

# THE POWER OF THINKING BIG:



**A PROGRAMME FOR HIGH POTENTIAL LEADERS**

## **ADVANCED MANAGEMENT PROGRAMME**

**18<sup>th</sup> – 24<sup>th</sup> January, 2019**

**S. P. JAIN INSTITUTE OF MANAGEMENT & RESEARCH**

Munshi Nagar, Dadabhai Road, Andheri (West), Mumbai - 400 058



**SCOPE Academy of Public Sector  
Enterprises (APSE)**

# INTRODUCTION

This unique Advanced Management Programme has been designed with the objective of enhancing the managerial effectiveness and leadership competencies of professionals from Central Public-Sector Enterprises (CPSEs). The programme helps the participants transit seamlessly into leadership roles. In doing so, it seeks to raise the capacities from a functional excellence perspective to a strategic orientation – such as deeper understanding of the key management precepts, building strategic focus and abilities to think big and unconventional.

## PROGRAMME OBJECTIVES

- Prepare participants for future leadership roles, enable participants develop greater leadership skills and enhance accountability and sense of ownership and strategic thinking, develop a strategic vision that would enable participants to respond to changing Public Sector business environment.
- Learning the right approach to leadership, diagnose leadership styles and build, develop and lead teams, understand varying roles in team situations with focus on communication, conflict resolution and decision making, understand importance of technology for higher productivity.
- Use Financial & Investments strategies (analyse situations and make decisions), understand the importance of Business Negotiation Skills.

By the end of the programme, the participants would have learned to formulate an integrated approach for identifying organizational problems, providing optimal solutions and taking decisions confidently.

## PROGRAMME CONTENT

The programme will be woven around the key functional disciplines of management that take into account the current and emerging competitive challenges as well as opportunities.

- Public Sector Business Challenges and the Leadership Role
- Leadership Practices, Leadership Behaviour and Styles
- Project Management
- Portfolio Management
- Risk Management, Risk Assurance & Risk Advisory roles in PSE
- Adapting to Change
- Leadership Effectiveness, Leading with Emotional Sensitivity, Planning and Prioritizing
- Strategic Thinking and Vision
- Geo Political Economy – Emerging Trends & Policy
- Global Practices in Procurement & Contracting
- Corporate Governance
- CSR & Sustainable Development
- Execution Leadership and Managing Change
- Effective Influence styles, tactics and strategies
- E-Commerce & Digital Disruption
- Regulators and their Roles
- Leveraging Social Media as a Marketing tool.
- Delivering Business Value- Managing Change
- Problem Solving / Decision Making in the VUCA World
- Performance Evaluation & Measurement
- How to use data to gain insights and make better decisions.
- Different way of thinking about available data and how it can be used to impact managerial decision making
- Use business analytics to formulate and solve business problems
- Financial Budgeting for Management and Decision Making
- Cash and Liquidity Management
- Financial Evaluation of Projects
- Financial tools for managerial decisions.
- Harnessing technology for higher productivity

## PEDAGOGY

The programme will make use of a mix of pedagogical tools as appropriate to the topics, including:

- Self-assessment questionnaire
- Psychometric profiling
- Lecture-discussions
- Group Activities
- Role-plays
- Case Studies
- Simulation Exercise
- Personal Development Action Plan



MDP "Transformational Leadership" on 5<sup>th</sup> March – 10<sup>th</sup> March, 2018 Visakhapatnam.

## WHO MAY ATTEND

This programme is intended for participants expected to take up leadership roles in the future. Mid-level and senior managers from all functional areas of medium to large-scale organizations, with a track record of achievement, who are earmarked as potential leaders, would gain much from this programme. As the programme would be quite demanding, the participants are expected to be willing to invest long hours, interact and work with fellow participants.

## FINANCIALS

The programme is on fully residential basis. Programme Fee per participant Rs. 99,000/- plus GST @18% is payable in advance to SCOPE by Cheque/DD favoring "Standing Conference of Public Enterprises" and payable at Delhi / New Delhi or through ECS mode to Dena Bank, SCOPE Complex branch, Lodi Road, New Delhi - 110 003 (Saving Bank Account - No.1050 1000 1856/MICR Code -110018021/IFSC/RTGS code - BKDN 0711050). SCOPEGSTIN.07AAPFS7390N1Z7

The programme fee covers course fee, accommodation, food expenses etc.

## VENUE & DATES

The programme would be conducted in the SP Jain Institute of Management and Research, Munshi Nagar, Dadabhai Road, Andheri (West), Mumbai - 400 058. The programme begins on 18<sup>th</sup> January (Monday) at 0900 Hrs and ends at 1730 Hrs on 24<sup>th</sup> January, 2019 (Saturday). The participants are advised to make their travel plans accordingly.

## CERTIFICATION

On the successful completion of the course, participants will be awarded participation certificate jointly by SCOPE-APSE and S. P. Jain Institute of Management & Research, Mumbai.

## ACCOMMODATION

Participants would be accommodated on single occupancy basis, in the Executive Hostel of S. P. Jain Institute of Management & Research, Munshi Nagar, Dadabhai Road, Andheri (West), Mumbai - 400 058

## NOMINATIONS

Nomination may be forwarded to **Ms. Hema Koul, Programme Coordinator, SCOPE-APSE**. The programme intake is limited, so that participants are able to benefit from the individual interaction with the faculty. The nominations may be sent as early as possible preferably by 31<sup>st</sup> December, 2018.

## SCOPE and the Academy of Public Sector Enterprises (APSE)

**Standing Conference of Public Enterprises (SCOPE)** is an apex professional organization representing the Central Public Sector Enterprises. It also has some state enterprises, banks and other institutions as its members. SCOPE's objective is to promote excellence in organizations where Government investment is involved. Its vision is to enable member enterprises to be globally competitive in a market-driven economy.



**The Academy of Public Sector Enterprises (APSE)** has been envisioned to serve as a central institution to address the training needs of member PSEs, at various levels, as training and capacity building of employees has become central to the growth and sustainability of a business entity, including PSEs, in the prevailing highly competitive business environment. Working in Public Sector requires special skills and training. The long term vision of Academy of Public Sector Enterprises (APSE) is to create a talent pool and a PSE cadre of its own, for better succession planning.



## S. P. Jain Institute of Management & Research



S. P. Jain Institute of Management & Research (SPJIMR), a leading school of management in the heart of India's financial centre of Mumbai and was inaugurated in 1981 by the then British Prime Minister, the Rt. Hon. Margaret Thatcher, and have grown over the years to be recognised as one of the top 5 business schools of India.

SPJIMR is a part of the Bharatiya Vidya Bhavan and functions as an autonomous Institute with entrepreneurial agility. Its mission is to influence practice and promote value-based growth and build on this mission through pedagogic innovations and pioneering programmes, which have helped SPJIMR stand out for a unique and distinctive path in management education. More than 15,000 participants from diverse backgrounds are enrolled at any given time across a range of management programmes offered by SPJIMR.

**For further information/registration kindly contact**

### Programme Director

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(CPM) & MDP

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### Programme Coordinator

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