

16th Global Advanced Management Programme



*Disruptive Innovation & Open Business Models
in the Changing Global Landscape*

23rd - 29th June, 2019
Silicon Valley, USA

Programme Background

Today's executives are facing increasing pressure to achieve profitable growth resulting from rapid changes in economic landscape, geopolitical shifts, new technologies, shortened product life cycles, cross-cultural communications, global competition and changing consumer behavior. All of these variables present new challenges as well as a unique set of opportunities. The Global Advanced Management Programme will help in part to address some of these emerging issues and provide tools to better navigate their companies.

The programme specifically addresses economic and business trends in global markets and high-growth economies. The participants will discover insights into the latest models and frameworks for understanding business problems and specific strategies for identifying new opportunities and capitalizing on them. The programme offers you the chance to rethink your business models and management approaches as a global leader and focus on specific business challenges faced by your company. Professor Darwin will guide in-depth discussions and provide highly informed views.

Programme Modules

Module 01

Global Economic Trends

This section of the programme will cover short-run developments in the global business cycle. Particular attention will be given to the understanding of economic trends during the past several years and what can be expected over the near future in the developed and developing economies.

We will explore the prospects for future growth in the emerging economies. What does this mean to your businesses?

Module 03

Business Model Innovation

All businesses place a high priority on innovation because new ideas,

products and processes can translate directly to higher profits and corporate growth. Many innovations and best products fail without the right business model. The session discusses the increasing role of innovation in business models and why some business models fail and some succeed.

Module 05

Visits to World Class Companies

As part of the programme site visits to and interaction with the top management teams of leading companies in US will be organized. The purpose of these visits is to learn about the innovation and business model strategies being adopted and practiced in these global companies.

Module 02

Open Innovation

Open Innovation is increasingly being embraced by new industries and existing business as a key tool to navigate, sustain and grow an enterprise in the changing landscape.

Innovations stimulate growth and result in prosperity but most fail but yet companies that don't innovate die on the vine.

This part of the programme focuses on open innovation concepts, theory and practice. Managing innovation pertains equally to both manufacturing and services and translates directly into growth in new businesses, and better profits in existing businesses.

Module 04

Sustainability Management in the New Era

Sustainability Management can be defined as meeting the needs of the present without compromising the ability of future generations to meet their own needs. It is recognizing that the needs of natural, economic, and social systems are so interdependent that they need to be considered in an integrated way. In this session, you will learn how Executives can integrate corporate sustainability as a business strategy, leading to financial and social-environmental return. You will learn about what has worked in some of the more successful companies, along with a practical understanding of sustainability as a value driver.

Programme Objectives

- Identify opportunities for profitable growth.
- Respond and adapt to the challenges in the changing landscape due to rapid global economic trends.
- Examine the latest concepts, ideas and tools to help them align their business practices with global economic developments and conditions.
- Learn to build sustainable and innovative business models.

Learning Approach

Bulk of the learning will take place via visits to companies and face-to-face discussions with senior executives (often including the CEO). By design, these visits are not meant to be "industrial tourism." Rather, each visit will allow us to go deeper into the opportunities and challenges being faced by each company as it tries to stay ahead in the technology, innovation, and entrepreneurship game. It is these face-to-face discussions that will form the primary intellectual raw material for the participants' learning. Professor Darwin will help the participants reflect on these discussions and derive lessons that may be applicable to their own companies.

Programme Certificate

Upon the successful completion of the programme, participants will be conferred a Global Advanced Management Programme Certificate awarded by All India Management Association

On an additional payment of USD 500, the participants can opt to have a certificate from the Programme Director on UC Berkeley collateral

Proposed Programme Schedule

(This is an illustrative programme. The speakers and meetings are subject to confirmation)

Sunday, June 23, 2019

Ice Breaking Session

Problem Finding & Framing Exercise

Solomon Darwin

Programme Director and Executive Director
Center for Corporate Innovation
Haas School of Business, University of California
Berkeley

Welcome Address

Rekha Sethi

Director General, AIMA

Keynote Address

Vivek Wadhwa

Distinguished Fellow, Carnegie Mellon
Columnist/Author

Monday, June 24, 2019

At Berkeley Campus

- Workshop: The Case for Open Innovation
Solomon Darwin
- UC Berkeley Campus Tour

Keynote Address

Naveen Jain

Founder & Executive Chairman, Moon Express Inc

Visit to and interaction with Top Management team of :

- **Wells Fargo Bank**

Tuesday, June 25, 2019

Workshop: New Business Model for Your Firm
Solomon Darwin

Keynote Address

PK Agrawal, Former CTO of California State

Visit to and interaction with Top Management team of :

- **Fujitsu, Open Innovation Gateway**
- **PayPal**

Wednesday, June 26, 2019

Visits to and interaction with Top Management teams of:

- **Standard Chartered**
- **Nvidia**
- **Genpact Digital Labs**
- **Rocket Space**

Thursday, June 27, 2019

Visits to and interaction with Top Management teams of:

- **Cisco**
- **Wipro**
- **SAP**

Keynote Address

Arding Hsu

CTO, ThyssenKrupp

Friday, June 28, 2019

Visits to and interaction with Top Management teams of :

- **IBM Research**
- **NextEra Energy**
- **Ford Innovation Center**
- Preparation for presentation by participants on
Disruptive Business Model for their company

Saturday, June 29, 2019

- Participants will present Innovative Business Model for
their company
- Recap on Lessons Learned
- Distribution of Certificate

Solomon Darwin





Programme Director

Solomon N Darwin

Executive Director, Center for Corporate Innovation
Haas School of Business, University of California
Berkeley

Professor Solomon Darwin comes with broad Leadership Experience in Corporate Management & Academia. He is an international keynote speaker at many business conferences and has been recognized by his peers and students with numerous awards for his innovative leadership, teaching and curriculum development. At UC Berkeley, he teaches courses in Open Innovation, Business Model Innovation and Open Innovation in Emerging Economies. He also teaches in Executive Education Programs and serves as the faculty director of the International CEO program. As a center director, he moderates key annual International Conferences, Innovation Forums. He chairs the quarterly Dean's CFO and Chief Innovation Office Round Tables. His teaching experience spans over 18 years. Prior to joining the Haas School of Business Berkeley in 2005, he was an Associate Professor for 9 years at USC's Marshall School of Business in Los Angeles.

His progressive corporate leadership experience covers a span of 14 years as a Senior Finance Officer at Bank of America; Director of Finance at First Interstate Bank; Corporate Controller at Glendale Federal Bank and Senior Financial Analysts at Motorola.

During his spare time, Solomon consults and trains senior executives. The list includes: Google, Genentech, Hewlett Packard, UCSF Medical Center, HealthNet and other Silicon Valley companies and startups, as well as enterprises in Europe, Russia, China, Mexico and India.

Solomon enjoys teaching abroad during summer breaks as a visiting professor. He actively teaches in executive education programs at:

- China: University of Science and Technology, Hefei; Shanghai Jiao Tong University, University of Intl. Business & Economics, Beijing; Wuhan University & Qingdao University
- United Kingdom: Lancaster University, Big Innovation Center, London
- Switzerland: University of Zurich
- Finland: University of Turku
- Russia: State University of Moscow & Tomsk State University
- Norway: BI Norwegian Business School
- South Korea: Korean University & Ewha Womans University
- Germany: Fraunhofer Institute
- France: Euromed, School of Management & EM Lyon School of Management
- USA: Stanford University, Palo Alto & Peter Drucker School of Management, Claremont, CA
- International Keynotes: Open Innovations Conference, Russia 2012; Triple Helix Conference, London 2013; Triple Helix Conference 2014, Russia He is passionate about helping the poor to have access to good education and healthcare. He founded a school (1996) and a hospital (2004) for the poor in India.

His academic achievements include: BA (San Francisco State University); MBA (Golden Gate University); MSCP (Harvard University); and holds two honorary doctorates

Registration details

PARTICIPATION FEE

Delegate Fee per participant: INR equivalent of USD 9000 per Participant

Inaugural Discount: USD 750 per participant for registrations received along with participation fee by 15th April, 2019.

Early Bird Discount: after 15th April, 2019 a discount of USD 500 per participant available for registrations received along with participation fee by 15th May, 2019.

GST: 18% as applicable on the date of fee payment will be charged on the participation fee.

AIMA GSTIN No. 07AAATA1644A1ZH AIMA PAN no.: AAATA 1644 A

Online registration available, please visit www.aima.in

About AIMA

All India Management Association (AIMA), as the national apex body of management profession in the country is committed to enhancing the competence of management profession through its multifaceted activities. AIMA has a broad base of 67 Local Management Associations including two cooperating LMAs abroad, with a membership of over 30,000. AIMA is represented on the Boards of India's premier Business Institutions and also represented on Boards of Government bodies including the AICTE, National Board of Accreditation, National Productivity Council to name a few. In addition, AIMA brings to the Indian managers, the best management practices and techniques through numerous foreign collaborations with professional bodies and institutions.



Mansoor Hassan
Manager – CMD

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