

# Executive Education Programme Portfolio 2025-26



## About Us

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.

## Our Value Proposition

1

Large Pool of world-class executive education faculty, across multiple disciplines, within the University, and from various parts of the Globe

2

Team with extensive experience in designing Executive Education Programmes for Senior Executives

3

Creation and Delivery of programmes, with best-in-class teaching methodologies, including Simulations & Experiential Learning

## Programmes in Q1

Programme Name	Faculty	Dates	Fee
Manager as a Coach	Prof. Shivdasini Singh Amin	17-18 June 2025 (TBC)	Rs. 40,000/- + GST Per Participant
Establish your Executive Presence with the Power of Storytelling	Prof. Rajesh Pandit	26-27 June 2025 (TBC)	Rs. 50,000/- + GST Per Participant

## Programmes in Q2

Programme Name	Faculty	Dates	Fee
Certificate Programme in Advanced Sales Management	Prof. Subramanian Chandramouli	July - December 2025	Rs. 3,00,000/- + GST Per Participant
Building and Managing High-Performing Teams	Prof. RajaniKanth	3 - 4 July 2025 (TBC)	Rs. 40,000/- + GST Per Participant
Developing Strategic Mindset	Prof. Srinivasa Rangan	28-29 July 2025 (TBC)	Rs. 50,000/- + GST Per Participant
General Management Programme	MU Faculty	18-23 August 2025 (TBC)	Rs. 1,25,000/- + GST Per Participant
Leading with Emotional Intelligence	Prof. Shivdasini Singh Amin	26 - 27 September 2025 (TBC)	Rs. 40,000/- + GST Per Participant

## Programmes in Q3

Programme Name	Faculty	Dates	Fee
Leadership Competencies for Top Management	Prof. Rajeshwar Upadhyaya	October 2025(TBC)	Rs. 1,50,000/- + GST Per Participant
Design Innovation for Industry Transformation	Prof. B. K. Chakravarthy Prof. Chaitanya Solanki	October 8-10, 2025	Rs. 75,000/- + GST Per Participant
Negotiation and Influencing Strategies	Prof. Gagandeep Singh	November 13-14, 2025	Rs. 50,000/- + GST Per Participant
Digital Organization Strategy Frame Work	Prof. C K Vishwakarma	<b>Phase 1:</b> 1.5 Days December 2025(TBC) <b>Phase 2:</b> 1.5 Days January 2026(TBC)	Rs. 75,000/- + GST Per Participant

## Programmes in Q4

Programme Name	Faculty	Dates	Fee
Strategy Formulation and Implementation	Prof. Atul Nerkar	January 2026(TBC) 4 Sessions of Live-Online	Rs. 60,000/- + GST Per Participant
Driving Innovation Through Design Thinking	Prof. B. K. Chakravarthy Prof. Chaitanya Solanki	January 22-23, 2026	Rs. 50,000/- + GST Per Participant
Developing Financial Acumen	Prof. Olivier Tabatoni	February 2026(TBC) 4 Sessions of Live-Online	Rs. 60,000/- + GST Per Participant

# Programme Descriptions

## 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

## Establish your Executive Presence with the Power of Storytelling

Today's business environment is highly competitive, with globalization leveling the playing field and well-informed customers demanding more. Organizations are focusing on market-oriented skills to stay ahead, requiring professionals to influence multiple stakeholders. Executive presence is a key factor in success, both internally and externally. This workshop is designed to help participants enhance their professional presence through effective communication and personality development. With a practical, real-world approach, it equips professionals with the skills to lead, influence, and drive success.

## Certificate Programme in Advanced Sales Management

Sam Walton said, "The customer is the boss." In today's AI-driven B2B world, buyers demand value-driven partnerships, making traditional sales tactics obsolete. The Advanced Sales Management Programme equips leaders with cutting-edge tools—AI, analytics, and CRM automation—while mastering strategic negotiation and engagement. In 12 days, participants will learn to optimize sales, build lasting relationships, and lead in the Age of the B2B Buyer.

## Building and Managing High-Performing Teams

This Programme helps participants understand how to cultivate trust and transparency, fostering robust collaboration and engagement. It provides leaders with essential tools and skills enhances communication, effectiveness, and motivation, fostering a positive team dynamic. Practical insights ensure leaders navigate complexities effectively.

## Developing Strategic Mindset

This programme equips senior leaders to build agile, innovative organizations that thrive in a competitive landscape. Participants will develop strategic thinking, leverage competitive advantages, and execute multi-disciplinary strategies. Through real-world discussions and strategic tools, they will gain insights, predict trends, and drive impactful change in their businesses.

## General Management Programme

Many managers succeed early in their careers by specializing in a single functional area. However, transitioning to General Management requires a broader perspective—becoming strategists, leaders, and organization builders. This shift, which typically takes years, demands new skills and strategic thinking. The General Management Programme (GMP) accelerates this transition, equipping managers with the knowledge and perspectives needed for senior leadership. Through academic insights, practical applications, and business simulations, participants gain hands-on experience in decision-making across strategy, finance, marketing, operations, and leadership. GMP fosters a holistic leadership approach, preparing managers to drive growth in a competitive, uncertain business environment.

## Leading with Emotional Intelligence

The "Leading with Emotional Intelligence" programme focuses on garnering support and engagement through persuasive skills and emotional self-awareness. Participants learn key frameworks and tools from experienced instructors to cultivate relationships, inspire action, and enhance team productivity, ultimately becoming adaptive leaders.

## Leadership Competencies for Top Management

This programme emphasizes 21st-century leadership skills and transformational change. Using 360-degree feedback and a psychometric tool, executive coaches provide personalized insights and action plans over 4 days. Peer support and plenary sessions enrich the experience, fostering success at the top level.

## Negotiation and Influencing Strategies

Humans are social beings, constantly negotiating in work and life. Effective negotiation shapes our roles, power, and satisfaction, while poor skills lead to frustration and isolation. Managers and leaders, often without formal authority, must influence stakeholders. This course hones both the art and science of negotiation, preparing participants for complex, real-world challenges, including cross-cultural dynamics.

## Exposure to Design Innovation

This three-day executive education programme, Exposure to Design Innovation, offers participants a comprehensive overview of cutting-edge design technologies, methodologies, and their real-world applications. Through expert-led sessions and case studies, the programme explores how design thinking and technological advancements drive problem-solving and industry transformation across disciplines. Participants will engage with innovation in domains such as immersive media, industrial and product design, gamification, automotive design, motion graphics, visual communication, apparel design, and wearable technology. The programme fosters collaboration between design and industry, helping professionals align with emerging trends and identify opportunities for strategic growth through innovation.

## Digital Organization Strategy Frame Work

Digitalization begins with pilot projects to test real business impact. While cost reduction is a key driver, many organizations also seek innovation and growth. Success now depends on rethinking strategies, leveraging AI, and empowering digital-savvy leaders. This Programme equips teams with essential tools and technologies like IoT, Gen AI, and Robotics to accelerate transformation and drive strategic execution.



# Strategy Formulation and Implementation

Senior executives' strategic decisions shape long-term growth and profitability. This program equips participants with advanced frameworks for strategic choices at the Business Unit Level. They learn to resolve organizational issues, allocate resources, manage risk, and execute strategy effectively. Participants gain insights into common implementation challenges and learn to design systems to meet strategic objectives under uncertainty.

# Driving Innovation Through Design Thinking

This two-day executive education programme at Mahindra University's School of Design Innovation offers industry professionals a deep dive into Innovation Through Design Thinking. Led by renowned experts, the programme combines theoretical knowledge with practical application, featuring sessions on design innovation methodologies, the role of AI in enhancing innovation, and real-world case studies from diverse sectors. Participants will engage in hands-on learning, explore structured frameworks, and receive toolkits to apply design thinking effectively within their organizations.

# 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

# Custom Designed Programmes

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## 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 of our Custom Programme Themes

- 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
- B2B Sales Excellence
- Key Account Management
- Digital Transformation
- General Management

# Some of our Clients



# Get in Touch

## Contact Details

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