

Corporate Leadership Development: Timeless Statecraft by Chanakya

Introduction

Modern corporate leaders operate in a high-velocity business landscape defined by rapid technological disruption, market volatility, and intense competition. While market tools change, the core dynamics of human psychology, organizational design, and strategic competition remain constant.

This intensive one-day program bridges the gap between ancient statecraft and modern corporate strategy by adapting the frameworks of Chanakya (350–275 BCE), the chief architect of the Maurya Empire. Drawing directly from the *Arthashastra* and *Chanakya Neeti*, this masterclass strips away theoretical fluff to deliver battle-tested management principles. Participants will explore how to cultivate objective strategic foresight, audit organizational health across seven core pillars, and execute agile market diplomacy to build resilient, long-term enterprise value.

Objectives

The primary objectives of this one-day masterclass are to:

- **Develop Strategic Foresight:** Train leaders to apply *Anvikshiki* (structured, rational thinking) to separate emotional bias from pure data during corporate crises.
- **Audit Organizational Health:** Enable participants to diagnose internal operational blind spots using Chanakya's *Saptanga* (Seven Pillars) framework.
- **Enhance Market Diplomacy:** Provide practical competitive strategies from the *Shadgunya* (Six-Fold Policy) model to navigate market saturation and build strategic alliances.
- **Drive Leadership Accountability:** Establish actionable performance frameworks based on transparent compliance and merit-based talent alignment.

Course Contents

- **Module 1: The Mind of the Leader (*Anvikshiki*)**
 - *The Concept:* Mastering *Anvikshiki*—the science of critical, passionless thinking.
 - *Corporate Application:* Filtering out market hype and internal office politics; leading by example with personal energy and discipline.
 - *Case Analysis:* Separating emotion from long-term logic during structural disruption.
- **Module 2: The Seven Pillars of Corporate Success (*Saptanga*)**

- *The Concept:* Evaluating an enterprise as an interconnected organism.
- *Corporate Application:* Aligning internal operations across the 7 pillars: Leader (*Swami*), C-Suite (*Amatya*), Talent/Market (*Janapada*), Infrastructure (*Durga*), Treasury (*Kosha*), Compliance (*Danda*), and Alliances (*Mitra*).
- *Executive Workshop: The Saptanga Audit* – Participants score their own business units to isolate structural vulnerabilities and build a 3-step action plan.
- **Module 3: Competitive Strategy & Partnerships (*Shadgunya*)**
 - *The Concept:* Navigating the competitive business ecosystem using the six-fold diplomatic framework.
 - *Corporate Application:* Knowing when to partner (*Sandhi*), when to compete aggressively (*Vigraha*), when to maintain neutral positioning (*Asana*), or when to deploy a dual policy (*Dvaidhibhava*) of concurrent cooperation and competition.
 - *Interactive Challenge: The Market Mandala Negotiation* – A fast-paced simulation where teams negotiate alliances to survive an economic downturn.
- **Module 4: Talent Architecture & Legacy Preservation**
 - *The Concept:* Placing trust based on behavioral metrics rather than flattery.
 - *Corporate Application:* Implementing high-pressure "stretch assignments" to identify leadership potential; building succession plans to avoid executive vacuums.
 - *Action Plan:* Creating a "Monday Morning Blueprint" to translate the day's insights into measurable goals.

Learning Outcomes

By the conclusion of this one-day program, participants will be able to:

- **Execute Data-Driven Decisions:** Dissect complex corporate crises objectively without relying on panic or reactive intuition.
- **Identify Operational Vulnerabilities:** Conduct a rapid structural health check of their business units to proactively patch financial or compliance leakages.
- **Optimize Market Positioning:** Formulate precise competitive actions, determining exactly when to challenge market rivals or establish strategic, margin-saving alliances.
- **Deploy Talent Effectively:** Evaluate internal talent based on objective capability, placing the right managers in the right high-impact roles to protect corporate continuity.

Target Audience:

Mid-to-Senior Managers, Executives, and Business Leaders

Duration:

One Day

Faculty:

Dr.S.P.Verma is PhD, MBA, MA & LLB with over 40 years of rich and varied experience as Head- Corporate and Plant HR, IR, CSR, Training, Education and Administration in leading Public as well as Private Sector Organizations.

He has worked with India Tourism Development Corporation (ITDC), Bharat Electronics Ltd. (BEL), Jindal Steel & Power Ltd (JSPL), JK Cement Works (JCW), Institute of Productivity & Management (IPM) and Indian Society For Training & Development (ISTD), Delhi, the oldest Training Body of India having Pan India presence since 1970. He has also worked as Professor & Head- MDP & Consultancy in two leading B-Schools of Delhi/NCR.

He has also been Principal Consultant, Advisor and Trainer of National Productivity Council (NPC), Govt. of India. He is DGE&T (Govt. of India) Certified and ACE Qualified Assessor for Soft-Skills and Management Modules. He has done his Ph.D. On “Relevance of Chanakya to the Modern Management”.

He is a Corporate Trainer, Management Consultant and Motivational Speaker and has conducted various Training Programmes on General Management, Leadership Development, Team Building, Train The Trainer, Happiness & Well-Being, Labour Laws, Contract Labour Management and others for different level of Executives of the Government, PSUs and Private Sector Organizations. He has been associated with a number of Professional Bodies like- AIMA, DMA, ISTD, ISABS, HRD Net Work, NIPM. He has been Visiting/Guest Faculty to a number of Professional Institutes/Bodies in Delhi/NCR and Uttrakhand. He has written Two Books viz. **“30 Secrets to Happiness”** and **“Learn Corporate Leadership from Chanakya”**.