



भारतीय प्रौद्योगिकी संस्थान दिल्ली
Indian Institute of Technology Delhi
NIRF Rank 4 in Management Category 2025



EXECUTIVE PROGRAMME FOR CHIEF OF STAFF

7 MONTHS | LIVE ONLINE + CAMPUS IMMERSION

Empowering Leaders to Drive
Organisational Excellence



Ranked 4th in the
Management Category in 2025



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



➔ ABOUT IIT DELHI

The Indian Institute of Technology Delhi (IIT Delhi) is one of the first five IITs established to promote education, research, and innovation in science, engineering, and technology in India. Established as the 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. Ranked #2 in the NIRF Engineering Rankings 2025. Since its inception, over 40,000 students have graduated from IIT Delhi in various disciplines including Engineering, Physical Sciences, Management and Humanities & 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 contributed significantly to the building of this nation, and to industrialisation around the world. For more details, visit: home.iitd.ac.in

→ ABOUT CONTINUING EDUCATION PROGRAMME (CEP)

The Only Statutory Body of IIT Delhi for Conducting Certificate Programmes and Issuing Certificates

Executive education plays a critical role in helping organisations build future-ready capabilities and stay ahead of technological, business, and regulatory change. Committed to the cause of making quality education accessible to all, IIT Delhi has launched Online Certificate Programmes. These online certificate programmes deliver IIT Delhi's academic excellence through an interactive learning experience designed for working professionals across India and globally, for Indian as well as international participants. IIT Delhi was ranked second among engineering schools in India by the National Institutional Ranking Framework (NIRF) in 2025. 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 organisations, industries, society and individual participants at national and international level with a vision to empower thousands of young learners by imparting high-quality Online Certificate Programmes in cutting-edge areas for their career advancement in different domains of engineering, technology, science, humanities and management. For more details, visit: cepqip.iitd.ac.in



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

PROGRAMME OVERVIEW

As organisations navigate increasing complexity and rapid business transformation, the Chief of Staff has emerged as a trusted strategic partner - enabling executive decision-making, aligning business priorities, and driving organisational impact.

The Executive Programme for Chief of Staff offered by CEP, IIT Delhi and organized by the Department of Management Studies, IIT Delhi, is designed to prepare professionals for this evolving leadership role. Through a multidisciplinary curriculum spanning strategy, finance, governance, AI, innovation, and executive communication, the programme equips participants with the capabilities to lead strategic initiatives, influence decision-making, and create lasting organisational value.

KEY PROGRAMME DETAILS

Eligibility	Graduates (10+2+3) / Diploma holders from any recognised university in any discipline
Duration	7 Months
Mode	Live Online
Schedule	Sunday: 10am to 1pm
Campus Immersion	Two Campus Immersion sessions (one day each) conducted during the
Programme Coordinators	Prof. Sanjay Dhir & Prof. Sonali Jain
Programme Fee	₹1,50,000 + GST

PROGRAMME HIGHLIGHTS

- 01** **Recognised IIT Delhi Credential**
Earn an IIT Delhi, CEP e-Certificate upon successful completion of the programme.
- 02** **Designed for Strategic Leadership**
Build the strategic perspective and leadership capabilities needed to support executive teams and drive organisational priorities with confidence.
- 03** **Integrated Business Learning**
Develop expertise across strategy, finance, governance, innovation, executive communication, and AI through a multidisciplinary curriculum.
- 04** **Case Studies & Capstone Experience**
Strengthen decision-making by applying concepts to integrated case studies and a capstone project centred on real business challenges.
- 05** **Insights from Industry Leaders**
Learn from founders, CXOs, investors, and industry practitioners who bring practical perspectives on leadership, strategy, and business transformation.
- 06** **AI & Digital Transformation**
Understand how AI and digital technologies are reshaping organisations and explore their strategic applications in modern leadership.
- 07** **Learn from IIT Delhi Faculty**
Learn from the distinguished faculty of IIT Delhi's Department of Management Studies.
- 08** **Innovation & Growth Strategy**
Explore design thinking, innovation, and strategic partnerships to identify new opportunities for sustainable business growth.
- 09** **IIT Delhi Campus Immersion**
Participate in two one-day campus immersion sessions at IIT Delhi and engage with faculty and peers in the institute's dynamic academic environment.
Travel and accommodation to be borne by the learners.

WHO IS THIS PROGRAMME FOR?



Emerging Chief of Staff Leaders

Professionals aspiring to take on strategic leadership responsibilities and partner closely with executive teams.



Strategy & Business Transformation Professionals

Individuals driving strategic initiatives, organisational change, and business transformation.



Programme & Project Leaders

Professionals responsible for leading cross-functional initiatives and ensuring successful strategy execution.



Consultants and Advisors

Professionals seeking to strengthen their expertise in strategic planning, governance, and executive decision-making.



Business Leaders & Entrepreneurs

Professionals looking to enhance their leadership capabilities and navigate growth in dynamic business environments.

→ LEARNING OUTCOMES

Think Strategically

01

Develop the ability to evaluate business challenges, identify opportunities, and support informed executive decision-making.

Lead Enterprise Execution

02

Build the skills to align strategic priorities, coordinate cross-functional initiatives, and drive organisational execution.

Strengthen Financial Acumen

03

Gain practical insights into financial management, governance, budgeting, and enterprise risk to support business performance.

Influence with Confidence

04

Enhance executive communication, stakeholder engagement, and leadership capabilities to drive strategic outcomes.

Lead Digital Transformation

05

Understand the strategic role of AI and digital transformation in shaping organisational growth and competitive advantage.

Solve Complex Business Challenges

06

Apply multidisciplinary learning through case studies and a capstone project to develop practical, business-focused solutions.



PROGRAMME MODULES

Module 1

Strategic Foundations for the Chief of Staff

- ▶ Strategic Management for Executive Offices
- ▶ Translating Vision into Strategic Priorities

Module 2

Strategic Analysis, Foresight & Organizational Intelligence

- ▶ Strategic Intelligence, Organizational Learning & Executive Decision Support
- ▶ External Environment Analysis, Competitive Intelligence & Scenario Planning
- ▶ Capability Assessment, Dynamic Capabilities & Resource Orchestration

Module 3

Strategy Execution & Organizational Alignment

- ▶ Strategy Formulation and Prioritization
- ▶ Strategy Execution through OKRs, Strategic PMOs & Enterprise Alignment
- ▶ Leading Strategic Change & Transformation

Module 4

Innovation, Collaboration & Growth Strategy

- ▶ Strategic Innovation for Business Growth
- ▶ Design Thinking for Strategic Problem Solving
- ▶ Strategic Partnerships, Ecosystems & Stakeholder Management

Module 5

Financial Intelligence for Strategic Operators

- ▶ Understanding financial statements (P&L, balance sheet, cash flow)
- ▶ Using financial data for strategic decision-making
- ▶ Capital allocation under uncertainty
- ▶ Budgeting, forecasting and profitability drivers

Module 6

Four Pillars of Enterprise Risk

- ▶ Four Pillars of enterprise risk (market, credit, operation, liquidity)
- ▶ ERM frameworks & risk culture
- ▶ Corporate governance & board-level risk oversight

Module 7

Strategic Leadership & Decision-Making

- ▶ Strategic Performance Management, Executive Dashboards & Governance
- ▶ Leading Through Complexity & Uncertainty
- ▶ Executive Communication, Strategic Storytelling & Board Briefing
- ▶ Leading Strategic Initiatives through Influence without Authority

Module 8

AI, Digital Transformation & Future-Ready Organizations

- ▶ Digital Strategy & Knowledge Management
- ▶ AI, Digital Transformation & the Future of Strategic Management

Module 9

Fundraising & Investor Relations

- ▶ Overview of venture capital and private equity ecosystem
- ▶ Fundraising lifecycle: preparation to closure

Module 10

Integrated Multi-Disciplinary Case Studies and Capstone Project

Case Studies

- ▶ Primary and Secondary Markets
- ▶ Inclusive Innovation & Society
- ▶ Risk & Strategic Decision-Making

Capstone Project

- ▶ Strategy Formulation & Recommendation Development
- ▶ Capstone Presentations Day 1 & 2

Note: The list of Tools/Capstone Projects and Modules are indicative and may be modified at the discretion of the Programme Coordinator.



→ Experiential Learning Approach



Live Interactive Sessions
by IIT Delhi Faculty



Case-Studies Driven
Learning



Group Discussions &
Peer Learning



Real-world problem-
solving assignments



Business Simulations
& Role Plays



Industry Guest
Lectures



Capstone Project



→ Assessment & Evaluation

Participants will be evaluated through a comprehensive assessment framework designed to measure conceptual understanding and practical application.

Component	Weightage
Readings & Quizzes	20%
Mid-Term Examination	20%
End-Term Examination	30%
Capstone Project	30%
Total: 100%	



→ PROGRAMME FEES

Particular	Amount (₹)
Programme Fee	₹ 1,50,000
GST @ 18%	₹ 27,000
Total Fee	₹ 1,77,000

Note:

- All fees should be submitted in the IITD CEP account only, and the details will be shared post-selection.
- The receipt will be issued by the IIT Delhi CEP account and can be downloaded from the CEP Portal for your records.
- Easy EMI options available.
- Loan and EMI Options are services offered by Teamlease Edtech. 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 cepdelhi@digiversity.com, stating your intent to withdraw. The refund, if applicable, will be processed within 30 working days from the date of receiving the withdrawal request.

Note: GST @ 18% will be charged extra in addition to the fee

→ PAYMENT SCHEDULE

Payment Mode	Total Payable Amount	Installment Date
Installment 1	₹ 75,000+GST	Within three days of the release of the offer letter
Installment 2	₹ 75,000+GST	7th February, 2027

Total fees - ₹ 1,50,000+GST [No cost EMI available]

Note:

- GST @18% will be charged extra in addition to the programme fees.
- Loan and EMI Options are services offered by Teamlease Edtech. IIT Delhi is not responsible for the same.

→ PROGRAMME TIMELINES

Application Closure Date

28th September, 2026

Programme Start Date

07th February, 2027

APPLY NOW

→ PROGRAMME E-CERTIFICATE

Participation Certificate

Candidates with less than 50% attendance and/or less than 50% overall marks will be awarded a Participation Certificate.



The certificate template features the IIT Delhi logo and name at the top, followed by the department and programme details. It includes a QR code and a space for a signature. The text is as follows:

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

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 (e-vidya@iitd)

Successful Completion Certificate

Awarded to candidates who secure a minimum of 50% aggregate score and maintain at least 50% attendance.



The certificate template features the IIT Delhi logo and name at the top, followed by the department and programme details. It includes a QR code and a space for a signature. The text is as follows:

Indian Institute of Technology Delhi
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Prof. Programme Coordinator
Prof. Head of the Department
Prof. Head/Associate Head, QIP/CEP

An initiative under eVIDYA@IITD (e-vidya@iitd)

→ PROGRAMME COORDINATORS



Prof. Sanjay Dhir

Professor of Strategic Management
Department of Management Studies, IIT Delhi

Prof. Sanjay Dhir is Professor of Strategic Management and Area Chair at the Department of Management Studies, IIT Delhi. His research addresses how organisations build and renew capability under institutional constraint, developing strategic thinking, organisational ambidexterity, strategic innovation and alliance dynamics as its core constructs. A second stream extends those constructs into public systems, where they establish quality, equity and inclusiveness as strategic outcomes, grounded in empirical study of tribal, elderly and remote populations and of gender-based disparities in access. His work spans digital transformation, healthcare systems, artificial intelligence governance and public procurement.

He has published over 130 peer-reviewed research articles, authored seven books, and developed case studies published by the Richard Ivey School of Business and distributed globally through Harvard Business Publishing. He presents regularly at the Academy of Management, the Strategic Management Society, the Academy of International Business and the Southern Management Association. He was ranked among the Top 1% of Researchers Globally in Business and Management (2026), named to the Stanford/Elsevier Top 2% Scientists List (2025 & 2026), and listed among Research.com's Best Business and Management Scientists (2026), and has received the Best Reviewer and Associate Editor awards from an ABDC A-category journal.

Prof. Dhir has led more than 35 sponsored research and consulting projects for the Government of India, international development organisations and industry. He was Institutional Management Partner for India's COVID-19 vaccine rollout with the Bill & Melinda Gates Foundation, and has led major assignments for the Ministry of Commerce and Industry, the Ministry of Minority Affairs, the Ministry of Education, PATH, the Clinton Foundation, the University of Queensland and Population Services International.

He served as a technical expert on the development of the Aarogya Setu application with the Ministry of Health and Family Welfare. During the COVID-19 pandemic he served as IIT Delhi's nominated expert to the Delhi High Court committee on oxygen infrastructure and on the Government of NCT of Delhi's state-level committee on oxygen infrastructure. He is a member of the National Technical Advisory Group on oxygen infrastructure.

At IIT Delhi he is a member of the Senate and of the Institute Ranking Committee, and is Programme Coordinator for the doctoral programme at DMS, having previously coordinated the MBA programme for six years. He is a recipient of the Teaching Excellence Award and the Mrs. Veena Arora Early Career Research Excellence Award at IIT Delhi, and has twice been recognised as Inside IIM Professor of the Year.



Prof. Sonali Jain

Associate Professor – Finance

Department of Management Studies, IIT Delhi

Prof. Sonali Jain is an Associate Professor of Finance at DMS, IIT Delhi. She holds a Ph.D. from IIM Ahmedabad, specialising in Finance & Accounting. Before her Ph.D., she completed her Bachelor of Engineering from the Netaji Subhas Institute of Technology (NSIT), Delhi University. She is also a globally certified Financial Risk Manager (FRM, GARP USA).

Her teaching and research interests lie in financial markets, financial risk, financial management and financial technology. Her work has been extensively published in top-tier international journals, and she has presented several papers at international, peer-reviewed conferences worldwide. She has co-authored two books.

Prof. Jain has been part of high-impact sponsored research and consulting projects with the National Stock Exchange (NSE) and major central ministries (Ministry of Textiles, Ministry of Electronics and Information Technology, Ministry of Minority Affairs, the Ministry of Commerce and Industry, amongst others), focusing on finance, governance, and regulatory architecture.



APPLICATION REQUIREMENTS

Graduation:

- Consolidated Graduation Marksheet (All Semester)
- Final year students may submit the marksheets up to the previous semester

ID Proof:

- Any Government-issued photo ID like PAN Card/ Driving License/ Passport, etc.
- Submission of passport-size photo during application is mandatory

SYSTEM REQUIREMENTS

This programme includes online learning classes conducted on Zoom. To attend a online learning class you will need to have a PC/ Laptop/ Mac with:

- Speakers and microphone: built-in or a USB plug-in or wireless Bluetooth
- Webcam: built-in or USB plug-in
- Processor: with Dual Core 2Ghz or higher (i3/ i5/ i7 or AMD equivalent)
- RAM: 4 GB or higher
- OS: Either MacOS 10.7 or higher OR Windows 8 or higher
- An internet connection: Minimum bandwidth of 3.0 Mbps (up/ down)
- Browser: IE 11+, Edge 12+, Firefox 27+, Chrome 30+
- Zoom software client installed on your PC/ Laptop/ Mac

We use the Zoom software application to conduct online learning classes. Zoom works on a variety of PCs/ Laptops/ Mac systems and also on phones and tablets.

You can join your online learning class from a phone or tablet if it supports the Zoom client.

We recommend that you attend classes from a PCs/ Laptops/ Mac.



Service provided by



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Head - Admissions

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Verify programme validity on CEP IITD Delhi

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.