REAL RESULTS THAT ENABLES REAL TRANSFORMATION

Custom Learning Solutions at the Centre for Executive Education

Indian School of Business
“Curiosity and learning agility are increasingly highlighted by firm leaders as among the most sought after skills in their employees. To keep up with the rapid pace of change in competitive business environments, organisations must continuously invest in upskilling, reskilling, and developing their teams. ISB’s Centre for Executive Education brings together renowned scholars and practitioners from around the world to deliver on this need with a learning journey that provides leading-edge theoretical and real-world practical insights to help organisations engage their teams and maintain a competitive advantage.”

Steven Burton
Executive Director, Centre for Executive Education, ISB
INDIAN SCHOOL OF BUSINESS AT A GLANCE

First institution in South Asia to achieve AACSB accreditation and among the select 100+ to have both EQUIS and AACSB accreditations

#1 IN ASIA

FORBES BEST BUSINESS SCHOOLS 2019 RANKINGS FOR ONE-YEAR PROGRAMMES

#24 FT 2019 RANKING

YOUNGEST INSTITUTION TO BE RANKED AMONG THE TOP GLOBAL MBAs

TOP 100

ONLY INDIAN INSTITUTION TO BE RANKED AMONG THE TOP 100 RESEARCH INSTITUTIONS OF THE WORLD

220+

RESIDENT AND VISITING FACULTY
THE CHANGING NEEDS OF AN EVOLVING MARKETPLACE

Most often, organisations are faced with external influences that prevent growth and scale. Globalisation, constantly changing business dynamics and technology adoption have disrupted even established companies with proven track-records. Despite this, leaders are faced with a much larger challenge – that of internal barriers.

Leaders are aware that creating sustainable value while ensuring competitive advantage hinges on the growth mindset of people within. From defining and executing strategies that align with business goals, to driving innovation across the organisation, the key metric of success is nurturing leadership talent who embrace and inspire change.

Research has proven that sustained investments in learning helps organisations anticipate and overcome bottlenecks in implementing competitive strategies. According to Forbes, continuous learning features among the top concerns for organisations to gain and sustain their competitive edge.

At the Centre for Executive Education at ISB, we believe in supporting leaders and organisations in developing a culture of knowledge and learning. Through tailor-made learning interventions, CEE has enabled several organisations and institutions to adapt fast and manoeuvre deftly in a rapidly changing business world while providing revolutionary approaches to application at work.
THE CENTRE FOR EXECUTIVE EDUCATION (CEE) AT ISB

CEE has complemented ISB’s vision by helping executives and businesses with their growth plans. Over the last decade, the custom design and delivery team at CEE has helped deliver tailor-made learning solutions focused on creating real business impact for organisations. From developing the next level of leadership to increasing customer focus and creating a high-performing sales force, CEE can help devise and deliver strategic learning solutions to address specific business challenges.

“Executive education is as much about understanding learning as it is about understanding business. Too often, programmes are designed by well-meaning scholars, yet they fail to meet the demands of the practitioner. With decades of experience, our programme design team brings strong business understanding and experience to our academically rigorous programmes, giving you the best of cutting-edge insights that are practically based.”

Phil Zerrillo, Deputy Dean, ISB

| 150+ | 250+ | 60,000+ |
| CLIENTS ACROSS CORPORATE, GOVERNMENT AND PUBLIC SECTOR INSTITUTIONS | CUSTOM PROGRAMMES DELIVERED EVERY YEAR | EXECUTIVES TRAINED TILL DATE |
MANAGEMENT LEVELS ADDRESSED

20%  TOP MANAGEMENT
70%  SENIOR MANAGEMENT
10%  MIDDLE MANAGEMENT

AN INDICATIVE LIST OF PARTICIPATING ORGANISATIONS

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WHY ORGANISATIONS CHOOSE TO PARTNER WITH US

At CEE, we believe that a successful learning solution starts from understanding your business challenges. That is why, our team starts with learning about your organisation, the context of its learning needs and gets inputs from all stakeholders to define and develop tailor-made solutions.

APPLIED LEARNING
At CEE, we understand the language of business and provide adequate flexibility in programme design. This helps participants apply their learning in real-time, delivering immediate value to the organisation.

RESEARCH-DRIVEN
The strong research focus of the School enables us to design programmes based on a pragmatic blend of leadership practice and academia. This ensures organisations learn about the latest best-practices and relevant case studies.

OUTCOME-LED
At CEE, we view business challenges objectively and design programmes that directly lead to positive business outcomes. This only means, your leaders will get back to work with a clear action plan for change.

LEADERSHIP DEVELOPMENT
We recognise business specific complexities and address them by preparing a stage for nurturing thought leaders who can deliver accelerated growth within organisations.

ROI MEASUREMENT
At CEE, our team has the necessary experience and expertise in RoI measurement to help you take better decisions on your organisational learning investments.

INTERNATIONAL PARTNERSHIPS
Strategic partnerships with several international schools across four continents ensure we can organise study tours and learning interventions across geographies. So if your learning solution requires international immersion in any part of the world, it will be incorporated.

"The key to success was the faculty spending a lot of time with us. It was about understanding our needs and tailor-making the programme. It was individualised and pertinent; we could apply the learnings back in our workplace.”

Mallika Srinivasan
Chairperson and CEO, TAFE
**CEE METHODOLOGY FOR CREATING IMPACT THROUGH LEARNING**

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<th>DIAGNOSE</th>
<th>CO-CREATE</th>
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<td>• Interactions with top management</td>
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<td>• Pre-programme study</td>
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<td>• In-depth interviews with stakeholders and potential participants</td>
<td>• Customisation discussions</td>
<td>• Programme delivery</td>
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<td>• Defining programme deliverables and outcomes</td>
<td>• Researching appropriate content and pedagogy</td>
<td>• Action learning project presentation</td>
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<td>• Identification of strategic business</td>
<td>• Periodic monitoring and facilitation</td>
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<td>• Scoping of action learning projects</td>
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HOW DOES CUSTOM LEARNING BENEFIT YOUR ORGANISATION

- Simplifying complexities through action-based projects
- Formulating organisational strategy by engaging with the employees on market and industry dynamics
- Enabling employees in their functional areas with exceptional skills and developing a holistic general management perspective
- Developing a leadership pipeline for your organisation to support growth
- Fostering strategic thinking and leadership skills among the top management to drive business growth
- Driving change: individual and organisational change through transformational leadership
- Creating customer-focused organisations
- Imbibing an innovation mindset that opens numerous opportunities
- Translating sales force performance through strategic management that helps move the levers of growth
- Reinforce global best practices and insights in creating new product development capabilities

“Hemas believes in equipping its people with world-class management techniques. In this context, the programme at ISB was formulated to evolve new strategies for growth. I am confident that this has stimulated the management team to move faster and more efficiently towards our goals.”

Hussein Eusufally
CEO, Hemas Holdings, Sri Lanka

ASSOCIATIONS

Founding Associate Schools

Associate Schools

Accreditations
REAL RESULTS. REAL TRANSFORMATIONS.

At the Centre for Executive Education, we believe learning does not stop in the classroom. Which is why we have designed programmes that help participants apply classroom learnings to their business challenges. The application-oriented learning enables participants to stay relevant in a dynamic business scenario and the organisations to stay continuously competitive. We call it Real Results, where application is as vital as the learning itself.
GET IN TOUCH

CEE combines the best of facilities, globally recognised faculty and unique learning methodologies. But most of all, CEE approaches your business challenges from your point of view. Partner with us and you will understand how our custom learning solutions can create value for your business.