

THE FACE-OFF: GROWTH WITHOUT JOBS?

OUTLOOK BUSINESS

October 2026 | ₹100 | www.outlookbusiness.com

THINK BEYOND. STAY AHEAD.

REMAKING OF HERO

Harshavardhan Chitale spearheads the two-wheeler king's quest to conquer new territories and defend its market leadership



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ANUBHAV KUMAR JAIN
Founder and
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Walk The Talk

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driven end of running a business. His own trajectory, corporate executive, guest faculty, independent consultant, is the throughline that connects the two.

Nearly a decade of continuous contact with the classroom has sharpened that range further. Teaching executives at IIM Lucknow even while running his own consulting practice has kept Mr. Jain on both sides of the management-education transaction: explaining frameworks in one setting, then testing how well they actually hold up when applied elsewhere. Few consultants maintain that dual vantage point for as long as he has, and it shows in a certain wariness of packaged solutions. He treats his own expertise as something still being tested against new businesses, rather than a fixed method rolled out unchanged.

Mr. Jain will lead another edition of his expert session, Walk The Talk, in Mumbai this October, adding to a list of engagements built around the same core areas: negotiation, strategic thinking, leadership in execution, demand forecasting, general management, reading financial statements, marketing strategy, customer relationship management, and a mindset for premium selling. For participants, the value lies less in encountering these subjects for the first time than in seeing them applied to problems they actually face: sharpening a negotiation stance that has been getting weaker deals, reading a balance sheet closely enough to catch what it is not saying, or building a sales approach that holds up in a market that no longer rewards discounting alone. It is less a single session than a continuation of an argument Mr. Jain has been making for years, that leadership capability is not acquired once and retained, but built and rebuilt as the business itself changes.

The Leadership Advantage: From Thinking to Doing

The Mentor Who Wants Leaders to Walk Their Talk

Anubhav Kumar Jain is a Civil Engineer with a management education from IIM Lucknow, where he has been in Guest Faculty since 2015. In between lies 23 years of corporate leadership experience, first within an Indian multinational, a world's largest company in their category and later as head of his own consulting practice, working extensively with business owners and leadership teams across diverse industries.

That combination, an engineer's training followed by a later immersion in management thinking through

IIM Lucknow's Executive Education and Management Development Programmes, appears to have shaped how Mr. Jain approaches the work: less theatrical keynote, more structural fix.

His range is broad by design. Mr. Jain's stated areas of expertise run from negotiation, strategic thinking and leadership in execution to demand forecasting, reading financial statements, marketing strategy and customer relationship management. It is an unusual spread for one consultant to claim, spanning both the interpersonal end of leadership work and the harder, numbers-