



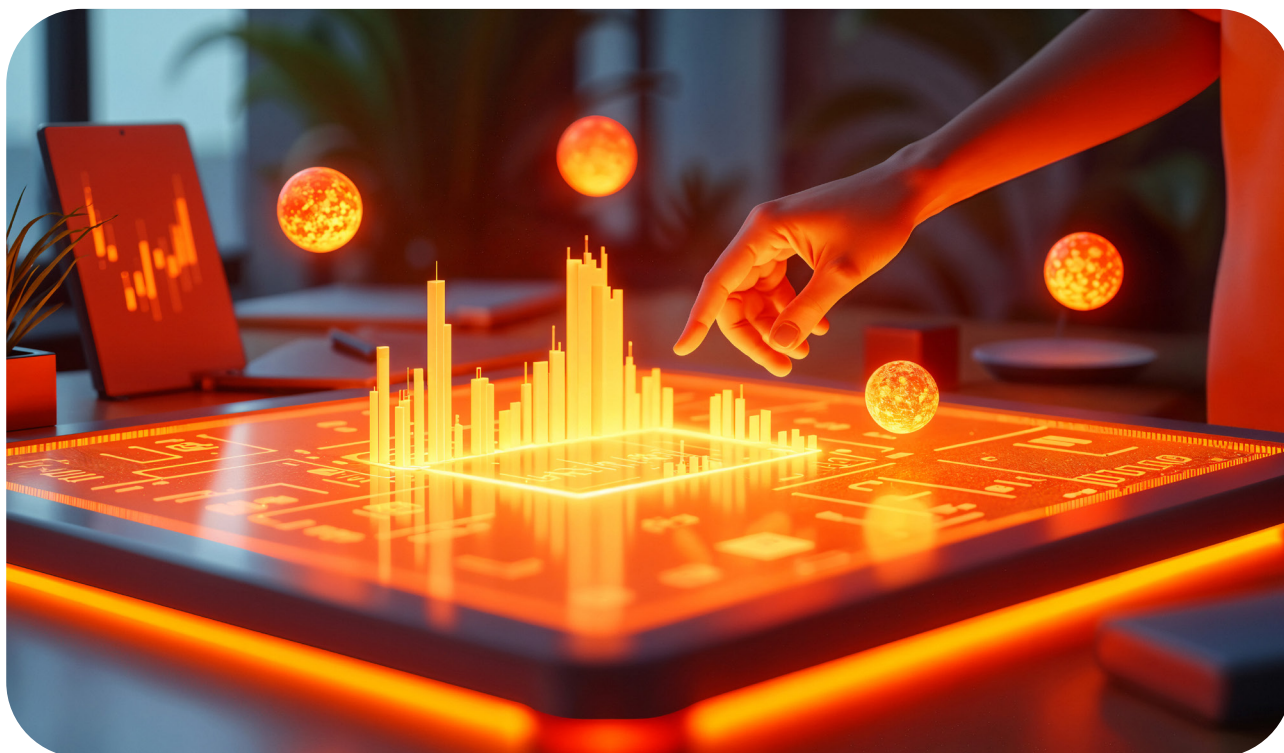
भारतीय प्रबंध संस्थान कोषिककोड
Indian Institute of Management Kozhikode
Globalizing Indian Thought

STRATEGIC DECISION MAKING AND LEADERSHIP UNDER DYNAMIC AND UNCERTAIN ENVIRONMENTS

OCTOBER 12 - 14, 2026

OVERVIEW:

Currently, Indian economy is the fifth largest and is the fastest growing economy world-wide. Managers in various industries are witnessing changes in the technological, economic, political landscapes. Uncertain outcomes in technological trajectories and dynamic nature of political outcomes across markets is leading managers to look for new ways to plan and strategize. This programme would enable managers to learn new frameworks / tools that would help them plan amidst uncertain and dynamic environments.



LEARNING OUTCOMES:

The key objective of this Programme is to help potential leaders develop an orientation towards strategic thinking and develop capacities in strategic decision making at an organizational as well as business unit levels. The Programme helps leaders to overcome their functional and technical orientation and help them develop overall business perspective in management of organizations in a dynamic environment.

LEARNING THEMES:

- Changing Economic and Business Environment
- Understanding structural changes in environment: Scenario Analysis
- Strategic decision Making under disruptive innovation – Innovators dilemma
- Creating new markets and new customers – Blue Oceans
- Measuring Strategy Performance – Analytics and Balanced score card
- Understanding digital disruption for incumbent firms

PARTICIPANTS PROFILE:

The Programme is intended for managers taking business leadership role in the near future.

PEDAGOGY:

It would be a mix of lectures, case discussions, simulations and experience sharing between the participants and the instructors.

FACILITATOR:



**Prof. Rajesh Srinivas
Upadhyayula**

Professor, Strategic
Management



Rajesh S. Upadhyayula is the Professor in Strategic Management at IIM Kozhikode. He has an eclectic experience spanning academia, industry, and non-governmental sectors. He is a post-graduate from IIFM Bhopal and a PhD from the Indian Institute of Management, Ahmedabad. His topic of research was examining how networks help IT firms (within and outside clusters) build capabilities. He was a recipient of the prestigious Infosys Fellowship for his doctoral dissertation. During his doctoral programme, he spent 3 months at the Institute of New Technologies, United Nations University, Maastricht, Netherlands. He was a Visiting Scholar to University of Sydney, Australia.

His works (along with co-authors) were recognised at many national and international conferences. He was also a speaker at various events and has also extensively taught at MDP Programmes including facilitating sessions for senior leadership for companies such as Bosch India Limited, Star TV, etc. Before joining IIM Kozhikode, Rajesh worked as Manager, Think Tank, a strategic planning wing at Tata Consultancy Services. His current research interests are in the areas of firm choice in multiple clusters, internationalisation strategies of offshore service providers, emerging market multinationals and corporate governance.

Programme Fee:

Rs. 75000 (Residential) GST @ 18%

Rs. 65000 (Non-Residential) GST @ 18%

Discount will be available for IIMK Alumni & Corporate nominations (in group)

CANCELLATION POLICY:

Joining instructions will be sent to the selected candidates 10 days prior to the start of the programme. Kindly do not make your travel plans unless you receive the confirmation email from IIM Kozhikode. If the programme is cancelled, the participants or the 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. IIM Kozhikode will not be liable for any other expenses incurred by the organization or the participant. Also the transaction fee will not be refunded.



Management Development Programme

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