



MUMBAI CAMPUS

Rankings amongst 5,500 B-schools in India

Business India

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

Times 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.

BANGALORE CAMPUS



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

WeSchool is a part of S.P. Mandali Pune and has 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 is a hot bed of new thoughts, ideas and enterprise - a place where cutting-edge global conversations begin. State-of-the-art facilities like 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.



GROUP DIRECTOR'S Message

Prof. Dr. Uday Salunkhe

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

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. 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.



GROUP DIRECTOR'S Message

Dr. Anil Rao Paila

Senior Dean & Director,
WeSchool, Bengaluru Campus

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.

Today's leadership scenario:

In the new age digital environment, leaders in organizations have to multi-task and lead various teams at the same time in order to achieve set goals. Great leaders are always on the lookout for the latest technologies and methods in order to become more efficient. This can often lead to complications with the team's structure and day to day function. Apart from this, there are various challenges a leader faces in his/her day-to-day life, irrespective of their business industry or role.

COMMON LEADERSHIP CHALLENGES TODAY:



Managing these multi-faceted problems can be tedious and lack of knowledge and skillsets can further escalate the problems of top level management leaders. To address this concern, Weschool has created a specifically crafted, well-structured Executive Leadership Development Program (ELP) that enables and equips business leaders and entrepreneurs with the best tools and practices towards becoming a great leader. With this program, leaders can easily overcome common obstacles and ace their way to success.



Why Executive Leadership Program?

In this ever-evolving world, the only thing constant is change. Hence, it is necessary for leaders to adapt to these changing scenarios and take their business to greater heights. In order to achieve this, disruptive innovation techniques need to be adopted.

Leaders of organizations can skillfully develop these disruptive innovation techniques thorough analysis, descriptive case studies, and individualized mentoring. The skills developed in this program will enable leaders to maintain a competitive edge over their adversaries.

Details

The Executive Leadership Program equips the participants with decisive skills that are essential to lead their organization through crucial times. These skills include strategic thinking, strategy development and implementation. The basis of the program is to enable leaders to identify problems in advance, evaluate alternative solutions, and achieve the desired goal based on the optimal solution.

This program is ideal for individuals who aspire to reach Senior Management and Leadership positions. The various elements included in the program combines updated Management Thinking approaches and real-world applications which aids leaders in leading the company efficiently.

It is a known matter that the real world is not a bed of roses. Leaders have to face and overcome adversities on a daily basis. The Executive Leadership Program ensures that the participants undergo such real-life scenarios during the program that enable them to take difficult decisions in their organization.

About the Program:

The Executive Leadership Program offers a back to school experience to the participants by combining real-world lessons and classroom concepts. The program also enables managers to grow into Senior Management roles by using efficient leadership techniques. Senior Leaders can reflect on their leadership methods during the program and update the same, in order to lead the organization efficiently. Problem-solving methods based on logic and data are included in the program to improve the participant's decision-making skills. We have also incorporated a combination of updated management thinking approaches and real-world applications into this program.

A combination of updated Management Thinking approaches and real-world applications.

Key Benefits:

➤ Classroom sessions that provide a back to school ambience and case

➤ Study curriculum that helps to understand the concept in depth.

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 their business to the next level.



COURSE SEQUENCE

The Leadership Development Program will comprise of a 3 day Non-Residential Classroom sessions from 10 am to 7 pm.

Day 1

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 2

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 3

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.



PROGRAM FEES

Each participant will be charged INR 32,500 + GST. An early bird offer of INR 28,000 + GST is also available.

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.**



Credit/ Debit card : The payment can be made via a Credit/ Debit card .



• 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.

REPUTED 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 20 years of experience 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. and 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.

REPUTED FACULTY



Prof. Dr. Madhavi Lokhande
Dean - Bengaluru Campus

Prof. 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 B.E. 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 of 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



WHAT CLIENTS SAY ABOUT US



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. Rupam Dutta
General Manager, Radha Regent



STUDENTS VOICE

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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.

Infosys

V. Kanjanaa
Team Leader, JMLP
Infosys BPO

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

BOSCH

Sanjeev Sharma
Delivery Manager, RBEI
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.

Adecco

Arpita Majumdar
Regional Business Manager
Adecco

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OUR CLIENTS

Infosys

NUS
National University
of Singapore

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Invented for life

accenture

capricot

Continental

Biocon

SPAR

WADHWANI
FOUNDATION

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hp

TITAN
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McDonald's

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better work, better life

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
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