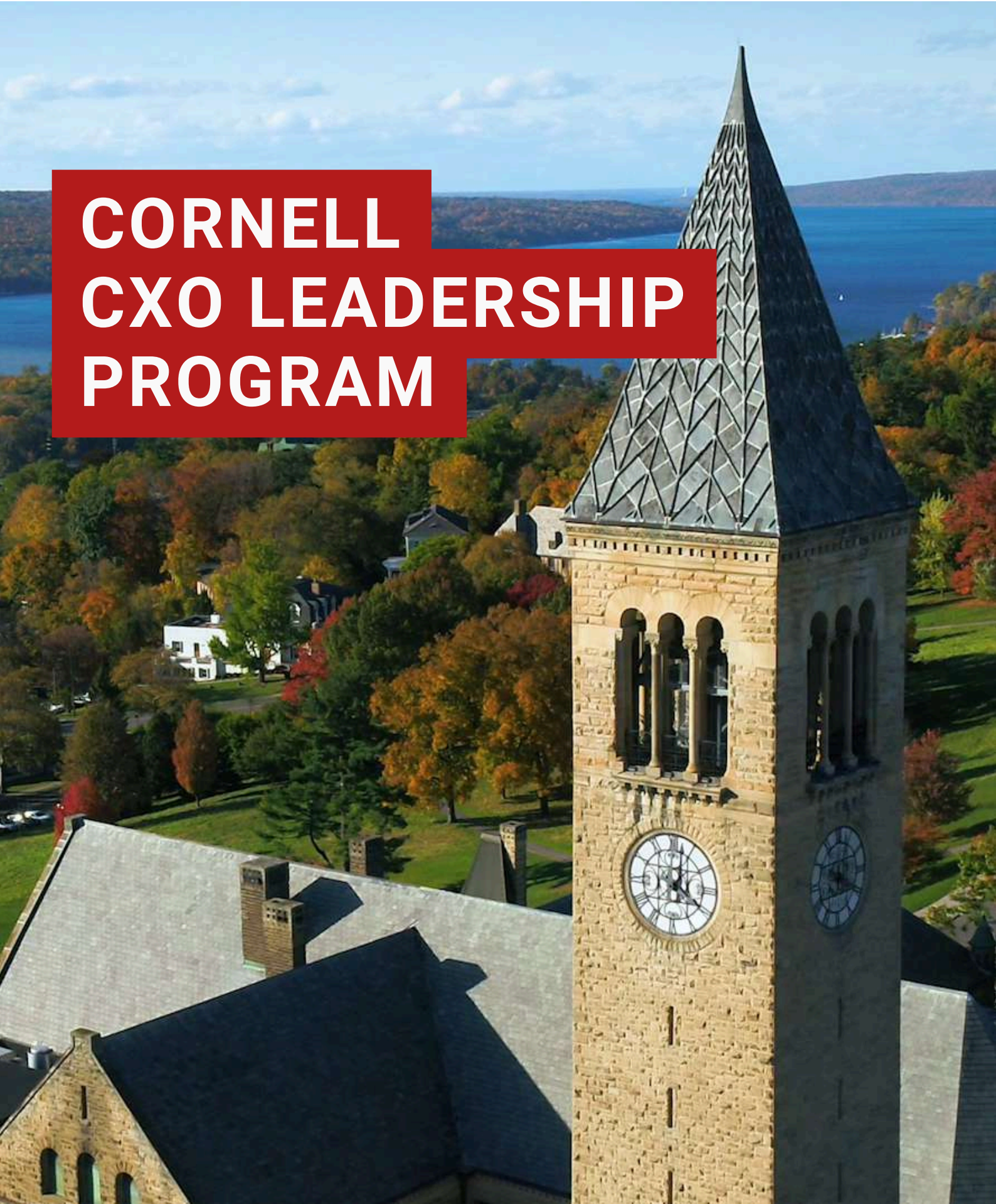




CORNELL CXO LEADERSHIP PROGRAM



Overview

A new set of abilities is needed to lead in the modern day, skills that will enable managers and leaders to lead in an increasingly volatile and complicated world. Critical thinking, leadership, innovation, and business acumen are a few traits of some of the most successful CXOs in the world today. We need leaders who can comprehend the wider dimensions of business in addition to having the capacity to go deeper into certain sectors of business, as technology and disruption permeate every facet of our work.

Cornell's CXO Leadership Program is intended to equip senior leaders to lead through these challenging and uncertain times. The participants get access to the best of Ivy League education, taught by distinguished Cornell University faculty and global industry experts.

You will learn via live online sessions. Through engaging lectures and interactive discussions, you will gain a comprehensive understanding of diverse business strategies that can be implemented for continued success. These sessions will entail pre and post-learning through assignments. Throughout the sessions, you will undergo continuous assessments. You will also explore dynamic approaches to solving complex challenges related to various disciplines within the field. Additionally, you will get year-long access to 2000+ on-demand courses on topics like Data Analytics, Digital Business Leadership, Marketing, Sustainability, Innovation among others.



Program Highlights

The program is designed to give senior leaders a competitive edge and prepare them to succeed in a highly disruptive global environment and to transform themselves into more effective leaders.

- 12 interactive sessions by Cornell faculty (100% LIVE)
- 4 interactive sessions by global industry experts (100% LIVE)
- Year-long access to 2000+ courses
- Regular assessments and leaderboard
- Peer coaching and feedback
- Certificate of completion from Cornell University
- Network with high-achieving peers and business leaders



Why Should Apply?

The Cornell CXO Leadership Program caters to senior executives and leaders from diverse geographical locations, functional backgrounds, and industries, aiming to elevate their professional growth and excel in the ever-changing business landscape. This program is tailored for individuals seeking to enhance their strategic and leadership skills, providing a transformative experience that equips them to propel their organizations to new heights of accomplishment.

- 10+ years of work experience and proven success in leading high performing teams / impactful projects
- Have at least a Bachelor's degree
- Country of residence at the time of enrolling must be Latin America, South Asia, Middle East, Africa, Far East

Curriculum

Module 1: Think - Developing a strategic mindset

Thinking Strategically

The session helps in building strategies for competitive advantage and generating superior value for customers.

Takeaways:

- Understand the components of an effective strategy
- Evaluate how an organization can respond successfully to change and devise appropriate strategies to do so
- Understand the core ideas underlying strategic planning processes
- Tesla case study to comprehend its business model

The Future Digital Dimensions

This session focuses on the best practices applicable to several product and service designs; business model transformation, and sales transformation templates to devise ideas for new products and services.

Takeaways:

- Discover more about blockchain
- Tools to identify the best ideas for digital transformation
- Understand processes to create platform business models
- Understand metaverse, virtual reality and the future of tomorrow

Entrepreneurial Mindset

The session helps formulate business models and develop processes to maximize entrepreneurial abilities. It also helps you to adopt design thinking and innovation as a strategy in your organization and helps you apply design thinking frameworks and strategies to develop innovative solutions for complex business problems.

Takeaways:

- Introduction to five stages of the design process
- Connect design and entrepreneurial thinking to innovation

Getting Things Done

This session is designed around a set of levers interleaved into a larger framework for 'Getting Things Done'. The framework will drive your performance by making your implicit skills explicit, and help you implement ideas back into your work world.

Takeaways:

- A framework of simple but effective levers that have been shown to improve performance considerably
- This session has three goals: to make you more effective, to equip you to teach others to be more effective, and to give you a framework that will help you implement tools and concepts to get things done

Systems Thinking

In this session, you will learn to integrate systems thinking concepts, principles, and practices to improve existing processes, operations, and thinking patterns, ultimately developing a more three-dimensional mindset toward problem-solving.

Takeaways:

- Learn about the DSRP model
- Understand mental models - What you think vs What is real
- Engage the ecosystem around you to generate new innovation possibilities
- Understand the relationships and systems that create new possibilities

Managing Complexity

The session helps gain insights into how the brain learns, how to learn more quickly, why we frequently make terrible judgments, and how to learn from both successes and failures. Learn to make more deliberate and informed decisions while potentially doubling your learning capacity.

Takeaways:

- Learn how to systematically think back on your experiences and draw lessons from them
- Learn to manage the decision process rather than just the decision to add more value

Leading with Disruptive Innovation

This session takes you through an in-depth understanding of disruption, innovation, and disruptive innovation's impact on business. Learn more about various methodologies and approaches in innovation and real-world use cases that provide deeper insights into the state of innovation and disruption today. Explore best practices in innovation, human-centric design, lean methodologies, and a multi-horizon portfolio approach to innovation.

Takeaways:

- Key factors driving disruption
- Innovation engineering: Key principles
- Multi-Horizon portfolio approach to innovation strategy
- Looking forward: Industry 4.0 disruption – The next wave

Module 2: Feel - Being purposeful and resilient

Dynamics of Decision Making

The session helps to understand the importance of credibility. Learn through shared examples of leaders who created a better organizational culture by demonstrating credibility. Learn why we need to consider integrity as a personal discipline.

Takeaways:

- Learn through real-life scenarios where our credibility will be tested
- Learn to manage your credibility to be more effective
- Understand the importance of leader integrity and its relation to organizational success

Emotional Intelligence

The session teaches you, new skills in reading others and framing your interactions more effectively. It also helps in becoming more adept at speaking to the mood around you.

Takeaways:

- Measures to assess your emotional intelligence
- Learn techniques for managing and using emotions as a leadership tool

Social Intelligence

Learn to effectively navigate interactions with others, build trust, and engage with differences to achieve impactful outcomes that surpass individual capabilities. Participants will develop a deeper understanding of how others respond to their actions, gain insights into how others perceive them, and refine their responses in moments of difference. This enhanced awareness and skill in managing interpersonal dynamics will empower leaders to foster a more collaborative and innovative organizational environment.

Takeaways:

- Understand the concept of social intelligence and its importance in leadership
- Learn about the key drivers and elements of Social Intelligence
- The session will provide insights into leading diverse teams, fostering an inclusive environment that leverages diverse perspectives for greater innovation and performance.

Module 3: Do - Execution excellence for self and teams

Power and Influence

The session helps in assessing social capital and enhancing it to achieve goals. It also teaches you the art and science of power and influence in organizations.

Takeaways:

- Measures to assess your emotional intelligence
- Learn techniques for managing and using emotions as a leadership tool

Communication and Story Telling

The session attempts to help you project confidence and competence when communicating at the workplace, by helping you gain better awareness of your communication behaviors that build or hinder leadership presence.

Takeaways:

- 3 components of executive presence - Gravitas, Communication, and Appearance.
- 5Cs framework to project executive presence from the book 'Composure'
- Learn the top 5 self-sabotaging behaviors that could affect one's executive presence, non-verbal cues to avoid
- Understand the common narrative arc and tools for effective storytelling
- Translate key messages through sticky stories and communication

Advanced Negotiation Strategies

The session improves the negotiation abilities with the help of relevant tools, terminology, and practical negotiation tactics.

Takeaways:

- Learn about negotiation vocabularies like BATNA, Reservation Price, Trip Wire, Bargaining Zone and Target
- Learn about the two dimensions of negotiation - the distribution and integration side (how to divide and expand the pie)
- Understand the concept of logrolling
- Create more situations where win-win is a possibility
- Manage your emotions more effectively in negotiation situations

Financial Acumen

The session helps in harnessing key financial strategies for success. Also, it helps in the use of financial frameworks to enhance investment choices.

Takeaways:

- Margin vs turnover, Operating Leverage & Financial Leverage
- Understand how to evaluate capital investments; key cash flow concepts; decision making tools, payback period and its cut off rule
- Fundamentals of understanding the income statement & balance sheet, return on assets, sales revenue and net income
- Application of financial ratios, understanding the company's financial position, performance, and prospects

Leading in Crisis

The session demonstrates how you as leaders must understand and counteract the impacts of the VUCA world to lead more effectively.

Takeaways:

- Leading in a VUCA world
- How to continually evaluate, adjust and build an offensive mindset in the modern environment
- Demonstrating clear strategy and guidance to the organization
- Keep an eye on the future by Assessing; Adapting and Sustaining Momentum
- How to align systems processes and build the ability to communicate

Leading Innovation

The session focuses on the reasons and mechanisms why crisis causes you to resort to your most ingrained behaviors—behaviors that are the antithesis of innovation.

Takeaways:

- Understand and eliminate barriers to innovation
- How to drive innovation in your organization

Year-Long Access to 2000+ Courses

Choose from over 2000+ courses that will enhance your knowledge and skills across business functions. With unlimited access to Cornell's resource library, you will have the opportunity to learn something new, every day.

Innovation

Innovation Tools, Leading for Creativity and Innovation, Building Innovation Competencies

Data Analytics and Digital Leadership

Using Predictive Analytics, Harvesting Big Data, Scientific Decision Making

Operations and Supply Chain

Process Analysis in Operations, Quality Control Systems, Inventory Management Systems

Strategy and Leadership

Leading in a VUCA World, Leading Across Cultures, Navigating Labor Relations

Marketing

Developing Product Hypothesis and User Personas, Analyzing Segmentation and Targeting, Brand Activation

Human Resources

Essentials of HR Analytics, Fostering a Coaching Culture, Strategic Engagement

Finance

FinTech Disruptions, Trends in FinTech, Making Capital Investment Decisions

Service Excellence

Managing Service Demand through Pricing and Distribution Strategies, Quality and Service Excellence, Improving Engagement



Peer Coaching and Feedback

Learn from high-achieving peers from around the globe and build your network. The cohort will be divided into triads. You will get a chance to interact, share and exchange ideas with your peers. You can discuss on-going scenarios, solve doubts, work on assignments and receive valuable feedback from like-minded senior leaders globally.

Regular Assessments and Leaderboard

Participants will be given an assessment to test their acquired knowledge towards the end of the LIVE session. This will help you understand the knowledge gap and further assist you in developing a learning path for yourself. Post-work assignments/tasks will be given after each session to enhance your skills on each topic taught during the LIVE session. The leaderboard scores you against your peers in the learning journey.

Faculty (Indicative)



Allan M. Filipowicz

Clinical Professor of Management and Operations

Allan Filipowicz is a Clinical Professor of Management and Organizations at the Samuel Curtis Johnson Graduate School of Management at Cornell University. Professor Filipowicz received his Ph.D. from Harvard University. He holds an MBA from The Wharton School, an MA in International Affairs from the University of Pennsylvania, and degrees in electrical engineering (MEng, BS) and economics (BA) from Cornell University. His professional experience includes banking (Bankers Trust, New York) and consulting, including running his own boutique consulting firm and four years with The Boston Consulting Group in Paris.



Laura Chulak Georgianna

Senior Lecturer, Management and Organizations

Laura Chulak Georgianna is a distinguished leader in organizational development and executive education, currently serving as the Executive Director of Leadership Programs at Cornell University's Johnson Graduate School of Management. With extensive experience in developing leadership capabilities, Laura has designed and overseen a wide range of initiatives that enhance team effectiveness, resilience, and leadership growth. Her expertise spans across various industries, including global pharmaceuticals and IT services, where she has led transformative organizational changes and strategic cultural transitions. As a Senior Lecturer, Laura imparts practical leadership skills through experiential learning, including high-stakes expeditions and intensive coaching programs. Her robust background in organizational capability and development positions her as a trusted advisor and educator for senior executives seeking to elevate their leadership impact.



Neil Tarallo

Senior Lecturer of Entrepreneurship

Neil Tarallo is a Senior Lecturer of Entrepreneurship at the Hotel School, SC Johnson College of Business. He previously served as the Director of the Cornell University Entrepreneurship Bootcamp for Disabled Veterans. Neil has developed expertise in establishing culture, mindset, and structure for organizations that spur market-driven innovation & entrepreneurial activity. He teaches and has created a broad spectrum of entrepreneurship courses with significant experience developing academic innovation & entrepreneurship programs, including centers and institutes, dating back to 1994. He is also a member of a venture capital partnership and an active angel investor.



General George Casey

Senior Faculty of Leadership

General George Casey is an accomplished Soldier and an Authority In Strategic Leadership. As the Army Chief of Staff, he led one of the nation's largest and most complex organizations during one of the most extraordinary periods in our history. Currently, he lectures internationally on leadership to the leaders of national and multinational corporations and at other business schools. He has broad international experience. Born in Japan, he served in operational assignments in Europe, the Balkans, and the Middle East.



Derek Cabrera

Systems Scientist

Derek Cabrera is an internationally known Systems Scientist who in 2021 was inducted as a Member of the International Academy for Systems and Cybernetic Sciences (IASCYS) for outstanding contributions to the field. He is the Faculty Director for the Graduate Certification Program in Systems Thinking, Modeling, and Leadership and is a Senior Scientist at Cabrera Research Lab. Cabrera has developed a suite of systems thinking tools for use in academia, business, and beyond including the first validated personal inventory of systems thinking.



Tony Simons

Professor of Innovation & Dynamic Management

Tony Simons, the Louis B. Schaeenman Jr. Professor of Innovation & Dynamic Management, teaches organizational behavior, negotiation and leadership at the Cornell School of Hotel Administration. His research examines trust and credibility as relational, individual and collective qualities. Simons' research has focused on how well people are seen as keeping their word—delivering on their promises and living espoused values. His research and consulting work supports managers in meeting this challenge. He speaks, trains, consults, and designs surveys for organizations both within and beyond the hospitality industry.



Michelle Duguid

Associate Dean of Diversity, Inclusion, and Belonging & Associate Professor of Management and Organisations

Michelle M. Duguid is the Associate Dean of Diversity, Inclusion, and Belonging and an Associate Professor of Management and Organizations at the Samuel Curtis Johnson Graduate School of Management at Cornell University. She received her MS and Ph.D. in organizational behavior from Cornell University. She serves on the editorial board of Organization Science, the Academy of Management Journal, the Academy of Management Review, and Personnel Psychology.



Theomary Karamanis

Senior Lecturer of Marketing and Management Communications

Theomary Karamanis is a multiple award-winning communication consultant and educator with 20 years of global experience. She is a senior faculty of Management Communication at the Cornell SC Johnson College of Business and regularly delivers executive workshops in strategic communication, crisis communication and leadership communication both in the US and internationally. Her academic background includes a PhD in communication studies, a Master of Arts in mass communication from Northwestern University, as well as a bachelor's degree in economics from the Athens University of Economics and Business.



Pamela Moulton

Professor of Finance

Pamela Moulton is an Associate Professor of Finance at Cornell's School of Hotel Administration. Her teaching and research interests include financial markets and market microstructure, with a special interest in the role of investors. She earned her BS in economics at the Wharton School of the University of Pennsylvania and her Ph.D. in Finance and MPhil from the Columbia University Graduate School of Business. She was previously on the faculty of the Graduate School of Business Administration at Fordham University.



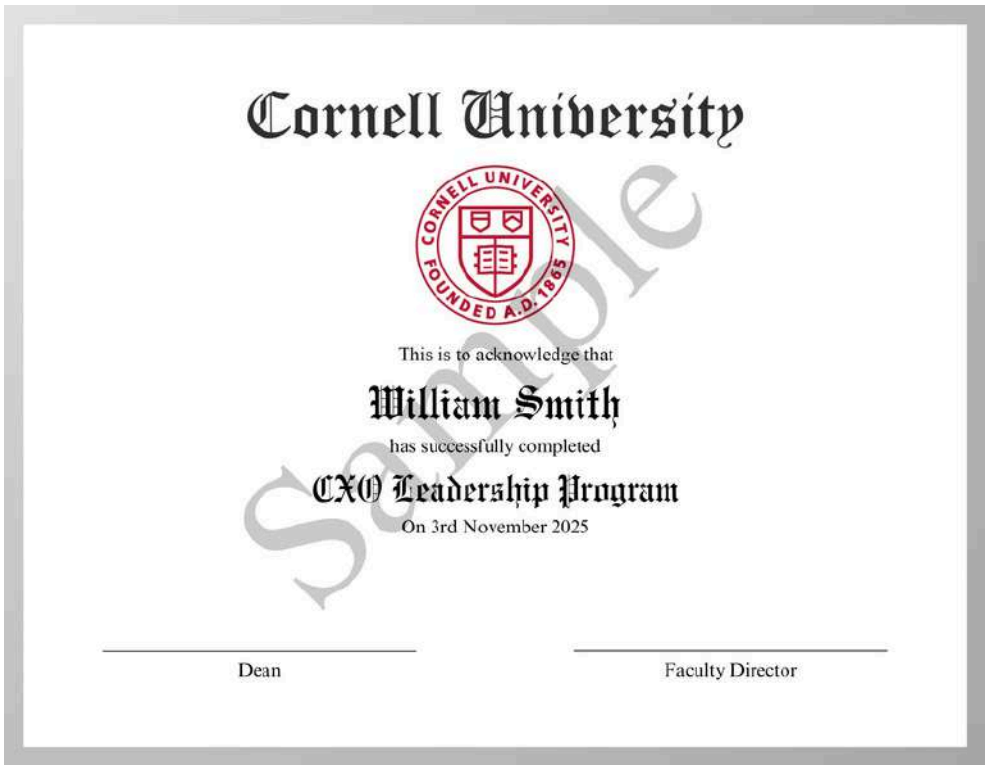
Gautam Ahuja

Professor of Management and Organisations

Gautam Ahuja is a Professor of Management and Organizations at the Samuel Curtis Johnson Graduate School of Management at Cornell University. Ahuja teaches strategy and competitive analysis. In 2016, Ahuja received the BPS Wiley Outstanding Educator Award for his lifetime teaching contributions. At Cornell, he has received the Cornell-Tech Best Professor Award as well as the Johnson Graduate School of Management's Apple Award. His research interests include competitive analysis, technology and innovation, globalization, and the use of inter-organizational arrangements such as mergers, acquisitions, and alliances in these contexts.

Certificate

Upon successful completion of the program, participants will be awarded a certificate by Cornell University



Note: Certificate image is for illustrative purposes only and may be subject to change at the discretion of Cornell University

Start Date

15 Nov 2025

Fee

USD 4,800

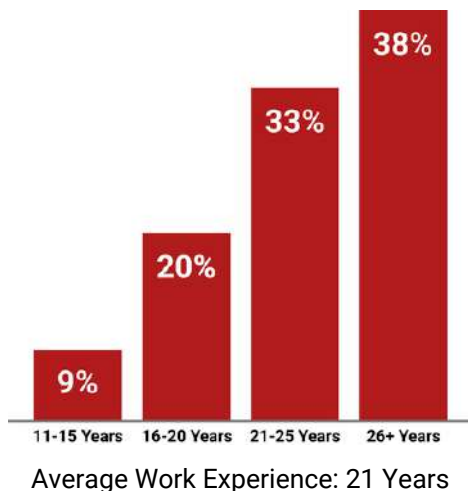
Format

100% Live Online

Disclaimer: Please note that in the event of a global or regional catastrophe, or any unforeseen circumstances, the Program's schedule, delivery method, faculty, and associated elements are subject to change at the sole discretion of the university.

Cohort Statistics

Work Experience



Industry

- Financial Services
- Information Technology
- Manufacturing
- Healthcare
- Real Estate
- Oil & Gas
- Consulting
- Hospitality
- Edtech
- Construction
- Telecommunication
- Retail
- Entertainment
- FMCG and Others

Designations

- Founder & Chief Executive Officer
- Partner
- Managing Director
- Executive Director
- Director
- Group Chief Financial Officer
- Chief Operating Officer
- Chief Technology Officer
- Chief Information Officer
- Chief Experience Officer
- President
- Senior Vice President
- General Manager
- Business Heads

Companies



Testimonials

"Very experienced faculty with deep understanding of their respective subjects."

Deepak Agarwal

CEO, Kotak Mahindra UK Ltd.

"All the LIVE sessions were beneficial. It was a great learning experience. Recommend for senior leaders across industries"

Tareq Alzagha

Implementation Manager, YAS Holding

"Great program, one of the best experiences"

Mohamed Karim BENNIS

Group CFO, Etisalat Group

"Amazing program with enriching content, engaging LIVE session delivered by renowned Cornell faculty"

Rahul Rajpal

Director, Google

"Succinct yet in-depth sessions by renowned Cornell faculty, all 100% LIVE. Very informative and enriching 6 months learning journey."

Dr. Anu Jacob

Director, Cleveland Clinic

"I enjoyed the 6 months program and learned from all the sessions. Professors shared their experiences and case studies really helped."

Roger Marti

Director Of Operation, IHG Hotels and Resorts

"Excellent program. Courses were tailor-made to equip CXOs to face real-world issues and challenges while leading their organizations in today's unpredictable climate. The availability of 2000+ on-demand courses on all possible topics is mind-boggling. Professors are experts in their domain with excellent industry connections."

Jacob Mathew

Chief Operating Officer, Adani Welspun Exploration Limited

"Overall learning experience is very good. Professors have rich experience and they delivered their lectures very well. They used real life examples and cases to help us understand the topic."

Siddharth Giri


Director, HDFC bank

"An excellent program. No doubt about it. Learned a lot."


Eduardo Aspillaga

Digital Transformation Strategy Lead, IBM


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