

If you inspire others to dream more, learn more,
do more and become more, you are a leader.

A goldfish is captured mid-jump, leaving a trail of water droplets as it moves from a smaller fishbowl on the left towards a larger, empty fishbowl on the right. Inside the smaller fishbowl, several other goldfish are visible, watching the jump. The larger fishbowl is currently empty, representing a new challenge or opportunity.

**LEADERSHIP
DEVELOPMENT PROGRAM**

MUMBAI CAMPUS



Rankings amongst 5,500 B-schools in India

Business India

11th Nationally & 6th among Private B-Schools in India, December 2016.

Times B School

Welingkar ranked 12th in Private B-Schools and 21st across India.
- Times B-School 2017 Survey (Times of India, 24th February, 2017).

OUTLOOK

'No.9' in Finance Specialists and 8th in metro cities by Outlook Money 2016.

GROUP DIRECTOR'S MESSAGE



Market volatility, rapid innovation, and geopolitical strife are fuelling a demand for business professionals who can think globally and compete strategically. The latest case in public being, the demonetisation by the Government. The competitive realities of global competition and technological change have dramatically raised the bar on what it takes to create and maintain a competitive advantage.

Navigating today's complex business world requires vision, confidence and strategies that give tangible business results. At WeSchool, our efforts have been towards nurturing our students not just as managers but as global citizen leaders; who look beyond themselves and contribute toward the organization & society as well. To this end, WeSchool has introduced the Global Citizen Leadership Program (GCL) in collaboration with Centre for Creative Leadership, USA. This has featured in the Stanford Social Innovation Review in February 2014 in the article titled "Educating a New Generation of Entrepreneurial Leaders".

Leadership, Innovation & Design Thinking are part of WeSchool's philosophical framework. Advisory Boards help us continually improve our curriculum and spawn new programs, meeting specific needs of emerging markets and businesses. WeSchool 's Innovation Board comprises of stalwarts like **Dr. R.A. Mashelkar** (Chairman, National Innovation Foundation), **Mr. Harsh Mariwala** (Chairman & Managing Director, Marico), **Mr. Kishore Biyani** (Group CEO, Future Group), **Mr. Rana Kapoor** (Founder, Managing Director & CEO, Yes Bank), **Mr. Dan Buchner** (VP, Peter Loughheed Leadership Institute, The Banff Centre, Canada), **Mr Srinji Srinivasan** (CEO of LUMIUM and member of prestigious Executive Board of ICSID), and **Prof. Dr. Ramesh Raskar** (Associate Professor, MIT Media Lab), to name a few.

Along with its partners, WeSchool has undertaken several path breaking initiatives like Med4Dev India-Israel, Affordable Healthcare Hackathon with Pears Program for Global Innovation, MIT Media Lab - WeSchool Design Innovation Workshop, InterDesign Workshop with International Council of Societies of Industrial Design (ICSID), India Sweden Innovation Workshop, InterDesign Workshop with International Council of Societies of Industrial Design (ICSID), India Sweden Innovation Accelerator (ISIA) – a platform for Swedish companies to work with Academia to develop business strategies relevant to Indian markets, ReDx 2015 – MIT Media Lab's Health Technology Camp took potential High Impact ideas/solutions sourced from health researchers & doctors to address critical healthcare issues in India & Kumbhathon in Nashik with MIT and TCS, which combines the identification of challenges, discussions with stakeholders, prototyping and customer analysis for multiple corporate and entrepreneurial ventures.

As part of WeSchool's core value of '**We Link and Care**' and keeping in mind our responsibility towards our nation, and to give back to the local ecosystem; WeSchool along with partner institutes of Ruia & Podar College have adopted the 'Matunga' railway station.

It's my pleasure to welcome you to WeSchool's Executive Education Program. In the past few years, Executive Education has been given high priority in WeSchool. In a business landscape that is chaotic, fluid, and ever changing we need leaders who can lead from the front and steer their companies through turbulent and choppy waters. At WeSchool we understand, the VUCA paradigm, and the need for the Executives to explore new perspectives. Our Leadership Development Program develops, nurtures and empowers the Executives to be ahead of the Change. So here's an opportunity to challenge your current perceptions, identify early signals of change in your business, industry, and geography and connect the dots.

Prof. Dr. Uday Salunkhe

Group Director, WeSchool I Eisenhower Fellow
Coordinator, Boards of Management, Mumbai University

BANGALORE CAMPUS



S. P. MANDALI'S Prin. L.N. WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH (WESCHOOL)

WeSchool is a part of the S. P. Mandali Pune, having two campuses in Mumbai and Bengaluru. S. P. Mandali manages multiple educational institutes in Maharashtra and Karnataka, prominent among them being, Ruia College and Podar College of Commerce in Mumbai.

THE B-SCHOOL TO BE IN

The WeSchool Campus, a hot bed of new thoughts, ideas and enterprise. A place where cutting-edge global conversations begin. State-of-the-art facilities like complete Wi-Fi, Innovation and Leadership Labs form an indispensable part of teaching methodology, along with numerous other new-age learning tools.

WeSchool pioneers in Programs like Media, Retail, Rural, Healthcare, Management Development Programs (MDP) to name a few. The programs are offered in Full-time, Part-time, Distance Learning & Diploma formats. In addition to a wide array of standard MDPs, we offer short hi-impact programs having developed thorough understanding on functional verticals, long term general management programs aimed at Junior/ Middle level executives and Long-term customized programs for specific industry verticals.

SENIOR DEAN & DIRECTOR'S MESSAGE



I am delighted to announce that WeSchool, Bengaluru under the able leadership of our Group Director Prof. Dr. Uday Salunkhe, had a humble start nine years ago and established its presence in the Silicon Valley of India. Being located in the Garden City, each corner of our sprawling campus captures and emphasizes the green colour of our brand identity, to provide an idle serene environment conducive for learning and absorbing new knowledge. WeSchool, Bengaluru received the AICTE –CII 2016 Award for the “Best Industry Linked Emerging Management Institute”, and also got accredited with South Asian Quality System(SAQS).

Last year’s introduction of Global Citizen Leader (GCL) Program has enhanced student’s ability to immerse into corporate and social projects, developing students to become more aware of self, work in teams and also be socially-aware.

As an Institute of Excellence, WeSchool, Bengaluru aims to provide high-quality management education as well as action-centric and value adding research. Our customized Management Development Programmes for few top corporates like Infosys, Robert Bosch, Dell, HP, Biocon, EY, Titan, SPAR, Continental Auto, Altimetrik and GE India are exclusively industry focused so as to equip the executives with latest management techniques in the ever-dynamic context of business environment. Faculty members are actively involved in their pursuit of creating and disseminating knowledge through teaching, research, training and consulting. Further, our dynamic interactions with India Inc. has given us the impetus and encouragement to develop live case studies which have been published by Richard Ivey, Michigan University and Emerald Publications while many more are in the pipeline.

We hope to engage you actively in this journey. For as we take the flight to an exciting future, we have strong belief in one thing - we can achieve almost anything we set out to do, with focused vision, mission and team work. Welcome to the “WOW - World of Welingkar”.

Today’s highly competitive business environment puts a great deal of emphasis on upgradation and learning. Hence, it is imperative, that individuals continuously explore new perspectives. WeSchool’s campus, at the Electronic City in Bengaluru, provides the right ambience for the managers and entrepreneurs to introspect and reflect amidst an academic environment.

The Leadership Development Program is an innovative and dynamic program designed for professionals with the ambition to grow into Senior Management and Leadership positions. The program combines the latest management thinking with practice and applied research, with an emphasis on leading and managing in multicultural settings.

Dr. Anil Rao Paila

Senior Dean & Director,
WeSchool, Bengaluru Campus



WHY LEADERSHIP DEVELOPMENT PROGRAM?

In today's complex and dynamic world, having disruptive innovation capability is mandatory, both for growing a business and protecting existing markets. However, disruptive innovation requires new mindsets and behaviours for leaders themselves, as well as for the organizations that develop them.

Market volatility, rapid innovation and geopolitical strife are fueling a demand for business professionals who can think globally and compete strategically. The competitive realities of global competition and technological change have dramatically raised the bar on what it takes to create and maintain a competitive advantage.

DETAILS

The Leadership Development program provides critical skills for strategic thinking, strategy development and implementation. It helps leaders to identify problems using logic, judgement and data, to evaluate alternatives and recommend solutions, to achieve the desired organizational outcome.

The Leadership Development Program, is an innovative and dynamic program, designed for professionals with the ambition to grow into Senior Management and Leadership positions. It combines the latest Management Thinking with practice and Applied Research, with an emphasis on leading and management of multicultural settings.

Leaders must embrace ambiguity, live with uncertainty for long periods of time, and confront the critiques of naysayers, both inside and outside of their organizations. The Leadership Development Program at WeSchool puts leaders through such real-time scenarios that will enable them to appreciate the Leadership and Management drivers for the success of the organization.

ABOUT THE PROGRAM

- Leadership Development Program is designed to equip participants with skills and capabilities, that will enable them to move a level higher in the leadership pyramid.
- The program is tailored to integrate real-world experience with classroom learning, so as to provide a back to school experience with WeSchool Bangalore.
- The Program helps leaders to identify problems using logic, judgement and data, to evaluate alternatives and recommend solutions, to achieve the desired organizational outcome.
- It is for Senior Leaders to pause, reflect, review and work out few strategies and personal actions, to have an edge.
- It combines latest management evaluation with practice and applied research to help management of multicultural settings.



**IF YOUR ACTIONS
INSPIRE OTHERS
TO DREAM MORE,
LEARN MORE,
DO MORE AND
BECOME MORE,
YOU ARE A LEADER.**

John Quincy Adams



KEY BENEFITS



Classroom Sessions



Case Study Curriculum



Virtual Training



Online Mail Support



ELIGIBILITY CRITERIA

- Mid to Senior-level managers with leadership potential, who are preparing to move to higher positions that require greater responsibility.
- Project leaders or senior leaders heading cross-functional or dispersed teams.
- Managers entrusted with mentoring and coaching future leaders for their team.
- Division or department heads tasked with designing and managing current or future initiatives in their organization.
- General managers or HR managers who want to improve their leadership skills and drive change in their organizations.
- 2nd & 3rd generation entrepreneurs who are looking to scale up their business to the next level.

COURSE SEQUENCE

The Leadership Development Program will comprise of 6 day Residential Classroom sessions, 3 months of Virtual Mentoring and 6 months of continuing Online Support through mails.

PHASE 1

Classroom Session



The Leadership Development Program will cover the below competency traits, specifically aiming to enhance your perspectives to move to higher roles, thereby allowing you to get to a higher level in the leadership pyramid.

Day 1 | Customer Orientation - Begins at 12 noon



The program helps participants to keep internal and/or external customers in mind at all times and proactively strives to address customer concerns and needs. It will assist the participants to achieve their work goals via application of their own skills and knowledge, while striving to provide consistent customer satisfaction.

Day 2 | Result Orientation



The program focuses on desired results, and sets and achieves challenging goals. It will help the participants to follow an outcome driven approach that will reflect a true partnership with the business. A strong bias towards accountability, action and execution will ensure that every opportunity is maximized.

Day 3 | People Orientation



The program helps participants to understand inter-personal skills, Emotional Intelligence and Essence of Leadership. It focuses on building teams that are high on performance, business, communication and innovation. The Program also allows leaders to self-introspect and make positive changes that will benefit not only themselves, but also the organization.



Day 4 | Analysis & Decision Making

The program helps participants to identify problems and use logic, judgement and data, to evaluate alternatives and recommend solutions, to achieve the desired organizational goal and outcome. The participants are motivated to make the right decisions at the right time by integrating real-world experience and classroom learning.



Day 5 | Strategic Thinking and Business Acumen

The program allows leaders to think critically and strategically, by allowing them to understand and choose the right path for business growth. It allows leaders to achieve essential business acumen to increase profitability. The program effectively nurtures participants for strategy development and implementation.



Day 6 | EBITDA Improvement

EBITDA is the most important Key Benefit Motive for any profit oriented business. The program will help the participants to identify the category of the problem (i.e Quality, Time and Efficiency), improve the process and implementation of the new process in their respective work area.

COURSE SEQUENCE

PHASE 2



A. Mentoring

1hour/month which implies 3 hours of Virtual Mentoring sessions by full-time WeSchool faculty, who possess best in class expertise, industry experience and academic credentials. This faculty draws upon real-world experiences to help you develop critical thinking and decision-making skills, these skills will largely benefit the individual as well as the organization.



B. Continuous Online Support

Participants will have access to their mentors over emails for a period of 6 months. They will be available constantly, to nurture and help participants, throughout their transformation.



PROGRAM FEES

The fee for the program is **INR 82,000** per participant, plus 18% GST. Total cost: **INR 96,760** (Rupees ninety six thousand seven hundred and sixty only).

The Package includes tuition fees, course material, library access, food and stay during the program.

Modes of Payment



Cheque/ DD : The payment can be made via a Cheque or DD in the favour of **Prin. L.N. WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH.**



Eazypay payment details

- Go to the portal <https://eazypay.icicibank.com>.
- Enter mobile number registered with Welingkar.
- Enter one time password received on your mobile and click submit.
- Find your bill/invoice.
- Tick the ' I agree and Accept Button' and click on 'Pay now' button.

WORLD CLASS FACULTY



Prof. Dr. Anil M Naik

Professor Emeritus-
Welingkar Research Centre

Prof. Dr. Anil Naik, Gold Medallist from the first batch of IIM, Calcutta, has done his Ph.D. from the University of Mumbai.

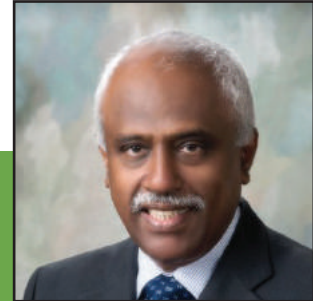
He has an experience of 20 years with the Tata Group and has been a Management Consultant and Educator for several companies like GTL, Bharti, Jindal Iron & Steel Co. Ltd., CRISIL, Philips India Ltd., Mahindra & Mahindra Ltd etc. He has also taught Multinational Strategic Management at the IMBA Program of the Fox School of Business & Management, Temple University, USA and at Straclyde Business School of Glasow University, U.K. He was awarded the 'Tarneja Award' by Bombay Management Association for Best Management Article on Industrial Sickness, 'Best Management Teacher Award' by Bombay Management Association and was awarded S S Nadkarni Fellowship by the University of Mumbai.



Prof. Dr. S T Gondhalekar

Dean - Operations

Dr. S. Gondhalekar, the only known PhD in the world in Kaizen, has been trained in Japan by Association of Overseas Technical Scholarship (AOTS) and Asian Productivity Organization(APO). He is a Chemical Engineer and PhD from Indian Institute of Technology (IIT) and an Industrial Engineer From National Institute for Training in Industrial Engineering (NITIE). He is currently the Director of Global Consulting Company - Kaizen Institute, and has been consulting in Asia - Pacific for last 10 years in the areas of Productivity, Quality, Delivery & Cost. He recently co - authored a book "Chronicles of a Quality Detective" which details case studies on the use Differential Diagnosis, a power tool to solve difficult quality problems. The book has gone into reprint. He has published papers in international journals and written in leading newspapers.



Prof. Vijayan Pankajakshan

Dean-HR Academics and Research &
Industry Interface WeSchool, Mumbai

Prof. Vijayan Pankajakshan is the Dean-HR Academics and Research & Industry Interface WeSchool, Mumbai, alongside being, Principal Consultant- HOMO ELS Pvt. Ltd. He is a Gold Medallist from the 1984 Batch@ TISS, Mumbai and has had a corporate career from 1984-2009, spanning 25 years. He has held responsible roles in Personnel Management, Industrial Relations, HRD, OD, TQM and Manufacturing in a range of industries, both in India and overseas. This includes a nine year stint with Marico, when he was the first HR professional to be job rotated as Manufacturing Head in one of Marico's plant locations. His last corporate role was Director- Human Resources with CHEP India Pvt. Ltd. (a Brambles Company). He holds certification In GPHR (HORN, SHRM- CP (SHRM)). He is a SME for SHRM India in PMS, ER, HR Analytics. He was on the Executive Committee of NHRDN, Mumbai Chapter for many years, while also being Member-Core Committee of Employers Federation of India.

WORLD CLASS FACULTY



Prof. Dr. Madhavi Lokhande

Dean - Bengaluru Campus

Madhavi Lokhande is a Fellow of the Institute of Cost and Works Accountant of India, and holds a Master degree in Commerce. She is a Certified Management Accountant (CMA) from The Institute of Management (U.S). She holds a Doctoral degree from the SNDT Women's University, Mumbai.

The primary focus of her study was the Micro and Small Entrepreneurs in Bangalore. Her focal research interests include micro credit, funding needs of micro entrepreneurs, women-run micro enterprises and self-help groups.

She also runs a social initiative called "Padhaai" which is a public charitable trust that works on 'Inclusive Education'. She is currently working on the AACSB initiative for Welingkar.

She has published several articles in International and National journals. She has also written case studies that have been published by Ivey publishing and some leading journals. This year she has been awarded a scholarship from Reserve Bank of India for her research work in the area of : Creating a financial Literacy model based on the study of functional and behavioural factors affecting the MSME lending.



Prof. A K Narasimha Prasad

Head, MDC - Executive Education &
Faculty - Operations

Prof. A.K. Narasimha Prasad has a BE degree in Electronic Engineering and a BE degree in Electronics & Communications Engineering from IISC, Bangalore. He is a certified assessor for the CII-Exim bank Corporate Excellence Award for Business Excellence. He has over 35 years professional experience in leading Public sectors like BEL and HAL, and Private sectors in the areas of Communication Systems Design, Manufacturing and General Management. His recent tenure was as Head of Operations at Optimus Outsourcing the BPO arm of Polaris Software.

Prof. Prasad has strong exposure to Telecom and BPO verticals and has also undergone one year specialized Training at Seleia in Rome, Italy. He was also a recipient of CIDA (Canadian Industrial Development Agency) scholarship for training on GIS, held in Vancouver, Canada.

Currently he is spear heading the JMLP (Junior Management Leadership Program) with the Infosys BPO & CPM (Certificate Program in Management) for Infosys Ltd, across their centers at Bangalore, Pune, Jaipur, Chennai as well as Executive Education initiatives with other clients.

WHAT CLIENTS SAY ABOUT US

“ We have been associated with WeSchool for the last couple of years and its very heartening to see this association grow rich every year. We started the Management Programs for the Biocon executives, with an objective of nurturing our star performers and to groom them into future leaders. We strongly believe that 80% of our senior leadership should be from within the organisation and I am very pleased to see that 45% of the last batch of FCM students has got promoted to Managerial roles. I am really thankful to WeSchool team for this transformation. It’s a great motivation for the future batches. ”



Mr. Ravi Limaye
President and Chief
Marketing Officer, Biocon

“ The entire 16 months journey has completely transformed our people. The Convocation Ceremony was the icing on the cake and folks appreciated it. Most importantly employees were very happy. We need to continue. ”



Mr. Rajesh Shetty
VP Telecom & Manufacturing
and DC Head Pune, Infosys BPO

“ I would sincerely thank you all very much for a wonderful session and our 1st association with WeSchool has been wonderful. I am sure participants have taken a lot of lesson from this. I have personally enjoyed every bit of it. ”



Mr. Rupam Dutta
General Manager, Radha Regent

“ It’s been a great learning for the Infy participants. It’s a milestone today for both Infy and WeSchool’s 10th Batch Convocation. I am sure the folks who graduated will be a proud lot. Specific thanks to Welingkar’s and the Faculty and of course the home team who managed it so well. ”



Mr. K. Raghavendra
Senior Global Head, HRD,
Infosys BPO

“ The inaugural edition of Spar’s - Future Store Managers Program in collaboration with WeSchool, Bangalore has truly been a stepping stone in investment and development of talent, to succeed to higher roles. In fact as we speak two of the participants are already being assessed for higher roles which is a testimony to the efforts of this program. I would like to personally thank WeSchool Professors and also the Learning and Development Team at Spar and will continue this association for churning out future leaders. ”



Mr. Sutanu Chowdhury
Sr. Vice President, HR, Max
Hypermarket India Pvt. Ltd.

“ The GLP-II Program was another success and my hearty congratulations and thanks to you and your wonderful team for such a lovely experience. It will interest you to know, that since returning, we have already had confirmation from the Australian Department of Employment that they would like to send couple of Participants to the 2017 GLP India. Here’s to a successful 2017! ”



Mr. Andrew Simon
MD & CEO, Yellow Edge, Australia

STUDENTS VOICE

“

I thank the trainer and most of all Welingkar Institute, who have given me this wonderful opportunity to explore myself, gain confidence over my weak areas and help me in effective communication.

V. Kanjanaa

Team Leader, JMLP
Infosys BPO

Infosys

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“

All the sessions were very creative & informative, explanation through video & examples really helped to understand OB, particularly human behaviour.

Sanjeev Sharma

Delivery Manager, RBEI
BOSCH



BOSCH

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“

Want to take this opportunity to thank you very much for the warmth and earnestness that you showered on us. We also thank all the faculty members. The openness and involvement of each member of the college in welcoming us is really appreciated. We enjoyed the sessions and look forward to the forthcoming projects & sessions.

Arpita Majumdar

Regional Business Manager
Adecco

Adecco

”

STUDENTS VOICE



Wide knowledge about the cases on turbulence and steps to handle it, stunning case studies. Grateful to the entire WeSchool faculty, thanks for keeping sessions so interesting.

Prasanth

Titan



I learnt the importance of time and how to implement it in our day to day official and personal life. Small changes make big differences, big takeaway for me personally.

Nagesha Rao

Nongwoo Seeds



Despite the fact that each faculty taught using different methods, all were effective in bringing across the concepts. Especially for most of us who have not taken any business courses in the past.

Trendy Tan

NOC, NUS
Singapore





Convocation Ceremony of Post Graduate Program in Management Studies for Robert Bosch



Certificate Program (Financial Accounting & Business Analytics) for EY GSS, Bangalore



Advanced Course in Management for Biocon BFI



Junior Management Leadership Program (JMLP) Convocation Batch II



EDP Program for High Potentials for Adecco India Ltd. Interactive Session with Participants



Professional Enrichment Program (PEP) for Continental Automotive Components Limited

OUR CLIENTS



THE B-SCHOOL TO BE IN

S. P. Mandali's
Prin. L. N. Welingkar Institute of Management Development and Research

For more details about this program
call **080 41303783/84/85** or email us at
enquiry@welingkarmail.org

Prin. L N Welingkar Institute of Management Development and Research (WeSchool)

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Hosur Road, Bangalore - 560 100.

WeSchool is the brand identity of Prin. L.N. Welingkar Institute of Management
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