



S P Jain
School of Global
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY

Senior Leadership Program

High-Impact Education to
Empower Tomorrow's CXOs

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About the Program

Hello, Future-Ready Enterprise Leader

The path from functional management to enterprise leadership represents the most challenging transition in a professional's career. It requires a fundamental shift in perspective, moving from deep expertise in a single domain to a broad, integrated understanding of how an entire organization creates and delivers value.

To lead in this new environment, you need a new playbook. The Senior Leadership Program delivered by SP Jain School of Global Management is your guide to navigating this complex terrain. This is an intensive, 10-month executive education program designed to provide experienced professionals with the cross-functional insights and strategic tools needed to ascend to CXO roles.

This live online program moves beyond theoretical knowledge. It is built to provide you with practical, applicable capabilities. Each module is structured to integrate hands-on tools, real-world case labs, and sophisticated simulations that will challenge you to apply concepts directly to business contexts you will face as a senior leader.

Upon completion, you will be prepared to navigate strategic inflection points, drive cross-functional transformation, and make informed decisions with the agility and foresight required of a C-suite executive.



Key Program Features



Earn a globally recognized certificate of completion from SP Jain School of Global Management.



Gain exclusive Executive Education Alumni status upon graduation, providing lifelong access to a powerful and active global network of senior professionals from diverse industries.



Learn over 10 months through live, interactive online classes designed for working professionals.



Be taught by a renowned international faculty of academics and seasoned industry practitioners who bring decades of real-world experience to every session.



Experience a three-day, high-impact immersion event at the SP Jain Global campus in Mumbai, designed for hands-on workshops, competitive business simulations, and invaluable peer networking.



Master the strategic application of AI across all business domains, from strategic forecasting and financial modeling to customer personalization.



Develop a complete, board-ready AI-led business transformation plan in Hubro Business Simulation that will be presented to an academic and industry panel.



Go beyond theory by analyzing global case studies from innovators like Apple and Tesla.



Sharpen your executive presence, influence, and personal agility in dedicated behavioral modules.

Eligibility Criteria

For admission to this program, candidates should have:

- ✓ A diploma (10+2+3), bachelor's degree, or postgraduate degree from a university recognized by the Association of Indian Universities.
- ✓ A minimum of eight years of professional work experience after graduation. This requirement ensures the cohort is composed of seasoned leaders who can contribute valuable real-world insights to discussions.
- ✓ No prior coding experience is required. The program is designed for business leaders and focuses on the strategic application of technology.

Application Process

The application process, organized and led by Simplilearn, consists of three steps. Selected candidates will receive an offer letter and must confirm their seat by paying the fee.



Submit an Application

Complete a short online application form to express interest.

Application Review

An admission panel will evaluate your application after you submit, to ascertain your qualifications and interest in the course.

Registration

Once selected, confirm your seat by paying the fee. The official admission letter will be issued upon payment.

Need Help with the Application?

Our dedicated admissions counselors are ready to assist with any questions or concerns about this course. Our team is available to:

- ✓ Guide you through the application process.
- ✓ Explore financing options.
- ✓ Get detailed insights into the curriculum, learning outcomes, and more.

Why This Program and Why Now

You have already built a successful career. Now, you stand at the threshold of a new level of leadership. But what worked in the past will not be enough to succeed in the future. The modern business environment demands leaders who are strategic, cross-functional thinkers fluent in the language of data and technology.

This program is designed to be your catalyst for that transition. It provides a structured path to develop the holistic, enterprise-wide perspective that C-suite roles demand. You will move beyond managing a function to orchestrating an entire value chain. You will learn to balance short-term financial targets with long-term strategic vision, and to integrate insights from marketing, operations, and finance into a single, coherent strategy. The following industry trends highlight the scale of this technological shift and the urgent need for leaders prepared to navigate it.

✓ \$22.9 Trillion Economic Value

AI has the potential to generate **\$15.5 to \$22.9 trillion** in annual economic value by 2040, making it one of the most powerful economic forces of our time

Source: McKinsey

✓ 71% Organizational Adoption

71 percent of respondents say their organizations regularly use Gen AI in at least one business function, up from 65 percent in 2024

Source: McKinsey

✓ 82% CEO Conviction

82% of CEOs and senior leaders believe AI will have a profound impact on their business, highlighting the view from the top that AI is central to future success

Source: Korn Ferry

✓ 80% Daily AI Interaction

Gartner predicts that by 2030, **80% of humans** will engage with smart robots on a daily basis, a dramatic increase from less than 10% today.

Program Delivery and Format

Your 10-month journey in the Senior Leadership Program is an immersive and interactive experience. It is designed to maximize learning and practical application while accommodating the demands of your professional life.

The core of your learning will be delivered through live online and interactive sessions led by the international faculty of SP Jain School of Global Management. These are dynamic, synchronous classes where you will engage in discussions, analyze case studies, and receive direct feedback from experts.

Who Is This Program For

This program is for experienced leaders preparing for enterprise-wide, cross-functional, or executive management roles. It's an ideal fit if you're a:



Senior Leaders:

An AVP, VP, General Manager, or Business Head preparing for the next level of leadership.



Founder and Entrepreneur:

A founder scaling your business and transitioning from a functional expert to an enterprise leader.



CXO-Aspirant:

A professional with over 10 years of cross-functional experience who is actively preparing for a C-suite position.



Functional Leader in Transition:

A leader from a specialized function moving into a general management or P&L leadership role.

Learning Outcomes

Upon completion of this program, you will possess a powerful set of skills designed for modern executive leadership.



Strategic Leadership in Complexity

This program builds your ability to develop integrated strategies for navigating disruption using advanced frameworks. It will equip you to use AI-driven scenario simulation to identify and shape new business models.



AI-Driven Financial Decision-Making

Mastery of strategic finance, valuation, and capital allocation is a key outcome of this program. You will be prepared to apply AI and machine learning to forecasting and risk modeling, building your confidence to lead value creation.



Customer-Centric Growth & Revenue Innovation

A core focus is learning to design customer and brand strategies aligned with evolving markets. This includes using AI tools to personalize offerings, optimize pricing, and drive predictable, data-driven revenue growth.



Operational Excellence & Digital Supply Chains

This program will equip you to drive operational agility and cost leadership in complex environments. Application of AI to demand forecasting and smart manufacturing will enable you to design scalable and resilient global supply chains.



Leading with Data & AI Across the Enterprise

Gaining the ability to harness AI and data analytics for enterprise-wide decision-making is a central goal. This includes leading the responsible adoption of AI and fostering a data-driven culture, all without needing deep technical expertise.



People Strategy & Influential Leadership

Preparation for building and scaling talent strategies using people analytics and AI-driven workforce planning is a key component of the curriculum. Strengthening your executive presence to navigate stakeholder dynamics and foster an agile, inclusive culture is also a key focus.



Driving Innovation and Intrapreneurship

The program will equip you to manage business innovation as a portfolio of strategic bets. Driving a culture of experimentation and using AI to identify market gaps and test new growth hypotheses will be a key skill you acquire.



Leading End-to-End Digital Transformation

Mastery of proven change management frameworks, like Kotter's model, will prepare you to lead enterprise-wide digital transformation. This includes managing stakeholder buy-in and aligning business architecture with technology and talent for maximum impact.



Ethical Leadership in the AI Era

This program will prepare you to lead ethically and responsibly in complex human-AI decision environments. Navigating potential biases and building future-ready teams by integrating human intuition with AI insights are critical skills you will develop.

Your Learning Path

Your 10-month learning journey is structured as a series of comprehensive modules, designed to build your executive capabilities step-by-step and culminating in a final capstone project.



Module 1: Strategic Thinking, Systems Leadership & Innovation



Module 2: Financial Acumen for Executives with AI Integration



Module 3: Customer Strategy & Digital Marketing Leadership



Module 4: Operations Strategy, Supply Chain Intelligence & Digital Twins



Module 5: Data-Driven Leadership & AI for Executives



Module 6: Leading Self: Executive Presence & Personal Agility



Module 7: Leading People: Influence, Delegation & Conflict Resolution



Module 8: Leading Business Transformation & Digital Change



Module 9: Leadership in the AI Era



Capstone: Strategic Growth & AI-Led Business Transformation Plan

Module 1

Strategic Thinking, Systems Leadership & Innovation

✓ Topics

- Advanced Strategic Frameworks (Blue Ocean, Porter's Evolution, McKinsey 7S)
- Systems Thinking for Enterprise Design (Causal Loops, Flywheels)
- Managing Strategic Inflection Points & Transformation Readiness
- AI in Strategic Forecasting & Business Model Simulation

Module 2

Financial Acumen for Executives with AI Integration

✓ Topics

- Strategic Financial Management (ROIC, Capital Allocation, EVA)
- Advanced Budgeting, Forecasting & Cost Optimization
- M&A, Business Valuation and Deal Structuring
- AI in Forecasting, Cost Prediction & Financial Risk Modeling

Module 3

Customer Strategy & Digital Marketing Leadership

✓ Topics

- Advanced STP, Brand Architecture, Customer Experience Mapping
- Pricing Strategies, Subscription & Platform Models
- AI/ML in Personalization, Sentiment Analysis & Dynamic Pricing
- Customer Lifetime Value (CLV) & Data-Driven Revenue Optimization

Module 4

Operations Strategy, Supply Chain Intelligence & Digital Twins

✓ Topics

- Lean, Agile, TOC in Complex Global Operations
- Demand Forecasting, Inventory Optimization & Fulfillment
- AI/IoT in Smart Manufacturing & Predictive Maintenance
- Digital Twins, Blockchain & ESG Supply Chains

Module 5

Data-Driven Leadership & AI for Executives

✓ Topics

- Data Strategy & Governance for Senior Leaders
- AI/ML Basics for Decision-Makers: Models, Use Cases, Limits
- Generative AI (e.g., ChatGPT) for Productivity, Market Insights, Content
- Leading AI Transformation: Talent, Ethics, Change

Module 6

Leading Self: Executive Presence & Personal Agility

✓ Topics

- Emotional intelligence & self-leadership
- Growth mindset & resilience for CXOs
- Personal branding for influence

Module 7

Leading People: Influence, Delegation & Conflict Resolution

✓ Topics

- Managing high-performance teams
- Psychological safety, feedback & delegation
- Conflict & difficult conversations

Module 8

Leading Business Transformation & Digital Change

✓ Topics

- Transformation Frameworks (Kotter, McKinsey Influence Model)
- Stakeholder engagement, change resistance
- Digital transformation challenges

Module 9

Leadership in the AI Era

✓ Topics

- Ethics, bias, human-AI collaboration
- Future of work, augmented leadership

Capstone

Strategic Growth & AI-Led Business Transformation Plan

✓ Topics

- Build a transformation roadmap for a real or hypothetical business
- Apply strategy, finance, AI, operations, and culture modules
- Present to academic & industry panel with feedback

Tools and Case Labs

This program is grounded in practical application. You will work with a range of tools and analyze real-world case studies from some of the world's most innovative companies.



Tools: You will gain exposure to AI Scenario Simulation Models, Python and Excel-based Valuation Models, RFM Analysis for customer segmentation, Natural Language Processing (NLP) for analyzing customer feedback, AI-based Inventory Simulators, and executive toolkits for ChatGPT and AI readiness audits.



Case Labs: You will dive deep into the strategic decisions of global leaders, including the Netflix content strategy, the Tata Sons strategic restructuring, Microsoft's M&A approach, Spotify's platform model, Nike's D2C personalization strategy, Apple's global operations, and the efficiency of the Tesla Gigafactory.



Program Certificate and Alumni Status

Upon successful completion of the program, you will be awarded a prestigious Certificate of Completion from the SP Jain School of Global Management. In the competitive landscape of executive leadership, the credibility of your credentials matters. This certificate signifies that you have completed a rigorous, 10-month curriculum designed to prepare experienced professionals for the challenges of CXO-level roles.

One of the most valuable assets you can build in your career is a strong professional network. You will also be granted SP Jain Global Executive Education Alumni status, connecting you to a powerful and active global network of like-minded senior professionals from diverse industries. This lifelong community provides a platform for continuous learning, professional collaboration, and peer support long after the program ends.



Meet Your Faculty and Advisors

The Senior Leadership Program is designed and delivered by a distinguished international faculty from SP Jain School of Global Management. You will learn directly from a carefully selected group of academics, seasoned industry practitioners, and corporate trainers who bring a blend of deep academic knowledge and extensive, real-world experience to every session.

Meet the Program Director



Prof.
Andrew Jones

Prof. Jones is an expert leadership coach who guides executives and teams through transitions and challenges to help them perform and influence at the highest levels. He facilitates workshops on a range of topics including Leadership Development, Personal Effectiveness, and Storytelling, using methods that range from classical coaching to tailored, one-to-one guidance.

- Masters in Coaching & Consulting for Change from INSEAD, Singapore.
- Managing Director at Accadence, a leadership development and executive coaching firm.
- Former Managing Director at Deutsche Bank AG, where he led Global HR, Operations, and IT teams.

Meet the Faculty



Prof. Jireh Hooi Inn Seow

Described as a polyglot, polymath, and global citizen, Prof. Seow directs programs that train people to realize their entrepreneurial dreams. He has a vast and diverse academic background, holding multiple degrees and certifications from institutions around the world.

- PhD from Aberdeen Business School, Robert Gordon University, UK.
- Fellow of the Higher Education Academy at the University of Reading, UK.
- Holds multiple postgraduate certificates and bachelor's degrees in fields including IT, Account Management, History, and Economics.



Dr. Ravindra Dey

Dr. Dey is a Human Resources expert with nearly 25 years of experience in both academic and senior-level corporate roles. He is a certified coach, author, and corporate facilitator who has founded an academy and holds a global fellowship in coaching and counseling.

- Founder of the Enneagram Academy of India.
- Certified Coach, Master NLP Practitioner, and holds Belbin Accreditation from the UK.
- Author of two books and numerous research papers.
- MEHR's Global Fellow in Executive Coaching & Counselling.



Prof. Hansel D'Souza

Prof. D'Souza is a keynote speaker, corporate trainer, and brand consultant who has built over 50 brands through his own consultancy firm. He has over 25 years of teaching experience and is known for his highly interactive workshops and his motto to "make learning fun!".

- Keynote speaker who has presented at more than 50 international conferences.
- Owner of a brand consultancy firm that has built over 50 brands.
- An expert in negotiation and general management subjects.



Prof. Ramu Shankarrao

With around 32 years of experience, Prof. Shankarrao has held significant senior corporate management roles in the healthcare industry with giants like Medtronic and Abbott. He now trains corporates and coaches business owners and senior leaders on achieving revenue and profit growth, advising clients from Fortune 500 companies to family-owned businesses.

- Former Director of Sales and Marketing at St. Jude Medical, managing business in South Asia.
- Advises clients from Fortune 500 companies on sales, marketing, and strategy.
- Coaches senior leaders and their teams at companies like Cisco, Volvo-Eicher, TCS, and Tata AIA.



Prof. MO Kader

Prof. Kader is an Associate Professor at SP Jain Global with deep expertise in customer and market-facing disciplines. His areas of focus help leaders build and manage strong commercial functions.

- Areas of expertise include Client Relationship Management and Digital Marketing.
- Also focuses on Sales and Channel Management, Retail Management, and B2B Marketing.



Prof. Balakrishnan Grandhi

Dr. Grandhi has nearly 45 years of experience as a professor, consultant, and entrepreneur across the US, Canada, Asia, and Australia. He is passionate about mentoring and equipping leaders with "Stragility", a blend of strategic and agile thinking, to grow stakeholder value in uncertain environments.

- PhD in Marketing and an MBA from the Carlson School of Management, USA.
- Certified in Blue Ocean Strategy Practice.
- Nearly 45 years of experience in academia and industry.



Prof. Adrian E. Coronado

Prof. Coronado is a Senior Lecturer in Technology and Operations Management at Royal Holloway University of London, UK. His research interests include the Internet of Things (IoT) and Big Data in logistics, and he has led multiple funded research projects.

- PhD in Systems Engineering from Brunel University, UK.
- Principal investigator in research projects funded by the UK's Engineering and Physical Sciences Research Council (EPSRC).
- Member of the Association for Computing Machinery (ACM) and a Fellow of the UK Higher Education Academy (FHEA).



Prof. Chris Abraham

Dr. Abraham is a globally recognized thought leader in Innovation, Design Thinking, and the Neuroscience of Decision Making. His 37-year career began in strategy consulting, where he worked on projects for major brands and governments in India, Singapore, and the UAE, among others.

- Globally recognized thought leader in Innovation and Design Thinking.
- Three-time TEDx and international keynote speaker.
- Twice awarded "Best CEO in the World" in 2018 and 2019 by the Indo-UAE Business & Social Forum.



Prof. Kiranmai Pendyala

Dr. Pendyala is a strategic thought leader who has held top HR roles at major global corporations. She brings a unique blend of keen academic focus and organizational experience, serving as an accomplished author, an international examiner for the University of Cambridge, and a governing body member for several higher education institutions.

- Former Head of Human Resources at Western Digital.
- Former Head of HR for Intercontinental Exchange (ICE) India, the parent company of the New York Stock Exchange (NYSE).
- International examiner for the University of Cambridge, UK, and an education consultant for the British Council, India.



About SP Jain School of Global Management

The institution behind your certificate is a direct reflection of the quality and credibility of your training. SP Jain School of Global Management is an Australian business school that provides modern, relevant, and practical global business education. With campuses in the dynamic business hubs of Dubai, Mumbai, Singapore, and Sydney, SP Jain is renowned for its multi-city undergraduate and postgraduate programs.

The school has earned a stellar reputation for its flagship Global MBA program, consistently ranked by prestigious international publications. This global recognition is a testament to the school's commitment to academic excellence and its focus on creating leaders for the 21st century.



Global Rankings & Recognition

Top 10 | in Asia-Pacific

Ranked for two consecutive years among the top 10 business schools in the Asia-Pacific region by Bloomberg Businessweek* (2023-24 and 2024-25).

#23 | in the World (Executive MBA)

SP Jain's Executive MBA was ranked #23 globally in the QS International Trade Rankings for 2025.*

#16 | in the Middle East & Africa (Full-Time MBA)

The school's Global MBA program was ranked #16 in the region by the QS Global MBA Rankings 2025.*

Top 12 | in the World (International 1-Year MBA)

Ranked #12 globally by Forbes in its list of Best International 1-Year MBAs (2019-21).*



About Simplilearn

Simplilearn is a global leader in digital upskilling and a Blackstone portfolio company. We are dedicated to enabling learners and organizations across the world by providing access to world-class, work-ready training. Simplilearn offers more than 1,500 live classes each month, reaching over 8 million learners in more than 150 countries. Our programs are designed and delivered in partnership with world-renowned universities, top corporations, and leading industry bodies.

Check course details on:

<https://certifications.spjain.org/senior-leadership-general-management-program>

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