



TAKE A POWER BREAK



The Hub

Over the years, the Centre for Executive Education has evolved into a hub for meaningful interaction between business leaders and academia. This is the place where, for instance, they discuss next management practices threadbare. This is the centre that attracts best-in-class faculty from global business schools.

This has become a centre for practical understanding of emerging economies.

Not to mention the most conducive environment to interact with peers and network with global contemporaries.

The ability in seeing an idea through comes not from following a game plan but knowing when to pause and re-look from an overall perspective.

At ISB's Centre for Executive Education, we call it the **POWER BREAK**. Where winners refuel to reach their goals with confidence.

The ISB is arguably the best place to take a power break. It offers you cutting edge research on emerging markets and the best visiting faculty from around the world.

These factors, along with our global insights and the collective learnings of our associate schools offer you the best in class executive education programmes. The environment and the infrastructure at the ISB reflect the refinement of a global institution. It is the right place for a professionally rewarding and personally enriching experience.

TO BE AN INTERNATIONALLY

TOP-RANKED SCHOOL...

RESEARCH-DRIVEN,



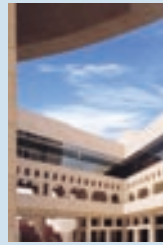
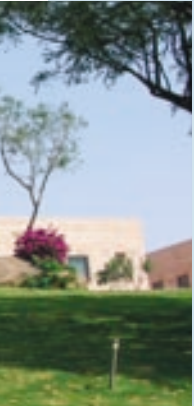
INDEPENDENT MANAGEMENT INSTITUTION...

THAT GROOMS FUTURE LEADERS FOR INDIA

AND THE WORLD... THAT'S THE ISB VISION

The ISB

grooms business leaders
who can influence management
trends and practices
through their thought leadership.
The ISB faculty are thought
leaders in their respective
fields, and have distinguished
themselves as researchers,

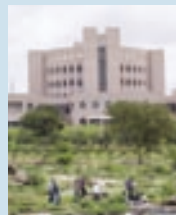


management theorists,
policy makers, and consultants.

The ISB has association
with three of the world's leading
business schools – The Kellogg School,
The Wharton School, and
The London Business School.

The ISB Governing Board has ensured
that our programmes focus on
topical business issues facing
corporations the world over.

Their participation has given



learning at the ISB a pragmatic
approach to solve real world
business problems.

Our 260-acre campus combines
impressive infrastructure with
serene landscapes. Participants
at the ISB enjoy academic,
residential, and recreational
facilities equal to those at
the best business schools
in the world.

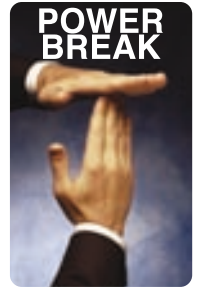
Apr ● Jun
07

- 10 Managing Young Global Enterprises : MYGLOBE
- 10 Accelerating Sales Force Performance
- 11 Accelerated Management Programme: Transitioning into General Management
 - 11 Brand Management
- 12 Aligning your Business and IT Strategies: Stability, Agility and Disruption
- 12 Coaching Programme for Top Management: Empowering Senior Teams

C O n t

Jul ● Sep
07

- 14 Marketing Strategies in a Competitive Environment
- 14 Strategic Thinking and Implementation
- 15 Financial Strategies for Creating Value
 - 15 Integrated Marketing Communication
- 16 Achieving Excellence through Superior Service
- 16 Executive Coaching
 - 17 Strategic Retail Management
- 17 Leadership Skills for Top Management



A Strategic Time-out
At The Centre For
Executive Education

Oct • Dec
07

- 19 Stepping into Leadership
 - 19 Marketing Investments: Achieving Financial Discipline
 - 20 ISB - Kellogg Global Advanced Management Programme: For Global Leadership
 - 20 Perpetuating the Family Enterprise
- 21 Strategic Talent Management
 - 21 Accelerated Management Programme: Transitioning into General Management
- 22 Accelerating Sales Force Performance
 - 22 Transformational Leadership: Tapping into your personal DNA
 - 23 Strategic Leadership Programme
- 23 Organic Growth for Achieving Top Line
 - 24 Role of a CFO - Integrating Strategy & Finance

e n t s

Jan • Mar
08

- 26 Marketing Strategies in a Competitive Environment
 - 26 Global Operations and Supply Chain Excellence
 - 27 Leading Teams for High Performance
 - 27 Leadership Skills for Top Management (Refresher)
 - 28 Leadership Skills for Top Management
 - 28 Winning Strategies for Large Customers
-
- 29 Upcoming Programmes
 - 30 Customised Programme

Leaders tank up
on strategy
before getting onto
the fast track



Apr ● Jun
07

Apr ● Jun
07

April 09 - 13, 2007
(ISB Phase)

June 03 - June 08, 2007
(INSEAD Phase)

Managing Young Global Enterprises: MYGLOBE

The game

The programme develops a comprehensive understanding of international business and provides a hands on experience of managing international business operations.

The players

Business leaders, exporters, firms with international operations.

The coach

From INSEAD & ISB

Gate

INR 3,25,000*



May 18 - 22, 2007

Accelerating Sales Force Performance

The game

The programme combines frameworks to understand, diagnose, and enhance the sales system with practical insights gained by the faculty and co-participants.

The players

Senior sales and marketing leaders and general managers of companies in which the sales organisation is a substantial investment and a key driver of company success.

The coach

Prabha Sinha – Visiting faculty, Kellogg

Gate

INR 1,25,000*

Apr ● Jun
07

May 20 - June 4, 2007 ●

Accelerated Management Programme: Transitioning into General Management

The game

Facilitate the transition of senior functional executives into highly effective general managers. Develop a broad understanding of how to integrate across functions, optimise manpower and resources to get work done more efficiently and with superior results.

The players

Senior functional managers moving into positions where firm-wide multi-functional perspectives are required.

The coach

Faculty who teach on similar general management programmes are :
Atul Nerkar – University of North Carolina
Suren Mansingka – University of California, Irvine
Prabha Sinha – Visiting faculty, Kellogg
Don Sexton – Columbia
Ananth Iyyer – Purdue

Gate

INR 3,00,000*



June 03 - 06, 2007 ●

Brand Management

The game

The programme talks about how to build and sustain brands and also manage them over the product's life cycle.

The players

Brand managers & anyone whose role involves touch points with brand management.

The coach

Don Sexton – Columbia

Gate

INR 75,000*

Apr ● Jun
07

Jun 25 - 28, 2007

Aligning your Business and IT Strategies: Stability, Agility and Disruption

The game

The programme is designed to illustrate and analyse the synergies between business strategies, processes and IT investments.

The players

Managers in functional areas and IT professionals who wish to complement technical skills with the ability to solve complex business problems.

The coach

Ravi Bapna – ISB
Anitesh Barua – University of Texas, Austin

Gate

INR 75,000*



June 18 - 21, 2007

Coaching Programme for Top Management: Empowering Senior Teams

The game

This programme aims to help CEOs & top management to hone their ability to coach managers and professionals to achieve consistently high levels of work performance and raise their full potential.

The players

CEOs & top managers who are managing managers.

The coach

Steven Sonsonni – London Business School

Gate

INR 75,000*

A true winner
continually
evaluates the
game plan



Jul ● Sep
07

Jul ● Sep
07

July 04 - 07, 2007

Marketing Strategies in a Competitive Environment

The game

Develop competitive marketing strategies and create superior customer value with long term customer relationships.

The players

CEOs, and senior marketing executives.

The coach

Dipak Jain – Kellogg
Jagmohan Raju – Wharton

Gate

INR 1,50,000*



July 08 - 12, 2007

Strategic Thinking & Implementation

The game

The programme addresses the challenge of building strategy in a competitive environment. Strategic insights gathered from practical experiences of working with leading industries the world over are applied together with key strategic tools to understand how to create and maintain a competitive advantage.

The players

CEOs, functional heads, vice presidents, consultants, and senior managers.

The coach

Harbir Singh – Wharton
Aks Zaheer – Minnesota

Gate

INR 1,25,000*

Jul ● Sep
07

July 16 - 20, 2007

Financial Strategies for Creating Value

The game

You will understand to value companies and understand critical valuation strategies. Comprehensively examine the issues of real options, corporate risk management as well as that of executive compensation.

The players

Senior management & corporate finance executives, CEOs of financial and non-financial corporations, and corporate treasurers.

The coach

Bhagwan Chowdhry – University of California, Los Angeles
Suren Mansingka – University of California, Irvine

Gate

INR 1,25,000*



Aug 07 - 10, 2007

Integrated Marketing Communication

The game

This programme will help you look at different options to develop effective relationships with customers & other stakeholders within the limits of time, budget & resources.

The players

Senior managers who are responsible for designing the marketing communications strategy for organisations.

The captain / coach

Don Schultz – Northwestern
Heidi Schultz – Northwestern

Gate

INR 75,000*

Jul ● Sep
07

Aug 16 - 18, 2007

Achieving Excellence through Superior Service

The game

The programme helps organisations to look into ways through which they could differentiate themselves by achieving excellence through quality service.

The players

Managing directors, general managers, department and function heads. Senior managers responsible for marketing, sales, market research, customer service, service/product design, human resources, corporate communications, information systems, and internal-support services.

The coach

A Parasuraman – University of Miami

Gate

INR 75,000*



Aug 20 - 22, 2007

Executive Coaching

The game

The programme aims at creating executive coaches based on an empirically tested method of executive coaching developed by Marshall Goldsmith.

The players

Executives who are interested in becoming an executive coach.

The coach

Marshall Goldsmith – Renowned executive coaching expert from USA

Gate

INR 1,00,000*

Jul ● Sep
07

Aug 28 - 31, 2007

Strategic Retail Management

The game

The programme will help provide different models for analysing and building differentiated value drivers for different retail businesses.

The players

Senior and top managers who are responsible for retail chain operations.

The coach

Kirthi Kalyanam – Santa Clara
Narendra Agarwal – Santa Clara
N Viswanadham – ISB

Gate

INR 75,000*



Sept 10 - 14, 2007

Leadership Skills for Top Management

The game

Assess one's leadership competencies, develop an insight required to bring about change in one's self and therefore in leading the organisation.

The players

CEOs and heads of major functions from medium to large public and private business.

The coach

Clive Rubery – Visiting faculty, London Business School

Gate

INR 1,50,000*

A champion
knows the value of
assessing one's
strengths



Oct • Dec
07

Oct ● Dec
07

Oct 07 - 10, 2007

Stepping into Leadership

The game

This programme will provide an array of insights and opportunities to frontline managers on managerial and interpersonal skills in order to help them to cope with the expectation from customers, senior managers, external suppliers and their subordinates.

The players

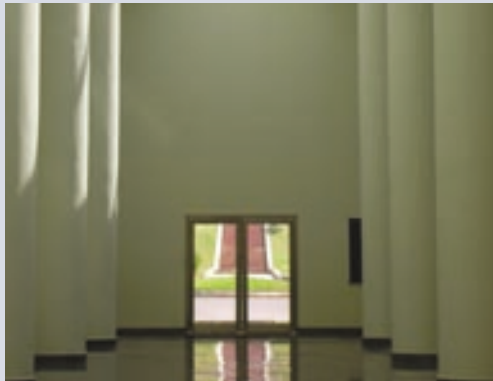
Frontline managers.

The coach

Mitchell Watkins – Visiting faculty, London Business School
S Ramnarayan – ISB

Gate

INR 75,000*



Oct 24 - 27, 2007

Marketing Investments: Achieving Financial Discipline

The game

The programme presents approaches for evaluating the ROI of marketing expenditure and shows how to apply them in specific marketing situations such as pricing, advertising, and branding.

The players

Anyone who is involved and interested in managing and evaluating ROI including general managers, finance managers, marketing managers, product or services managers, brand managers, communications managers, advertising managers, sales managers, pricing managers, and managers of new products or new services.

The coach

Don Sexton – Columbia

Gate

INR 75,000*

Oct • Dec
07

Oct 26 - Nov 01, 2007
(ISB Phase)

Nov 18 - 23, 2007
(Kellogg Phase)

ISB - Kellogg Global Advanced Management Programme: For Global Leadership

The game

Address the key concerns of top management; Transform the performance of both, the participants who attend, and the organisations they represent in this highly competitive global business environment.

The players

Top management gearing up for the challenges ahead in the highly competitive global business environment.

The coach

Faculty from Kellogg & ISB

Gate

INR 5,00,000*



Oct 29 - Nov 02, 2007

Perpetuating the Family Enterprise

The game

Explore best practices tried and tested over 20 years in dealing with complex issues that come into play while balancing the needs of the business with the needs of the family.

The players

Leaders of family firms, next generation leaders, independent directors and advisors.

The coach

John Ward – Kellogg
Kavil Ramachandran – ISB

Gate

INR 1,50,000*

Oct • Dec
07

Oct 30 - Nov 02, 2007

Strategic Talent Management

The game

This programme will help participants to use talent management as a strategic tool for achieving competitive advantage.

The players

Senior and top leadership in organisations responsible for talent management.

The coach

Andrew Mayo – Visiting Faculty, London Business School

Gate

INR 75,000*



Nov 19 - Dec 04, 2007

Accelerated Management Programme: Transitioning into General Management

The game

Facilitate the transition of senior functional executives into highly effective general managers. Develop a broad understanding of how to integrate across functions, optimise manpower and resources to get work done more efficiently and with superior results.

The players

Senior functional managers moving into positions where firm-wide multi-functional perspectives are required.

The coach

Faculty who teach on similar general management programmes are :
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Suren Mansingka – University of California, Irvine
Prabha Sinha – Visiting faculty, Kellogg
Don Sexton – Columbia
Ananth Iyyer – Purdue

Gate

INR 3,00,000*

Oct ● Dec
07

Dec 03 - 07, 2007

Accelerating Sales Force Performance

The game

The programme combines frameworks to understand, diagnose, and enhance the sales system with practical insights gained by the faculty and co-participants.

The players

Senior sales and marketing leaders and general managers of companies in which the sales organisation is a substantial investment and a key driver of company success.

The coach

Prabha Sinha – Visiting faculty, Kellogg

Gate

INR 1,25,000*



Dec 04 - 08, 2007

Transformational Leadership: Tapping into your personal DNA

The game

Focus on path breaking research which has revealed that each person has unique 'essence' or DNA which when tapped clarifies purpose, evokes passion, unleashes leadership and harvests creativity. Helps develop a personal action plan on a key organisational issue.

The players

For CEOs and senior executives with leadership responsibilities.

The coach

Prasad Kaipa – Self Corp, California

Gate

INR 1,25,000*

Oct ● Dec
07

Dec 08 - 12, 2007

Strategic Leadership Programme

The game

The programme is designed to give participants a leadership and strategic perspective on their businesses with particular emphasis on leading strategically in today's environment of rapid changes and growing global opportunities.

The players

Senior managers from large or medium sized firms who have and will have responsibility for strategy processes in their firms.

The coach

Edward Freeman – Darden
Sankar Venkatraman – Darden

Gate

INR 1,25,000*



Dec 10 - 14, 2007

Organic Growth for Achieving Top Line

The game

This programme will challenge participants to look at growth & innovation more holistically in order to achieve reliable & sustainable growth from within.

The players

Senior and top managers who are responsible for leading and managing growth initiatives in medium to large sized companies.

The coach

Robert Cooper – Kellogg
Mohanbir Sawhney – Kellogg

Gate

INR 1,25,000*

Oct • Dec
07

Dec 12 - 16, 2007

Role of a CFO - Integrating Strategy and Finance

The game

The programme is designed to give finance executives a financial & strategic perspective on their businesses. This programme should help finance executives with their organisation's growth activities with financial discipline and strategic insight.

The players

CFO's and senior finance executives who participate in the strategy process in their firms.

The coach

Sankar Venkatraman – Darden
Ken Eades – Darden

Gate

INR 1,25,000*



The best business
moves are bettered
with constant
replenishment



Jan ● Mar
08

Jan • Mar
08

Jan 06 - 09, 2008

Marketing Strategies in a Competitive Environment

The game

Develop competitive marketing strategies and create superior customer value with long term customer relationships.

The players

CEOs, and senior marketing executives.

The coach

Dipak Jain – Kellogg
Jagmohan Raju – Wharton

Gate

INR 1,50,000*



Jan 16 - 20, 2008

Global Operations and Supply Chain Excellence

The game

Achieve operational excellence, build and integrate with global supply chains. Develop frameworks for collaborations and manage global risks.

The players

CEOs, CFOs, managing directors as well as general managers, vice presidents in operations, logistics & design.

The coach

Sunil Chopra – Kellogg
N Viswanadham – ISB

Gate

INR 1,25,000*

Jan ● Mar
08

Jan 28 - 31, 2008

Leading Teams for High Performance

The game

The programme helps to understand teams better and provides greater competencies in managing and working effectively with teams.

The players

Senior managers who are team leaders, members of stable work teams or members of ad-hoc task forces, IT professionals who work in virtual teams, and matrix organisations.

The coach

Keith Goodall – Cambridge

Gate

INR 1,00,000*



Feb 08 - 10, 2008

Leadership Skills for Top Management (Refresher)

The game

This refresher helps you to revisit your action plans which you made in the earlier Leadership Programme and take corrective actions if required.

The players

Participants who either have taken the Leadership Programme earlier or have undertaken a 360 degree evaluation for leadership competencies and undertaken action planning thereafter.

The coach

Clive Rubery – Visiting faculty, London Business School

Gate

INR 75,000*

Jan ● Mar
08

Feb 11 - 15, 2008

Leadership Skills for Top Management

The game

Assess one's leadership competencies, develop an insight required to bring about change in one's self and therefore in leading the organisation.

The players

CEOs and heads of major functions from medium to large public and private business.

The coach

Clive Rubery – Visiting faculty, London Business School

Gate

INR 1,50,000*



Feb 28 - Mar 03, 2008

Winning Strategies for Large Customers

The game

Identify valued customers, develop a value proposition to meet the valued customers segment needs, design a customer centric organisation, develop a customer focused culture, and lead change to create a winning organisation.

The players

CEOs, directors of strategic planning, heads of major functions.

The coach

Noel Capon – Columbia

Gate

INR 1,00,000*

*Taxes, as applicable

Upcoming programmes

Real Estate Management

The game

The programme will cover Real Estate Management from the different area that shape the sector with the aim of helping managers optimise their decision making process.

The players

Managers who are involved with property development, asset management, project management; People engaged in construction and architectural firms; Real estate brokers.

Programme date

To be announced



Strategic Negotiations

The game

The programme looks at strategies for analysing and preparing for negotiations through a series of hands-on experiences that illustrate each major concept and gives feedback once negotiating skills improve.

The players

Senior executives in key decision making roles who want to further enhance their negotiation skills.

Programme date

To be announced

Customised programmes

TAILOR-MADE FOR TOMORROW.

Organisations are forced to relook at their business models due to globalisation, changing customer preferences and increasing competition. Designing strategies, implementing transformational agendas and managing talent requires a different perspective. These perspectives provided by ISB's customised education, enables senior management generate solutions that work in their specific environment. The E5 design process of ISB uses a well established, unique and detailed Learning Needs Assessment technique to map the diverse requirements of all the stakeholders to the intervention.

Post the needs analysis, a tailor made solution is designed for the organisation. Some of the key components of a customised education intervention are:

- In-depth learning needs assessment, solution construction, customisation and appropriate faculty/resource identification before participants' learning commences.
- Focused design, mapping the priority of needs with contents and pedagogy.
- Facilitators who have a complete understanding of the type of issues, industry and relevant research/consulting/training experience.
- Workplace projects that goes way beyond to ensure the learning is translated into workplace actionables, which are monitored, measured and facilitated.

"The ISB Advantage" is leveraged well through the customised interventions, which focus on the top-of-the-list learning priorities of the organisation.

To know more, write to:
Marketing Services at execed@isb.edu



Selection criteria

We carefully select potential participants to ensure that everyone benefits to the maximum extent from our programmes and is able to make a full contribution to the group activities. We also consider the organisation's objectives in sending the participant for the programme. Please send in the application form early for confirmed participation.

To apply

The application process can be done in four ways:

1. Please send us an email request for the relevant programme brochure to: execed@isb.edu
 2. The application form can also be downloaded from our website at www.isb.edu/execed
 3. Contact us directly at the address mentioned below
 4. Or just fax us the attached form with the relevant details to our office
- The cheque / draft towards the programme fee should be included along with the application form.
-

Programme fee

The fee for the programme includes all tuition, course material, accommodation, and meals. All Executive Education Programmes are fully residential[#], and accommodation will be provided in the ISB campus. Please refer to the application form for information on our cancellation policy. Should we be unable to accept the application for any reason, the payment (cheque/draft) will be returned to the applicant.

[#]All programmes are fully residential. In case of non-availability of accommodation at the ISB, suitable accommodation will be provided close to the campus.

For more information

Mail / Fax the application form or contact us.

Mail : Marketing Services
Centre for Executive Education
Indian School of Business
Gachibowli
Hyderabad-500 032
INDIA

Phone : +91- 40 - 2300 7041/42
Fax : +91- 40 - 2300 7040
Email : execed@isb.edu
Website : www.isb.edu/execed

The Governing Board

Anil Ambani *	Vice Chairman and Managing Director Reliance Energy Limited	Lakshmi Mittal *	Chairman and CEO Mittal Steel Company
Bernard Arnault	Chairman and CEO LVMH	Yoshihiko Miyauchi	Chairman and CEO Orix Corporation
Rahul Bajaj *	Chairman Bajaj Auto Limited	Mark Moody-Stuart	Director HSBC Holdings PLC
Manvinder S Banga	President - Foods Unilever N V	Sunil Kant Munjal *	Chairman Hero Corporate Services Limited
Scott Bayman	President and CEO GE India	James Murdoch	Chairman and CEO British Sky Broadcasting
Riley Bechtel	Chairman and CEO Bechtel Group, Inc.	N R Narayana Murthy *	Chief Mentor Infosys Technologies Limited
Lloyd C Blankfein	Chairman and CEO The Goldman Sachs Group, Inc.	Shiv Nadar *	Founder and Chairman HCL Technologies
Ronnie Chan	Chairman Hang Lung Development Company	Sanjay Nayar *	Chief Executive Officer Citigroup India
Purnendu Chatterjee *	Chairman The Chatterjee Group	Vikram S Pandit	Founder Partner Old Lane, LP
Keki Dadiseth	Chairman Omnicom India Limited	Deepak Parekh *	Chairman HDFC
Michael S Dell	Chairman of the Board Dell Inc.	Rajendra Pawar *	Chairman NIIT Limited
Yogesh Deveshwar *	Chairman ITC Limited	Teh Kok Peng	President GIC Special Investments Pte Limited
Juergen Fitschen	Member, Group Executive Committee Deutsche Bank AG	B Ramalinga Raju *	Founder and Chairman Satyam Computer Services Limited
Adi Godrej *	Chairman The Godrej Group	M Rammohan Rao	Dean Indian School of Business
Prabhu Goel	CEO and Chairman iPolicy Networks	Girish Reddy *	Managing Partner Prisma Capital Partners LP
Rajat Gupta *	Chairman, ISB and Sr Partner Worldwide McKinsey & Company, Inc.	Arun Sarin	Chief Executive VODAFONE Group PLC
Vinita Gupta	Founder Quick Eagle Networks	James Schiro	Chief Executive Officer Zurich Financial Services
Vinod Gupta	Founder and CEO InfoUSA, Inc.	Ajay Shah	Founder and CEO Shaw Capital Partners
Patrick Harker	Dean The Wharton School	Kiran Mazumdar - Shaw *	Chairman and Managing Director Biocon India Limited
Urs Hoffmann	Managing Director Credit Suisse Group	Analjit Singh *	Chairman Max India Limited
Donald Jacobs	Dean Emeritus Kellogg School of Management	Pramath Raj Sinha *	Founding Dean, ISB and MD & CEO, ABP Private Limited
Dipak Jain	Dean Kellogg School of Management	Charles Miller Smith	Chairman Scottish Power PLC
K V Kamath *	Managing Director and CEO ICICI Bank Limited	Martin Sorrell	Chief Executive Officer WPP Group PLC
Uday Khemka	Director SUN Group of Companies	Mallika Srinivasan *	Director Tractor and Farm Equipment Limited
Vinod Khosla	Founder and Managing Partner Khosla Ventures	Sanjay Subhedar	General Partner Storm Ventures
Uday Kotak *	Executive Vice Chairman & Managing Director Kotak Mahindra Bank Limited	Rana Talwar	Chairman Sabre Capital Worldwide
Bon-Moo Koo	Chairman LG Chemical Ltd./LG Electronics Inc.	Laura Tyson	Dean London Business School
Anil Kumar *	Director McKinsey and Company, Inc.	Daniel Vasella	Chairman and CEO Novartis International AG
Arjun Malhotra	Chairman and CEO Headstrong Corporation	Romesh Wadhvani	CEO and Managing Partner Symphony Technology Group
Harish Manwani *	President, Asia & Africa, Unilever and Chairman, Hindustan Lever Limited	Jacob Wallenberg	Chairman Skandinaviska Enskilda Banken
Aman Mehta	Former Chief Executive Officer HSBC Limited	Arshad Zakaria	President and CEO New Vernon Capital LLC
Victor Menezes	Former Senior Vice Chairman Citigroup	Peter Zencke	Executive Board Member SAP AG
Heinz-Werner Meier	Senior Vice President, Human Resources Sanofi Aventis Group and Managing Director, Sanofi Aventis, Germany		

* Member of Executive Board



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www.isb.edu/execed