



S P Jain
School of Global
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY



STRATLEAD

STRATEGIC LEADERSHIP PROGRAM FOR HIGH POTENTIAL
BUSINESS LEADERS

This leadership style is dynamic by nature and requires a high level of commitment and work involvement. A strategic leader excels in decision making. The ability to see the intricacies of a situation and find the best possible solution is an important skill for any leader. Hence a leader's role is not just to define the organisation's strategy. Indeed, the most effective strategies often evolve over time and need not always require a detailed and formalised process. However, defining strategy, even in the broadest outline, cannot be separated with its execution. Leaders must drive through the implementation of strategy or else the internal and external forces at play will ultimately drive them.

In addition, this type of leader also knows when to take calculated risks that will further the goals of the company. Being able to adapt to marketplace changes and take advantage of new opportunities as they present themselves is an earmark of being a strategic leader.

Often overlooked is the growing importance of ethics in a strategic leadership style. Strategic leadership of ethical behavior in business can no longer be ignored. Executives must accept the fact that the moral impact of their leadership presence and behaviors will rarely, if ever, be neutral.

Executing a winning strategy, through teams, individuals, and the optimal use of the organisation's resources is the ultimate responsibility of leaders and top teams. It is also the harsh criterion upon which they will be measured.





OVERVIEW

S P Jain Global's Strategic Leadership Program will help you become an effective business leader by enhancing your strategic leadership and management skills. The aim of this online leadership program is to teach you the core components of leadership, vision, purpose, strategy and values.

The Executive program will help you discover and develop specific skills and strategies suitable and necessary for your organisation. You will gain new insights on your preferred leadership style, how you can adapt and how you can lead your teams more effectively while creating a top-line perspective on strategy and implementation.

On completing the program, you will be equipped to answer questions like:

- What are the key external challenges facing your organisation now and in the future?
- How are these challenges impacting your organisation?
- What do you see as the outcomes of these challenges?
- What matters to the organisation?
- What can you, as a leader, do about these?
- What decisions will you take to meet these challenges?

LEARNING OUTCOMES

- Identify the main challenges outside your organisation that could affect its performance.
- Learn how to deal with these challenges.
- Understand the key strategies and tactics you need to implement to achieve the best results.
- The Neuroscience of Effective Leadership
- Emotional Intelligence in Leadership
- Adopt a different dynamic approach by using creative and innovative methods, persuasion and influencing skills and tactics to achieve your goals.

PROGRAM AUDIENCE

S P Jain Global's Strategic Leadership program is designed specifically for top executives and senior business leaders (CEOs, MDs, Business Heads and Country Heads) from any function, industry or country.

PROGRAM HIGHLIGHTS



DURATION

5 months of a leadership journey



MODE OF DELIVERY

Live Online (accessible worldwide)



CUSTOMISATION

This program can be further customised for a company-specific cohort



BATCH SIZE

30 (benefit from personalised learning)



CERTIFICATE TYPE

Certificate of Completion from S P Jain Global Executive Alumni Status will be awarded



PROGRAM FEE

INR 58,000 plus taxes

(Corporate Group Discounts available)



PROGRAM STRUCTURE

TOPICS	DURATION (Hours)
Transformational Business Growth	6
Understanding 3 O's (Oneself, Organization and Others)	6
Business Acumen for leaders	6
Understanding Financial Acumen	3
Leadership Communication	3
Digital Transformation	3
Design Thinking for Innovation	6
SGD and Sustainability	3
Business Analytics for Decision Making	6
Coaching and Mentoring plus action Learning Project	6
AI for Business Leaders	6



PROGRAM CURRICULUM

UNDERSTANDING 3 Os (ONESELF, ORGANIZATION AND OTHERS) AND LEADERSHIP COMMUNICATION

OVERVIEW OF STRATEGIC LEADERSHIP

- Definition of leadership
- Introduction to emotional intelligence
- Demands for strategic leadership

NEED FOR STRATEGIC LEADERSHIP

- Role of strategic leadership
- Leadership evolution
- Today's strategic leadership

FUNDAMENTAL ELEMENTS OF LEADERSHIP

- Experience
- Effective communication
- Self-confidence
- Building strong relationships
- Deep understanding of the goals

ADVANCED LEADERSHIP SKILLS

- Ability to delegate
- Ability to resolve conflicts
- Ability to negotiate
- Problem solving skills
- Ability to think out of the box

LEADERSHIP CHALLENGES

- Challenges with people and the process
- The integrated approach to achieve goals

LEADERSHIP LEVELS

- Necessary capabilities and skills
- Strategic leadership vs. strategy

QUALITIES ESSENTIAL FOR STRATEGIC LEADERS AND HOW TO DEVELOP THEM

- Strategic capabilities
- Developing an approach to leadership
- Conventional and modern leadership techniques

HOW TO CREATE UNIQUE VALUE?

- How to set effective strategies in the absence of necessary and valuable resources?
- Importance of mission statements
- Outsource strategies
- Stay away from greed and distrust Essential elements to creating value
- Creating corporate identity
- Getting help from individual influencers

DEVELOPING EFFECTIVE INFLUENCING SKILLS

- Successful influencing leaders' characteristics
- Methods of persuasion
- Profiling others

TOP TEAM

- Top team characteristics
- Appreciate diversity
- Going International
- Manage and compete at international levels
- Strategies to enter global markets
- Risks of entering International markets
- Market failure recovery
- Balancing tradeoffs in a global business

TRANSFORMATIONAL GROWTH

LEARNING OBJECTIVE:

- To improve your ability to think, plan and do Strategy.

LEARNING OUTCOMES:

- Be able to clearly define the term Strategy.
- Enhance your Strategic Thinking skills.
- Be more effective at managing multiple Stakeholders.
- Learn and apply from a case study about how to make Strategic Transformational growth happen.
- Identify how to build a sustainable competitive advantage.
- Pull together all the key lessons learnt from the course to help you become a more effective manager/ leader.
- How will you learn?

- Case Studies
- Strategy Workbooks
- Strategy Videos
- Facilitated strategy discussion

DESIGN THINKING FOR INNOVATION

LEARNING OBJECTIVE:

- Business Value of Design Thinking & Finding New Needs for New Business Offerings
- Creativity & Designing New Offerings
- Prototyping & experimentation
- Learning Outcomes:
 - Understanding of the business value of DT, when to use it, and how to find new needs to serve with new business offerings
 - New skills, tools, and techniques for designing new business offerings; enhanced creativity
 - New skills for prototyping, communicating with users, and developing new products and services via experimentation

HOW WILL YOU LEARN?

- Engaged learning - videos, exercises, & generating ideas for your business

DIGITAL TRANSFORMATION

- Digital Disruption & Transformation Journey
- Role of Exponential Technologies

LEARNING OBJECTIVE:

- What is Digital Transformation and when is it warranted
- Understanding & Aligning Digitization with Organizational Goals
- Understanding Data Lifecycle, Process Mining, Improvement and Re-engineering nuances
- Stakeholders Expectation Management
- Change Management
- Understanding Connected Business, Embedded Commerce & API Economy
- Role of AI/ML & Big Data in Digital Transformation
- Role of Blockchain & DLT in Digital Transformation
- Strategic Considerations in Technology Adaptation

LEARNING OUTCOMES:

- Participants should be able to understand 'what, why, where, when and how' of Digital Transformation Journey
- Participants should be aware about the technology landscape and how to leverage various emerging technologies to maintain competitive edge

HOW WILL YOU LEARN?

- Live Examples and Case Studies.
- Pre & Post Activity Matrix containing Things to Read, Things to Watch & Things to Do

BUSINESS ACUMEN

LEARNING OBJECTIVE:

- Understanding the financial reaction of actions
- Informed Decision Making
- Cost Management

LEARNING OUTCOMES:

- Growth comes with financial gains and risks. Whichever way we chart for the future of our organization, the ultimate impact is financial. The module focuses on the financial impact of the decisions we take as leaders.
- Tracking and trapping of actions and results is critical for decisions to succeed.
- Perceiving cost as value creating spend is critical for customer value and economic value creation

HOW WILL YOU LEARN?

- Cases, examples and interaction with the participants

UNDERSTANDING FINANCIAL ACUMEN

- Goal Congruence and Goal Conflict
- Financial impact of actions
- Nine drivers of Profitability
- Drivers of Cost
- Dilemma of Capacity creation

SGD AND SUSTAINABILITY

- Overview of the 17 SDG Goals and their interconnectedness
- Introduce Triple Bottom Line
- Strategies for integrating the SDGs into policies, programs, and projects to meet organizational goals
- Strategies for building effective partnerships
- Exploring how technology can accelerate progress towards SDG goals
- Integrating Sustainability with Strategy
- Effective monitoring and evaluation tools
- Case Study and Class Discussions

BUSINESS ANALYTICS FOR DECISION MAKING

- Overview of Business Analysis
- Use of Business Analysis in Decision Making
- Business Analysis Process
- Art of Reliability and Validity of Data
- Information Overload and use of
- Importance of Analysis Plan
- Introduce descriptive, prescriptive, and predictive analysis
- Quantitative and Qualitative business analysis
- Hands-on exercise with industry data using MS Excel

AI FOR BUSINESS LEADERS

- Key AI Concepts Leaders Must Know
- Choosing the Right AI Opportunities
- Responsible AI, Privacy & Governance
- Business Use Cases Across Functions

COACHING AND MENTORING

LEARNING OBJECTIVE:

- To understand the difference between roles and processes related to coaching and mentoring
- To use tools and techniques for coaching and mentoring
- To practice and demonstrate techniques for coaching and mentoring
- The ability to use coaching and mentoring framework

LEARNING OUTCOMES:

- Understanding what effective coaching and mentoring is
- Understanding what essential coaching and mentoring skills are
- Understanding the coaching and mentoring frameworks
- Understanding the future of coaching and mentoring

HOW WILL YOU LEARN?

- Lecture / Case Studies



PROGRAM FACULTY



DR PAVAN SONI

Professor and Corporate Trainer
Founder and Innovation Evangelist, Inflexion Point Consulting

Dr Soni is an Innovation Evangelist by profession and a teacher by passion. He is the founder of Inflexion Point, offering programs on Design Thinking, Strategic Acumen, and Consulting Skills. He is the author of the book, *Design Your Thinking*, published by Penguin Random House in 2020.

The book was one of the five books shortlisted for the '2021 BBLF CK Prahalad Best Business Book Award'. Apart from being an Adjunct Faculty, Pavan is a columnist at Mint, YourStory, Inc42, Entrepreneur and People Matters. He authors a monthly newsletter, Inflexion Point, which has been in circulation since 2008 and reaches to over 20,000 enthusiasts across the world.

Pavan was the only Indian to be shortlisted for the prestigious 'FT & McKinsey Bracken Bower Award for the Best Business Book of the Year 2016'. He has been invited five times to speak at the TEDx, and is featured as one of the '100 Digital Influencers of 2020' by YourStory. Pavan is a Gold Medalist from MBM Engineering College Jodhpur, and did his PGDIE from NITIE Mumbai. He finished his Doctoral Studies from IIM Bangalore in the domain of innovation management. He is passionate about fitness, spirituality, guitar, chess, reading and writing.



VIKRAM PANDYA

Director – Fintech
S P Jain School of Global Management

Vikram Pandya is the Director of the Fintech program at S P Jain Global. He is a Chartered Accountant, Chartered Financial Analyst (CFA, USA) and Certified Information System Auditor (CISA, USA). He has more than a decade's experience in Banking, Education and Consultancy. He has authored several white papers and articles on Fintech with extensive experience in Banking & Financial Services, Automation, Fintech, Consultancy and Training. He mentors various Fintech startups and funds across the globe. He is the Fintech Ambassador for the Government of Maharashtra, India.



M HARIHARAN

Adjunct Faculty, S P Jain School of Global Management
Director, Savoir Faire Management Services

M Hariharan has advised corporates across industry sectors like steel, cement, automobile, auto ancillary, bank, insurance, power, infrastructure construction and more. He has done pioneering work in the field of Strategic Cost Management. He has conducted more than 600 training programs and trained several managers on the concept of Lean, Constraints Management and Cost Management. He is currently working on a book on "Sustaining Inequality of Value, Price and Cost – Journey of Cost Excellence". He is a visiting faculty at S P Jain School of Global Management, SP Jain Institute of Management and Research, and Great Lakes Institute of Management. He has been rated the Best Professor of the Year 2009 by SP Jain School of Global Management. He has presented papers in various international forums and regularly writes for business magazines.



RAVINDRA DEY

Professor & Corporate Trainer

A world record holder and an award-winning Professor, Trainer, Licensed NLP practitioner and Executive Coach in India with nearly 30 years of rich experience covering academic-teaching and management-level employment, including 15 years in the corporate sector in senior-level HR positions. He has so far trained thousands of participants in areas of behavioural science, organisational behaviour, organisational development, general management and leadership. He has served as an executive coach to numerous senior-level managers, directors, and CXOs, leveraging his extensive experience in organisational behavior, leadership, and human resources. Author of five books and numerous research papers. Recipient of 18 best research paper awards and the prestigious award for Best Professor in Human Resources Management awarded by World HRD Congress and featured in the Top 100 Professors list. He is also a recipient of multiple prestigious awards, including the Iconic HR Professor Award. He is also a Record Holder in India Book of Records, Asia Book of Records, World Records India.



DR NITIN PATWA

Professor and Director – Simulation,
Deputy Director of Undergraduate Programs (Dubai)

Professor Nitin Patwa is an esteemed academician and a highly accomplished expert in various fields, including Business Statistics, Decision Science, Operations Research, Research Methodology, Business Analytics, Marketing Research, and Applied Economics, with a focus on Financial Markets and Macroeconomics. His expertise extends to Empirical Methods in Economics, such as Econometrics and Mathematical Economics, as well as Asset Management and Investment Banking. In addition to his research, Professor Patwa has a deep understanding of Cost & Management Accounting. He currently serves as the Professor and Director of Simulation, and he even holds the position of Deputy Director of Undergraduate Programs at the Dubai campus. With more than 50 publications to his name, he is a respected contributor to academia. Furthermore, Professor Patwa is actively involved in editorial work and is a member of the Editorial Boards of prestigious journals such as European Accounting Review, Accounting Education, Irish Accounting Review, and IMA Educational Case Journal. His multifaceted expertise and extensive academic contributions make him a distinguished figure in his field.



DR ARINDAM BANERJEE

Professor & Corporate Trainer

Dr Banerjee is the Program Director, Master of Applied Finance and Wealth Management at SP Jain School of Global Management, Dubai. A seasoned academic and corporate consultant, he has led executive training and strategic consulting for global organisations including the Government of Dubai, Emirates Airlines, Landmark Group, Infosys, SBI, and Mahindra. He serves on advisory boards across leading educational institutions and has authored over a dozen books in finance. A recipient of multiple global awards, including the AIMS "Outstanding Global Management Researcher Award" and the "Education 2.0 Leadership Award," Dr Banerjee holds a Doctorate from the UK and executive credentials from Harvard Business School.



PROF ANDREW JONES

Professor & Corporate Trainer

An Executive Coach with more than 30 years of experience based in Singapore, Prof Andrew has worked with diverse organisations and individuals in Asia to solve many Leadership puzzles. Prof Andrew coaches Leaders, Executives and Teams through transitions, challenges and growth to collaborate, perform and influence confidently at the highest levels; they adapt behaviors, build better relationships and lead humanely. Methods range from classical, psychodynamic coaching through mentoring to tailored, one-to-one leadership guidance. He facilitates leadership development and teach global MBA students Personal Effectiveness, Leading Teams & Organisations & Leadership & Cross-Cultural Management.



PROF SHIVA VENKATRAMAN

Professor and Corporate Trainer

20+ years of consulting experience as a Practitioner in Management and Technology Consulting in Large corporations, Systems Integrators and Start-up settings. Industry experience in Banking, Telecom, Fintech, Insurance, Aviation, Airline, Software, Higher Education, Venture Capital and Manufacturing, Supply Chain and Logistics. An entrepreneurial business growth leader, Board member and Executive Advisor to Boards, with experience in providing strategic direction in incubating and scaling technology/internet/telecom businesses. Mentored over 25 start-ups across Artificial Intelligence, Analytics, IOT, Fintech, Blockchain, SaaS, Cloud, Augmented Reality, Energy; coached 25+ CEOs, Founders, NEDs as part of their advisory boards. Alumnus of leading schools like MIT Sloan of Management, Purdue, University of California and IIT Bombay, India's most prestigious engineering institute.

Award-winning Adjunct and Guest Faculty at SP Jain School of Management, Farleigh Dickinson University, Lithan Academy, Harvard, PlatformE, SMART (MIT - Singapore Government alliance) and Embry Riddle Aeronautical University. Teach courses in Marketing, Sales, Entrepreneurship/Venture, Business Acumen, Ethics, Strategy, Digital Transformation and Analytics.

CONTACT US

DUBAI

S P Jain School of Global Management
Block 5, Dubai International Academic City,
P. O. Box 502345
Dubai, UAE

MUMBAI

S P Jain School of Global Management
5th Floor, VIOS Tower, New Cuffe Parade,
Sewri-Chembur Link Road, Wadala (E),
Mumbai - 400 037

SINGAPORE

S P Jain School of Global Management
10, Hyderabad Road,
Singapore 119579

SYDNEY

S P Jain School of Global Management
15 Carter Street, Lidcombe
NSW, 2141, Australia

FOR MORE INFORMATION, PLEASE CONTACT:

Irfan Sahid: +91 77382 96396 | Email: executive_education@spjain.org

This program is not accredited by TEQSA, ASQA or any other regulatory body in India or overseas.