



Mahindra™
University
Global Thinkers. Engaged Leaders.

CENTRE FOR
EXECUTIVE EDUCATION

Establish your Executive Presence with the Power of Storytelling



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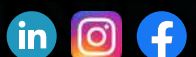


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Programme Overview

Today's business environment is highly challenging for product manufacturers and service providers. Globalization has levelled the playing field. Customers of today are lot more educated about the products and services they avail. Market place is infested with fierce competition. Organizations, therefore, are naturally focused on developing market-oriented skills in their client facing as well as internally focused teams.

Every professional in today's world is required to influence multiple stakeholders. A professional's influencing ability starts from one's very presence in a business setting. Conscious globally leading organizations have focused on this most important element in professional repertoire and getting their teams understand the nuances of Executive presence that in turn provide a great driving force for greater success internally within the organization as well as externally in the marketplace.

Participants will learn how one needs to enhance their presence by developing multiple dimensions in their professional personality including effective communication that will make them win the hearts of all the stakeholders. Intent of the workshop is to help the participants influence their stakeholders to move in the intended direction. Pedagogy will have the facilitator moderating the sessions making them think, reflect and realize the gaps, understand how to plug these gaps and in fact, take a lead in their field!

This workshop on establishing Executive Presence has been carefully designed keeping in mind this very exact need of the participants. Workshop will be highly practitioner oriented replete with real life examples and goes beyond the dimensions of style and pomp.

Learning Outcomes

- Understanding the dimensions of Executive Presence that create impact
- Creating a personal presence that inspires trust and confidence in others
- Mastering verbal techniques that create a persuasive and compelling message for others
- Understanding stakeholders and aligning our communication: Speaking with confidence and poise with people from all levels
- Building capabilities that comprise political and social astuteness
- Understanding Cultural Sensitivity

Key Topics covered in the Programme

- Construct of Executive presence
- Business Storytelling
- Understanding Social Psychology
- Establishing presence in numerous different business settings

Day wise Session Topics Covered

Day 1

Session 1: What is Executive Presence

- Why new age leadership communication needs a different approach
- First S of 3S Executive Presence model
- Introduction to a highly effective technique that has taken the leadership communication field by storm for great impact!
- Simple techniques to elevate a leader's communication in any business setting

Session 2: Deeper skill building of First 'S'

- Foundational building blocks of leadership communication
- Techniques to emphatically begin business narratives
- Learning from one of the finest storytellers from the business world

Day 2

Session 3: Advanced techniques of business storytelling to establish one's presence

- Structuring our thoughts and communication and develop inspirational narratives for greater impact
- Stakeholder understanding
- Time tested Framework to understand our audience before developing a cohesive and compelling narrative

Session 4: 2nd and 3rd 'S' of Executive Presence model

- How to make our contribution in any business setting
- How to develop a compelling view point (business and behavioural) that makes everyone invite your opinion
- Vital lever missed out in most workshops on Executive Presence
- Handling Executive presence derailers: Being prepared to handle the tricky objections



Programme Faculty

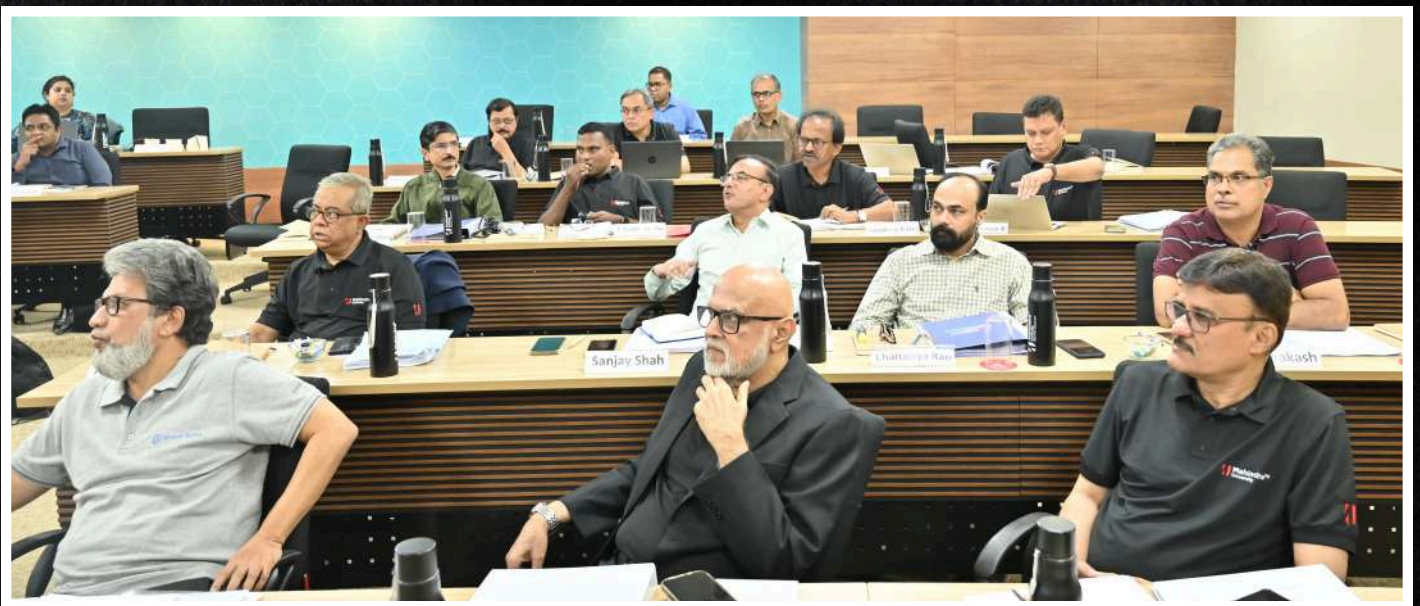
Prof. Rajesh Pandit

Prof. Rajesh Pandit is a Visiting Faculty at Centre for Executive Education, Mahindra University. He has nearly three decades of rich experience across industry and academia. He is a strategic advisor in leadership development, business growth, sales, and marketing. He has taught at prestigious institutions such as IIM Ahmedabad (PGPX Program) and IIM Udaipur, specializing in B2B Marketing, Business Relationships, and Entrepreneurship.

Prof. Pandit has extensive experience conducting workshops for mid and senior management professionals, focusing on leadership, value selling, key account management, and business storytelling. He is also a facilitator at the Tata Management Training Center in Pune, where he contributes to leadership development programs for various Tata Group companies.

His industry experience includes working with the textiles division of Aditya Birla, where he helped rejuvenate the customer value proposition. Prof. Pandit has also collaborated with TE Connectivity and Robert Bosch, assisting in the development of go-to-market strategies for new products and establishing key account management practices, while improving market orientation across senior and middle management teams.

Through his academic and advisory roles, Prof. Pandit continues to make a significant impact on leadership development, sales excellence, and strategic business growth for organizations across diverse sectors



Programme Details

Programme Dates: 26-27 June 2025 (TBC)

Programme Mode: 2 Days | In-campus

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

About Centre for Executive Education

The Centre for Executive Education (CEE) at Mahindra University, creates and conducts learning programmes for working professionals, which are designed to provide timely and relevant knowledge, insights and perspectives, that help them progress in their current and future roles in organizations. By enhancing performance of executives, these programmes are aimed to positively impact the organisations that they work for.

Executive Education Programmes at Mahindra University span across multiple business disciplines, engineering & data science, and law, for different seniority levels, in various national and international geographical locations.

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.

About Mahindra University

Mahindra University, established in May 2020, is a multi-disciplinary global education and knowledge campus which offers industry-aligned curricula, a student-centered learning environment, and opportunities for international exposure. The University offers Undergraduate and Post Graduate programs in its five Schools namely Ecole Centrale School of Engineering, School of Management, School of Law, Indira Mahindra School of Education, School of Media, Centre for Sustainability, School of Design and Innovation and Liberal Arts. The University has been established in a sprawling, green, 130 acres at Bahadurpally in Hyderabad. The University provides students with a modern lifestyle and a unique multi-cultural immersion in a predominantly green campus. The Lecture Theaters, Seminar Halls and Syndicate Rooms deploy state-of-the-art technology, to impart a multi-media, interactive learning experience to participants. Executive Housing facilities on campus come with contemporary design, spacious & comfortable air-conditioned rooms.

Some of our Clients



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