



International  
Institute of Information  
Technology Bangalore

Powered By

**upGrad**

# Executive Programme In **Generative AI & Agentic AI For Leaders**

Build, Defend, and Deploy Enterprise AI Strategy

20 Weeks | 100% Live | Cohort-Based | No Coding Required



# The Power of **Generative AI & Agentic AI** in Businesses



The Generative & Agentic AI revolution is transforming industries - not just by automating tasks, but by enabling systems that plan, reason, and act autonomously across business functions.

For business leaders, the question is no longer whether to adopt AI - it is whether your organisation has the leadership capability to deploy it responsibly and execute it at scale with measurable outcomes.

This programme empowers senior leaders to prioritise high-impact opportunities, design agent-based systems, evaluate vendors, navigate regulation, and build board-level business cases - all grounded in their organisation's real context.

Adopting Generative and Agentic AI is not just an opportunity but a pressing strategic priority. For organisations that move with clarity and governance, it is a compounding advantage - and that is exactly what this programme is designed to deliver.

# About IIIT-Bangalore



Established in 1998, IIITB is a premier institute known for its interdisciplinary approach, integrating technology with social sciences. Supported by the Government of Karnataka and the IT industry, IIITB fosters strong academic-industry partnerships and attracts top talent from across India and abroad through its merit-based selection process.

The institute has graduated over 3,500 students, many of whom work at leading IT companies globally. With a focus on research and development in fields like Artificial Intelligence (AI) and Machine Learning (ML), IIITB is recognised as a leader in AI education.

Ranked 74th in the Engineering category of the National Institutional Ranking Framework (NIRF) in 2022, IIITB continues to excel in education and research, making it a preferred destination for aspiring technologists and future leaders.



**AICTE**

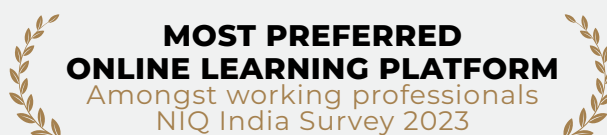


**UGC**

# Why upGrad

upGrad is a leading global learning and workforce development company. We're on a single-minded mission of powering career success for every member of the global workforce as their trusted lifelong learning partner.

Established in 2015, we have over 10 million learners who have upskilled from a range of online and offline programs from top universities in India and the world; and in domains from ranging Data Science and Analytics, Business Administration, Marketing, Tech & Software Development, & Law.



## Programme Overview

# Six Phases. Six Artefacts. One Board-Ready Dossier.

### At a Glance

|                    |                                                                |
|--------------------|----------------------------------------------------------------|
| Duration           | 20 weeks                                                       |
| Format             | 100% Live · Faculty-Led · Cohort-Based                         |
| Weekly Effort      | 6–8 hours (3.5h live + artefact work)                          |
| Phases             | Frame · Orchestrate · Resource · Guard · Earn · Deploy         |
| Artefacts          | 6 graded, on your real organisation                            |
| Named Deliverables | 9: scorecards, calculators, memos, roadmaps                    |
| Anchor Cases       | 20 India and global                                            |
| Tools              | ChatGPT, Claude, Gemini, Copilot Studio, Bedrock Agents + more |
| Prerequisite       | 5+ years leadership · No coding required                       |
| Certificate        | IIIT Bangalore + upGrad                                        |

### What This Programme Does

Across six structured phases, you build and defend an AI Leadership Execution Dossier grounded in your own organisation's context. Every phase produces a graded artefact. Every artefact connects to the next.

By Week 20, you will have a board-ready investment case, a complete governance framework, a vendor evaluation with token economics, and a 90-day deployment roadmap - not as academic exercises, but as documents you can walk into the boardroom with on Monday morning.

Agentic AI - the ability to design, govern, and deploy systems that plan, reason, and act autonomously - sits at the centre of the curriculum. The copilot → task agent → workflow agent → decision agent taxonomy runs through every phase.

100% live. Faculty-led. No pre-recorded content. No coding required.

# Built for a Room Full of Decision-Makers.

Executive education is only as good as the peers you learn with. This programme is deliberately designed for senior professionals - not early-career learners, not mixed-level cohorts.



**CXOs &  
Senior Leaders**

C-Suite, Board Advisors

Evaluating where AI creates strategic leverage and how to govern it at scale.



**Directors & VPs**

Strategy, Operations, Growth

Responsible for embedding AI into business processes and defending decisions to leadership.



**Functional Heads**

Finance, Marketing, HR, CX

Leading AI adoption in specific domains without a technical background.



**Entrepreneurs**

Founders, Business Owners

Making build vs. buy vs. govern decisions at the company level.

# Programme Highlights

## Designed With Rigour. Delivered With Purpose.



### **Live. Faculty-Led. No Recordings.**

Every session is live and faculty-led. Real-time peer challenge, expert Q&A, and the kind of cohort dynamics that no recorded content can replicate. If you miss a session, you miss a session - that is a feature, not a bug.



### **6 Artefacts. 1 Board Dossier.**

Six progressive artefacts built on your real organisation's context, assembled into a single board-ready AI Leadership Execution Dossier by Week 20. Not a template. Your work.



### **Agentic AI at the Centre. Not the Margin.**

Copilot, task, workflow, and decision agent taxonomy. Multi-agent orchestration. Human-in-the-loop design. Agentic AI is the architecture of this programme - not a chapter tacked on at the end.



### **India Regulation Built In.**

DPDP Act, RBI, SEBI, CERT-In, MeitY, IRDAI, TRAI, NMC - mapped with enforcement realism across Phases 4 and 5. Not awareness. Operational compliance design built into governance, vendor evaluation, and board case.



### **No Coding. No Exceptions.**

Designed for leaders who make decisions about AI - not engineers who build it. Five or more years of leadership experience is the only prerequisite. Technical concepts are taught in business language throughout.



### **Real Cases. Real Decisions.**

Named protagonists, real numbers, documented trade-offs. Klarna's \$40M reversal. Paytm's RBI enforcement action. JPMorgan COiN. Mahindra. Walmart. These are not illustrations - they are decisions you may face.

Programme Curriculum

# The Architecture of an AI-Ready Leader

Six phases. Each ends with a readiness gate, a graded artefact, and a named deliverable - applied to your own organisation. No phase is decorative.

| What You Can Do After Each Phase                                                                                                  |                                                                                                                                          |                                                                                                                                          |
|-----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| <div>01</div> <div>Frame</div> <div>Assess AI readiness and prioritise investments using a structured portfolio methodology</div> | <div>02</div> <div>Orchestrate</div> <div>Classify AI deployments across four agent archetypes and select the right strategic play</div> | <div>03</div> <div>Resource</div> <div>Evaluate vendors, model token economics, and design an operating model with clear ownership</div> |
| <div>04</div> <div>Guard</div> <div>Design governance with Indian regulatory compliance and cross-jurisdiction mapping</div>      | <div>05</div> <div>Earn</div> <div>Construct and defend a board-level business case with ROI model and change adoption plan</div>        | <div>06</div> <div>Deploy</div> <div>Execute a 90-day roadmap with measurement protocol, kill/scale criteria, and accountability</div>   |

| From Awareness to Opportunity Thesis                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>01</div> <div>Frame</div> <div>Weeks 1–3</div> | <div>Key Topics</div> <ul style="list-style-type: none"><li>- Three waves of enterprise AI: predictive, generative, and agentic - which applies to your context</li><li>- Data Readiness Scorecard: data quality, accessibility, governance, and sovereignty</li><li>- Portfolio Prioritisation Heatmap: impact vs. feasibility vs. governance complexity</li><li>- Minimum Viable Governance Canvas and ethics decision screen (applied to every artefact)</li><li>- Indian enterprise AI maturity clusters - Nasscom benchmarks</li></ul> <div>Workshop: Peer Validation of Opportunity Thesis - structured written feedback using Artefact Evaluation Standards</div> <div>→ Deliverable: Artefact 1: Opportunity Thesis + Data Readiness Scorecard Portfolio Prioritisation Heatmap</div> |

| From Opportunity to Agent Architecture                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|-----------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>02</div> <div>Orchestrate</div> <div>Weeks 4–6</div> | <div>Key Topics</div> <ul style="list-style-type: none"><li>- Four agent archetypes: copilot, task agent, workflow agent, decision agent - with governance tier per archetype</li><li>- Multi-agent systems, orchestration patterns, and Model Context Protocol (MCP) as emerging standard</li><li>- Three strategic AI plays: efficiency, competitive weapon, new business model</li><li>- AI applications across CX, operations, finance, HR, and healthcare - with Indian context</li><li>- Multilingual and voice-first AI for Indian deployment: Bhashini, Sarvam AI, BharatGen</li><li>- GCC positioning: AI innovation hub vs. cost centre; HQ-India alignment</li></ul> <div>Workshop: Challenge Breakouts - design AI use cases for CX, cost, revenue, and quality with language requirements; 3-minute pitches with faculty critique</div> <div>→ Deliverable: Artefact 2: Use-Case Blueprint + Agent Classification Matrix</div> |

| From Strategy to Operating Model                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|--------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>03</div> <div>Resource</div> <div>Weeks 7–9</div> | <div>Key Topics</div> <ul style="list-style-type: none"><li>- Four AI operating models: COE, federated, infrastructure, GCC-as-AI-hub - how to choose for your context</li><li>- Stage gates: explore, pilot, scale, operate - and how to avoid the pilot graveyard</li><li>- Vendor evaluation: 7 questions for any AI vendor; agent platform market overview</li><li>- Token economics: cost-per-task, monthly run rate, break-even vs. FTE; Token Economics Calculator</li><li>- Build vs. buy vs. partner vs. self-host - including sovereign Indian AI options (Sarovam, Krutrim)</li><li>- POC design with explicit go/no-go gates and kill criteria</li></ul> <div>Workshop: Vendor War-Room - evaluate hyperscaler, Indian sovereign, and open-source options with token economics and contract clause assessment; faculty plays sceptical CIO</div> <div>→ Deliverable: Artefact 3: Operating Model Memo + Vendor Evaluation Scorecard + Token Economics Calculator</div> |

From Ambition to Governed Deployment

04  
Guard  
Weeks 10–12

- Key Topics
- Full governance stack: risk taxonomy, control catalogue, policy framework, monitoring, incident response
  - Agentic-specific risks: tool misuse, looping, supervision gap, hallucination at scale
  - AI cybersecurity for non-technical leaders: prompt injection, data poisoning - 5 CISO questions
  - DPDP Act, RBI, SEBI, CERT-In, MeitY, IRDAI, TRAI, NMC - with enforcement realism, not just theory
  - AI Governance Passport methodology: Indian regulatory mapping + one global jurisdiction
  - Global mapping: GDPR, EU AI Act, NIST AI RMF, ISO/IEC 42001
- Workshop:** Sector-Specific Governance Simulation - hypothetical AI incidents in Indian regulated contexts; participants design controls and draft regulator explanation
- **Deliverable:** Artefact 4: Governance Framework + AI Governance Passport (India + one global jurisdiction)

From Governance to Board-Level Case

05  
Earn  
Weeks 13–15

- Key Topics
- Board-level ROI model: value hypothesis, 2-scenario NPV, sensitivity analysis, payback period (template provided)
  - Token economics at 30/60/90-day horizons for agentic workflows
  - AI sustainability and ESG: compute carbon footprint, SEBI BRSR disclosure, avoiding greenwashing
  - Change leadership for Indian enterprises: ADKAR framework, the frozen middle, communication cascades
  - Board-level AI communication: structure, objection handling, promoter-led vs. professional board dynamics
- Workshop:** Red-Team Exercise - Sceptical CFO, Concerned Regulator, Worried Employee Rep, ESG-Conscious Board Member; participants revise after each round
- **Deliverable:** Artefact 5: Board Investment Case + ROI Model + Board Investment Memo + Change Adoption Plan

From Plan to Execution-Ready Dossier

06  
Deploy  
Weeks 16–20

- Key Topics
- 90-day deployment playbook: Days 1–30 secure mandate, 31–60 launch pilot, 61–90 measure and iterate
  - 30/60/90 Measurement Protocol: leading indicators, lagging indicators, scale/kill decision gates
  - Domain-specific AI KPIs across CX, Finance, HR, Operations, and Sales (functional reference provided)
  - Emerging AI frontiers briefing - what has changed since Week 1, what to watch in the next 12 months
  - Personal AI workflow architecture: delegation boundaries, team guardrails, operating principles
- Dossier assembly: narrative coherence, executive summary, and live capstone defence preparation
- Workshop:** Final AI Journal: Personal AI Operating Principles - 5 operating principles as a usable decision document, not a reflection essay
- **Deliverable:** Artefact 6: 90-Day Roadmap + Measurement Protocol + Complete AI Leadership Execution Dossier (Capstone Defence)

# Anchor Cases

## Real Decisions. Real Pressure.

Every case features a named protagonist, a genuine decision point, real numbers, and documented trade-offs. These are not illustrations - they are forcing functions for decisions you will face.

| 01 Frame                                                                            |                              | Landscape, Data, Opportunity, Portfolio Prioritisation                                            |
|-------------------------------------------------------------------------------------|------------------------------|---------------------------------------------------------------------------------------------------|
|    | Data-First AI Infrastructure | When does data infrastructure investment become a strategic moat?                                 |
|    | The \$40M Reversal           | When does efficiency-driven AI destroy the advantage it was meant to create?                      |
|  | AI Under RBI Guardrails      | How do regulatory constraints shape - not just limit - deployment?                                |
| 02 Orchestrate                                                                      |                              | Competitive Strategy, Agent Architecture, Indian Sector Context                                   |
|  | From Efficiency to Weapon    | 360,000 lawyer hours replaced. How do you plan for AI that escalates beyond its original mandate? |
|  | Proprietary Prediction       | When does proprietary AI become a moat versus an expensive distraction?                           |
|  | AI as Infrastructure Layer   | When does AI move from product feature to company infrastructure?                                 |
| 03 Resource                                                                         |                              | Operating Models, Talent, Vendors, Token Economics                                                |
|  | AI-First Operating Model     | What does it mean when AI becomes infrastructure, not a project?                                  |
|  | Reskilling 600,000 Employees | At what scale does reskilling become a competitive advantage in its own right?                    |
| 04 Guard                                                                            |                              | Governance, Risk, Ethics, Indian + Global Regulation                                              |
|  | Regulatory Enforcement       | Every governance decision skipped is traceable to a consequence. What is the cost?                |
|  | Goldman Sachs Bangalore GCC  | How do you satisfy Indian law, GDPR, and US policy simultaneously from Bangalore?                 |
| 05 Earn                                                                             |                              | ROI, Board Narrative, Change Leadership                                                           |
|  | Conglomerate AI Change       | How do you manage AI transformation across fundamentally different businesses?                    |
| 06 Deploy                                                                           |                              | 90-Day Roadmap, Measurement, Dossier                                                              |
|  | Retraining 1.5M Associates   | How do you measure success when it is simultaneously a tech deployment and an org transformation? |

Case studies are indicative and may change. All product and company names are trademarks of their owners; use does not imply affiliation or endorsement.

## Programme Tools

# The Tools You Will Use.

Tools are reviewed and updated before every cohort. The tools change. The decision-making frameworks you build around them are enduring.

### Conversational AI / LLMs

#### Conversational AI / LLMs

Tools



#### Productivity & Creative AI

Tools



#### Agent Platforms

Tools



#### Open-Source Agent Frameworks

Tools



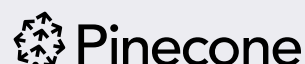
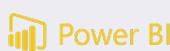
#### Indian & Sovereign AI Models

Tools



#### Reporting & Dashboards

Tools



# Learn from Expert Faculty



## Shailesh Kumar

Chief Data Scientist



Former Vice President



Former Chief Scientist & Co-Founder



Former Principal Development Lead



At Jio, Shailesh leads a top-tier team advancing AI in sectors like education, healthcare, and security. With 20+ years of experience, his expertise spans machine learning, quantum AI, and IoT. A renowned speaker, he collaborates with government agencies and top universities, pushing AI's boundaries.



## Mukesh Jain

CTO, VP & Global Head People Analytics



Former CTO



Former Principal Manager



M-Tech in Software Systems



Mukesh Jain, CTO and VP at Capgemini, leads AI-driven innovation in people analytics. With 28 years of experience, he has led digital transformation at Microsoft, Jio, NICE, and VFS Global. An expert in technology and analytics, he's an international speaker and author of two books.



## Hindol Basu

Cofounder & CEO



Former Cofounder & CEO



Former Partner



Former Senior Manager



Hindol, CEO and Co-Founder of Leobrix and Actify Labs, has led analytics at Tata Industries and FICO. He specializes in risk analytics and data-driven decision-making. At Citi bank, he developed advanced risk management solutions and led process innovation as VP of risk modeling.



## Dr. Chandrashekar Ramanathan

Dean, Academics



Former Sr. Solutions Architect



Ph.D



Dr. Chandrashekar Ramanathan, a professor at IIIT-Bangalore since 2007, specializes in data science, software engineering, and large-scale applications. With over 25 years of experience, he was named a top data science academician in India by Analytics India magazine in 2018 and 2019.



## Dr. V. Sridhar

Professor



Former Research Fellow



Former Professor



Former Assistant Professor



Dr. V. Sridhar, a professor at IIIT-Bangalore's CITAPP, specializes in telecommunications technology, management, and regulation. He has co-authored two books, published numerous articles in leading journals, and written about 300 articles on Telecom and IT in major business newspapers and magazines.



## Rajesh Sabapathy

Health-tech start-up



Former Manager



Former Software Engineer

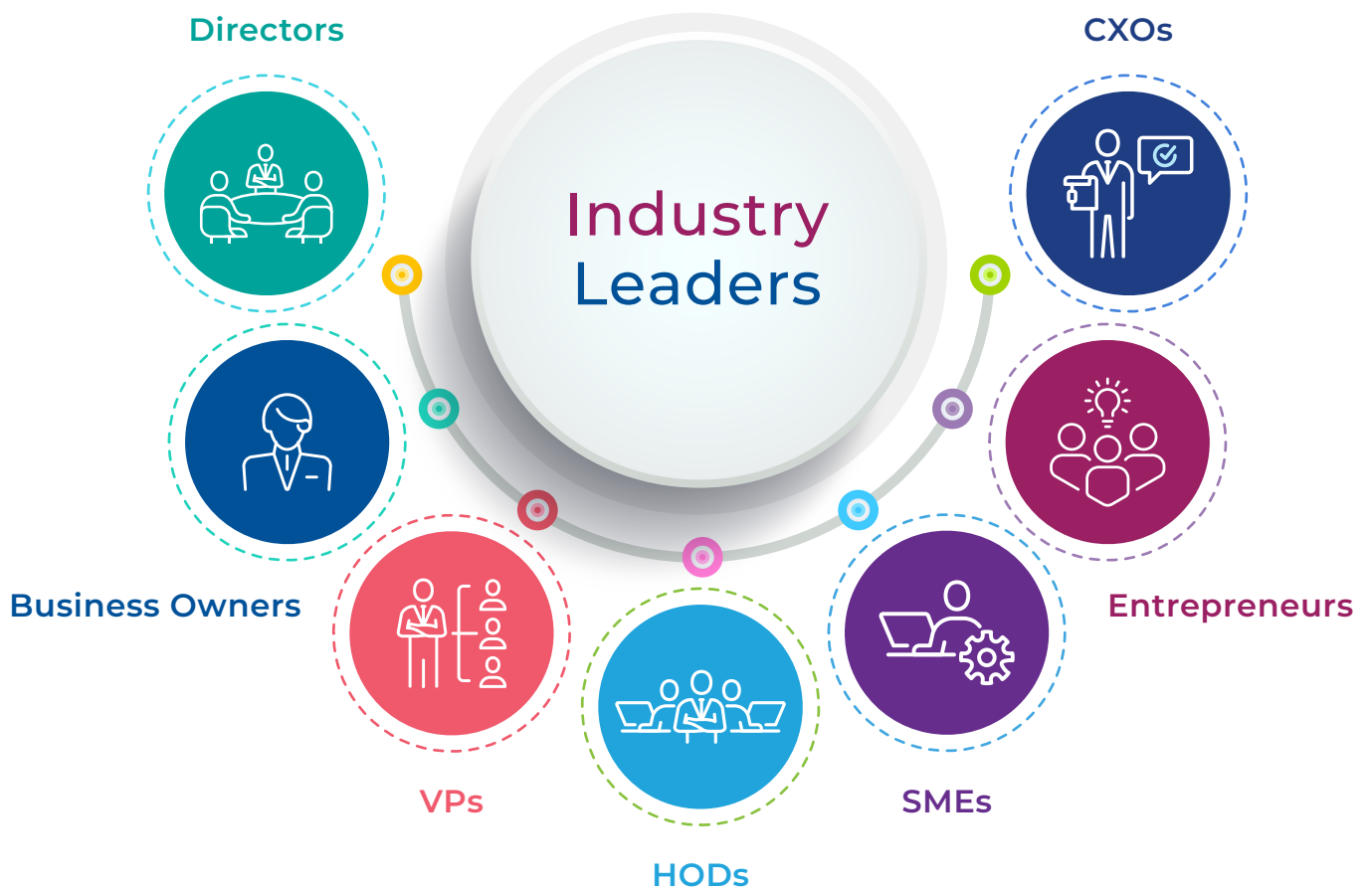


MSc, Economics



Rajesh, an AI/ML leader, has driven innovation in healthcare using deep learning and big data. With expertise in Python, R, and cloud platforms, he has delivered significant business value and collaborated across various industries. Formerly Distinguished Engineer at Fortune 5 Healthcare Giant

# Our Class Profile



# Program Completion Certificate

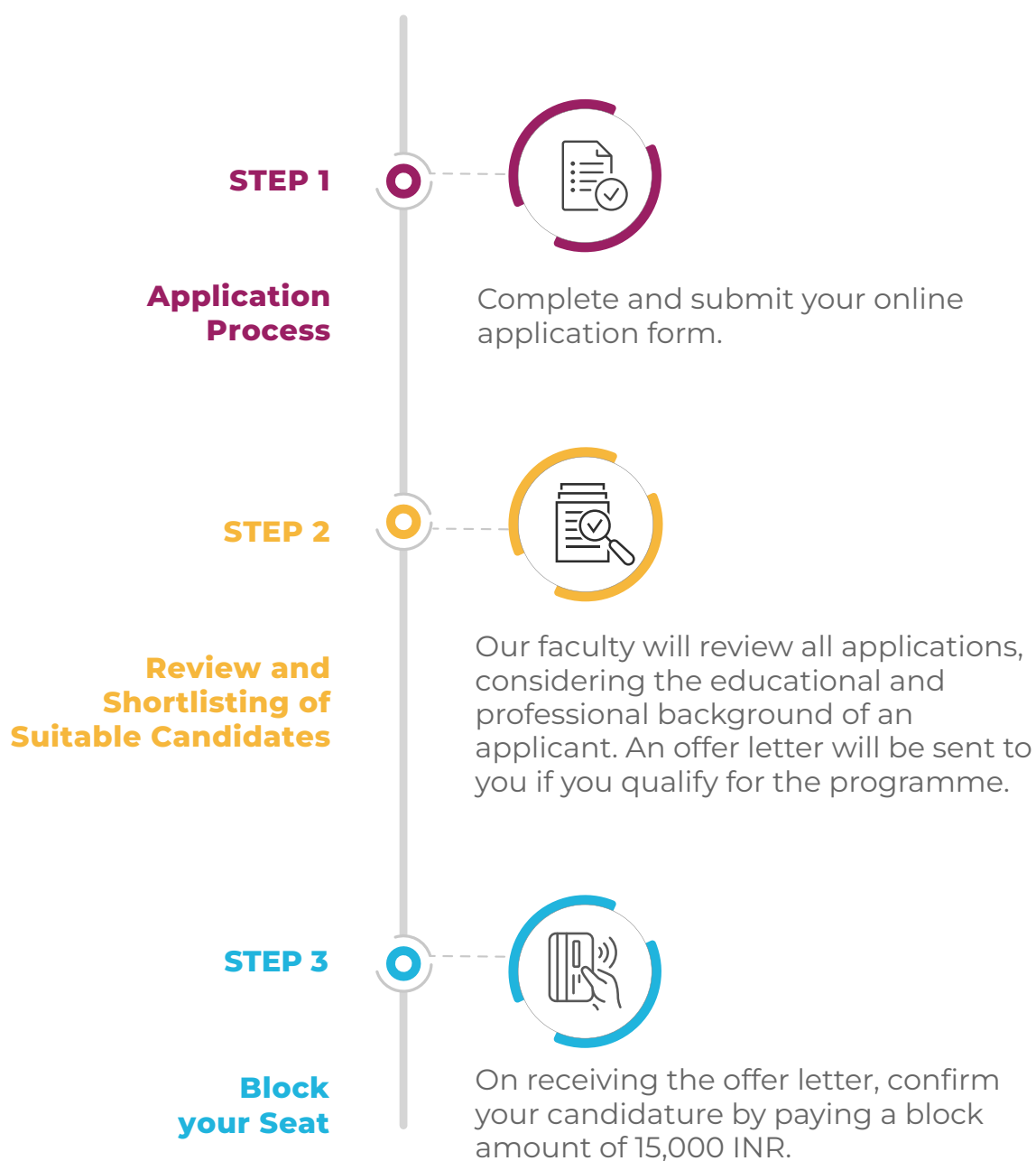


Earn valuable credentials with an Executive Programme in Generative AI & Agentic AI for leaders. Join India's largest ML AI alumni network of over 10,000 professionals.

# Ready to Get Started? **Apply Now.**

## **Eligibility:**

Bachelor's Degree | 4+years of work experience preferred.





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LET'S TALK