30,000 / 35,000            |
|                       | Corporates | 45,000 / 50,000            | 40,000 / 45,000            | 35,000 / 40,000            |
| Per Module            | Individual | 6,500 / 7,000              | 5,500 / 6,000              | 4,500 / 5,000              |
|                       | Corporates | 7,500 / 8,000              | 6,500 / 7,000              | 5,500 / 6,000              |

**Select sessions would be conducted by industry leaders, founders and globally accomplished academicians.**