



भारतीय प्रबंध संस्थान इंदौर
Indian Institute of Management Indore



University
of Glasgow



**EXECUTIVE
EDUCATION**
2025 RANKING

Ranked in FT 100
(Executive Education
Rankings)

GLOBAL LEADERSHIP DEVELOPMENT PROGRAMME FOR ENTREPRENEURS

by IIM Indore and University of Glasgow.

8-9 Months | Live Online + Campus Immersion

Starts: 28th March, 2026

www.iimidr.ac.in



Programme Overview

The Global Leadership Development Programme for Entrepreneurs is a first-of-its-kind certification programme launched by IIM Indore in collaboration with the University of Glasgow, Scotland. Built specifically for the needs of entrepreneurs and business leaders, this programme bridges the gap between local success and global scalability.

Through a powerful blend of in-class learning, hands-on projects, international immersions, and mentorship from industry leaders, this programme prepares you to scale your venture beyond borders, adopt best-in-class digital practices, and lead with clarity in today's complex business landscape.



Scan here for more details



Objectives

The programme aims to:



Strengthen entrepreneurial decision-making and leadership capabilities



Enable participants to identify and execute global growth strategies



Build digital-first mindsets for business transformation



Equip entrepreneurs with financial intelligence and profitability management



Develop high-performance people and organizational frameworks



Foster a global entrepreneurial perspective through international exposure and peer networks

Programme USP



Global exposure with international immersion.



Exclusive focus on entrepreneurs.



Leadership and innovation-driven curriculum.



Insights from world-class faculty and experts.



Networking with diverse global peers.



Action-oriented learning with real-world impact.



Exposure to international best practices and trends.

Content

This programme offers a high-impact curriculum that blends strategic leadership, innovation, global entrepreneurship, and digital transformation. Highlights include:

Module 1

Topic: Entrepreneurship in the New Age

Objectives:

- Getting to Know your Business, Its Eco-System and Environment.
 - Entrepreneurial Approaches.
 - Mapping and Measuring Key Business Health Metrics – OKRS.
 - Passion And Values Driving.
 - Challenges And Suggested Management Approaches.
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Topic: Managerial Accounting and Finance

Objectives:

- Understanding and Managing Finance and Commercial Functions – Costs, Expenses.
 - Understanding Gross Margin, Net Margin.
 - Driving Profitability.
 - Ability to read, understand and analyse P&L and Balance Sheet.
 - Ratio Analysis.
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Topic: People Management and Leadership

Objectives:

- Organization Building – Managing Self and Managing Teams.
- Leadership development.
- Change Management.

Module 2

Topic: Operations 101

Objective:

- Driving Excellence in Operations and Execution.
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Topic: Managerial Economics

Objective:

- Understanding the Basic Drives of Micro and Macro Environments for Business Leaders.
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Topic: Organization Design – Succession Planning

Objectives:

- Roles, Processes, And Structures to Ensure the Organization's Success.
 - Succession Planning.
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Topic: Business Analytics

Objective:

- Advance Excel and Analytic Tools for Decision Making and Growth Hacking.
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Topic: Innovation Model

Objectives:

- Strategic insight: Executives and high-level decision-makers will gain a deep understanding of how to leverage technology-based business models, responsible innovation, and collaboration models to drive growth, innovation, and competitiveness.
- Practical application: The programme emphasises real-world examples, case studies, and hands-on activities, helping executives translate the concepts and strategies they learn into actionable organisational plans.

Topic: Data Drive Leadership

Objectives:

- Critically Evaluate, with Particular Reference to Digital Data, Traditional Leadership Models.
 - Distinguish Between Agile and Efficient Leadership Structures and their Relationship to Data.
 - Analyse the Role of Data, Volume, Quality and Timeliness, In Decision Making.
 - Describe and Evaluate the Role of Collective Decision Making and Agile Teams.
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Topic: Marketing Orientation

Objective:

- To understand the Basics of Marketing Function and to Evaluate the Market environment to Develop Meaningful Sales and Marketing Ecosystems.
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Topic: Venture Financing

Objective:

- Project Finance, Risk, Returns, IRR, Importance of Cash Flows and its Management, Budgeting, VC Investment
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Topic: Taxation in India

Objective:

- TDS, GST and Business & New Labour Law Codes
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Topic: Capstone Project

Objective:

- Overview of Capstone Project Guidelines

Topic: Innovation Model

Objectives:

- Strategic insight: Executives and high-level decision-makers will gain a deep understanding of how to leverage technology-based business models, responsible innovation, and collaboration models to drive growth, innovation, and competitiveness.
 - Practical application: The programme Emphasises Real-World examples, case studies, and hands-on activities, helping executives translate the concepts and strategies they learn into actionable organisational plans.
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Topic: Productivity and Growth Scale-up Toolkit

Objective:

- The Business Scale-Up module will focus on cutting-edge strategies for growing high potential businesses. The first session will analyse approaches to growth, contrasting traditional Porterian strategy with alternative models such as Blue Ocean Strategy. The module then turns to the role of emerging AI tools and venture growth, paying close attention to radical new approaches to scaling that involve automating multiple parts of the venture value chain. The sessions will draw on a range of new case studies and insights from leading high-growth firms developed as part of a recent research project.

Topic: Digital Marketing

Objective:

- Introduce business owners and entrepreneurs to the dynamic digital marketing ecosystem, which explores and applies digital marketing strategies to empower entrepreneurs to optimise sales and marketing opportunities to grow their business. Application of digital marketing theories, frameworks, tools, and techniques to build knowledge and transferable skills enabling the implementation of customised marketing tactics to achieve KPI's and objectives through digital touch points (web, social media, mobile etc.).

Topic: Strategy

Objectives:

- Understanding of the link between strategic logic and storytelling in strategic management
- Crafting a strategy statement in paragraph
- Understanding stories and how to craft one
- Using stories to manage deliberate and emergent strategy

Topic: Innovation Model

Objectives:

- Strategic insight: Executives and high-level decision-makers will gain a deep understanding of how to leverage technology-based business models, responsible innovation, and collaboration models to drive growth, innovation, and competitiveness.
- Practical application: The programme emphasises real-world examples, case studies, and hands-on activities, helping executives translate the concepts and strategies they learn into actionable organisational plans.

Topic: Digital Entrepreneurship- Creating Customer Value

Objectives:

- Analyse and evaluate customer segments, to identify target markets for a business startup.
- Classify and categorise customer segments to effectively tailor products or services to meet customer demands.
- Assess and evaluate the value proposition to determine competitive advantage in markets.
- Construct and develop compelling value propositions that effectively communicate benefits and value to customers.

Module 4

Topic: Product Management for Entrepreneurs

Objective:

- To understand the basic Elements of Project Management
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Topic: Strategy

Objectives:

- Understanding of the link between strategic logic and storytelling in strategic management
 - Crafting a strategy statement in paragraph
 - Understanding stories and how to craft one
 - Using stories to manage deliberate and emergent strategy
-

Topic: Business & Company Laws in India

Objective:

- Overview of Laws governing business operations, contracts and other important aspects in India

Module 5

Topic: Revisiting Business Models and Corporate Strategy

Topic: Revisiting Customer Experience and Customer Centricity

Topic: Business & Leadership Communication

Objectives:

- Negotiations
 - Conflict resolution
 - Persuasion
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Topic: Capstone Project

Objective:

- Final Project Presentations



Methodology / Pedagogy



Live online classes
every Sunday
(Approx 100 hours)



Mix of lectures,
workshops, group
discussions, and
hands-on activities



Capstone
project



Project mentorship
and review by global
faculty



Access to networks
across India and
the UK

Who Should Enroll

This programme is crafted for:



Entrepreneurs, startup founders, and co-founders



Business unit heads and innovation leaders



Next-generation leaders from family businesses



Professionals launching new ventures or intrapreneurial initiatives



Admission Criteria

- Educational Qualification: Diploma (10+2+3) / Graduate / Postgraduate with minimum 50% marks
- Experience: Minimum 2 years of work experience



Attendance Criteria

Participants are expected to attend all sessions of a given course. However, Participants may take leave on account of emergencies, subject to the approval of the Programme Coordinator. However, 75% minimum attendance requirement would be considered for the final grading. For less than 75% attendance, grade cut as per the norms will be applied.



Assessment & Evaluation

Performance of participants will be monitored on a continuous evaluation basis through quizzes, assignments, tests and examinations. The participant is required to score minimum marks/grades as decided by the Institute from time to time to complete the course.



Programme Structure & Schedule

This programme is structured across five distinct stages that combine hybrid learning with real-world application and immersive international exposure:

Module 1: 3 Days On-Campus @ IIM Indore

Kick-off immersion, foundation modules, leadership sessions.

Module 2: 3 Months Online (Live Classes)

Modules by IIM Indore & University of Glasgow faculty. Weekly Sunday sessions.

Module 3: 5 Days On-Campus @ University of Glasgow

Immersive UK residency: Global business practices, cultural integration, entrepreneur interactions.

Module 4: 3 Months Online (Live Classes)

Focus on execution, digitization, operations, and strategic finance.

Module 5: 3 Days On-Campus @ IIM Indore

Capstone presentations, peer evaluations, certification ceremony.

Programme Structure & Schedule



Module 1 & 5:

On-campus session at IIM Indore will be held from 09:00 am to 05:15 pm (75 minutes each)



Module 2 & 4:

Online session will be held on every Sunday
IIM Indore – First Session: 16:00 to 17:15 (IST)
Second Session: 17:30 to 18:45 (IST)

*University of Glasgow

First Session: 16:00 to 17:00 (IST)

Second Session: 17:15 to 18:15 (IST)



Module 3:

Sessions will be held at University of Glasgow, and the session timings are yet to be decided.

*Online session timing by University of Glasgow are subject to change, and every session will be 60 minutes.

Programme Fee

Particulars	Amount (INR)
Registration Fee	₹20,000
Total Programme Fee (excl. GST)	₹6,00,000
GST @ 18%	₹1,08,000
Total Payable Fee	₹7,08,000

* In case a participant profile is rejected by Institute, INR 17,500/- is refunded to participant and INR 2,500/- of the application fee is non-refundable

Instalment Schedule

Instalment	Date	Amount (INR)
(Registration Fee or Application Fee)	Programme Fees paid at time of Registration	₹20,000
1st Instalment (excluding GST)	Payable at the time of admission	₹1,50,000
2nd Instalment (excluding GST)	6 th May, 2026	₹1,50,000
3rd Instalment (excluding GST)	6 th July, 2026	₹1,50,000
4th Instalment (excluding GST)	6 th September, 2026	₹1,30,000

Programme Timeline

Application Deadline: Refer To Website	APPLY NOW
Programme Start: 28th March, 2026	
Programme End (Tentative): September 2026	

Executive Education Alumni Status

Upon successful completion, participants become eligible to apply for IIM Indore Executive Education Alumni Status with:

Access to IIM Indore Campus Library (Onsite)

Official IIM Email ID & Alumni ID Card

Inclusion in IIM Indore Alumni Communication & Networking

Membership Fee:

2-Year: ₹1,000 + Applicable taxes

Lifetime: ₹10,000 + Applicable taxes



Programme Coordinator(s)

Prof. Mit Vachhrajani

Qualification: Ph.D. (Indian Institute of Management, Lucknow),
Bachelor of Engineering, Gujarat University
Email: mitv@iimidr.ac.in

Prof. Manoj Motiani

Qualification: BE (Hons.), PGDM (XIMB), FPM (IIM Ahmedabad)
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Coordinators from the University of Glasgow

Dr Anthony Devine

Deputy Head, Adam Smith Business School

Qualification: PhD (Newcastle Business School), BA (Hons.)
(Northumbria University), CFWA, CFBA, ITIL, FHEA, FAIA (ACAD)
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Dr Xiang Li

Director of Internationalisation, Adam Smith Business School

Qualification: PhD, MBA (University of Glasgow), BSc (Peking
University), CMgr MCMI
Email: Xiang.Li@glasgow.ac.uk

Certification

On successful completion, participants will receive a joint certificate from IIM Indore, with recognition of participation from the University of Glasgow.



About IIM Indore

IIM Indore is among the 100 global business schools (and the second IIM in the country) to receive the prestigious Triple Crown in the form of accreditations from EQUIS, AACSB, and AMBA.

IIM Indore has been consistently ranked at the top by various National and International ranking agencies, including NIRF, and the FT-100 rankings.

The institute offers a diverse set of executive education opportunities, spanning several long-term and short-term courses.

With a robust offering of 200 + executive programmes, including specialized courses tailored for the UAE, GCC, and the Middle East, IIM Indore empowers professionals with globally relevant skills and expertise.



Scan here to upskill with other Executive Education Programmes

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भारतीय प्रबंध संस्थान इन्दौर

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INDIAN INSTITUTE OF MANAGEMENT INDORE

Prabandh Shikhar, Rau-Pithampur Road, Indore - 453 556 (M.P.), India



Please note that IIM Indore reserves the right to change the programme design, format, number of sessions, certificate format, terms in the programme or can incorporate any such change deemed necessary by the institute without prior intimation.

About the University of Glasgow

Adam Smith Business School



Founded in 1451, the University of Glasgow is the second oldest university in Scotland, and the fourth oldest university in the English-speaking world. The University is a world top 100 university and a member of the prestigious Russell Group of leading UK research universities.

The University of Glasgow includes among its alumni, the father of economics, Adam Smith and the Adam Smith Business School is named in his honour. We aim to follow his legacy by developing enlightened, engaged and entrepreneurial graduates, who are internationally recognised and make a positive impact on culture and society.

We have the triple crown of accreditation and are accredited by the Association to Advance Collegiate Schools of Business (AACSB International), the European Quality Improvement System (EQUIS) and the Association of MBAs (AMBA) for our Glasgow MBA programme.

We are also home to research of international and national excellence that contributes to theoretical advancement and is relevant to practice.

Indian Institute of Management Indore
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National & International Rankings



65th & 83rd

globally in Executive Education Open and Customised Programmes,
respectively, in the Financial Times Ranking 2025