



SPJIMR
Centre for Family Business
& Entrepreneurship



**Advanced Management
Programme in
Family Business Advisory**



The Advanced Management Programme in Family Business Advisory

Family businesses are complex. So is advising them.

Advising business families requires more than technical expertise. It demands mastery and grasp of the distinctive interplay between business success, family harmony, ownership dynamics, intergenerational continuity, and generational wealth.



About the programme

The Advanced Management Programme in Family Business Advisory by SPJIMR's Centre for Family Business & Entrepreneurship (CFBE) is India's first specialised programme designed for aspiring individuals involved with family enterprises and their wealth-owning families.

This 9-month, practice-oriented programme equips, family entrepreneurs, family business leaders, next generation family members, family office professionals, private bankers, legal professionals and tax consultants with the values, competence and facilitation skills to navigate complex family dynamics, business growth, governance frameworks, and succession planning for intergenerational continuity of the enterprise.

Anchored in real-world cases, advisory simulations, and conversations with business families, the programme prepares participants to become trusted advisors who can guide families in managing both their financial and socio-emotional wealth across generations.



Programme duration

This is a 9-month programme combining academic rigour with practical insights.

- 5 modules of 3 days each over 5 months (in person).
- Followed by a 1-day capstone module in the 9th month (presentation in person)
- Format: In-person, at SPJIMR Mumbai campus.

Who should apply

This programme is ideal for:

- Family Business Owners and Entrepreneurs who want to steward their families and businesses to achieve their potential.
- Next generation family members who want to anchor the development of their family enterprise.
- Family Office Professionals advising on wealth, succession, and governance.
- Chartered Accountants, Private Bankers, Estate Planners specialising in family-led enterprises.
- Consultants and Legal Advisors dealing with family business structures and governance.
- Wealth Managers and Investment Advisors working with business families.
- Mid-career professionals who would like to pursue Family Business Advisory as a profession.

We are looking for an eclectic and diverse cohort of participants to provide vibrancy to peer learning opportunities during this programme

Minimum eligibility

- Individuals who have built or run a family business for a few years.
- Next generation family members working in the family business for 3- 5 years.
- Applicants must have a minimum of 7–10 years of relevant professional experience in working with family business, family business advising, wealth management, private banking, estate planning, family office policies or family office operations.

Programme modules

1 The Essentials of Family Business Advising Frameworks, tools, and advisory skills for working with family enterprises	2 Family Dynamics Understanding family culture, harmony, and socio-emotional dynamics.	3 The Business Growth, governance, and business leadership within family enterprises	4 Ownership and Wealth Managing wealth, ownership structures, and family office strategy.	5 Integrative Approach for Institution Building and Perpetuity Embedding values, stewardship, and structures for continuity across generations	6 Capstone and Project Presentations Integrating learnings through applied projects and peer feedback.
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Programme features



Designed by practitioners with several decades of relevant experience.



A nine-month journey combining academic rigour with practical insights and experiential learning.



Led by renowned faculty and industry experts.



Interactive pedagogy with live family business cases and advisory simulations.



Tailored content to address the specific needs, challenges, and opportunities within the cultural context of Indian family enterprises.



Access to SPJIMR's CFBE network of business families and advisors.



Certification from one of India's top business schools, with the oldest known management programme for family businesses.



Peer learning from diverse cohorts across advisory roles.



Conceptual understanding of governance frameworks in family business and application in real life situations.



Building a three-dimensional understanding of family business-Family, Business and Ownership-and their interrelatedness.



Understanding the difference between Corporate Governance and Family Business Governance.



Building consulting capabilities – values, skills, and ethics.



Partnering with business families to help them achieve their potential on a regenerative path.

Programme benefits



Build specialised competence in family business advisory.



Manage differences and facilitate high-stakes conversations.



Learn how to facilitate family, business, and ownership dynamics, including governance and succession challenges.



Grow your professional network within the family business advisory ecosystem.



Design effective family governance frameworks and continuity plans.



Earn a certificate from SPIJMR's Centre for Family Business & Entrepreneurship.

Meet the faculty

Faculty with deep expertise in family business systems, wealth advising, and governance advisory.



Mr. Prasad M. Kumar

Pioneer in the advancement of Family Business Practice in India, Senior practitioner and educator in family enterprise, Senior faculty in Applied Behavioural Sciences and Organisation Behaviour and Life Member of the International Association of Facilitators.



Dr. Tulsi Jayakumar

Professor and Executive Director, Centre for Family Business & Entrepreneurship (CFBE), SPIJMR

Renowned scholar, columnist, and family business advisor



Dr. N. Krishnan

Advisor to multiple Indian business families and wealth offices

Programme Fee Details:

- Registration Fees: INR 25,000 + GST
- Course Fees: INR 13,75,000 + GST
- Fees to be paid in full before programme commencement.
- Includes tuition and programme material.
- Excludes accommodation, food, and travel*



Course dates are subject to change, we recommend opting for refundable fares while booking your tickets. The Institute will not be liable for any losses arising due to non-refundable bookings.*

**Shaping professionals into
trusted advisors for business families.**





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