



IIM NAGPUR

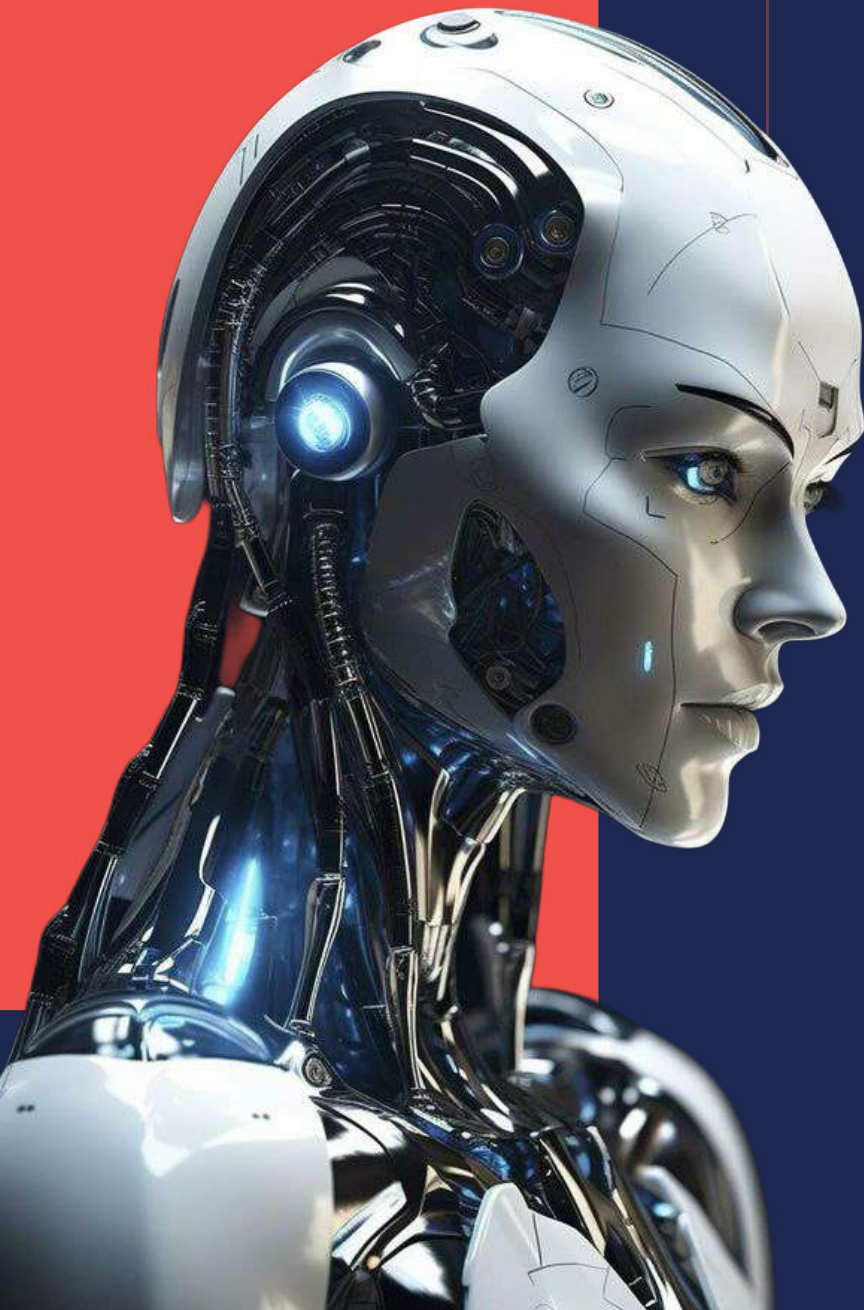
भारतीय प्रबंध संस्थान नागपुर
Indian Institute of Management Nagpur

AACSB
Business
Education
Alliance
Member

Become the
bridge between
business
strategy and
AI execution

PG CERTIFICATE PROGRAMME IN

AI & GEN AI FOR MANAGERS



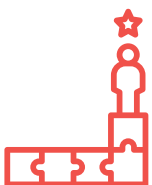
- Live Online Weekend Sessions
- Campus Immersion
- 8 Months
- ₹2,00,000 + Taxes
(Excluding Processing fees)

ABOUT IIM NAGPUR

Scan here for
more details



Established in 2015, the Indian Institute of Management Nagpur (IIM Nagpur) aspires to be a leading management institution that shapes management systems, policy, and governance through high-quality education, research, and industry engagement. Propelled by the pursuit of engaged scholarship, the Institute aims to create value-driven leaders and global managers with strong conceptual foundations and analytical approach, which helps them excel in diverse spheres – be it management, business, policy making, and public administration, to name a few. IIM Nagpur's aim is to address the needs of a modern India, connecting aspirations and realities to attain benchmarks that are respected internationally. Our motto, सत्यं च स्वाध्याय परवचने च, that is, an inspired journey towards truth through individual reflection and collective discourse, propels our quest to bridge the gap between abstract knowledge and practice. IIM Nagpur seeks to distinguish itself as an institution that promotes constant industry engagement of a 'problem-solving' nature. Executive Education, therefore, is an important thrust area for the Institute. With an array of programmes designed by a faculty body with a stellar record of research, teaching and industry engagement, the Executive Education programmes at IIM Nagpur equips managers and executives with the capabilities to perform effectively in their current roles and take up greater challenges through various stages of their careers.



#25
in NIRF Rankings
2025

#20
in Outlook ICARE
Rankings 2025

#17
IIRF 2025
(Best B-Schools Govt- Overall)

FROM THE DIRECTORS'S DESK IIM NAGPUR



DR. BHIMARAYA METRI

Director,
Indian Institute of Management Nagpur

I take pleasure in welcoming you to IIM Nagpur (IIMN). IIMN was established in 2015 as the first of the third generation IIMs, by the Ministry of Education, Govt. of India. Its location in Nagpur, the Orange City, makes IIMN equidistant from the major metropolises – Delhi, Chennai, Kolkata, and Mumbai – in terms of travel time by air. Since its inception, IIMN has attracted talented faculty members with commendable experience in research and teaching.

Faculty members at IIMN are engaged in management consultancy, research, training, and industry collaboration for creating and disseminating cutting-edge knowledge. Its location at the very centre of industrial activity offers IIMN a natural advantage, enabling greater connections and partnerships with businesses across sectors in SEZ and MIDC-designated zones. IIMN's unwavering focus on pioneering exceptional industry partnerships to lead the way in providing real-world experiences, prepares our programme participants for life - bringing 'corporate into classrooms' to hone relevantly skilled talent for the ever-evolving corporate world. One of the first premier institutions in the country to seamlessly make the shift from physical to online over the past year, IIMN is well-equipped to conduct Executive Education Programmes (EEPs) for executives from public and private sector undertakings. Keeping the New Education Policy (NEP) 2020, digitalisation, and lifelong learning in mind, IIMN has launched online certificate programmes for skilling-reskilling-upskilling the executives in highly specialised areas of management. We anticipate that these programmes would enable executives to fully realise the opportunities ahead in a digitally disruptive world. With its unique advantages, IIMN is an exciting place to learn, grow, and be the 'champions of change'. We welcome you to join our IIMN community of faculty, staff, students, and alumni who are shaping the future of work.

FROM THE DEAN'S DESK



Dear Participants,

I am delighted to welcome you to the Post Graduate Certificate Program in Artificial Intelligence and Generative AI for Managers.

Artificial Intelligence and Generative AI are rapidly changing how businesses function, compete, and generate value. Today's challenge for managers is not just to grasp these technologies, but to utilize them strategically, responsibly, and effectively in their decision-making processes

Managers nowadays are anticipated to not only comprehend these technologies but also to strategically utilize them to foster innovation, enhance efficiency, and maintain sustainable competitive advantage.

This program has been carefully crafted to link advanced AI technologies with real-world management applications. By integrating conceptual models, practical case studies, actionable tools, and sessions led by experts, the program is designed to equip you with the skills to make informed, ethical, and value-oriented choices in an AI-driven business context.

At IIM Nagpur, we are dedicated to cultivating leaders prepared for the future who can manage complexity, welcome technological advancements, and lead with intention. We believe that your participation in this program will improve your strategic thinking, widen your outlook, and prepare you to drive AI-driven change in your organizations.

I urge you to engage actively, work together with your classmates, and fully utilize the learning experiences provided by this program. I hope you have an extremely fulfilling and valuable educational experience.

Wishing you all the best,
Warm regards,

PROF. ALOK KUMAR SINGH

Dean, Executive Education
Indian Institute of Management Nagpur

LEADING BUSINESS IN THE ERA OF GENERATIVE AI: PROGRAMME OVERVIEW

Artificial Intelligence and Generative AI are redefining how organizations think, decide, and compete. Every function, from strategy to operations, is being reshaped by intelligent systems that can analyze data, automate decisions, and create new possibilities at unprecedented speed. For managers, the challenge is no longer about understanding technology alone. The real challenge is knowing how to lead with it.

This programme is designed for professionals who want to move beyond AI awareness and step into AI leadership. It offers a carefully balanced curriculum that integrates core AI concepts, Generative AI capabilities, and functional business applications in equal measure. Participants develop the ability to evaluate business problems, identify high impact AI opportunities, and guide responsible adoption across teams and functions. The learning experience combines conceptual depth with practical exposure to tools, frameworks, and real organizational use cases.

Backed by the academic rigour of IIM Nagpur, the programme brings together faculty expertise, industry perspectives, and a structured executive learning design. Live online sessions, case based discussions, hands on training, and Chamber Consulting ensure that learning remains relevant to real managerial contexts. The two day campus immersion and the IIM Nagpur Executive Education alumni status further strengthen peer learning and long term professional growth.

The curriculum connects technology with strategy, governance, and decision making. It prepares managers to align AI initiatives with business goals, manage risks around data and ethics, and create measurable value for their organizations. This is not a coding programme. It is a leadership programme for managers who must shape the future of their organizations. By the end of the journey, participants emerge as hybrid leaders who can speak the language of technology and the language of business with equal clarity.

FACTUAL DATA ON HOW AI AND GENAI IS SHAPING THE FUTURE

Business in the age of intelligent systems

Artificial Intelligence and Generative AI are reshaping how the world works, creates, and competes. Decisions that once depended on human effort are now enhanced by intelligent systems capable of analysing data, predicting outcomes, and generating new ideas at scale. Across India and global markets, organisations in banking, healthcare, manufacturing, retail, and services are redesigning processes, business models, and customer experiences around AI.

This transformation is creating new expectations from managers. Enterprises need leaders who can see beyond technology, translate AI into strategy, manage risk and ethics, and guide teams through continuous change. The gap between AI potential and real business impact is increasingly a leadership gap.

Why this programme matters

The programme is built for this emerging future. It equips participants to understand AI and Generative AI, identify meaningful opportunities, and lead adoption with confidence and responsibility. By combining a balanced curriculum, practical exposure, and institutional rigour, it prepares professionals not only to adapt to the AI driven world but to thrive and shape it.

47%
of Indian
enterprises have
multiple AI use
cases in production

Source: <https://shorturl.at/uePpY>

AI related job postings in
India stand at **11.7%** of
total vacancies in 2026.

Source: <https://shorturl.at/VV58r>

Leadership roles in AI
grew **40-60%** in
FY25.

Source: <https://shorturl.at/E393t>

74%
of Indian CEOs say AI
workforce readiness will
drive growth.

Source: <https://shorturl.at/XDQ34>

64%
of organisations report
AI enablement of
innovation and impact.

Source: <https://shorturl.at/ir6TM>

DESIGNED FOR REAL LEADERSHIP IMPACT

Comprehensive learning design

81 hours across 4 structured modules focused on AI, Generative AI, and business leadership

Balanced curriculum

40 percent AI, 30 percent Generative AI, 30 percent business applications for real managerial impact

Business first approach

Designed for managers to apply AI without needing a coding background

Hands on tools exposure

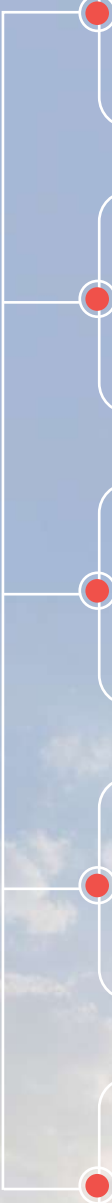
Work with platforms such as ChatGPT, Gemini, Copilot, TensorFlow, and Hugging Face

Functional depth

Learn how AI transforms marketing, healthcare, supply chain, HR, finance, and operations

Chamber consulting

Personal guidance from faculty to solve your own organisational challenges



Capstone for impact

Build an AI driven solution that connects directly to business outcomes

Weekend live online format

Designed for working professionals with minimal disruption to careers

Expert faculty mix

Learn from IIM academics and industry practitioners with real AI experience

Future ready skills

Move from AI awareness to confident leadership and implementation ability

Ethics and governance

Lead AI responsibly with focus on risk, privacy, and compliance



Take the next step toward becoming an AI ready leader with IIM Nagpur.

ENROL NOW



WHO SHOULD ATTEND?

BUILT FOR PROFESSIONALS READY TO LEAD AI ADOPTION AND DRIVE BUSINESS TRANSFORMATION

The Corporate Leader

- Mid-level managers preparing for senior leadership roles
- Business heads driving growth and operational efficiency
- Leaders responsible for strategy and business performance
- Executives evaluating AI initiatives and investments
- Decision-makers responsible for governance and risk management

The Functional Manager

- Marketing and sales professionals enhancing customer engagement
- Operations and supply chain managers improving business performance
- HR leaders transforming talent management practices
- Professionals in healthcare, banking, finance and other business functions adopting AI
- Service leaders improving customer experience and operational effectiveness

The Transformation Champion

- Digital transformation leaders and project owners
- Consultants advising organisations on AI adoption
- Entrepreneurs building AI-enabled business models
- Technology managers collaborating with business teams
- Professionals seeking to apply AI without requiring deep technical expertise

WHAT YOU WILL BE ABLE TO DO



Identify opportunities to apply AI and Generative AI across business functions



Develop AI-driven solutions that support organisational goals



Make informed tactical, strategic and operational decisions using AI



Apply AI across functions including marketing, sales, HR, healthcare, manufacturing, and supply chain



Evaluate the opportunities and risks associated with AI adoption



Build AI strategies aligned with business priorities



Lead AI initiatives responsibly through ethical governance and data privacy practices



Improve decision-making using AI, machine learning and predictive analytics



Gain practical experience through hands-on learning with AI tools, techniques and business use cases



Adapt to emerging AI and Generative AI trends to drive innovation and competitive advantage

A CURRICULUM FOR THE MODERN LEADER

Module 1: AI and Gen-AI Fundamentals

- AI Fundamentals: Leveraging AI for Business Success
- Introduction to Generative AI in Business
- Statistical Methods for AI
- AI as a Decision-Making Tool: Enhancing Data-Driven Decision

AI Tools Introduced*

- ChatGPT, Gemini – Guided demonstrations, prompt design exercises, and short in-class applications for content generation and decision support.

Module 2: Applied Machine Learning and Advanced AI Frameworks

- Machine Learning Tools: Python for Business Applications
- Supervised Learning: An Overview of Key Algorithms
- Business Intelligence through Unsupervised Learning
- Big Data and Deep Learning: Managing Complex Data at Scale
- Convolutional Neural Networks: Applications in Image and Text Analysis

AI Tools Introduced*

- TensorFlow, PyTorch, Hugging Face – Conceptual walkthroughs, visual illustrations of model pipelines, and demonstrations explaining how AI models are built and deployed.

Module 3: Leveraging AI Applications Across Business Domains

AI FOR TRANSFORMING HEALTHCARE OPERATIONS

- Predictive Modelling for Patient Outcomes and Enhance Care Delivery
- Extracting Actionable Insights from Electronic Health Records and Patient Feedback with NLP

A CURRICULUM FOR THE MODERN LEADER

OPERATIONAL EXCELLENCE WITH AI IN SUPPLY CHAIN MANAGEMENT

- Predictive Maintenance in Manufacturing using AI
- Advanced Fraud Detection Mechanisms to Safeguard Supply Chains

ADVANCING E-COMMERCE WITH AI

- Customer Feedback Mining in E-commerce
- Fraud Detection in Online Transactions

AI-DRIVEN MARKETING AND SALES OPTIMISATION

- Inventory Management with Predictive Models
- Personalised Product Recommendations with AI

IMPROVING ENTERTAINMENT UTILISING AI:

- Personalised Video Recommendations
- Analysing Audience Reviews for Content Improvement

AI-ENABLED HUMAN RESOURCE AND TALENT MANAGEMENT

- AI-Powered Tools for Screening and Evaluating Candidates
- Performance Optimisation: AI-Based Methods for Employee Assessment and Career Growth Planning

AI Tools Introduced*

- Copilot and Domain-Specific AI Applications – Case-based exercises and applied assignments across business functions such as marketing, HR, finance, and operations.

Module 4: Strategic Aspects of AI and Gen-AI

- Strategic AI Management: Aligning AI with Business Goals
- The Intersection of Gen-AI and Human Creativity
- Managing AI Risks: Industry Guidelines for Safe AI Deployment
- Selecting the Right Projects: Identifying AI-Driven Opportunities
- Integrating AI into Your Expert Teams: Enhancing Collaboration
- Scaling AI in Organisations: Strategies for Growth and Adoption
- Generative AI for Sales: Transforming Customer Engagement

AI Tools Introduced*

- **AI Tools in Strategic Contexts** – Managerial discussions, strategic frameworks, and project work exploring AI governance, vendor selection, organisational adoption, and scaling AI initiatives.

Capstone Project: Implementing AI for Business Impact

Bonus Module: Agentic AI Topics

- Case Study
- 5 levels of agentic AI
- Guide to build Agentic AI
- Business Model on Economics Agentic AI
- Human Agent Collaboration



*The tools listed above are indicative and may vary based on faculty discretion and evolving industry practices.

YOUR AI TOOLKIT



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GEN AI FOR MANAGERS

THE COVETED CERTIFICATE PROGRAMME IN GENAI FOR MANAGERS

~~Worth ₹10,000 Exclusive~~ **FREE access with this programme**

Designed to empower leaders with actionable insights and strategies to drive innovation across industries, this course consists of:



In-depth, advanced curriculum



Real-life use cases of GenAI



Syllabus that is relevant to nine various industries



12 hours of learning content

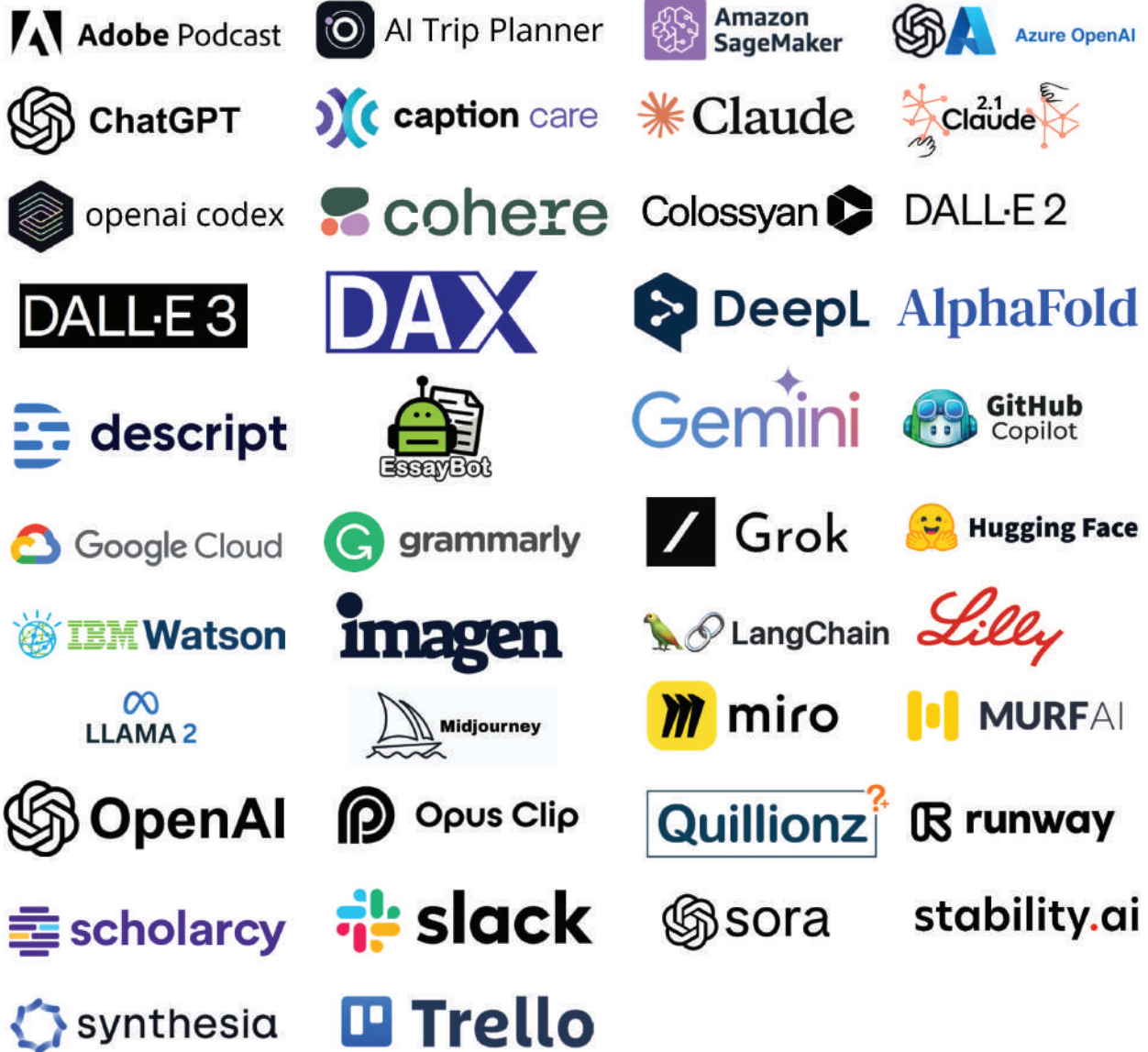


Sessions by industry experts & TimesPro faculty

Introduction to AI & Generative AI	Understanding Generative AI
Large Language Models (LLMs)	Generative AI Tools and Technologies
Applications and Use Cases of Generative AI	Industry-specific Applications of Generative AI
Challenges and Future of Generative AI	Implementing Generative AI in Business

Disclaimer: This programme is offered by Times Pro. IIM Nagpur is not responsible for the same. Certificates will be issued by Times Pro upon successful completion of IIM Nagpur's Certificate Programme In AI & Gen AI For Managers

TOOL KIT



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PEDAGOGY

Programme pedagogy:



Case-based learning



Industry use cases



Hands-on AI tool practice



Capstone project



Sessions by industry practitioners and IIM faculty



Chamber consulting

Learning methodology/delivery



Direct to device

Programme duration



08 Months (81 learning hours)

Class schedule



Saturdays - 2:00 PM to 5:00 PM

Eligibility Criteria

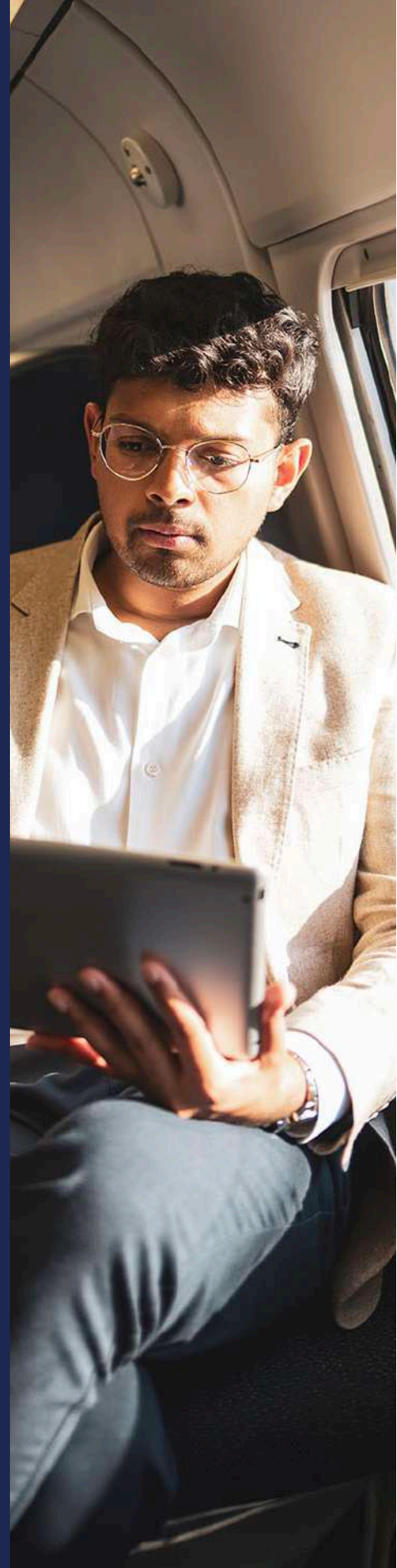
- Educational Qualification: Bachelor's Degree from a recognised institution
- Work Experience: Minimum 3 years of professional experience
- Industry: Open to professionals from all industries

Admission criteria

Selection is based on application review and credentials, including self sponsored entries and corporate nominations.

Attendance criteria

Participants must fulfill the minimum attendance and assessment requirements prescribed by IIM Nagpur to receive certification.



ROLES AFTER THE PROGRAMME

GROWTH PATHS AFTER THE PROGRAMME

Current designation	Typical next level designation	Estimated salary increase
Business analyst	AI strategy lead / AI programme manager	~50 %+ (based on AI upskilling impact)
Mid level manager	Senior manager / functional head	~30 %-40 % (leadership role uplift)
Operations manager	Director of operations with AI focus	~30 %-40 % (leadership + niche skills)
HR manager	HR analytics / people strategy head	~30 %-40 % (emerging skills premium)
Marketing manager	Head of AI driven marketing or digital strategy	~30 %-40 % (emerging skills premium)
Project manager	Head of digital transformation / AI programme director	~30 %-40 % (leadership / niche skills)
Data analyst	AI / ML specialist or analytics lead	~50 %+ (upskilling in AI)
Software engineer	AI product / AI solution architect	~50 %+ (specialised AI roles command premium)

FAQS



1. What is the duration of the programme?

The programme is conducted over eight months with a total learning engagement of 81 hours delivered in a structured modular format.

2. Who is eligible to apply?

Applicants must hold a bachelor degree from a recognised institution and have a minimum of three years of professional work experience from any industry or domain.

3. How are the classes delivered?

The programme is delivered in a Direct-to-Device (D2D) format, with live online sessions held every Saturday from 2:00 PM to 5:00 PM, making it convenient for working professionals.

4. What is the learning approach?

The pedagogy includes online lectures, case-based discussions, and hands-on training, with exposure to AI and Generative AI tools, deep dive sessions, and real business use cases.

5. Is there any campus component?

Yes, participants attend a two day campus immersion at IIM Nagpur towards the end of the programme for networking and peer learning.

6. What certification will participants receive?

Participants who successfully complete all requirements will be awarded the Post Graduate Certificate Programme in AI and Gen AI for Managers from IIM Nagpur.

7. How is participant performance evaluated?

Evaluation includes written tests, assignments, online examinations, quizzes, and projects, administered by IIM Nagpur through the Executive Learning Programme.

8. What tools will participants learn to use?

The programme provides exposure to leading platforms such as ChatGPT, Claude, Gemini, Copilot, TensorFlow, PyTorch, Hugging Face, DALL·E 3, Stable Diffusion, and related AI tools.

9. What is the fee structure?

The programme fee is INR 2,00,000, payable in scheduled instalments. Please refer to the Fees section for the complete fee structure and details of the applicable application fee.

10. Who is this programme designed for?

The programme is designed for mid level managers and aspiring senior executives who wish to strengthen decision-making and lead AI and Generative AI initiatives at the organisational level.



MEET YOUR PROGRAMME DIRECTORS



DR. SUJEET KUMAR SHARMA

sujeet@iimnagpur.ac.in

Dr. Sujeet K. Sharma is Dean (Research & PhD Programmes) and Professor in the 'Decision Science & Information Systems' area at the Indian Institute of Management (IIM), Nagpur. Dr. Sharma has been teaching for more than 23 years in India, Oman, and Bahrain, giving him broad experience in teaching and interacting with students across multiple cultural and ethnic backgrounds. Before joining IIM Nagpur, Dr. Sharma worked with IIM Tiruchirappalli, Sultan Qaboos University, Oman, and Birla Institute of Technology, International Center, Bahrain.

Dr. Sharma won the 'Best Researcher Award' at Sultan Qaboos University, Oman, in 2018. He organized the IFIP WG 8.6 Conference 2020 and 2023 as a conference chair at IIM Tiruchirappalli and IIM Nagpur, respectively. He has also served as a Track Chair for the International Conference of Information Systems (ICIS) 2023.

He serves as the Editor-in-Chief of the Journal of Systems and Information Technology (ABDC B, Emerald Publishing). In addition, he serves as an associate editor of Communications of AIS (ABDC A), a coordinating editor for Information Systems Frontiers (ABDC A), and a Senior Editor for Information Systems Management (ABDC B).

Dr. Sharma is the President of the AIS Chapter in India (2024-) and previously served as its Member-Secretary (2021-2024). He has worked as the MBA program director at Sultan Qaboos University, Muscat, Oman, for the academic year 2017-2018. Dr. Sharma has also served as the Chairperson of the Doctoral Programme and Research at IIM Tiruchirappalli for 2020-2022.

MEET YOUR PROGRAMME DIRECTORS



DR. PRADEEP KUMAR ROY

pradeep@iimnagpur.ac.in

Dr. Pradeep Kumar Roy is a Faculty Member in the Decision Science & Information Systems area at IIM Nagpur. Dr. Roy received his M. Tech and PhD degrees from the National Institute of Technology, Patna. He received a Certificate of Excellence for securing top rank in the M. Tech program. He has five years of teaching experience in machine learning, artificial intelligence, and natural language processing. Before joining IIM Nagpur, he worked as an Assistant Professor in the Computer Science and Engineering department at IIT Surat. His research interests include machine learning and AI-based solutions for social networks and e-commerce.

Dr. Roy has published research papers in reputed journals indexed by ABDC, SCI, SCIE, and Scopus, such as IJIM, Electronic Commerce Research, IEEE Transactions on Artificial Intelligence, and IEEE Transactions on Network Science and Engineering. He has also presented his research at international conferences. He has edited a book titled Cybercrime in Social Media: Theory and Solutions, published by CRC Press. His teaching interests include applying natural language processing, machine learning, and AI in business contexts.

CERTIFICATE AND IIM CREDENTIALS

Participants who successfully complete the academic requirements will receive the **Post Graduate Certificate Programme in AI and Gen AI for Managers** awarded by IIM Nagpur.



The certificate recognises mastery of AI concepts, Generative AI applications, and strategic leadership capabilities developed through the programme. Assessment and evaluation are conducted entirely by IIM Nagpur, ensuring academic rigour and institutional credibility.

IMPORTANT DATES

KEY DATES:

Programme start date:
26th September, 2026

Programme end date:
May 2027

Applications deadline:
[Refer to website](#) 

FEE SCHEDULE

Particulars	Amount (₹) (in INR and without GST)
Processing fees**	₹10,000
Programme fees (excluding application fees)	₹2,00,000 + Taxes

NOTES

- **GST will be additional as applicable.
- **The processing fee includes ₹2,500 for the application fee and ₹7,500 for the tuition fee.
- If a participant's profile is rejected by IIM Nagpur, ₹7,500 from the application fee is refundable. Participants will be redirected to the IIM Nagpur payment portal from the application page.
- During the campus visit, participants who wish to stay additional nights at the IIM Nagpur campus will need to pay extra charges directly to IIM Nagpur. This will be subject to accommodation availability.

PAYMENT SCHEDULE

Instalment	Timeline	Amount (₹)*
	At the time of application	₹10,000
Instalment I	Within 7 days from issue of offer letter	₹65,000
Instalment II	06 th November, 2026	₹63,750
Instalment III	06 th January, 2027	₹63,750

NOTES

- *GST will be additional as applicable.
- ** This includes ₹2,500 application fees which is non-refundable.

APPLY NOW





Established in 2013, we are the award-winning H.EdTech initiative of the Times Group, catering to the learning needs of Indians with aspirations of career growth. We offer a variety of created and curated learning programmes across a range of categories, industries, and age groups. They include employment-oriented Early Career courses across BFSI, e-Commerce, and technology sectors; Executive Education for working professionals in collaboration with premier national and global educational institutions; and Enterprise Solutions for learning and development interventions at the organisational level. TimesPro strives to embody the values of Education 4.0: Learner-centric, industry-relevant, role-specific, and technology-enabled, with a goal of making learning accessible for anyone who seeks to grow.



Industry relevant curriculum by best-in-class faculty



Interactive sessions with state-of-art LMS



IIMs and IITs as course partners



1,00,000+ alumni community

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