



भारतीय प्रबंध संस्थान कोषिकोड
Indian Institute of Management Kozhikode
Globalizing Indian Thought

BATCH 02

MANAGEMENT REVOLUTIONIZED

Professional Certificate Programme in

New Age Management for Senior Professionals

Programme by IIM Kozhikode



Times B-School
Rankings
2025



NIRF India Rankings,
(Management)
2024



76th in Global,
Financial Times Open
Enrolment Rankings 2025



Marketing Partner

jaro education

DIRECTOR'S MESSAGE

In light of the growing need for adept professionals who excel in leadership management, capable of transforming complex challenges into valuable business insights in today's ever-changing landscape, the Indian Institute of Management Kozhikode has meticulously designed the New Age Management Programme for Senior Professionals.

IIM Kozhikode's programmes, designed by world-class faculty with cutting-edge thought leadership and industry-leading insights, empower participants to confidently manage and lead through complex business challenges, driven by informed decision-making abilities. Our expanding global footprint, recognized and accredited by leading institutions worldwide, stands as a testament to the growth achieved in our nearly 29-year journey of academic excellence.

At this juncture, it is also pertinent to share that both the future and past are integral to the path taken by an institution on this journey of excellence. A wide, far-seeing vision is not an indulgence but a necessity to give meaning to our present, providing the institution with a sense of purpose, direction, and imagination. This is why we contemplate what IIM Kozhikode will contribute to India and the world a few decades from now with "Vision 2047." Globalizing Indian Thought. The institute has set for itself a pre-eminent role with this motto. The sheer scale, scope, and potential impact that India will have on 21st-century business makes us believe that this is a legitimate aspiration.

Achieve the perfect synergy of skills to enhance your leadership acumen by enrolling in the New Age Management Programme for Senior Professionals offered by IIM Kozhikode.



Prof. Debashis Chatterjee

Director,
Indian Institute of Management Kozhikode



Why Key Skills In Leadership Matter?

“

Companies with robust leadership programs see a significant boost in earnings, with an average of **147%** higher earnings per share when they increase the number of talented managers and engaged employees.

*Thomas Griffin

83% of businesses agree that developing leaders is crucial for success. Without proper leadership development, companies risk losing up to **7%** of their annual profits due to gaps in leadership skills.

*Fit Small Business

Leaders who receive quality coaching are **3.4** times more likely to feel they have a clear development path and are less likely to switch companies to advance their careers.

*Thomas Griffin

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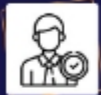
WHY NEW AGE MANAGEMENT PROGRAMME?



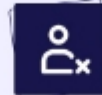
NEW AGE MANAGEMENT PROGRAMME

TRADITIONAL MANAGEMENT

Target Audience



Senior Professionals with 10+ years of experience



Early and mid-career professionals

Focus



Niche areas and specialized skills



Fundamentals and traditional subjects

Career Stage

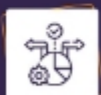


Senior professionals in decision-making and strategic roles



Foundational skills and knowledge

Decision-Making Roles



Targeted at decision-making positions



Broad understanding for various roles

Leadership Development



Advanced leadership and strategic management



Conventional leadership training

Customization



Specific to seasoned professionals' needs



Generalized management education

Modern Business Challenges



Tackles modern challenges like digital transformation



Limited focus on contemporary challenges

Skill Development



Advanced skills like emotional intelligence and strategic thinking



Foundational managerial skills

Work-Life Balance



Mental well-being and work-life balance



Less emphasis on personal well-being



CHART YOUR PATH TO SENIOR LEADERSHIP SUCCESS

Roles and Opportunities

Empowers seasoned executives with the skills and insights needed to excel in senior leadership roles across diverse industries.

Learners poised for senior leadership positions, such as:



Chief Operating Officer (COO)



Chief Strategy Officer (CSO)



Vice President of Operations



Director of Strategic Initiatives



Head of Business Development



Senior Manager of Global Operations



Executive Director



General Manager

OVERVIEW

In an era marked by rapid transformation and complex challenges, forward-thinking leadership is paramount. The Professional Certificate Programme in New Age Management for Senior Professionals by IIM Kozhikode is meticulously crafted to broaden your horizons and provide a fresh perspective on the multifaceted challenges companies encounter today. As a seasoned manager, the ability to anticipate, contextualize, and adapt your approach is indispensable.

This programme is tailored for ambitious executives and senior professionals poised to enhance their knowledge, refine their attitudes, and hone the leadership skills essential for success in the contemporary business landscape. Through a unique and immersive experience, this executive programme promises to elevate you into a high-performing senior leader, proficient in leveraging emerging technologies, forecasting future trends, and inspiring global, cross-cultural teams to achieve optimal results.

PROGRAMME HIGHLIGHTS

A Course from one of India's Premier Educational Institutes, #3 in NIRF Rankings 2024 in the 'Management' Category



Executive Alumni Status
– IIM Kozhikode*

Flexibility in Learning: Online Classes On Weekends or After Business Hours



Curated for Working Professionals With a Practical Learning Approach

Certificate of Completion From IIM Kozhikode



Live Classes by Highly Experienced Faculty Members From IIM Kozhikode

5 Days of Campus Immersion (2 Campus Immersions of 3 + 2 days each)



Peer-to-Peer Learning and Mentoring From Industry Experts

Simulation-Based Learning for Real-World Decisions



IIM Kozhikode Executive Alumni status benefits:*

- Eligible to receive Publications and Newsletters from IIMK periodically.
- Online access login details to Kasebook (Online Alumni Portal).
- Availing MDC/Guest Rooms at prevailing rates, subject to availability

LEARNING OUTCOMES

- Develop their functional competencies
- Enhance their strategic planning and execution and drive sustainable growth
- Build their persuasion and negotiation skills
- Improve their team-based capabilities
- Undertake data-driven decision-making in the era of AI/ML
- Strengthen strategic thinking and decision-making abilities necessary for senior leadership roles in a dynamic business environment

SKILLS AT A GLANCE



Strategic
Leadership



Macroeconomic
Forecasting



Data Storytelling
& Visualization



P&L
Management



Data Analytics



Turnaround
Strategies



Brand
Building



Growth
Strategies



Strategic Planning
and Execution

PROGRAMME CONTENT

Module-1

ORGANIZATION FUNCTIONAL COMPETENCY

- ▶ Market Economies and Macroeconomic Policies
- ▶ Business environment – Trends and Analysis
- ▶ Customer Experience and Brand engagement
- ▶ Operations Excellence
- ▶ Corporate Finance and Financial Markets
- ▶ Innovation and New Economy business models

Module-2

MANAGING ORGANIZATIONS

- ▶ Analytical Models of Strategic Planning
- ▶ Corporate Strategy: M&A
- ▶ Managing Growth and Diversification
- ▶ Business Turn-around Management
- ▶ Project Portfolio Management
- ▶ Innovation Management

Module-3

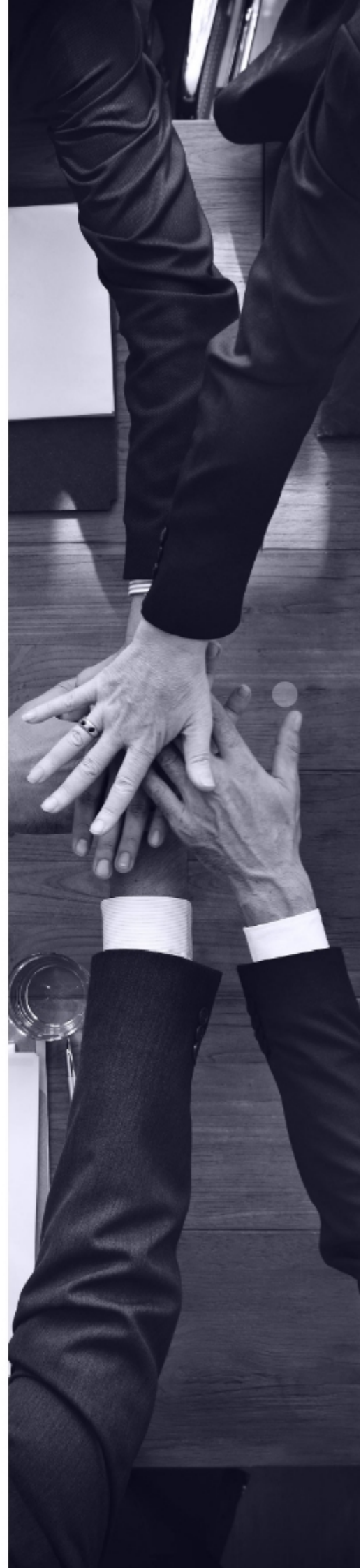
EXECUTIVE PRESENCE AND INFLUENCE

- ▶ Business Leadership Workshop
- ▶ Influence and Persuasion
- ▶ Executive Presence
- ▶ Emotional Intelligence for managerial effectiveness
- ▶ Strategic Negotiations & Board Management
- ▶ Impactful Communication
- ▶ Strategic Thinking for VUCA World

Module-4

TEAM DYNAMICS

- ▶ People and Teams
- ▶ Judgement and Decision-Making
- ▶ Positive Psychology at Workplace
- ▶ Change Management



Module-5

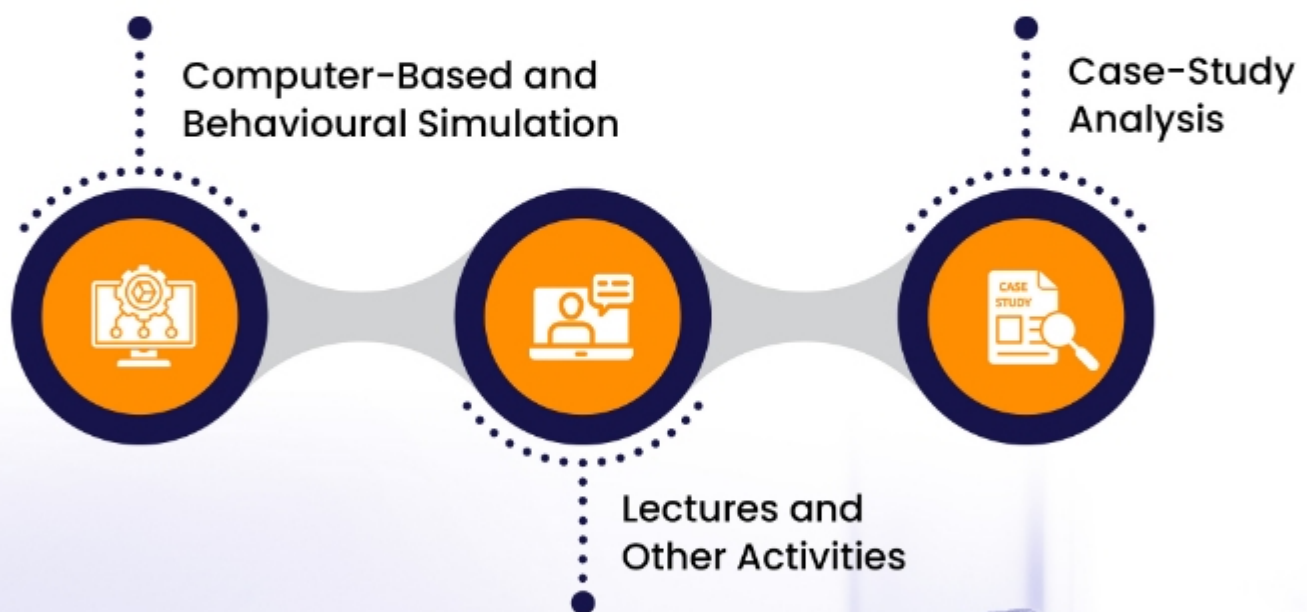
DIGITAL BUSINESS TRANSFORMATION

- ▶ Digital Transformation Frameworks
- ▶ Leveraging Data for Business Decisions
- ▶ AI & ML for Decision-Making
- ▶ New Business Model during Digital Disruption
- ▶ Change & Transformation Strategy

Note: This is an indicative list of course topics and is subject to change as per IIM Kozhikode's discretion.

PEDAGOGY

Multiple Modes of Delivery



PROGRAMME DETAILS

Duration

10 Months | 120 Hours of Learning*

Delivery

Direct-to-Device (D2D)

SESSION TIMINGS

Saturday, 6:00 PM to 9:00 PM



Application Closure Date | Closing Soon

Commencement Date | 15th November, 2025

CAMPUS IMMERSION

- ▶ 5-Day Campus Immersion
(comprising 2 campus immersions, one of 3 days and the other of 2 days).

ELIGIBILITY CRITERIA

- ▶ Graduates (10+2+3) from a recognized university (UGC/AICTE/DEC/AIU/State Government/recognized international universities) in any discipline with 10 years of experience.
- ▶ Diploma (10+2+3) with 12 years of experience.

FEE STRUCTURE

Application Fee - INR 2,000/- + GST

Total Programme Fee

(Excluding Application Fee)

INR 4,00,000/- + GST

Instalment Pattern

Booking Amount : INR 1,35,000/- + GST
as mentioned in the offer letter

Instalment 1 : INR 1,35,000/- + GST
15th February, 2026

Instalment 2 : INR 1,30,000/- + GST
15th May, 2026

Easy EMI Options Available*

ADMISSION CRITERIA

- ▶ Selections will be based on a detailed Profile of the Candidate in his own words elaborating on his Academic record, Profile, Designation, Salary, Roles, Responsibilities, Job Description, and a write-up on "Expectations from the Programme".

EVALUATION

- ▶ The evaluation methodology is at the discretion of the faculty. The methodology includes online quizzes, case analysis, class contribution, assignments, and any other component as decided by the faculty. A minimum of 75% attendance is a prerequisite for the successful completion of this programme. The participants will have to secure the minimum pass marks in the evaluation components specified by the faculty.
- ▶ The programme may require participants to work on individual/group assignments/projects. The main objective of such assignments/projects will be to help the participants apply their conceptual learning of the programme to actual organizational decision scenarios.
- ▶ Participants' abilities will be assessed through business simulation exercises, evaluating real-time decision-making, strategic thinking, and leadership skills in dynamic, real-world scenarios.



Who Should Attend?

- **Functional and business leaders:** Aiming for top leadership roles to drive business transformation and navigate complex landscapes.
- **Senior professionals :** Seeking to enhance leadership capabilities and business impact.
- **Aspiring C-Suite leaders :** Accelerating their path to executive roles with skills to lead at the highest level.
- **Change agents:** Driving innovation and transformation with cutting-edge knowledge.
- **Entrepreneurs and founders:** Scaling ventures, refining strategy, and building high-performing teams.

Note:-

- The eMDP programmes are designed to deliver a comprehensive learning experience with a focus on the total number of instructional hours as per the programme structure. While the programme is typically planned over a specific duration, the actual duration may vary depending on the completion of the required instructional hours. This ensures that the quality and content of the programme remain intact, irrespective of the time taken for its completion.
- The 120-hour programme is designed to span 10 months.
- In case only the Valedictory function is attended, the expenses for it will be separate. These details will be communicated at a later stage, and participants will be required to pay these charges independently.



PROGRAMME CERTIFICATION



- Participants who successfully meet the evaluation criteria and satisfy the requisite attendance criteria will be awarded a **'Certification of Completion.'**
- Participants who are unable to clear the evaluation criteria but have requisite attendance will be awarded a **'Participation Certificate.'**



PROF. DEEPA SETHI

**Dean, Outreach, Executive Education &
Internationalization,
IIM Kozhikode**

Prof. Deepa Sethi has extensive experience in teaching, research, training, and consulting activities in the areas of Managerial Communication, Executive Presence, and Behavioral Aspects in Organizations. She is an expert in the field of Managerial Communication and has been trained at the Harvard Business School and Harvard University. Her research interests are Verbal & Nonverbal Communication, Cross-cultural Communication, Soft Skills for Interpersonal Effectiveness, Health Communication, and Presentation Skills. She has also been awarded Prof. Indira Parikh 50 Women in Education Leaders Title in 2019. She has published in high impact refereed A* and A listed international journals.





PROF. ANKUR JAIN

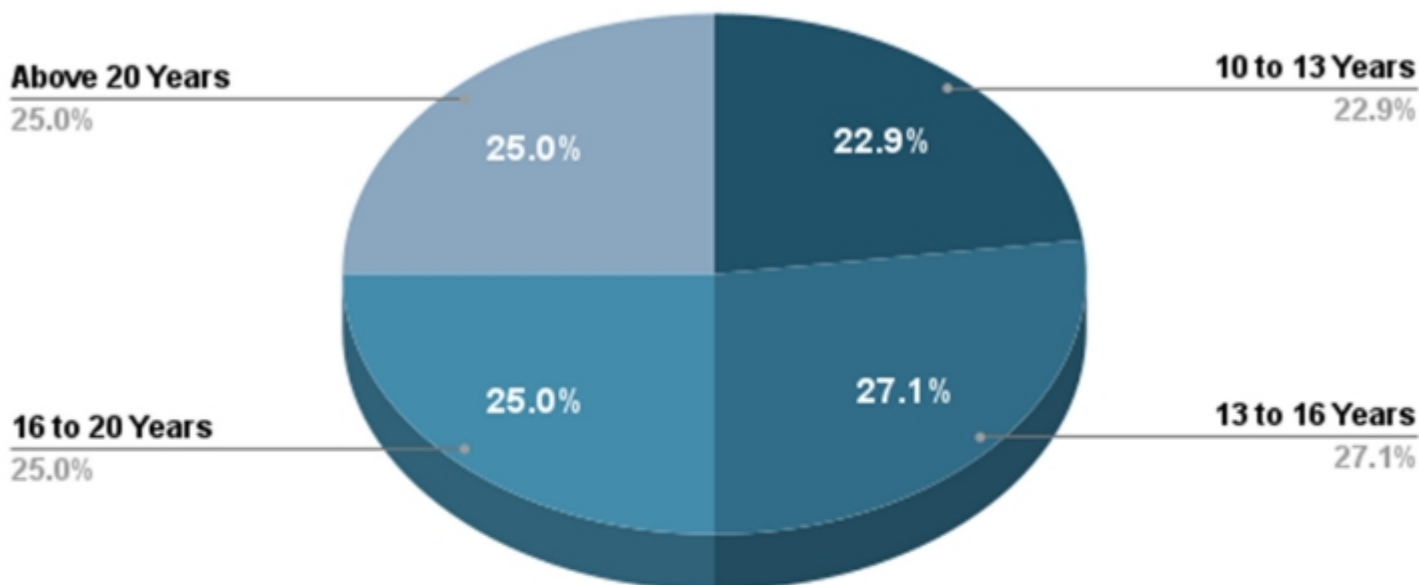
**Faculty,
Organizational Behaviour and Human Resources,
IIM Kozhikode**

Ankur Jain is an Assistant Professor in the Organizational Behavior and Human Resources area at the Indian Institute of Management Kozhikode. He holds a PhD from the Indian Institute of Management Bangalore. His research has been published in peer-reviewed journals such as *Organizational Dynamics* and *IIMB Management Review*, and presented at leading national and international forums, including the Academy of Management Annual Meeting and the European Group for Organizational Studies (EGOS) Colloquium. He teaches courses on Organization Design, Human–Technology Interaction, Leadership and Change Management, and Managing from the Inside-Out. Passionate about learner-centered pedagogy, he experiments with innovative teaching methods in the classroom. He received the Teaching Performance Award at IIM Rohtak in 2023 and was recognized as Professor of the Year at IIM Rohtak by InsideIIM in both 2020 and 2021.

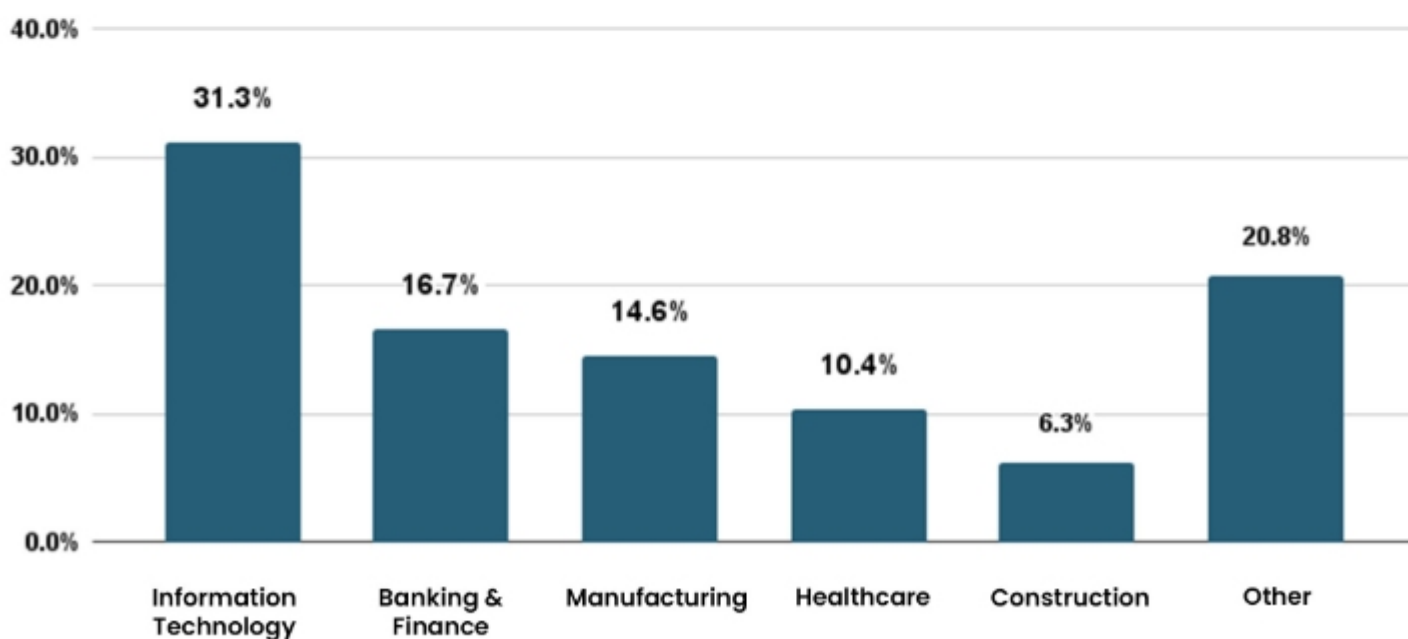


RECENT BATCH ANALYSIS

Work Experience



Industry-Wise Bifurcation



RECENT BATCH ANALYSIS

Top Companies Where Our Participants Are Working:



Top Profiles of Our Alumni:



Note:-

- Past performance records do not guarantee any future opportunities.
- All company names are trademarks or registered trademarks of their respective holders. Use of them does not imply any affiliation with or endorsement by them.
- The list is partial.

ABOUT THE IIM KOZHIKODE



Started in 1997 with its Post Graduate Programme (PGP), the Indian Institute of Management Kozhikode (IIMK) is on a high growth trajectory today, offering a wide range of academic programmes in the field of management education. These include: Fellow Programme in Management, Executive PG Programmes, Management Development Programmes and Faculty Development Programs. IIMK set up a Satellite campus at Infopark, Kochi, in 2013 dedicated to Executive Education. IIMK also has the unique distinction of launching a PhD (Practice Track) programme for working professionals besides bringing in new dynamic programmes such as the one-year Post Graduate Programme in Business Leadership (2019), MBA in Finance and MBA in Liberal Studies & Management (2020). The institute is also home to IIMK LIVE (Laboratory for Innovation, Venturing, and Entrepreneurship), a first-of-its-kind startup incubation programme and the Indian Business Museum.

IIMK is ranked 3rd as per NIRF India Rankings 2024: Management. The institute also features regularly among top global institutes for its flagship Master of Business Administration (PGP) and Executive Master of Business Administration Programme (EPGP) in the QS World University Rankings. The institute has leapfrogged 100 spots to be placed in the Top 151-200 Institutes in Business & Management Studies globally, and 16+ Asia-Pacific region in the QS World University Rankings 2024. IIM Kozhikode is globally accredited by EQUIS (EFMD) and AMBA (UK).

IIM Kozhikode also made its debut in the prestigious Financial Times Rankings in 2023 and was recently ranked #70 among the top-80 open-enrolment executive program providers globally for the year 2024. The feat has further consolidated the 29-year IIM's footing in an exclusive list of the foremost providers of executive education in the world. The institute had also entered in global top-100 at Rank #77 for FT Masters in Management (MIM) 2023 Rankings, for its full-time MBA programme. IIM Kozhikode has successfully delivered close to 1300 MDP programmes over the past two decades, training more than 41,000 participants from 150+ organizations, which also includes several Fortune 500 companies in the process.



ABOUT JARO EDUCATION

3,50,000+

Career Transformed

150+

Programs from
Diverse Domains

30+

World's Leading
Academic Partners

23+

Learning Centres across
India, USA & Singapore

20+

Top NIRF Ranked Indian
Institutes & Universities

10+

Top QS Ranked Global
Institutes & Universities



e-India Awards

The Best ICT Enabled
Higher Education
Institute Award



Educational
Excellence Awards

Most Innovation &
Successful online MBA
Program in India



MODI Awards

Outstanding
Contribution In Online
Education



ABP Education
Awards

Best Digital Learning
Innovation Award



World HRD
Congress

National Best
Employer Accredited



World HRD
Congress

Edtech Leadership
Awards



Outlook Business Icon
Awards 2023

India's Most Trusted
Online Higher Education Company



The Business
Awards 2024

Leading Edtech Company
of the Year

Jaro Education is an online higher education company that specialises in executive education, serving as a liaison between the world's leading universities and institutes to create online and technology-driven programmes. The company provides a quality bucket of online executive education programmes catering to domains such as Doctorate & PhD, Analytics & Data Science, Management, Finance, etc., from renowned national and international institutions to meet the needs of working professionals. Our goal is to foster the growth of entrepreneurs and professionals at all levels, from entry-level to C-Suite, through world-class executive education programmes.

CAREER ASSISTANCE BY JARO EDUCATION

Resume Building

We create ATS-friendly resumes that highlight your skills and achievements.

LinkedIn Optimization

Enhance visibility and connect with the industry leaders.

Career Sessions

Jaro Connect offers expert-led bootcamps on industry trends.

Note: IIM Kozhikode and Jaro Education do not guarantee employment or career advancement; career services are provided solely by Jaro Education as guidance to help you manage your career proactively.



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Get in Touch With Us Right Now!

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JARO EDUCATION'S PROGRAMME EXPERT

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JARO EDUCATION'S PRESENCE

Ahmedabad | Bangalore | Chennai | Delhi/NCR | Hyderabad | Jaipur
Kolkata | Mumbai | Nagpur | Pune