

# The Making Of An **AI-First Executive**

How UNext Implemented A Specialized AI Program  
For A Leading Tech Consulting Company's BFSI Leaders





# Overview

What defines future-readiness? What do forward-looking enterprises do differently that make them trailblazers in their markets?

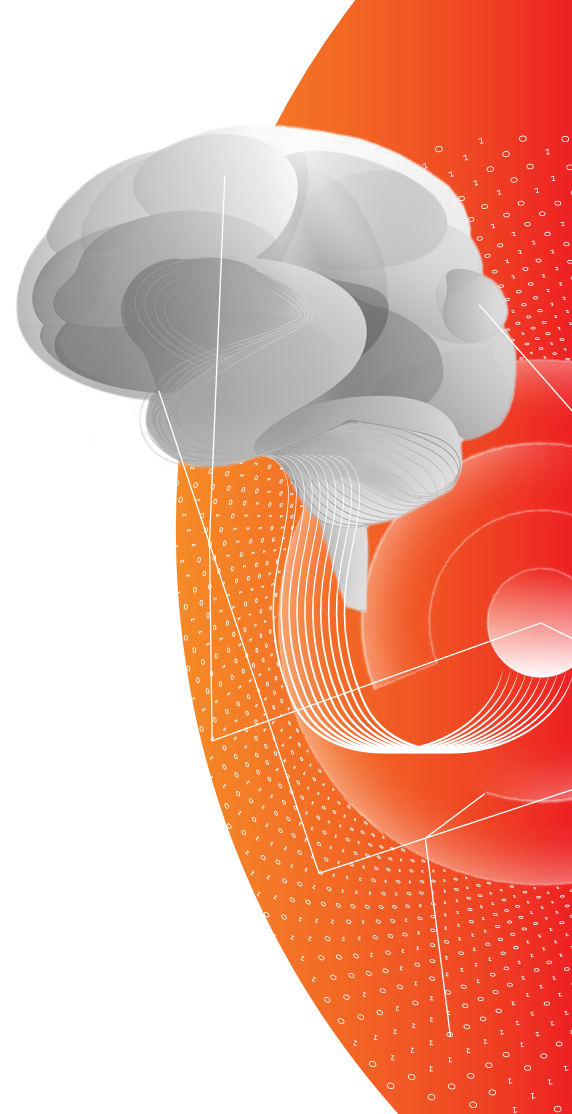
What fuels digital transformation ambitions today?

The answer to all these questions points to AI. But isn't every company today leveraging AI for growth and productivity?

On paper, yes! On results, debatable.

AI is as embedded in human experience as it is in technology and technicalities. For an enterprise to become truly AI-ready, transformation starts within – from their workforce's capabilities.

And this is a definitive case study of how one global tech consulting company redefined the abilities of its handpicked cohort of leadership workforce and turned them into AI-first visionaries for their BFSI markets.



# Opportunity Statement

The prominent tech consulting firm believes that technology is the catalyst for transformation. However, this belief is deeply rooted in human experience. For the enterprise, forward-looking AI strategy involves blending intelligent systems with empathetic designs to fuel growth and innovation.

Building on its foundational philosophy, the enterprise wanted to instill AI capabilities in its senior leaders. Through a customized learning experience, the organization wanted the participating workforce to:

- Build foundational to advanced knowledge in AI/GenAI technologies, including data pipelines, model development, MLOps, and governance, enabling participants to design scalable and secure AI solutions.
- Gain deep familiarity with the enterprise's AI accelerators, frameworks, and success stories to craft client-aligned AI strategies and pitches using internal tools and proof points.
- Learn to identify AI opportunities, map adoption roadmaps, quantify ROI, and deliver compelling client narratives that translate insights into measurable business outcomes.

As a preferred talent transformation partner, the enterprise approached UNext to develop a bespoke learning journey for the BFSI leaders and reinvent their technical abilities.

# Learner Profile

Business and Delivery leaders (AVP, VP & above) across the BFSI organization functions/capability

## Our Solution

UNext has always excelled at aligning learning goals with business outcomes. Understanding the very specific requirements presented by the collaborating enterprise, we developed a hybrid learning journey involving both in-person and virtual training sessions.

We also conceptualized the program curriculum from scratch for the cohort, incorporating extensive modules that will not only familiarize them with AI and Gen AI but gradually empower them with tools, techniques, and practical exposure.

Since the cohort featured senior leaders, one challenge was accommodating the time and participation demands. To tackle this, we came up with a rooted approach to understand their existing AI capabilities.

From a quick survey and resulting data as the baseline, we formulated modules based on conceptual familiarity, where participants who had a grasp of specific modules skipped them and others continued their learning journey.

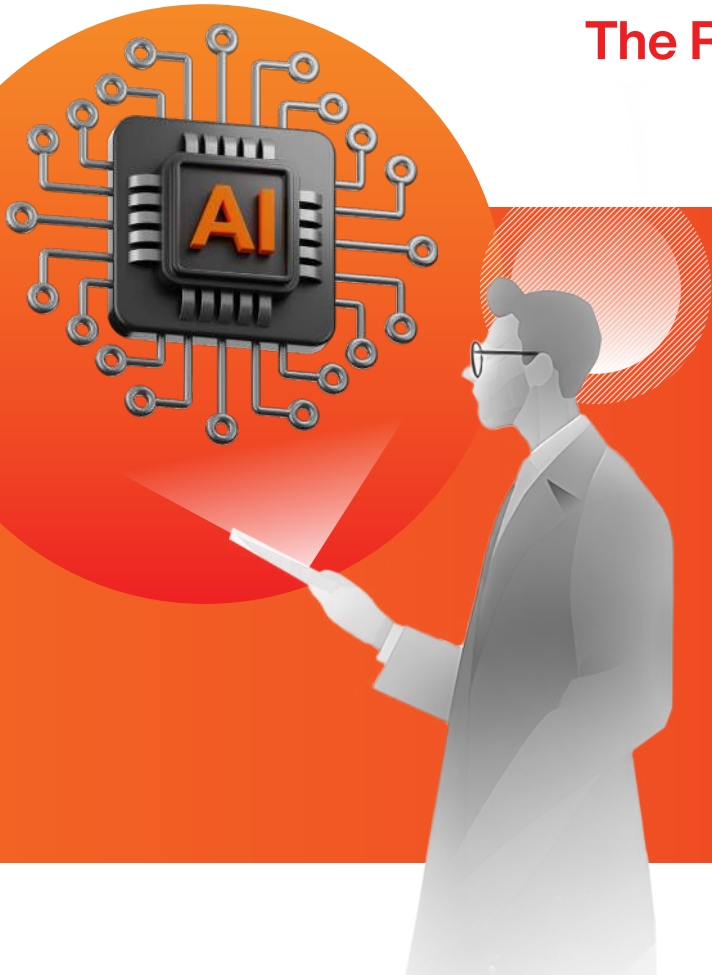
This 2-step profiling enabled us to dive deeper into AI concepts, resulting in maximum engagement and impact as well.

# Program Snapshot



Phase I: AI Primer	Phase II: Current Capabilities	Phase III: Strategic Modules	Phase IV: AI-Led Business Growth
BFSI-specific AI success stories	Enterprise AI capabilities & positioning	AI governance, ethics & compliance	Account growth planning using AI
Data mastery		Scaling AI projects and associated metrics	Service offerings & accelerator roadmaps
Core AI & Gen AI technical deep-dive		Interfacing with AI engineers, data scientists, and clients	Capstone project
		Architecture benchmarks & MLOps and more	Review

## The Result



The program was a resounding success as the introspection module post program completion revealed competency gains and tangible translations of efforts.

Thanks to our experiential learning modules and access to bespoke sandbox labs and platforms, learners were also able to practically apply and master their learnings for their roles and functions.

We are confident that the BFSI leaders from the partnering enterprise are fast-tracking AI adoption across their teams and optimizing the quality of their service delivery to their clients.

As a long-time collaborator, discussions are already underway to implement other niche technical programs for diverse teams for the organization.

# About UNext

UNext is India's leading online learning and talent transformation company. We provide a full stack tech platform for universities and colleges to offer online courses and degree programs. Our focus is to bring online higher education to a rising number of learners looking to level up in their careers. The online programs offered on our platform, through universities, are designed for re-skilling, up-skilling, and workforce development.

At UNext, we take pride in being one of the largest enterprise and workforce development companies in India. Our endeavor is to empower our learners, university partners and enterprise clients to achieve tangible outcomes and make a significant impact.

Headquartered in Bengaluru, India, UNext Learning is part of and backed by the Manipal Education and Medical Group (MEMG).

**700+**

Large Enterprise  
Clients

**7,00,000+**

Learners Transformed  
Globally

**20,000+**

Enterprise Programs  
Delivered

**6mn+**

Hours Of Content  
Consumed





# Transform Your Workforce With Us

By tailoring programs for diverse domains and market segments across distinct functional roles, we offer the most practical and relevant workforce transformation programs in the market. Our program ecosystems are designed to seamlessly tackle massive volumes of simultaneous cohorts so you can precisely implement your workforce transformation goals.



To deploy a similar program in your enterprise and nurture future-ready professionals, get in touch with us.



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