



IIM NAGPUR

**Post Graduate Certificate Programme in
Global Senior Executive Leadership Program
Specialisation
Chief Operating Officer**

IIM Nagpur

Duration 6 Months



Mode of Learning

Live Online Sessions
Campus Immersions
International Immersion
in Dubai



C Suite Learning

CXO Master Classes
Executive Coaching
Chamber Consulting
CXO Simulations
LinkedIn Premium Content



Earn Most Coveted

IIM Nagpur Alumni
Status

Why Global Senior Executive Leadership Programme Specialisation- Chief Operating Officer ?

Are you ready to take your career to the next level and become a dynamic leader in the business world?

The IIM Nagpur Global Senior Leadership Programme – Chief Operating Officer is a course designed exclusively for current and aspiring COOs. This transformative programme hones your skills in process optimisation, supply chain excellence, risk management, and organisational transformation. Through a cutting-edge curriculum, global case studies, and interactive sessions with industry pioneers, you'll gain the strategic insights and practical expertise necessary to lead operational functions with precision.

Immerse yourself in a multicultural learning environment that bridges theory with real-world operational challenges, equipping you to optimise performance and steer your organisation toward sustainable growth. The programme is meticulously tailored to address the unique responsibilities of a COO—from aligning cross-functional teams with strategic priorities to managing resources efficiently and driving continuous improvement across operations. Participants benefit from peer-to-peer learning, direct interactions with global industry leaders, and hands-on exposure to the latest innovations in operational excellence.

By joining this programme, you not only refine your technical and strategic abilities but also build a robust network of influential peers and mentors. Unlock your potential to redefine operational success and secure your competitive edge in today's dynamic business landscape. Step forward and prepare to lead with confidence as you transform challenges into opportunities, ensuring your organisation remains at the forefront of global industry trends.



Key Programme Highlights

01

New Age Leadership Programme

Our tailored learning solutions will help you master essential skills aligned with senior leadership roles and facilitate a smooth transition to crucial CXO positions. Reach your full potential with our specialised training programmes.

02

Case-Led Learning with Real-World Relevance

Experience real-world insights with case studies featuring various companies. Explore complex challenges, discover effective solutions, and craft practical strategies tailored to your organisation's needs.

03

C-suite Learning through Case Pedagogy, Role Plays and Simulations

Experience real-world insights with case studies featuring various companies. Explore complex challenges, discover effective solutions, and craft practical strategies tailored to your organisation's needs.

04

Masterclass Sessions by CXOs

Discover the perfect blend of in-class learning and real-world applications with our curated masterclasses led by experienced CXOs. Take your career to the next level with invaluable insights from industry veterans.

05

Network with Global Peers at IIM Nagpur Campus & Dubai Conclave Immersion

Through our IIM Nagpur campus immersion and international immersion programmes, you can gain new insights, exchange best practices, and build long-term connections. Interact with them to gain global perspectives and diverse experiences.

06

Chamber Consulting at IIM Nagpur

Explore the power of personalised insights into your hard skills with IIM Nagpur's exclusive Chamber Consulting programme. Elevate your leadership abilities with our expert executive coaching sessions. Unlock your full potential today!

07

Customized Executive Coaching Sessions

Leadership is a journey inward. Through a facilitated Leadership Coaching intervention you will gain understanding of your Executive leadership traits through a custom report and sessions from a seasoned coach.

08

Invest in Continuous Learning

As soon as you register and get admitted into our programme by IIM Nagpur, you gain access to LinkedIn Learning Premium for investing in your continuous learning even prior to programme start.



IIM Nagpur Alumni Status

Earn the Executive Alumni Status of the prestigious IIM, Nagpur. Enjoy exclusive benefits from access to the alumni portal, local alumni chapters, and invitations to special alumni events.

Leadership Coaching Intervention

Unfold your leadership strengths and weaknesses with tailored coaching, fostering continuous improvement on your leadership path with the help of a leadership assessment framework that allows you to understand the style of leading the business correctly.

Our Coaching Intervention Includes



A Coaching
exercise debrief



A Group
Coaching Session



A 1:1 Mentoring
Session with an
expert Coach



How will you Transition into An Exceptional C Suite Leader?

Comprehensive **111 hrs** of C Suite learning over 6 Months.
Earn a PG Certificate

C Suite Specialization Learn amongst leaders who are transitioning into **COO** roles

Access **CXO** Simulations on World Class **GameStudio** Platform

3 Live Online Master Class Sessions

1 Campus Immersions of 2 days, Network with peers at IIM Nagpur

2 Days of **International Immersion** Executive Conclave in Dubai, UAE

Leadership Coaching Gain Custom leadership assessment report, 1:1 and Group Coaching Sessions

Alumni Status of IIM Nagpur

Access LinkedIn Premium Leadership Content



Your Learning Journey as a Chief Operations Officer

The Global Senior Executive Leadership Program offers a comprehensive 6-month course to equip high-potential executives with the skills and knowledge necessary to excel in **COO role** within global markets. Over the first 6 months, participants will focus on honing core general management skills, while the subsequent 6 months are dedicated to developing **Chief Operating Officer** expertise.

The programme is carefully crafted to empower leaders to confidently navigate the complexities of today's dynamic business environment and drive sustainable growth within their organizations.

Role of a Modern-Age Senior Executive Leader



**Carries
Interpersonal
Skills**



**Effective
Communicator**



Decision Maker



Empathetic



Problem Solver



Dependable

Module 1

Link Strategy With Execution

Role of COO

- Leadership paradigm, Operational paradigm, Market paradigm for a COO
- Leading with Authority and Influence
- C Suite Interactions
- Managing People, Priorities, Culture, Communication, Innovation, Negotiations, Politics

Strategic Thinking

- Good Strategy vs Bad Strategy
- External Analysis: Porters, Pestle, Probability, Ansoff, VRIN, Blue Ocean, Other models
- Internal Analysis: KSF, Capability models

Strategic Implementation

- Finance & Compliance, Control frameworks
- Budgeting, Treasury & Expense Management
- Risk Management, Crisis Management

Strategic Reviews

- Balanced Scorecards
- Review process framework & Audit Management

Module 2

Strategic Cost Management

Activity Based Costing

- Costing Terminology & Cost Behaviors
- Cost Allocation, Treatment of Sunk & Opportunity Costs
- Cost Volume Relationship

Strategic Thinking

- Good Strategy vs Bad Strategy
- External Analysis: Porters, Pestle, Probability, Ansoff, VRIN, Blue Ocean, Other models
- Internal Analysis: KSF, Capability models

Program Curriculum

Module 3

Drive Operational Excellence Culture

Quantitative Techniques & Operations Management Quality Management

- Foundations of Statistics, Probability, Hypothesis testing
- Visualisation & Story telling
- Process Improvement
- Quality Mgmt Techniques: LEAN, 6Sigma etc
- Controlling Waste

Module 4

Supply Chain Leadership

Supply Chain Decisions: Strategic, Operational, Tactical Decisions

- **Strategic:** Designing networks, supply chains and contracts
- **Operational:** Make, Buy, Partner, Coordinate
- **Tactical:** Sales & Operations Planning, Inventory & Transportation Planning

Supply chain Analytics for the firm, supplier, customer

- **Firm:** Demand planning, factory flow, fulfilment
- **Supplier:** Sourcing, Buying
- **Customer:** Pricing, Revenue

Module 5

Lead Leaders Creatively

Building High Performing Teams

- Setting Direction
- Org Design & Structures
- Leadership and Leadership development

Motivation & Conflict Management

- Individual Roles & Group behaviors
- Power, Influence, Conflicts, Trade offs
- Leading Self, Business, Others

Managing Culture

- Human Capital & Human development
- Learning Organisation
- Business Priorities & Performance Management

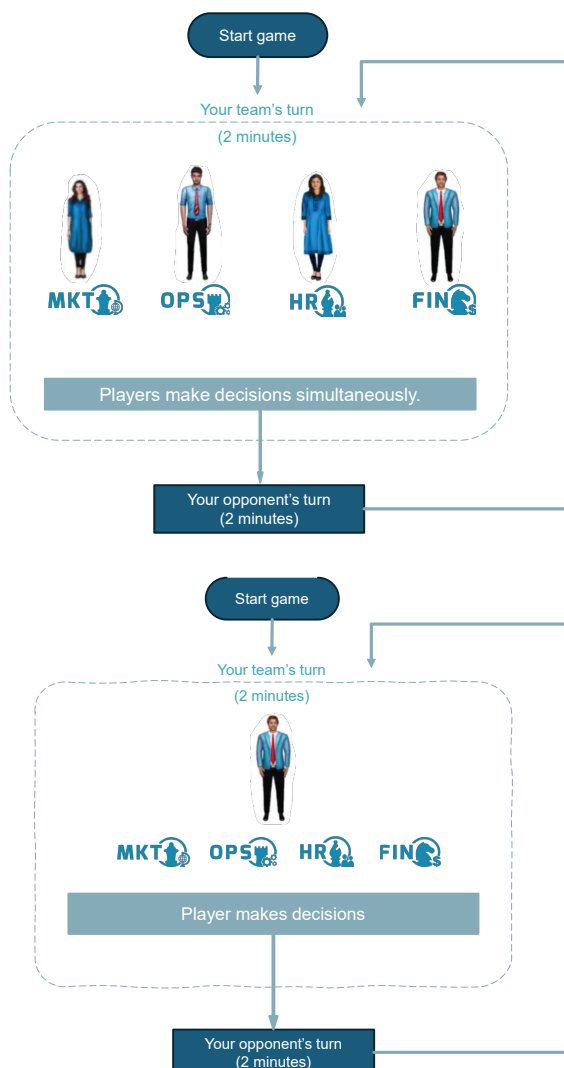
Indicative Masterclass Topics for COO

1. Evolving Role of COO
2. Driving Operational Excellence & Making It Stick
3. Building a High-Performing Team

Business Simulation & Role Playing Multiplayer Game



Your learning techniques are about to go up to 'level 10' with our all-new gamified experience with the IGS and Interpretive simulations brought to you for this exclusive program. This feature allows you to take your leadership game a notch higher by making real-time decisions that can make or break your organisation.



If you're wondering how this works, the idea is simple, we'll leverage the tech quotient for you. This means you'll get to learn from the Imarticus game studio which will create an effective game-learn environment using different scenarios.

The players will have to play important roles, take up challenges and come up with spontaneous solutions. Sounds interesting, doesn't it? But what's more interesting is that you get to move forward in the game through points, rewards, and instant feedback. This kind of interactive learning environment increases motivation, improves understanding and retention of information, and makes the learning experience more memorable.

Programme Faculty



Prof. Alok Kumar Singh

Production and Operations Management | IIM Nagpur

Prof. A.K. Singh is a seasoned professional with a wealth of practical experience in Operations Management, Project Management, Supply Chain Management, and Quantitative Techniques. He holds an FPM degree in Operations Management and Quantitative Techniques from the Indian Institute of Management, Indore, and a Mechanical Engineering degree from the College of Technology, G.B. Pant University of Agriculture & Technology, Pantnagar. With 16.5 years of experience, including 8.5 years at Steel Authority of India Limited (SAIL) and 8 years in academia, Prof. Singh is actively involved in academic, MDPs, and administrative activities, with a strong publication record and conference presentations in India and abroad, providing a strong foundation of real-world knowledge.



Prof. Mukund Vyas

Organisational Behaviour and Human Resource Management | IIM Nagpur

Dr. Mukund Vyas, a leading authority in the humanities, arts, and social sciences, brings his unique perspective as a distinguished professor of practice at IIM Nagpur. His extensive knowledge also encompasses organisational behaviour and human resources management. He earned his PhD in Organisational Psychology from the University of Mumbai. Dr. Vyas was the Head of Executive Management Development & Talent Development at Tata Motors Limited, Head of Corporate L & D, & Head of the Leadership Development Academy at Larsen & Toubro Limited. With a significant career spanning over 26 years, his contributions have been focused on leadership development, organisational culture, learning & development, talent management, and performance management.



Learn Before You Leap

LinkedIn Learning

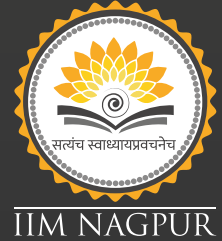
Get Premium Access To LinkedIn Learning For Three Months

The moment you opt for this learning, some exciting perks await you, which shall:

1. Unplug a treasure trove of high-quality, exclusive content tailored specifically for you.
2. Help with gaining invaluable insights from influential global visionaries.
3. Help you stay ahead of the competition by accessing cutting-edge skill development courses at your own pace.



Empower Your Executive Leadership Skills with IIM Nagpur



IIM Nagpur is dedicated to influencing management practice, a crucial part of its mission. The institute is committed to engaging and collaborating with corporate organisations, public sector undertakings, and government bodies. Our primary objective is to empower managers and executives to enhance their expertise, skills, and capabilities to excel in their current positions and tackle more substantial challenges as they progress in their careers. To achieve this, IIM Nagpur provides extensive executive education programs.

These programs include open-enrolment courses, catering to participants from diverse organisations, and customised programs tailored to individual entities' specific requirements. As a rapidly expanding institution, IIM Nagpur exudes a vibrant and dynamic atmosphere, which is evident in every aspect of our executive education programs. Here, you can interact with our highly talented and proactive faculty members, all dedicated to ensuring that each program is a truly enriching and remarkable learning experience for you.



Programme Certification

IIM Nagpur staunchly emphasises participants' commitment to intellectual rigour and a genuine desire for learning throughout the programme. Attendants are encouraged to engage actively in all course sessions to maximise the programme's value. Successful programme completion is contingent on meeting the attendance requirements and the criteria for course evaluation.



Executive Education
IIM NAGPUR

भारतीय प्रबंध संस्थान नागपुर
Indian Institute of Management Nagpur
Nagpur | Pune

[Roll No. : OMP002_002]

Certificate Of Completion

This is to certify that

Name

has successfully completed the

Post Graduate Certificate Programme in
Global Senior Executive Leadership
Elective: Chief Operations Officer

held during <> to <>

Prof. A R Papi Reddy
Programme Director

Prof. Prakash Awasthy
Programme Director

Prof. Mukund Vyas
Dean, Executive Education,
IIM, Nagpur

Prof. Bhimaraya Metri
Director
IIM Nagpur



International Immersion in Dubai

Join us for an extraordinary 2 day leadership conclave experience set in the vibrant city of Dubai.

You will meet with a lineup of over 20+ esteemed speakers, including global business leaders, distinguished thought leaders from academia, professional government administrators, seasoned investors, and trailblazing entrepreneurs.

This event is designed to foster meaningful dialogue on pivotal leadership prospects and pioneering business and management solutions within the ever-evolving landscape of global businesses.

March 2026

*For international immersions, dates are confirmed 90 days prior to event date subject to hotel availability. Programme fees covers double occupancy boarding and lodging only. Participants are responsible for arranging and covering expenses for travel, visa, and immigration documentation.

*IIM Nagpur Campus immersion dates are confirmed 30 to 45 days prior to event date based on campus accommodation availability. Programme Fees cover only double occupancy boarding and lodging. Participants must arrange and pay for their own travel to the campus.



Eligibility Criteria

Graduate or Post Graduate with 50%+ marks in either of the Qualifications

Professionals with min 5+ yrs of experience

Candidates with Diplomas having significant work experience can also enroll

Admission Guidelines

- Admission to this program involves a rigorous review of your resume and your statement of purpose by the IIM Nagpur
- Only participants with demonstrated fast-track career progression and high learning intent required for leadership and management roles will be admitted into this program
- Selection is by invite only and on a rolling basis. We generally overbook our batches. In case of overbooked batch size, applicants in earlier selection rounds who have received their provision offer letters and paid registration fees to block their seats will be preferred over applicants from later rounds of selection

Admission Process



Programme Fee

₹ 2,49,000 + GST

Application Fee (Non Refundable)

₹ 3,000 + GST

Instalment Schedule

Registration fees	₹ 53,000 + GST
1st Installment	₹ 98,000 + GST
2nd Installment	₹ 98,000 + GST

* The programme fees is inclusive of campus immersion i.e. lodging & boarding at IIM Nagpur campus and in Dubai. Travel expenses and Visa charges are to be borne by the participants.

* Registration fees includes a non refundable Application fees of Rs 3,000 + GST

About Imarticus Learning

Imarticus Learning is an innovative educational institute with extensive experience transforming careers and creating leaders in business, data and emerging technology domains.

Imarticus is the country's only institute that uses dynamic technologies and training methods to impart knowledge, as well as a cutting-edge **Learning Management System** to seamlessly integrate online and live learning.

Over **56,000 successful career transitions** have been completed, and we have assisted **500+ renowned organisations** within finance, technology and analytics industries in meeting their human capital requirements and developing highly skilled individuals to strengthen their workforce.



IIM NAGPUR

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