LEADERSHIP SKILLS FOR TOP MANAGEMENT

How do successful leaders deliver business success?

September 28 - October 02, 2020
February 08 - 12, 2021
Inherent uncertainty is the new reality of the world. Getting a grip on this unpredictable situation is a vital role for top management. Building a culture of empowered leaders to inspire change and innovation is the key to success.

Introducing you to 6 sets of essential leadership skills, this programme uses timeless fundamentals to prepare you for uncertain times. Extrapolated from extensive research, these are: planning, structuring, motivating, rewarding, navigating through uncertainty, and managing the politics of change.

**Leadership Skills for Top Management**

**DATES**
- September 28 (6.00 pm) - October 02 (3.00 pm), 2020
- February 08 (6.00 pm) - 12 (3.00 pm), 2021

The inaugural session will start at 6:00 pm on the day of your arrival.

**LOCATION**
ISB, Hyderabad Campus

**FEE**
INR 2,60,000 + GST @ 18%

Fee includes food and accommodation at the ISB campus or at an equivalent facility based on availability.
Past participating companies

Tata Motors
ING Vysya Bank
Shapoorji Pallonji and Company
Aditya Birla Retail
Ministry of External Affairs, Govt. of India
Dr. Reddy's Laboratories
Fortis Hospitals
Novartis
Microsoft

Qualcomm
Ernst & Young
Adobe Systems
Accenture
L&T Power
Adani Power
Makemytrip.com
AT&T Communication Services
FedEx

Industry-wise participants
(Over the past 6 years)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
<th>Industry Description</th>
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<tbody>
<tr>
<td>ITES, Professional Services, and R&amp;D</td>
<td>22%</td>
<td></td>
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<tr>
<td>BFSI</td>
<td>20%</td>
<td></td>
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<tr>
<td>Automobile and Manufacturing</td>
<td>17%</td>
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<tr>
<td>Healthcare and Pharma</td>
<td>9%</td>
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<tr>
<td>FMCG, Conglomerate, and Retail</td>
<td>8%</td>
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<tr>
<td>Oil, Gas, Power, and Energy</td>
<td>7%</td>
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<tr>
<td>Development and Infra</td>
<td>6%</td>
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<tr>
<td>Government, Defense, and PSUs</td>
<td>3%</td>
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<tr>
<td>*Others</td>
<td>8%</td>
<td>*Others include Travel, Hospitality, Telecom, Education, Media, and E-Commerce.</td>
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This programme has been designed for chief executives and heads of major functions in medium and large organisations. Top management executives responsible for implementing change and shaping the strategic direction of their organisation will benefit from this programme.

"Organisations with successful leadership-development programmes were eight times more likely than those with unsuccessful ones to have focused on leadership behaviours that executives believed were critical drivers of business performance."

McKinsey & Company

Who should attend?

This programme is for you if you aim to adapt your leadership skills to a fast-changing environment. Senior leaders interested in not merely managing your team members but leading them to success, will gain a lot from attending the programme.
Key day-wise outcomes

**DAY 1**
Assess your own competencies and weaknesses
- Learn the 6 fundamentals of successful management
- WIS questionnaire to determine your strengths and shortcomings as a leader
- A meeting with your group coach will follow

**DAY 2**
Analyse your leadership style and influences
- Know yourself better through 360° psychometric analysis
- Receive inputs through group coaching and peer assessments
- Learn to restructure your behaviour and develop an action plan

**DAY 3**
Learn to recognise motivational triggers
- Understand the findings of the WIS questionnaire

**DAY 4**
Appreciate the power of constructive feedback
- Discover how to improve team dynamics to lead better performance
- Formulate a framework for evaluation and reward
- Learn to use feedback as a performance motivator

**DAY 5**
Fine tune your action plan
- Understand how to build and sustain a framework for change
- Review what it takes to be an organisational change agent
- Programme concludes with refining your action plan
Organisational benefits

• Align workforce to long-term strategic goals
• Design leadership development to solve current challenges
• Define a detailed action plan for organisational impact
• Use course material at work to solve real-world challenges

Individual benefits

• Gain from one-on-one coaching from world-class faculty
• Measure and track competence through 360° feedback
• Define leadership in the context of daily operations
• Learn to programme continuity through prework sessions

“The Leadership Skills for Top Management Programme gave a chance to introspect and showed a path for growth and development.”

Kaushik Mukerjee
Partner, PricewaterhouseCoopers
Clive Rubery is an independent consultant, with decades of experience in leadership positions and as a consultant for effective leadership. He is a director at JLR Coaching Ltd and at Partners in Management Training Limited.

“Leadership Skills for Top Management is a great programme that covers interpersonal managerial skills aimed at people at the senior level who want to create specific plans to transform their leadership approach.”

Professor Clive Rubery
How to apply

- Download the application form and follow the mailing instructions mentioned therein (or)
- Write to us at execed@isb.edu (or)
- Call us on +91 40 2300 7041/42
- Click here to know more about the programme

ISB CEE has a strong alumni community of over 40,000 business leaders, senior professionals and entrepreneurs. Participation in CEE programmes makes you a part of this elite and vibrant community, and gives you the opportunity to network with high-achieving peers across diverse industries. CEE alumni gain exclusive access to premium learning events, including speaker series, conferences, and learning sessions.