



भारतीय प्रौद्योगिकी संस्थान दिल्ली
Indian Institute of Technology Delhi

Batch 03

Executive Programme in **Brand Management**

6 Months | Live Online



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85% of organizations have brand guidelines, but only **30%** enforce them consistently.

*Marq

65% of consumers say that a brand's CEO and employees influence their decision to buy.

*Accenture

60% of consumers have taken an action — either positive or negative — based on a brand's actions.

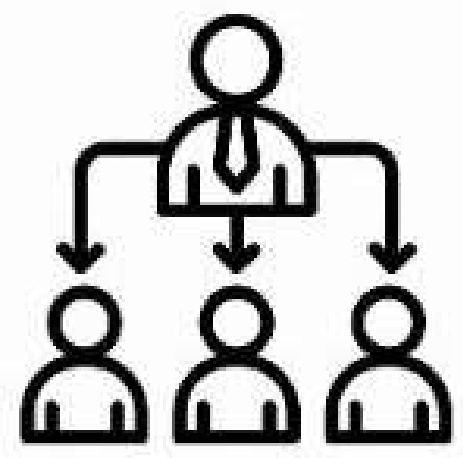
*Weber Shandwick, KRC Research

81% of consumers need to trust a brand to consider buying from it while 53% of consumers say they need their brands to take a stand on at least one social issue.

*Edelman

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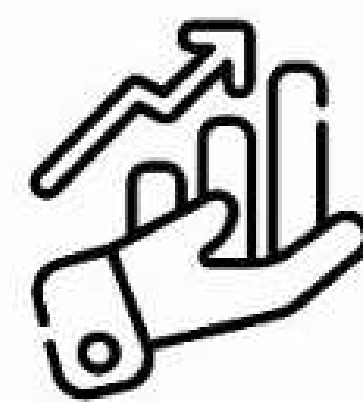
Career Trajectory: Open Doors to Diverse Job Profiles



Creative Director



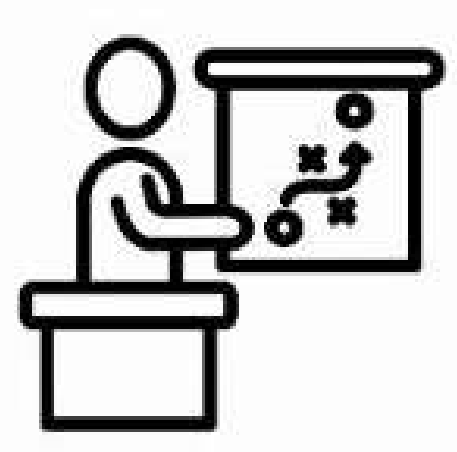
Head Branding



GM - Sales



Regional
Marketing Manager



Sr. Brand
Strategist



Asst. Marketing
Manager



Overview

Executive Programme in Brand Management offered by IIT Delhi faculty and industry experts, provides a comprehensive learning experience through live online sessions. The curriculum is specifically designed to meet industry demands, ensuring participants acquire practical insights and skills. The programme adopts an immersive learning approach, blending lectures, tutorials, real-world case studies, discussions, and projects. Participants can delve into the intricacies of brand management, exploring various strategies and techniques. The faculty, renowned for their expertise, deliver engaging sessions that foster a deep understanding of the subject. Participants gain valuable knowledge on brand positioning, communication, and strategy development. This programme equips learners with the necessary tools to excel in the dynamic world of brand management.

Throughout the programme, professionals, entrepreneurs, and academicians will be able to evaluate real-life challenges in branding strategies and create well-informed solutions in their specialised management domains such as marketing, product management, and retailing. Acquiring this expertise will empower them to make significant contributions and excel in their respective fields, as they navigate the intricate landscape of brand strategies and drive success within their organisations.



Programme Highlights



Live Lecture Recordings and Asynchronous Videos



Certificate of Successful Completion from CEP, IIT Delhi



Live Interactive Sessions by IIT Delhi Faculty



Industry-oriented Insights



Case studies driven learning



Problem-solving and peer-to-peer learning
through capstone project

Key Learning Outcomes

- ▶ Analyse brand strategies effectively.
- ▶ Utilise environmental opportunities strategically.
- ▶ Leverage organisational strengths efficiently.
- ▶ Devise appropriate brand strategies.
- ▶ Stakeholder management mastery for brands.
- ▶ Strategic brand portfolio optimisation.
- ▶ Integrated communication for brand success.
- ▶ Metrics that drive brand performance.
- ▶ Positioning strategies for brand excellence.
- ▶ Mastering brand management essentials.

Who Should Attend ?

- Early to mid-career professionals working in branding, marketing communication, brand management, brand strategy, public relations, PR agencies and advertising agencies.
- Marketing and Sales Professionals.
- Senior leaders in marketing and brand management departments in companies, who want to explore the branding and communication value chain.
- Individuals from various professional backgrounds seeking a transition and aiming to advance their careers in the field of branding.
- Founders and Entrepreneurs who want to set up their own organisations and strategic brand management for their organisation/product and use PR as a channel to communicate their message and vision.

Programme Content

→ MODULE 1 - Introduction to Branding

- Evolution and Concepts

→ MODULE 2 - Brand Management Framework Components

- An overview of the inputs
- An overview of outputs
- Looking at the brands through the brand management framework

→ MODULE 3 - Consumer adoption and marketing warfare strategies for branding

- Understanding consumer behaviour
- Understanding brand positioning
- Strategic square- the Warfare strategies

→ MODULE 4 - Brand Communication

- Visual Merchandising
- Integrated marketing communication

→ MODULE 5 - Branding challenges Potential pitfalls in branding a product

- Bottlenecks and critical decision-points

→ MODULE 6 - Brand Innovation and New Product Development

- Brand innovations at different stages of product life cycle

→ MODULE 7 - Strategic Brand Management

- Branding strategies

→ MODULE 8 - Brand repositioning

- Evaluating brand positioning
- Strategies to reposition a brand

→ **MODULE 9 - Luxury Brand Management**

- An overview of luxury brands and their perceived value
- Branding strategies in luxury industry

→ **MODULE 10 - Global Branding**

- Building multi-national brands
- Global branding strategies

→ **MODULE 11 - Digital Branding - Concept Introduction**

- Leveraging digital channels for brand building
- An overview of Digital marketing tools

→ **MODULE 12 - Brand Management Framework**

- Developing a brand using the brand management framework

→ **MODULE 13 - Brand Hierarchies and Portfolios**

- Defining the hierarchy of brands
- Product and brand portfolios

→ **MODULE 14 - Brand molecule**

- Brand classification as lead, strategic and support brands
- Relationships of brands and their degrees of control

→ **MODULE 15 - Brand Leadership and Organisational Culture**

- Strategies for brand leadership
- Internal marketing and integration of organisational culture with the brand

→ **MODULE 16 - Brand Performance Analytics**

- Types of analytics
- Key performance indicators
- Introduction to tools and techniques

→ MODULE 17 - Branding and corporate communication

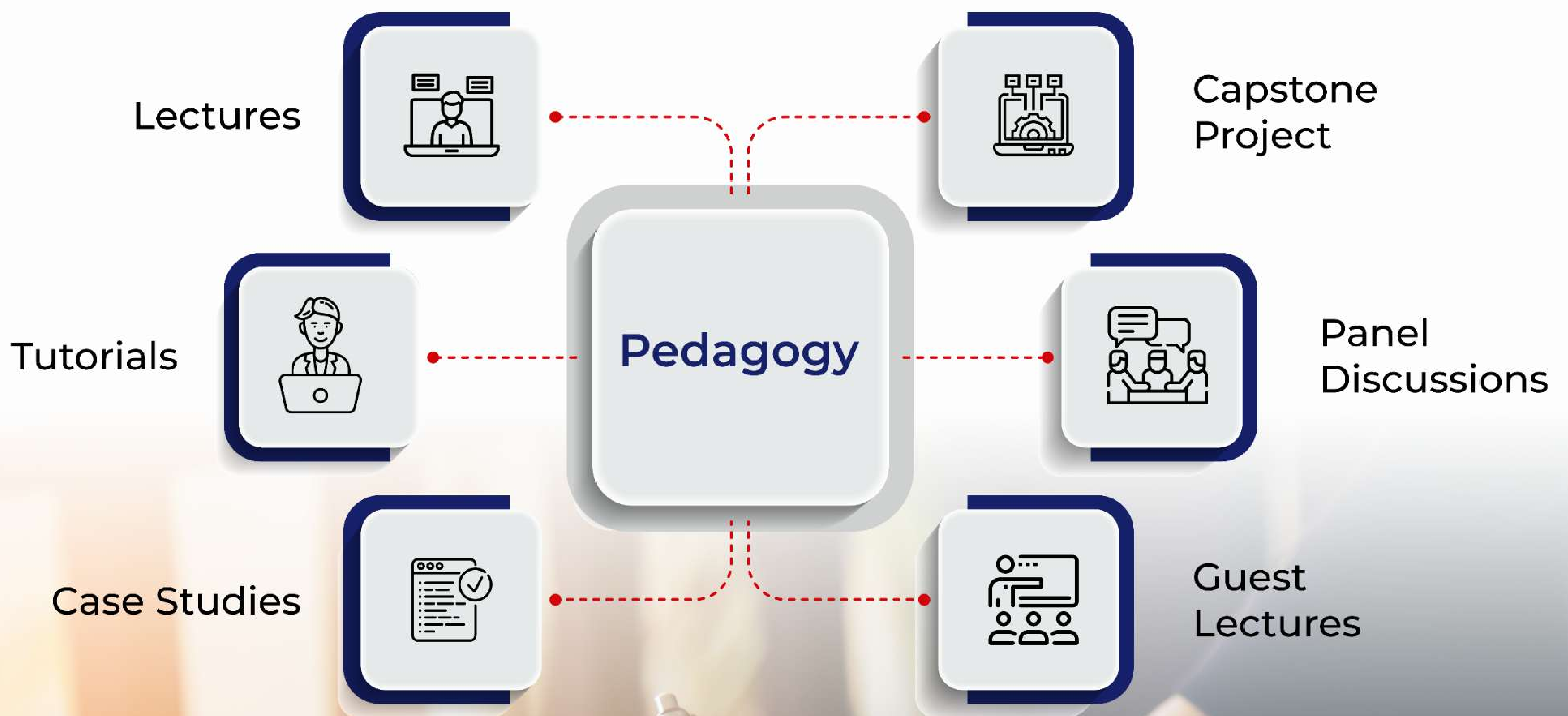
- Brand Communication
- Internal branding
- Public Relations and branding

→ Capstone Project

- Synthesis of programme's learnings into a brand building capstone project.

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

Pedagogy



Programme Details

Duration	<ul style="list-style-type: none">• 6 Months
Delivery	<ul style="list-style-type: none">• Live Online
Schedule	<ul style="list-style-type: none">• Session Timings: Sunday, 10:30 AM to 12:30 PM• From 3rd month onwards, the session timings will be 10:30 AM to 1.00 PM• Commencement Date: 27th April 2025• Application Closure Date: 25th April 2025
Eligibility	<ul style="list-style-type: none">• Graduation (10+2+3) from a recognised university (UGC/AICTE/DEC/AIU/State Government/recognised international universities) in any discipline.
Screening & Selection	<ul style="list-style-type: none">• Screening and selection will be done by IIT Delhi.
Assessment Criteria	<ul style="list-style-type: none">• Assessment will be based on the Capstone Project.
Attendance	<ul style="list-style-type: none">• Minimum 70% attendance.



Programme Fee Details

Fee Structure	
Particulars	Amount
Application Fee (non-refundable)	INR 500/- +GST
Total Programme Fee (Excluding Application Fee)	INR 1,20,000/- +18% GST

Instalment Pattern		
Particulars	Amount	Payment Schedule
Instalment 1	INR 80,000/- +18% GST	Within 3 days from the release of offer letter
Instalment 2	INR 40,000/- +18% GST	26 th April 2025

Easy EMI Options Available*

- Note:**
- *Payment of fees should be submitted in the IIT Delhi CEP account only and the receipt will be issued by the IIT Delhi CEP account for your records.
 - *Loan Options is a service offered by Jaro Education. IIT Delhi is not responsible for the same.
- Withdrawal & Refund from Programme:**
- Candidates can withdraw within 15 days from the programme start date. A total of 80% of the total fee received will be refunded. However, the applicable tax amount paid will not be refunded on the paid amount.
 - Candidates withdrawing after 15 days from the start of the programme session will not be eligible for any refund.
 - If you wish to withdraw from the programme, you must email cepaccounts@admin.iitd.ac.in and crm.supportiitd@jaro.in, stating your intent to withdraw. The refund, if applicable, will be processed within 30 working days from the date of receiving the withdrawal request.
- Disclaimer:**
- Certificate programmes under CEP IIT Delhi do not provide any placement support or alumni status.



Programme Certification

- You will be awarded a ‘Certificate of Successful Completion’, if you obtain 50% aggregate marks in the evaluation components and maintain a minimum attendance of 70% in lectures and tutorials.
- Participants who are unable to score 50% marks in the evaluation but maintain a minimum attendance of 70% will be eligible for the ‘Participation Certificate’.



Indian Institute of Technology Delhi
HAUZ KHAS, NEW DELHI- 110016

Programme Code:



Department/Centre/School of

Continuing Education Programme

On

Title of the Programme

This is to certify that

Mr./Ms. Name Of The Participant

has participated in the online certificate programme on “Title of the Programme” held from to by the Indian Institute of Technology Delhi.

Prof.
Programme Coordinator

Prof.
Head of the Department

Prof.
Head/Associate Head, QIP/CEP



An initiative under eVIDYA@IITD (ई-विद्या@IITD)



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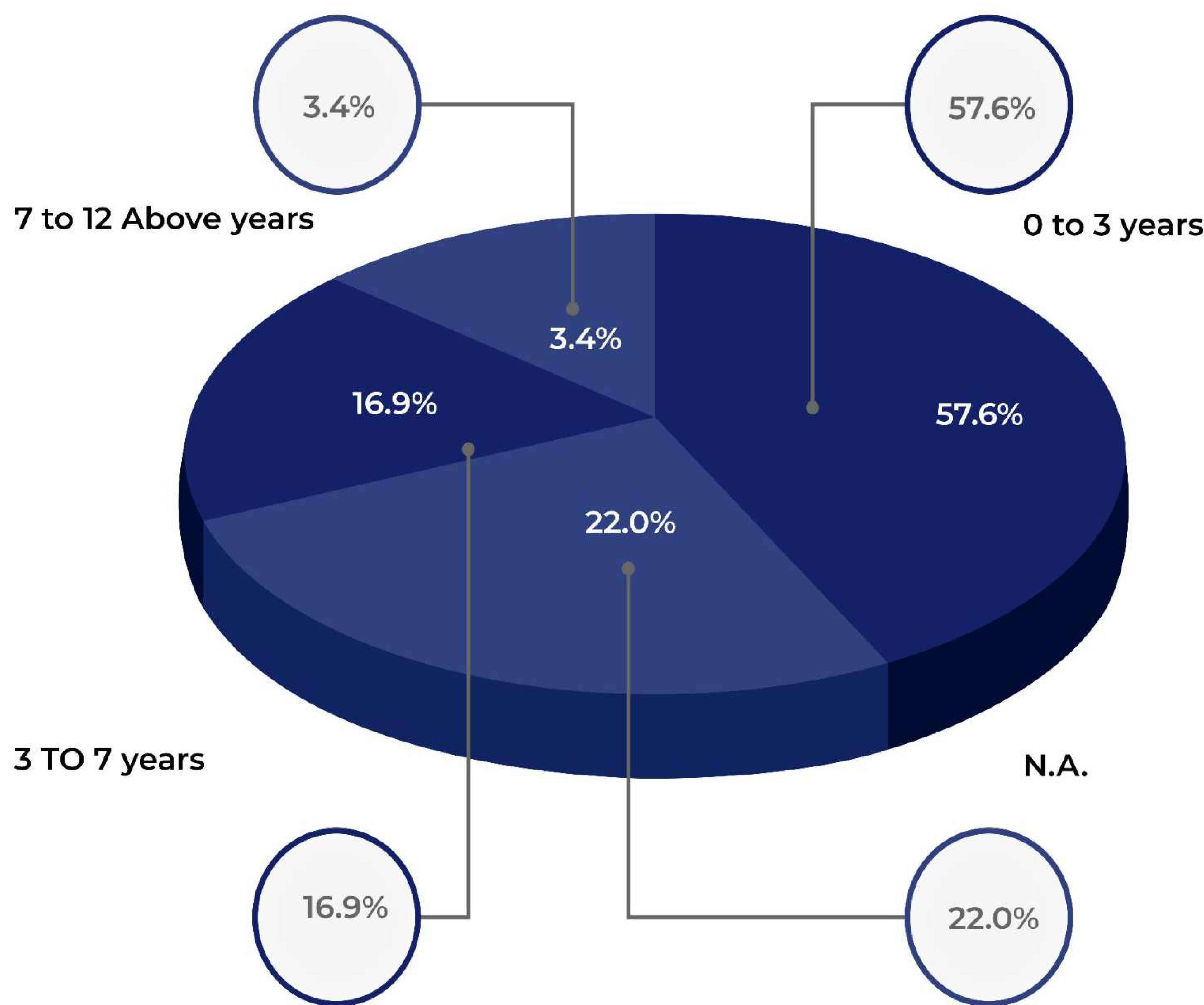
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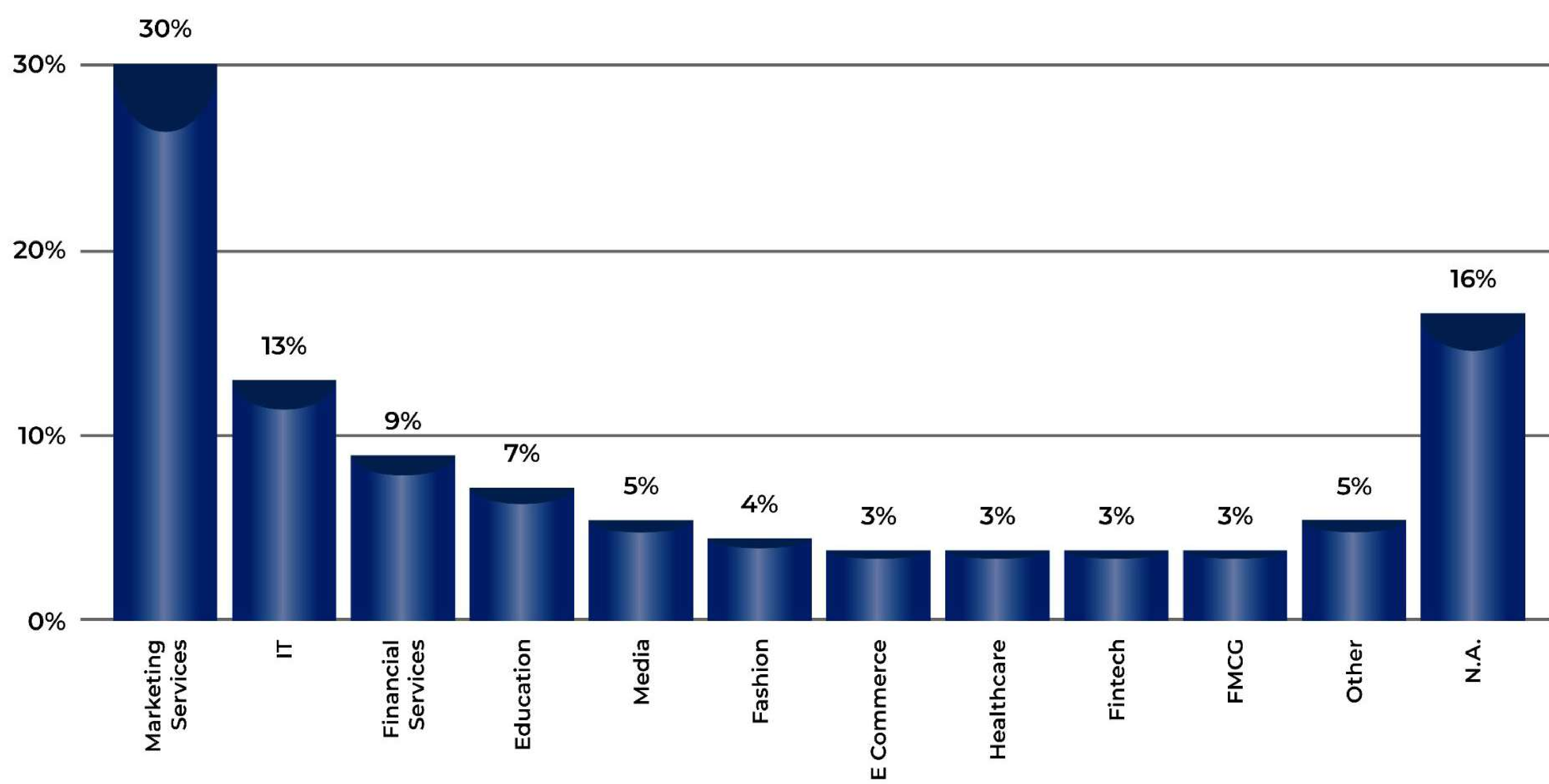
An initiative under eVIDYA@IITD (ई-विद्या@IITD)

- The above e-certificate is for illustrative purposes only and the format of the certificate may be changed at the discretion of IIT Delhi.
- Only e-certificate will be provided and it will be issued by CEP, IIT Delhi.
- The organising department of this programme is the Department of Management Studies, IIT Delhi.

Work Experience



Industry Wise Bifurcation



Note: The above data is a demographic of the previous batch cohort.

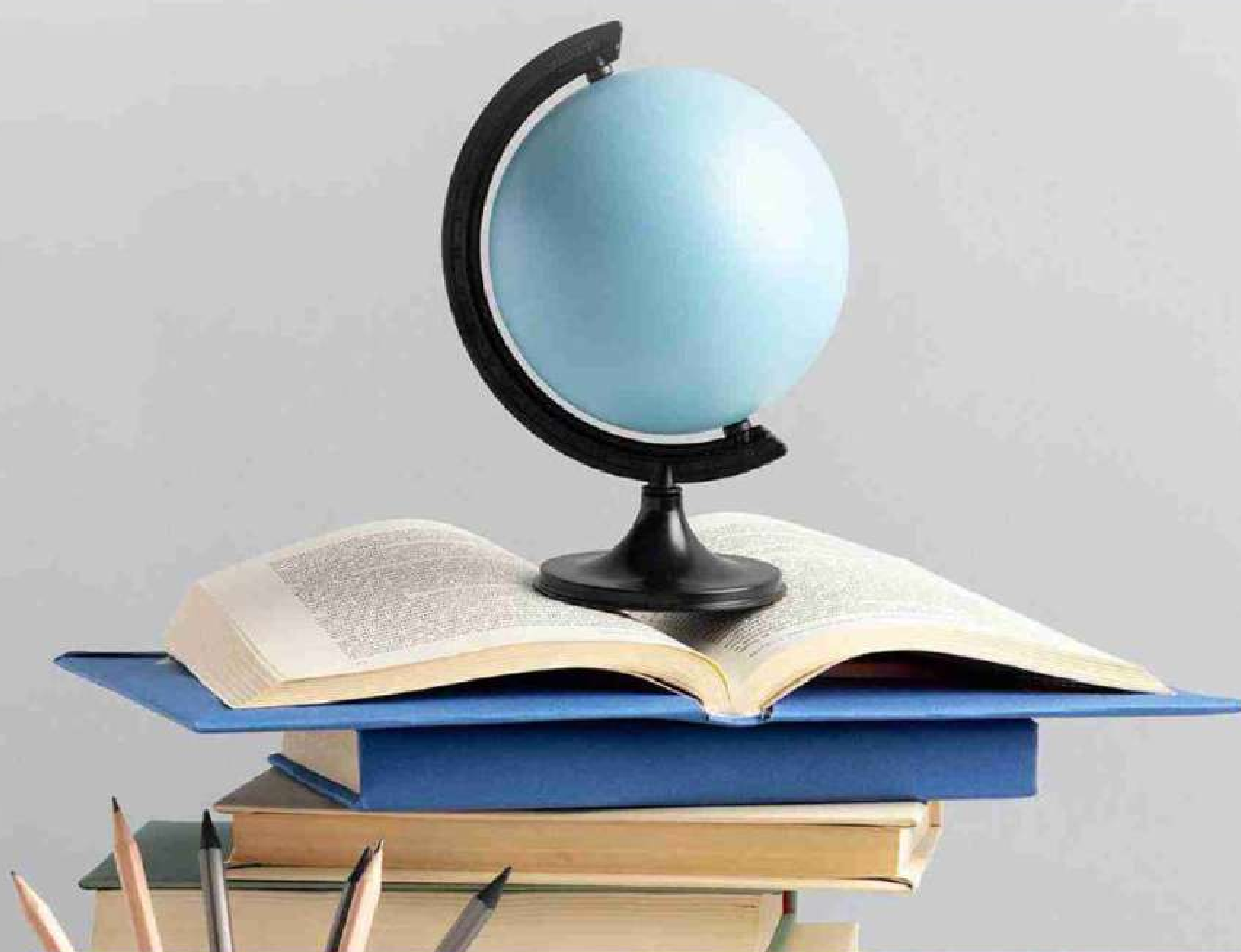


Dr. Mahim Sagar

**Professor, Department of Management Studies,
Indian Institute of Technology Delhi**

The recipient of the prestigious Teaching Excellence award of IIT Delhi, Prof. Sagar's areas of interests include consumer-based and community-driven marketing and branding. His research projects, published in prestigious international and national journals, have focused on multiple streams like marketing/ branding of IT, Telecom, Health, FMCG Public Goods/ Services, and marketing managers' challenges and decision dilemmas, using inductive and deductive protocols. Funded by prestigious international and national organisations like Bill and Melinda Gates Foundation, Global Service Mobile Association, Ministry of Human Resource Development, and World Bank, amongst others, these research projects have led to a significant social impact. He has conducted many training programmes in marketing, branding, business models, and marketing goals, initiatives, and causes. Prof. Sagar is also the Area Chair of Telecom Management and the Associate Faculty at the Bharti School of Telecom Technology & Management at IIT Delhi. He has supervised PhD scholars in various areas and has taught many MBA, M.Tech, M.S., and B.Tech students at IIT Delhi and other leading institutes in India. You can know more about him at <https://www.drmahimsagar.net/> and https://dms.iitd.ac.in/faculty_type/prof-mahim-sagar/.

Experts from the leading industries and faculty from premier institutions will be the resource faculty.



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Nawal Minj

**Associate Vice President
The Crayons Network**

I am deeply grateful to IIT Delhi for its invaluable support in my journey of learning, skill enhancement, and career growth. The program, guided by esteemed professors and guest lecturers, provided profound insights into Marketing and brand dynamics. Thanks to this transformative experience, I gained fresh perspectives and unlocked my true potential in a field I deeply cherish.

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Gokul K

**Digital Marketing Specialist
Reckonsys Tech Labs**

Reflecting on my journey through the Executive Program in Brand Management at IIT Delhi, I am deeply grateful. The program's comprehensive curriculum and innovative teaching methods enhanced my understanding of brand strategy and management. The guidance I received in professional development further empowered me to showcase my skills with confidence. This enriching experience has prepared me to excel in my field.

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Mr. Premanka Ghosh

**Social Media Manager
Brandeur Global Pvt. Ltd.**

The EPBM by CEP, IIT Delhi was an exceptional learning experience. The faculty was excellent, addressing all my queries effectively and ensuring a seamless learning journey. I particularly appreciated the well-structured curriculum and the high quality of the learning materials. Jaro Education provided outstanding support as a service provider throughout the programme. I also look forward to exploring future learning opportunities with IIT Delhi.

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About IIT Delhi

Indian Institute of Technology Delhi (IIT Delhi) is one of the 5 initial IITs established for training, research and development in science, engineering and technology in India. Established as College of Engineering in 1961, the Institute was later declared as an Institution of National Importance under the “Institutes of Technology (Amendment) Act, 1963” and was renamed as “Indian Institute of Technology Delhi”. It was then accorded the status of a Deemed University with powers to decide its own academic policy, to conduct its own examinations, and to award its own degrees.



as per NIRF India
Management Rankings
(2024)

Since its inception, over 48000 students have graduated from IIT Delhi in various disciplines, including Engineering, Physical Sciences, Management, Humanities and Social Sciences. Of these, nearly 5070 received PhD degrees. The rest obtained a Master's Degree in Engineering, Sciences and Business Administration. These alumni today work as scientists, technologists, business managers and entrepreneurs. There are several alumni who have moved away from their original disciplines and have taken to administrative services, active politics, or are with NGOs. In doing so, they have significantly contributed to the building of this nation and to industrialization around the world.

About Continuing Education Programme (CEP)

Committed to the cause of making quality education accessible to all, IIT Delhi has launched Online Certificate Programmes under eVIDYA@IITD (@IITD), enabling Virtual & Interactive-learning for Driving Youth Advancement@IITD for Indian as well as international participants. These outreach programmes offered by the Indian Institute of Technology Delhi (IIT Delhi) are designed to cater to the training and development needs of various organizations, industries, society and individual participants at national and international levels with a vision to empower thousands of learners by imparting high-quality Online Certificate Programmes in the cutting-edge areas for their career advancement in different domains of engineering, technology, science, humanities and management.



Programme offered by Continuing Education Programme (CEP), IIT Delhi



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 11th, Vikas Centre, CG Rd, opposite Golf Club,
Wadavli, Vasant Vihar Complex,
Chembur, Mumbai

Priya Rathod
Jaro Programme Expert

 8433740178

 priya.rathod@jaro.in

For any feedback, please write to
CEP IIT Delhi at
contactcep@admin.iitd.ac.in

Online Certificate Programmes are offered by the Indian Institute of Technology Delhi under the aegis of Continuing Education Programme (CEP) so that the Institute can realise its vision of serving as a valuable resource for industry and society, and fulfil its mission to develop human potential to its fullest extent so that intellectually capable and imaginatively gifted leaders can emerge in a range of professions.