



Executive
Education



INSEAD Leadership Programme for Senior Executives – India

**Partner
Programmes**

The Business School
for the World®

10+
Years of
ILPSE

INSEAD.EDU

PORTFOLIO
2024 – 2025

About INSEAD

Be the driving force of change

At INSEAD, we understand that education needs to change too. We understand that education has a duty to keep pace with digital transformation; to adapt to the evolving needs of learners and leaders; and to empower decision-makers with the refreshed knowledge, the understanding, the vision and the tools to navigate all of this uncertainty with clarity and confidence. Whenever, wherever and however you need. That's why at INSEAD we have leveraged our full expertise to design and deliver next-generation learning experiences – experiences that offer the flexibility and adaptability to meet every individual and organisational need, without ever compromising on the consistency, the quality, the diversity and transformational impact that have always set learning at INSEAD apart.



“As leaders look to reinvent themselves, their teams and their organisations, our programmes give them the inspiration, motivation, confidence and skill set they need. We give them the tools to analyse the world through multiple lenses and to create solutions that are game-changing.”

Sameer Hasija
Dean of Executive Education

In Numbers



220,000+

Executives trained
since 1967



125+

Nationalities and unique
cultural perspectives



165+

World-class, thought-
leading faculty



50,000+

Online programme
participants since 2014



3

Full campuses across Europe,
Asia and the Middle East



New

INSEAD San Francisco Hub
for Business Innovation



70+

Open programmes to
support your career



12,400+

Participants yearly



3,500+

Organisations
partner with us
every year

Message from the programme directors

Invest in your career

Now in its 13th year, the INSEAD Leadership Programme for Senior Executives (ILPSE) – India offers an integrated approach to general management that combines the imagination and creativity of entrepreneurship with the strong functional focus of operating managers. With an extraordinary record of success, this transformative programme will prepare you for senior management roles and provide a timely boost for your career.

Rooted in the Indian context but delivered by international faculty, ILPSE is a one-year part-time programme built on three key pillars:

- A grounding in modern management theory – including an emphasis on new and emerging technologies, marketing and harnessing data to drive growth
- Practical experience and hands-on engagement with the practice of business management
- Self-reflection and introspection that allow for the development of crucial "soft skills" that are indispensable for effectiveness in senior leadership positions.

The programme leverages week-long immersions at INSEAD's global hubs near Paris and in Singapore, along with sessions in India, to provide an unmatched international educational experience. Throughout the programme, you will benefit from 360° assessments, one-on-one coaching and ongoing personal development. Apart from gaining cutting-edge insights from INSEAD's multicultural faculty, you will also learn from a diverse group of experienced and talented fellow participants who represent a wide spectrum of industries.

Programme Directors



V. (Paddy) Padmanabhan

Professor of Marketing;
The Unilever Chaired Professor of
Marketing



Balagopal (Bala) Vissa

Professor of Entrepreneurship
and Family Enterprise

Participant profile

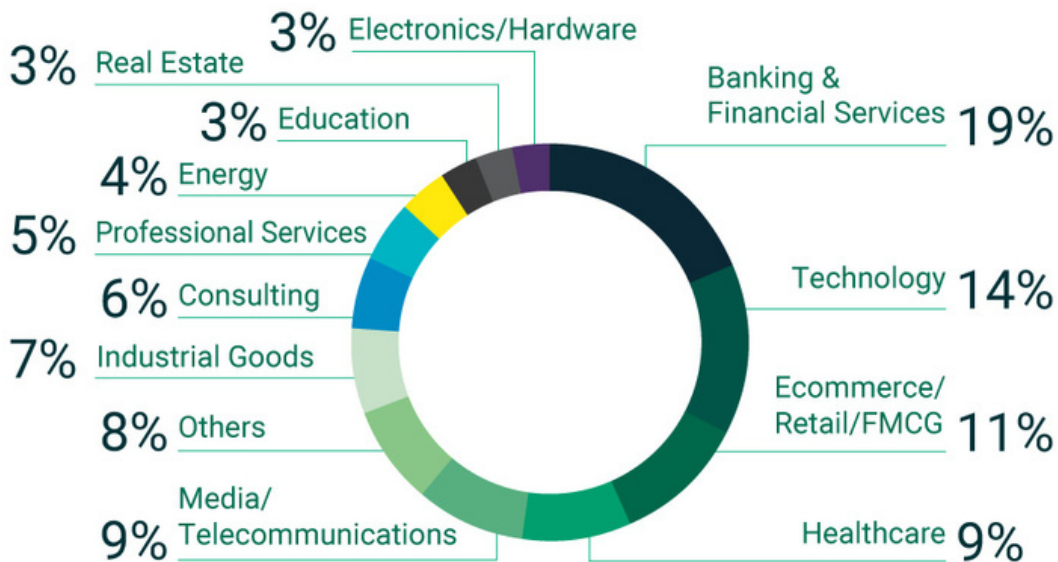


The diversity of participants is critical to the learning experience. Our participants come from a wide range of functions, industries, backgrounds, companies and life experiences.

What they all share in common:

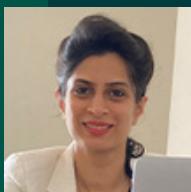
- Proven leadership potential
- Strong achievement, drive and motivation
- Depth of business experience (minimum of ten years; 16 years on average, with significant time in management)
- Recognised career progress
- Enthusiasm for learning and intellectual development

Past participant profile



What past participants say

Here's what past participants have to say about the value of the **INSEAD Leadership Programme for Senior Executives – India.**



“ If you are looking for a powerhouse of transformational knowledge and a programme that would guide you for a lifetime, wherever you are and in whatever profession you are, ILPSE is the best. ”

Thejaswini Kodavur

Senior Software Engineering Manager, Delphix



“ The whole programme reignited my student mindset, with each module pushing me to ask questions and think differently. It prepared me to apply a more process-driven approach to my work and in setting priorities. The programme was extremely well organised. Each takeaway was like a drop in the ocean that ended up changing my whole perspective. ”

Vipul Agrawal

Co-founder, Unlu



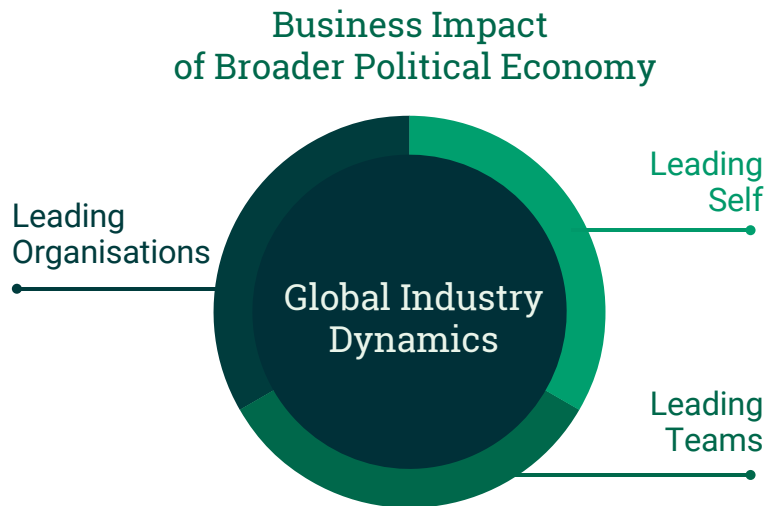
“ ILPSE, at this juncture in my life, has been the best investment I have made in myself. If you have achieved functional excellence and are looking to define your path to greater success – whether through widening your scope, making a larger impact, or starting something new – this programme is your route to get there. ”

Neha Jain

Head of Communication, Asia-Pacific, American Tower

Comprehensive curriculum

ILPSE is thoroughly intense and exhilarating. While you continue in your career, you periodically participate in intense learning in a stimulating environment and blend your new knowledge with work back at the office. ILPSE's academic component is structured around three types of modules: general management and leadership-oriented modules leading to integrated learning of leadership-related skills and behaviours, functional modules and advanced functional modules. In addition, participants will complete optional online coursework covering basic financial concepts.



 Leading Self	 Leading Teams	 Leading Organisations
<ul style="list-style-type: none"> • Personal Leadership Agenda • Unconscious Group Dynamics Beneath the Surface • Networking and Social Capital • Emotions and Emotional Intelligence • INSEAD Global Executive Leadership Mirror (GELM) – 360° Feedback and Leadership Coaching 	<ul style="list-style-type: none"> • Influence and Persuasion • Leading People and Teams • Change Management • Judgement and Decision-Making • Managing Leadership • Transition Negotiations • Leadership Communication 	<ul style="list-style-type: none"> • Strategy • Marketing • Digital Transformation • Design Thinking • Game Theory • Accounting, Finance and Private Equity • Macroeconomics • Operations and Supply Chain Management • Capstone General Management Simulation

2024–2025 schedule*

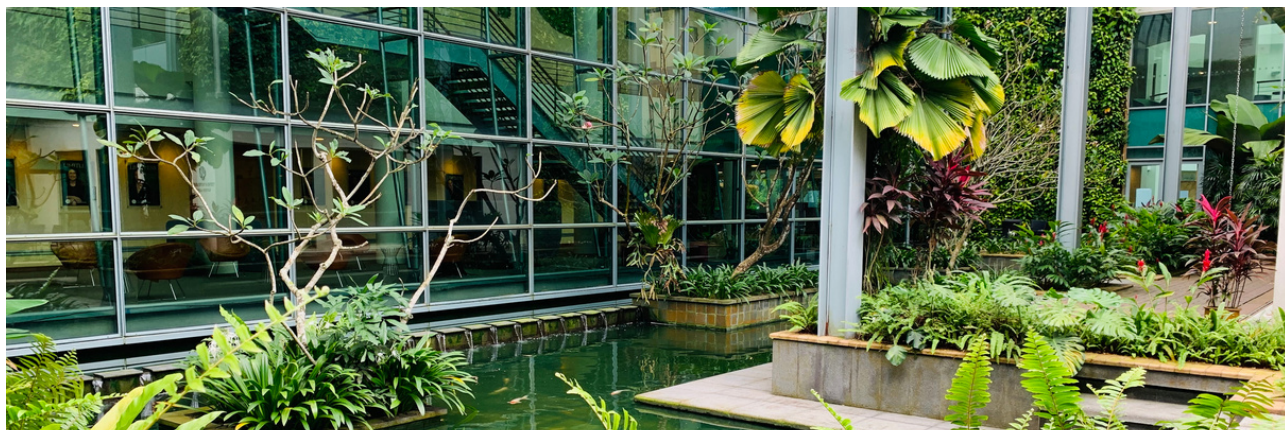
	Sessions	Dates	Locations
Module 1	<ul style="list-style-type: none"> • Programme Introduction and Group Intro • PLA + Team Building Activity • Managing Leadership Transition • Judgement and Decision-Making • Business Strategy and Multi-Business Strategy • Building Useful Networks • Leading Change in Complex Organizations • Corporate Entrepreneurship 	29–30 June 2024	On Campus Singapore
		1–5 July 2024	
Module 2.1	Financial Accounting (FFA)	29 July–29 August 2024	Virtual
Module 2.2	Financial Accounting	20–21 September 2024	Live Virtual
		27–28 September 2024 2 Hours per day	
Module 3	<ul style="list-style-type: none"> • Beneath the Surface: Introduction • Getting Things done • Emotions and Emotional Intelligence • Influence and Persuasion • <i>India Business Dialogue</i> 	19–25 October 2024	On Campus Mumbai
		25 October 2024	
Module 4.1	<ul style="list-style-type: none"> • Negotiation Skills 	8–9 November 2024	Live Virtual
		22 November 2024 3 Hours per day	
Module 4.2	<ul style="list-style-type: none"> • Marketing 	23 November 2024	Live Virtual
		29–30 November 2024 3 Hours per day	
Module 4.3	<ul style="list-style-type: none"> • Corporate Finance 	6–7 December 2024	Live Virtual
		13–14 December 2024 3 Hours per day	

*Schedule and topics are subject to change.

2024–2025 schedule*

Sessions		Dates	Locations
Module 5	<ul style="list-style-type: none"> • Communication Skills • Macroeconomics • Multi-Business Strategy • Applied Game Theory/ Strategic Thinking • Reimagining Organisations • Corporate Governance • Diversity and Inclusion 	18–25 January 2025	On Campus Singapore
Module 6.1	Creativity	21–22 February 2025 3 Hours per day	Live Virtual
Module 6.2	Operations Management	25–26 April 2025 3 May 2025 3 Hours per day	Live Virtual
Module 6.3	Private Equity	16–17 May 2025 24 May 2025 3 Hours per day	Live Virtual
Module 7	<ul style="list-style-type: none"> • Marketing • GELM-based group coaching • SATTVA Simulation • SATTVA Learnings and Graduation 	12–19 July 2025	On Campus Fontainebleau

*Schedule and topics are subject to change.



Learn from thought leaders



Our dedicated and accomplished faculty is the starting point for the programme. Appreciating both theory and practice, they accept that concepts do not amount to insights unless they succeed in solving real business problems.

Selected from among leading academic, business and management researchers, the ILPSE faculty is composed of a mix of INSEAD professors as well as renowned guest speakers from leading businesses in India who combine to form a focused team that will significantly build your knowledge and provide you with a set of dynamic tools.

The teaching and research staff are not simply world experts in modern management techniques and entrepreneurial studies. They are also experts at passing on their skills. Our faculty's inspirational talent in teaching is as important as their commitment to advancing scholarship.

Their specialisations and fields of research are also diverse, covering the major issues facing international business. Not surprisingly, given our emphasis on multiculturalism, much of the faculty's work has a global dimension.

Networking opportunities

The INSEAD India Business Dialogue* is organised as an integral part of the programme. The dialogues bring together industry leaders, experts and INSEAD alumni. Each year, these events connect industry leaders, distinguished experts and experienced delegates from India and around the globe to discuss and debate on varied facets of the Indian economy.



Acquire insights through the business leader interview

What sets ILPSE apart is the extraordinary access the programme provides to global business leaders. As part of your programme journey, you will conduct a business leader interview (BLI) with a successful business leader whom you respect and admire.

BLI is a novel opportunity for participants to interview a wide range of business luminaries, including Michael Dell, Azim Premji and Narayana Murthy.



Michael Dell

Chairman and CEO
of Dell Technologies



Azim Premji

Business tycoon, investor,
engineer, philanthropist and
former chairman of Wipro
Limited



Narayana Murthy

Founder of Infosys

*The INSEAD India Business Dialogue event is subject to change for reasons beyond the control of INSEAD.

Meet the programme faculty

Faculty members



Vikas Agarwal

Associate Professor of Entrepreneurship and Family Enterprise; Academic Co-Director, Global Private Equity Initiative (GPEI)



Phanish Puranam

Professor of Strategy



Katharina Balazs

Associate Professor at ESCP Europe; Executive coach at the INSEAD Global Leadership Centre



Stefan Thau

Professor of Organisational Behaviour; The Cora Chaired Professor of Leadership and Learning



Guoli Chen

Professor of Strategy



Ian Woodward

Professor of Management Practice in Organisational Behaviour



Pushan Dutt

Professor of Economics, The Shell Fellow of Economic Transformation



Michael Writer

Guest lecturer with a range of specialist executive education programs for INSEAD



Ivana Naumovska

Associate Professor of Entrepreneurship and Family Enterprise

Faculty are subject to change.



Meet the programme faculty (continued)

Visiting faculty members



Shantanu Bhattacharya

Lee Kong Chian Professor of Operations Management; Deputy Dean (Programmes) and Academic Director; PhD in Business (General Management) at Lee Kong Chian School of Business, Singapore Management University



Dominique Jacquet

Professor of Corporate Finance and Head of Economics and Finance at the Ecole des Ponts, Visiting scholar at INSEAD Social Innovation Centre, Affiliate professor at HEC Montréal, Visiting fellow at CIRANO (Montréal)



Jake Cohen

Senior Associate Dean for Undergraduate and Master's Programmes; Senior Lecturer, Accounting and Law at MIT Sloan School of Management



Debanjan "Deb" Mitra

VOYA Financial Chair and Professor of Marketing at the University of Connecticut's School of Business



Nuno Delicado

Founding Partner at Pluris Value; Lecturer at INSEAD; Lecturer at Lee Kuan Yew School of Public Policy, National University of Singapore



Peter Goodson

Distinguished Teaching Fellow at UC Berkeley Haas School of Business



Jamie Anderson

Professor of Leadership and Strategy at Antwerp Management School



Jason D Shaw

Professor, Division of Leadership, Management and Organisation at Nanyang Technological University

Faculty are subject to change.

Past guest speakers



Adi Godrej
Chairman



Nitin Paranjpe
Chief Operating
Officer



Harsh Mariwala
Founder & Chairman



Mohandas Pai
Chairman

Morgan Stanley



Ridham Desai
Managing Director

Mukund Rajan
Chairman



Manish Sabharwal
Chairman



R Gopalakrishnan
Executive Director



Hari Menon
Chief Executive
Officer



Vishwavir Ahuja
Managing Director
& CEO



Rama Bijapurkar
Professor of
Management Practice



Suresh Narayanan
Chairman &
Managing Director



Ramesh Iyer
Vice Chairman &
Managing Director



Sanjay Prabhakaran
Co-Founder



Dhiren Kanwar
President &
Managing Director



Shankar Kaul
Managing Director



K. V. Rao
Chairman & Director

Individual development plan

An individual development plan (IDP) is a process to help you put to use what you learnt to generate better results. It is individual because it is yours – no one else will monitor your performance against the plan. It is about development because it is based on reflection and the actions that you will take based on insights you have gained in the programme. It is a plan because it sets forth what you are going to do and what results you expect to see.

What is the measure of your IDP's success? It is more than just executing a plan – the plan is a means to an end. If, in a month or two, someone were to ask your manager whether you are producing better results by putting your ILPSE know-how to work, they should be able to point to concrete accomplishments. Moreover, when you are evaluated in the future on your readiness for a challenging leadership role, they should conclude that your track record in your job today demonstrates you have what it takes to improve performance proactively instead of just reacting to the current context.



A distinctive learning journey

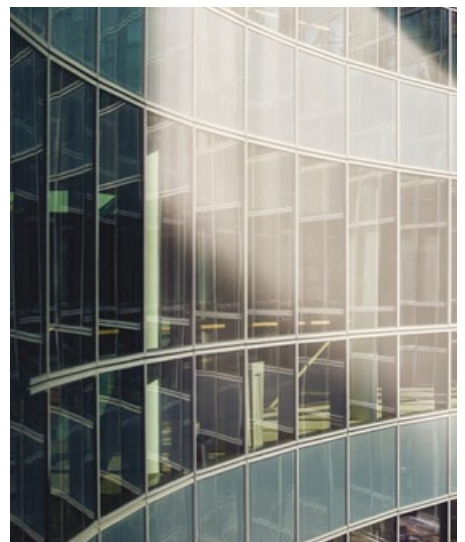


Fostering innovation: the entrepreneurial boot camp*

ILPSE offers participants the unique opportunity to develop an original business idea and create an action plan to bring it to fruition once they leave the programme. Participants who enrol in the entrepreneurial boot camp work in teams (guided by Professor Bala Vissa) to screen, evaluate and refine their business ideas and identify potential implementation strategies and pathways. The entrepreneurial boot camp has enabled several past participants to take the ideas they developed at ILPSE, attract investors and launch new products.

Prepare for disruption with the Phoenix Encounter

In today's rapidly evolving economic landscape, business leaders must anticipate forces of disruption and quickly adapt to change. ILPSE's Phoenix Encounter session is a dynamic experiential exercise in which participants develop a hypothetical business model and then challenge each other by attacking it. As part of the exercise, participants develop a strategic blueprint for a new business model to "rise from the ashes". The module is based on the influential book *The Phoenix Encounter Method: Lead Like Your Business IS on Fire* by INSEAD Professor of Marketing V. (Paddy) Padmanabhan.



*This course is optional and participants may choose to attend it as per their discretion.

Career services by Emeritus

Join a global network

Completion of the ILPSE programme grants alumni status to all participants. With more than 67,641 alumni distributed across 179 countries with 169 nationalities, they are citizens of the world, balancing local and global perspectives. At INSEAD, “diversity is not a synthesis. It’s a genuine, continuous and spontaneous series of encounters”. Find out more at insead.edu/alumni

Build your career

INSEAD is globally recognised by companies as a renowned source for talent. We understand that our participants have diverse needs for career support. Our programme partner Emeritus provides extensive outreach towards diverse career opportunities sought by our participants. We aim to add value through our tailor-made approach to your career needs, whether you are pursuing a successful career within your existing organisation or looking to use ILPSE as a launch pad to make a successful career transition.



Define your career goals

In an effort to help define your professional goals, Emeritus offers a wide range of activities including self-assessments, career workshops, discussions with respective industry veterans and career conversations with coaches.

Career guidance

Participants aiming for an external job transition during ILPSE can rely on career workshops held by Emeritus to help with preparation of resumé and essential interview skills required at a senior management level. Industry speaker sessions will provide numerous opportunities for networking as well.

Along with the career-related assessments and one-on-one coaching sessions, you will refine your career advancement plan and develop a strategy targeted towards your career transition. If you are self-sponsored, Emeritus can help you identify potential employers and work with you to help you connect with them.



Practical information

Application process

Admission to ILPSE is highly selective. Most applicants have a proven record of leadership and impact. They aspire to transform the world around them and see ILPSE as a stepping stone to achieving greater success. If you think the above describes you, we encourage you to apply to the programme and look forward to discussing how we can help catapult you to further success.

To apply to the programme, please complete the online application form by [clicking here](#).

ILPSE follows a rolling admissions process. Considering the limited seats in the programme and all other things being equal, it is more beneficial to apply in an earlier round. Accepted candidates from Round 1 and Round 2 also get an invite to the INSEAD India Business Dialogue, besides having a special audience with the programme directors.

Please note that if a candidate is admitted and accepts admission, the application fee is deducted from the programme fee. Admitted candidates need to pay 20 percent of the fee, immediately upon acceptance, to confirm their seat.

The payment terms are detailed in the application form. This covers teaching fees, all academic material, accommodation for all week-long modules, lunches and selected dinners. The programme fee does not include transport expenses (domestic or international).

66,000 SGD

Programme starts

June 2024

Application deadlines and fee

Round 1: 15 February 2024 – 200 SGD

Round 2: 21 March 2024 – 300 SGD

Round 3: 25 April 2024 – 300 SGD

Round 4: 28 May 2024 – 300 SGD

[Schedule a Call](#)



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