



IIM LUCKNOW'S

Senior Leadership Programme for Group "A" Gol Officers

11 Months, Live Online & In-campus Immersion

126 Hrs in 11 Months

Commencing From : March 29, 2026

REGISTRATIONS OPENS

PROGRAMME SYNOPSIS



LOCATION : Hybrid Learning with Campus Immersion at IIM Lucknow



PROGRAMME DURATION : 126 Hrs of intense learning over a period of 11 MONTHS



COST: INR 4,80,000/- plus GST@18%



LEARNING MODE: LIVE ONLINE MODE



WEEKLY CLASS DURATION: 3 HOURS PER WEEK



FACULTY: Industry Experts and Subject Matter Experts



ELIGIBILITY: Should be working with 10 plus years of experience



CERTIFICATE: Awarded successful completion certificate on gaining 75% attendance and academic performance.

EXPERIENTIAL LEARNING

- Weekly Live-online lectures from leading IIML faculty.
- 5 days campus immersion
- Practitioner Insight sessions by Industry Experts
- Learn from real-world business use-cases and cutting edge frameworks
- Group projects and Group activities

PROGRAMME APPROACH :

Pedagogy:

We have been successfully conducting and completed 11-months immersive learning programme of SLP in hybrid mode in over 8 cohorts. The Pedagogy is largely interactive & case- based, Teaching, Discussions and immersive workshops are the key features of the program.

Learning Management System:

Participants will have access to an integrated and customized login-id in the IIML MDP Learning Management System for the purpose of online provision of Schedules, material, evaluation and attendance.

Assessment & Evaluation:

Systematically measuring the effectiveness, efficiency, and impact of policies, programs, or projects. The program incorporates all aspects of evaluating & opportunity to self-assess by providing data-driven insights to inform decision making and improves future outcomes.

Collaboration with Experts in Public Policy & Governance:

Experienced Veterans of the Administrative services share relevant and context based Practices & Perspectives.

Executive Alumni Status

Participants who successfully complete the programme and meet the eligibility criteria will be awarded a Certificate of Successful Completion and granted Executive Alumni Status by IIM Lucknow.

(*T&C Apply)





KEY SPEAKERS/ INDUSTRY EXPERTS



**PROF. NEERAJ
DWIVEDI**
Strategic Management



PROF. PANKAJ KUMAR
Human Resource
Management



**PROF. ARUNABHA
MUKHOPADHYAY**
Information Technology
& Systems



PROF. VIKAS SRIVASTAVA
Finance & Accounting



**PROF. SABYASACHI
SINHA**
Strategic Management



**PROF. KAUSHIK
BHATTACHARYA**
Economics & Business
Environment



SHRI. ALOK RANJAN
Retd. Chief Secretary of Uttar
Pradesh & Ex-IAS Officer



DR. KALPANA DUBEY
Ex Indian Railways, NAIR

IMPORTANCE OF SENIOR LEADERSHIP PROGRAMME FOR GROUP-A OFFICERS OF GOVT. OF INDIA

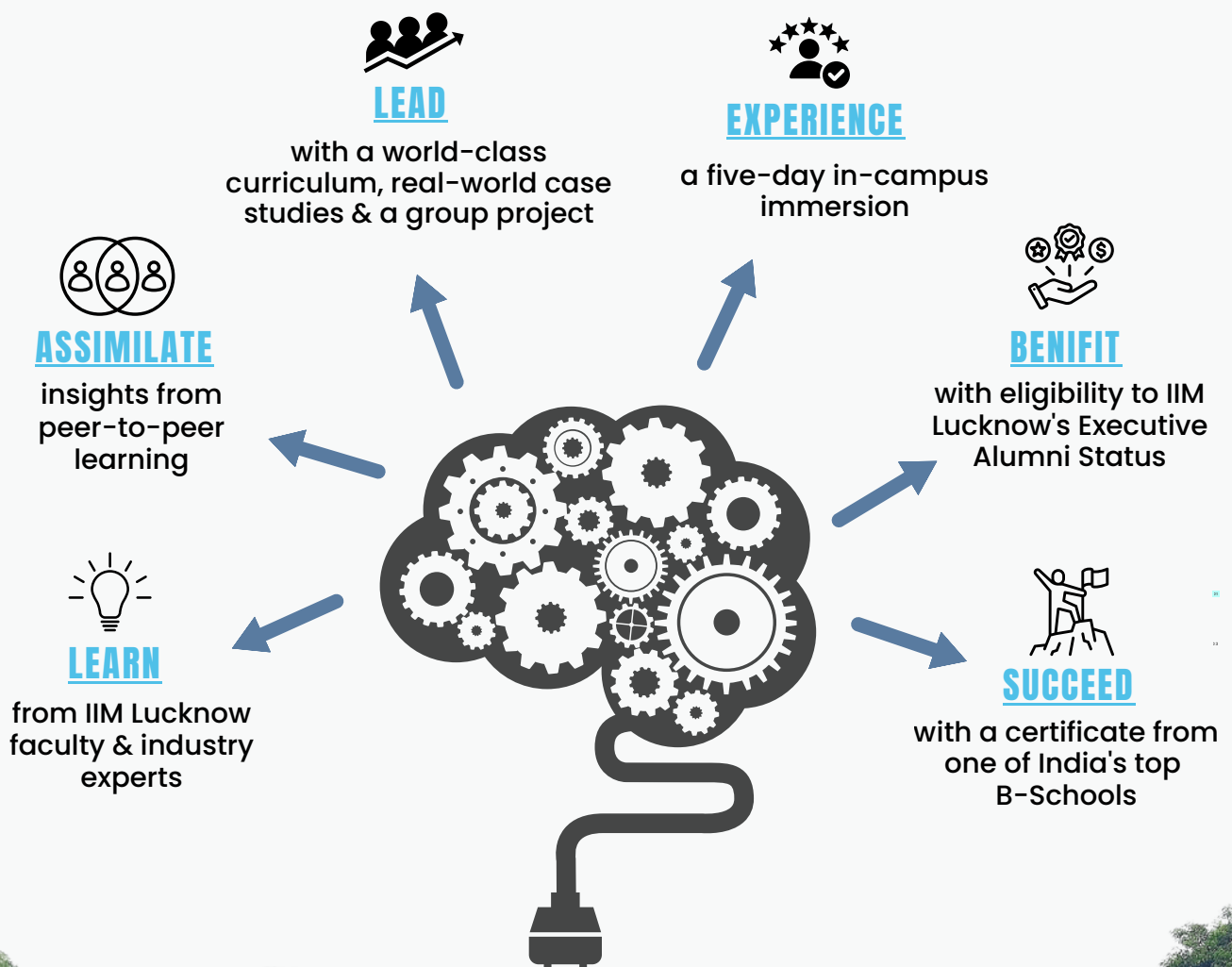
A Senior Leadership Program (SLP) is important for Group A officers in the Indian government because it prepares them for higher-level responsibilities and complex decision-making. Here's a concise summary of its importance:

- **Strategic Thinking:** Trains officers to plan long-term and shape national policy.
- **Leadership Skills:** Builds capabilities in team management, communication, and ethics.
- **Interdepartmental Coordination:** Promotes collaboration across ministries and services.
- **Global Exposure:** Introduces international best practices relevant to governance.
- **Innovation & Reform:** Equips officers to lead change and improve service delivery.

In essence, it helps senior officers transition from administrative roles to visionary leadership.

DRIVE YOUR GROWTH

"Transform your leadership journey with cutting-edge insights delivered through engaging live online sessions and an immersive on-campus experience at IIM Lucknow—empowering you to lead your organization with clarity, confidence, and impact."



FUEL YOUR GROWTH WITH POWERFUL INSIGHTS THAT MATTER.



Build and manage high-performance teams

Advance your leadership skills for result-oriented impact



Drive innovation and multi-functional operational excellence

Develop competitive strategies in a global context



Identify and leverage digital transformation for business growth

Understand business finance & manage profitable P&L accounts



Develop & Harness the acumen to work upon Inter & Intra sectoral

Policy & Governance

IMMERSIVE LEARNING EXPERIENCE

- Live-Online Learning with IIML Faculty
- Real-World Case Study Discussions
- Self-Study Discussion Platform
- Group Discussion and Group Projects
- One on One learning Experience during Campus Immersion
- Class Presentations and Assignments
- The finest pedagogy and case-based methodology



WHO CAN ATTEND ?

The Senior Leadership Programme is ideally suited for Professionals from the Government and Non-Government organizations. This programme benefits working executives with at least 7+ years of management experience from any industry and domain.

- Indian Government Officials in AIS and Group "A" Services. Officers deputed on Central Staffing Scheme and officers of CSS & CSSS.
- Industry representation – aspiring COOs, CFOs, CEOs, Head of Business Units (P&L), Managing Directors, Directors, VP's & Entrepreneurs.
- Senior Managers/ Senior Executives with a significant role to play in shaping their organization's strategic outlook.



ELIGIBILITY CRITERIA

Any Graduate (10+2+3)/Diploma holder (10+2+3) /Postgraduate with a minimum of 7+ years of work experience as of the Programme Start Date, i.e., Technical Orientation Date.

- ☒ **Candidates should have scored a minimum of 50% in Graduation or Diploma (10+2+3 or 10+2+4) or post-graduation.**
- ☒ **The candidate should be currently working.**
- ☒ **IIML will do screening & selection based on profile.**

MODULE 1 - PEOPLE MANAGEMENT

Human Resource Management

- High Performance HR Practices & their Integrations
- Critical HR Competencies for Effective Leadership
- Talent Management
- Performance Mentoring, feedback and counselling skills.
- Understanding HR management in International/ Public Sector & Government Institutes

Organizational Behaviour

- Understanding Self: Individual in the Organization
- Negotiation & Conflict Management
- Leadership and Emotional Intelligence
- Team Management

MODULE 2 - BUSINESS ECONOMICS

Sustaining Business in Competitive Markets

- Management Economics
- Monetary & Fiscal Policy
- Economic Policy Analysis
- Public Economics
- Labour Economics
- Environment & Resource Economics

MODULE 3- STRATEGIC MANAGEMENT & LEADERSHIP

Business and Corporate Strategy

- Strategic Analysis
- Business and Corporate Strategy
- Managing Performance through Diversification
- Tools and Strategy for Implementation
- Corporate Governance

Strategic Innovation & Change (SM)

- Strategic Innovation & Change – An Introduction
- Design Thinking Capability in VUCA World
- Managing Corporate Entrepreneurship Programs
- Leading Strategic Renewal of Corporations

MODULE 4 - BUSINESS FINANCE

Finance and Cost Management

- Understanding Financial Statements: Balance Sheet, Income Statement and Cash Flow
- Statement, Viewing the business through financial statements
- Financial Statement Analysis: Ratios, common size, trend analysis, CAGR, and other techniques.
- Understanding Cost for Decision Making: Cost behavior, Cost – Volume –Profit (CVP) analysis, target profit, and volume, operating leverage analysis, sensitivity analysis
- Relevant cost information and tactical decision making: the strategic and qualitative implication, insourcing vs. Outsourcing (make vs. buy), product mix, replacement, the theory of constraint
- Pricing Decisions and Cost management: Short-run and Long-run pricing, Market-based approach, Cost-plus pricing, Price sensitivity

MODULE 5- STRATEGIC MARKETING

- Understanding Customer Behaviour
- Segmentation Target & Positioning
- 4Ps of Marketing
- Brand Management of Government Policy & Initiatives
- Digital Strategies for Marketing of Government Programs

MODULE 6 - DATA ANALYTICS AND DIGITAL TRANSFORMATION

Business Data Analytics

- Data Visualization for Decision Making
- Predictive Analytics
- Prescriptive Analytics

Digital Transformation of Business

- Definition of Digital
- Customer Journey Maps
- SMAC/ AMPS: Four Pillars of Digital Transformation

MODULE 7- PUBLIC FINANCE AND GOVERNANCE

Public Policy Formulation and Implementation

- Design and Policy Implementation. Policy evaluation and policy change
- Evidence Based Policy Analysis
- Common Property Resource Management
- Pluricentric Governance

Contemporary Challenges in Public Policy

- Public Finance & PPP
- Enhancing Technology Management & Innovating Policy
- Application of Design Thinking in PP
- Technology in Governance & Cyber Security

Policy

SELECTION & APPLICATION PROCEDURE

- Submit the completed application form with all relevant enclosures/ attachments with a registration fee of INR 2,500
- IIM Lucknow will review applications and shortlist candidates
- All shortlisted candidates will be emailed the offer letter
- Limited Seats Available

PROGRAMME CERTIFICATE

Upon successful completion of the programme, with a minimum of 75% attendance and satisfactory academic performance, participants will be awarded a certificate of completion, and they will be eligible to receive IIM Lucknow's Executive Alumni Status. The cumulative overall percentage of marks should be 50% and above. Those participants who do not meet these criteria will receive a certificate of participation from IIM Lucknow. No certificate shall be awarded if the attendance is less than 40%. We encourage you to attend all the live sessions and make the best out of these interactive learning experiences. Post-session video recordings will be made available, at the discretion of faculty member.

EVALUATION PROCESS



- Examination / Evaluation shall be conducted by the Institute.
- An examination will be held for every module. The evaluation methodology includes quizzes,
- Assignments, online exams, and group projects & presentations.

ADMISSION PROCESS



Participants must submit an application form along with copies of their credentials. For corporate nominations, the company can confirm that their credentials are in order.



PRICE

INR 4,80,000/- + GST@18%



After the application is processed and evaluation is done, the shortlisted candidates can process to pay the above fee amount on the given below bank details.



* The fee in offline mode is payable in advance either by Demand Draft drawn in favor of **Indian Institute of Management Lucknow and payable at Lucknow or by NEFT to A/c No. 07231450000294 of IIM Lucknow with HDFC Bank, A R Centre, Dr. B N Verma Road, Opp. Gulmohar Hotel, Aminabad, Lucknow 226018 (IFSC code HDFC0000723)**. In the case of NEFT, the remitter may inform us of the UTR number and date of the transaction at mdpfin@iiml.ac.in & exed@iiml.ac.in along with his/her name, the name of participant, name, and dates of the programme against which the payment has been made, etc.

PROGRAM REGISTRATION

The registration form duly filled in, along with the requisite nomination fee, should reach us at least 14 days before the commencement date of the programme.

The programme would be conducted in the case the Institute receives a sufficient number of nominations up-to 14 days before the programme date. In the case of cancellation of the programme, the participants/sponsoring organization will have the option to either get the fee paid by them adjusted against any other future management development programme(s) of the Institute or get a refund. In the event of a participant fails to attend a confirmed programme, no refund of fee will be made.

Confirmation of nomination letter/mail will be sent to nominees after the due date. Nominees/organizations are requested to make travel plans only after receiving the confirmation of nomination(s).

ABOUT IIM LUCKNOW

The Indian Institute of Management (IIM) Lucknow, one of the premier national level institutes of management in India, is involved in generating and imparting knowledge in the field of management. IIM Lucknow stands tall on the foundation of an excellent, committed and profoundly knowledgeable faculty, innovative and unique pedagogical tools, and an eclectic and diverse student community that has a burning desire to make new paths of its own.

The **Association of MBAs (AMBA)** has accorded accreditation to the **Institute's PGPM, IPMX, and WMP programmes**. Indian Institute of Management-Lucknow (IIM-L) has also earned accreditation from the **Association to Advance Collegiate Schools of Business International (AACSB)** (Earned by **only 5% of the world's business schools**).

Indian Institute of Management Lucknow was placed at **6th** place amongst all management schools in the prestigious **NIRF 2024 rankings**. The overall rank is based on, teaching learning and resources, research and professional practice, graduation outcomes, outreach and inclusivity and peer perception.

IIM Lucknow is among the 5 Indian schools that feature in QS Global MBA rankings. IIM Lucknow also features in QS Business Masters ranking as one of the 12 Indian schools.



LIFE @ CAMPUS

A Short - Brief About The Campus

Set amidst 185 acres of lush greenery, IIM Lucknow offers a perfect blend of academic rigor and natural serenity, with thoughtfully designed spaces that inspire learning, reflection, and growth—making it one of the most scenic and sought-after campuses for education and training.




Accommodate with Comfort



Enlightenment @ 'Gyanodaya' Library



Yoga For Mindfulness



Lush Green Campus

THANK YOU



Hybrid Mode with Campus Immersion



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