



K J Somaiya Institute of Management

K J Somaiya Institute of Management (KJSIM) is one of India's leading business schools, with a legacy spanning over 45 years. KJSIM is part of Somaiya Vidyavihar University (SVU), the first private university in Mumbai, and has consistently been recognised as a premier institution for management education.

The Institute is supported by a diverse team of over 90 full-time, part-time, and industry professionals as teaching faculty, bringing depth of expertise across all business functions from finance and marketing to strategy, operations, and technology.

Beyond its renowned MBA programmes, KJSIM offers a wide range of services, including Management Development Programmes, industry-sponsored research projects, guest lectures, and coaching and mentorship initiatives. The Institute's strong industry connect ensures that learning is always grounded in current business realities.



Center for Executive Education

KJSIM's Centre for Executive Education partners with organisations and individuals to build sustainable and impactful learning programmes. We support our clients as they navigate the complexities of today's business environment and develop the capabilities and leaders required to become future-ready.

Over the years, the Centre has designed and delivered executive education programmes for a diverse corporate clientele spanning a wide range of industries, Public Sector Undertakings, and Government of India organisations.

Programmes for Individuals & Small Groups

Open programmes are ideal for individuals and small groups who wish to upgrade their skills, broaden their business perspective, or earn a recognised qualification – without the need for organisational sponsorship. These programmes offer the flexibility to learn alongside peers from diverse industries, creating a rich and varied learning environment.

Open Calendar Programmes (2–5 Days)

Short, focused programmes on specific management themes and functional areas are conducted at regular intervals throughout the year. Individuals and small groups can enrol and benefit from expert-led sessions, peer interactions, and immediately applicable insights.

Open Certificate Programmes (4–9 Months)

Structured, part-time certificate programs tailored for working professionals aiming to enhance their knowledge in a particular field. These programs allow individuals and small groups to continue their current roles while pursuing their studies, ultimately earning a credential that reflects KJSIM's academic excellence.

MBA for Working Executives 15 Months (Live Online)

A fully live, online MBA programme designed for professionals with experience seeking a postgraduate management degree without a career break. All sessions are conducted live with real-time interaction with faculty and peers, replicating the rigour and engagement of a classroom experience. This flagship programme combines the credibility of a KJSIM MBA with the flexibility of online learning, making it accessible to professionals across geographies.

Customised Programmes for Organisations

Customised programmes are designed exclusively for organisations seeking to address specific capability gaps, drive strategic change, or develop cohorts of leaders at any level. Every programme is built from the ground up in close collaboration with the client, ensuring complete alignment with organisational context, culture, and goals.

Customised MDPs (2–5 Days)

Short-duration programmes tailored to the specific learning needs of an organisation's teams or leadership groups. Topics, case studies, and exercises are contextualised to reflect the organisation's industry and challenges.

Customised Certificate Programmes (4–9 Months)

Medium-duration programmes co-designed with the organisation to build deeper functional or leadership capabilities within identified employee cohorts. These programmes combine structured learning with on-the-job application, ensuring sustained impact.

Customised MBA Degree Programme (12–24 Months)

A bespoke MBA programme designed for organisations wishing to offer their high-potential employees a full postgraduate management qualification, and is aligned to the organisation's strategic priorities and talent development goals.

Approach to Programme Design and Delivery

At KJSIM, we adopt a holistic process to design and deliver programmes for our clients. Every engagement begins with a thorough understanding of the organisation's context, challenges, and learning objectives. This insight drives a customised programme design, brought to life through a carefully selected mix of pedagogical tools.

Programme Customisation Process



Our Delivery Approach Includes:

- Experiential learning exercises
- Group discussions
- Simulations
- Case study analysis
- Video-led discussions
- Lectures by expert faculty and industry practitioners
- Role-plays and skill-building exercises
- Action-learning projects
- Reflective learning sessions

The focus is always on ensuring that participants leave equipped with practical skills they can immediately and effectively apply in their roles.

Why Partner with KJSIM?

- Over 40 years of management education expertise
- A Part of Somaiya Vidyavihar University - a legacy of 80+ years
- 90+ faculty spanning all business domains
- Proven track record with corporates, PSUs, and government bodies
- Fully customised programmes aligned to organisational goals
- Rigorous yet practical pedagogy rooted in real-world application
- Extensive Industry Networks and Alumni Reach

Some of Our Clients





- **Short Duration Programmes (2–5 Days)**
 - Leadership Essentials for First-Time Managers
 - Leading High Performance Teams
 - Strategic Thinking & Business Acumen
 - Finance for Non-Finance Managers
 - Negotiation & Influencing Skills
 - Effective Communication & Executive Presence
 - Design Thinking for Business Problem Solving
 - Data Literacy & Analytics for Managers
 - AI & Generative AI for Business Professionals
 - Managing Change & Organisational Transformation
 - Customer Centricity & Service Excellence
 - ESG & Sustainable Business Practices
 - Coaching & Mentoring Skills for Managers
 - Conflict Resolution & Difficult Conversations
 - Personal Productivity & Time Management
 - Strategic Decision Making Under Uncertainty
 - Building Business Resilience
 - Emotional Intelligence in the Workplace
 - Presentation & Storytelling for Business Impact
 - Innovation & Intrapreneurship
 - Managing Diverse & Multigenerational Teams
 - Business Writing & Corporate Communication
 - Vendor & Stakeholder Management
 - Risk Management for Business Leaders
 - Cross-Functional Collaboration & Team Dynamics
 - Board Effectiveness & Corporate Governance
 - Pricing Strategy & Revenue Optimisation
 - Crisis Management & Business Continuity
 - Power, Influence & Organisational Politics
 - Behavioural Economics for Business Decisions
- **Certificate Programmes (4–9 Months)**
 - General Management Programme
 - Leadership & Management Development Programme
 - Financial Management for Business Leaders
 - Digital Business & Technology Management
 - Marketing & Brand Management
 - Human Resource Management & People Analytics
 - Sales & Business Development Management
 - Operations & Supply Chain Management
 - Business Analytics & Data-Driven Decision Making
 - Women in Leadership Programme
 - Entrepreneurship & New Venture Creation
 - Project & Programme Management
 - Strategic Leadership Programme
 - Corporate Finance & Investment Decision Making
 - Digital Marketing & Social Media Strategy
 - Retail & Consumer Behaviour Management
 - Family Business Management & Succession Planning
 - Corporate Governance & Ethics
 - Talent Management & Organisational Development
 - Global Business & International Trade Management
 - Mergers, Acquisitions & Business Valuation

Contact Us

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