



# ANIL K GUPTA

AUTHOR & PROFESSOR OF STRATEGY, GLOBALIZATION &  
ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

*Widely regarded as one of the world's  
leading experts on strategy, globalization  
and entrepreneurship and one of the  
world's "superstars" for research on  
emerging markets*

# ANIL K GUPTA

## about

**Dr. Anil K. Gupta** is a thought leader in **business strategy, globalization, innovation and entrepreneurship.**

He is the **Michael D. Dingman Chair in Strategy, Globalization and Entrepreneurship** and Distinguished Scholar-Teacher at the Smith School of Business, **The University of Maryland.**

Recipient of the **2017 Outstanding Educator Award** from the **Academy of Management** for worldwide contribution to research, practice, and teaching on the topic of globalization.

He serves as Chief Advisor, **The China India Institute**, a Washington DC-based research and consulting organization. He is a Distinguished Visiting Professor at **Tsinghua University**, China and **Indian Institute of Technology**, Bombay and has earlier served as a Chaired Professor in Strategy at INSEAD and a visiting professor at **Stanford University** and **Dartmouth College.**

He is a member of the **World Economic Forum's Stewardship Committee** for the Initiative on the Future of Consumption, the **Bretton Woods Committee** set up by the World Bank and IMF to advise them on solutions to global challenges, and the **CNBC Disruptor 50 Advisory Council.**

Ranked by **Thinkers50** as one of the "**world's most influential management thinkers**," he has also been named by **The Economist** as one of the world's "**superstars**" for research on emerging markets in a cover story on "Innovation in Emerging Economies." He is a Lifetime Fellow of the prestigious **Academy of Management, Strategic Management Society**, and **Academy of International Business.**



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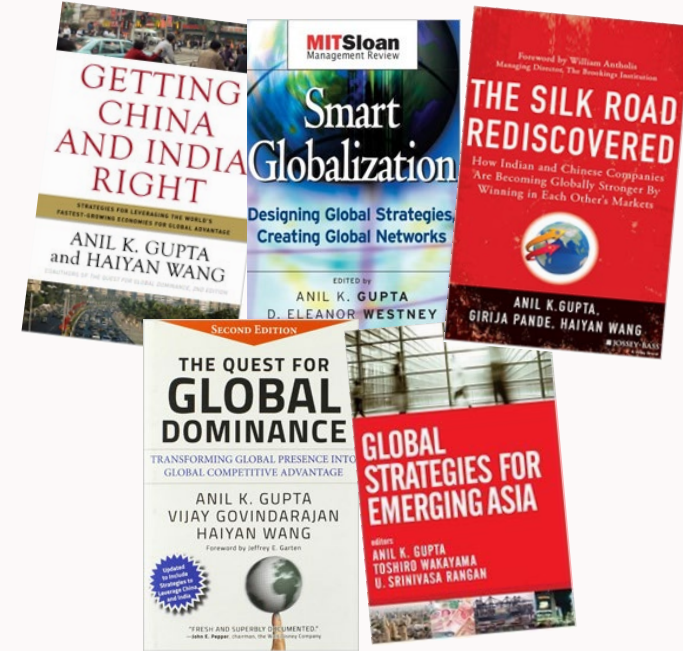
his books

Dr. Anil K. Gupta is a prolific **business writer**, author of several books: ***The Silk Road Rediscovered*** (Wiley 2014), ***Global Strategies for Emerging Markets*** (Wiley 2012), ***Getting China and India Right*** (Wiley 2009), ***The Quest for Global Dominance*** (Wiley 2008), ***Smart Globalization*** (Wiley 2003), and ***Global Strategy & Organization*** (Wiley 2003).

*Getting China and India Right* received the 2009 ***Axiom Book Awards' Silver Prize*** as one of the world's two best books on globalization and was short-listed for the Asia Society's Annual Bernard Schwartz Book Award.

His opinion pieces have been **published** in *Harvard Business Review*, *The Wall Street Journal*, *Financial Times*, *Chief Executive Magazine*, *Bloomberg BusinessWeek*, *Daily Telegraph*, *China Daily*, *Economic Times*, and other outlets and he has been **interviewed** by top-tier media.

He has written over **70 papers** in leading academic journals and has been inducted into the ***Academy of Management Journals' Hall of Fame***.



# ANIL K GUPTA

## Presentation Topics

### **A: Global Megatrends and Game Changers**

How the world has changed over the last twenty years. Look ahead to 2025. ***Notwithstanding how much change we have witnessed in recent years, it's a certainty that the quantum of change over the next ten years will be even greater than over the last twenty.*** In this talk, Professor Gupta discusses the six megatrends that will drive this transformation:

- Restructuring of the global economy;
- Growing volatility and risks;
- Divergent demographics;
- Digitization of everything;
- Global warming and environmental crunch; and
- Rise of the empowered individual.

The collective impact of these global game changers will be such that the structure and dynamics of the world's economy, politics, and culture in 2025 will be fundamentally different from what they are today. ***Professor Gupta also discusses what these megatrends mean for countries, companies, investors and individuals in terms of who can expect to thrive in the new era.***



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## Presentation Topics

### B: Emerging Markets: Diverging Futures

From 2000 to 2016, **emerging markets' GDP** grew at an average annual rate of 6 percent, over three times the pace of the below 2 percent annual growth for the developed markets. As a direct result, emerging markets' share of the global economy **more than doubled** from 17 percent in 2000 to 40 percent in 2016. Never before in the history of the world, has 80 percent of the world's population become better off at the pace that it has since the turn of the 21st century.

Since early 2013, the bloom has fallen off the emerging markets. **China** is undergoing a structural slowdown from an above 10 percent growth rate to around 6-7 percent. **India** has gone from 9 percent to around 7.5 percent. Economic growth in **Brazil** and **Russia** is hovering around one percent. Many other markets such as **Indonesia, Thailand, Turkey** and **South Africa** also appear to be mired in significant turmoil. These developments raise one of the most important questions facing every enterprise and every investor – **Is the emerging market story over?**

In this talk, Professor Gupta addresses this question head on. His central message is that the **days of emerging markets moving up in tandem are indeed over**. China is unlikely to remain the driver of a worldwide commodity boom. Similarly, the U.S. is unlikely to remain the font of easy money for much of the world. From here on, only those emerging markets that are able to undertake much needed internal reforms (stable governments, investment in infrastructure and education, and institutions that are efficient as well as responsive to citizens' needs) can hope to thrive. Others run a serious risk of being trapped at their current low- or middle-income status for a very long time. **Professor Gupta also shares his analysis of which countries appear to be better bets than others and what these developments mean for companies and Investors.**



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## Presentation Topics

### C: Asia's Rise and Its Implications

Asia's rise will be one of the defining **game changers** for the global economy in the 21st century. Asia today accounts for about over 35 percent of the world's GDP as compared with about a quarter each for North America and Europe. Since Asia continues to grow faster than each of the other two continents, it is almost certain that, **by 2025, Asia's GDP will be larger than that of the US and Europe combined**. Further, Asia's impact on the global economy is **multidimensional** – as a mega-market, as the world's factory, as a rising hub for global R&D, as a source of capital, and as the springboard for the rise of new global champions. Asia is also becoming more "Asian" in that intra-Asia trade is growing faster than Asia's trade with the rest of the world. This talk will examine the forces propelling Asia's rise and discuss a number of related questions including:

- What are the risks? What could derail Asia's rise?
- What are the implications of China's slowdown for corporations and investors?
- What lies ahead for India and Indonesia, the two largest Asian emerging economies after China?
- How should MNCs prepare themselves to benefit from Asia's rise?
- Implications for investors? And, for young managers?



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## Presentation Topics

### D: Getting China and India Right

For almost three decades, China and India have been the two most dynamic emerging markets in the world. Unlike Latin America or Africa, both countries are resource poor. Yet, **since 1990, both have been the world's two fastest growing large economies**. Today, China is the world's second largest economy and India the sixth largest – at market exchange rates. By 2025, while China would have reduced the size gap with the United States, India is likely to have overtaken Italy, France, UK, Germany and even Japan to become the third largest. By the middle of the 21st century, both China and India are likely to overtake the U.S. also to become the world's two largest economies.

As China and India continue to rise, they are transforming the global economy in multiple ways:

- They are **two of the world's biggest and fastest growing markets** for almost every product or service.
- They are **two of the world's most important platforms for cost reduction** for both blue- and white-collar work.
- They are **the world's two most important rising powers for technology and innovation**.
- They are also **the world's most prolific springboards for the emergence of new, powerful, and ambitious global competitors**.

In this talk, Professor Gupta discusses the factors propelling China and India, the challenges that each country faces, and implications of these developments for multinational corporations.





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## Presentation Topics

### E: Global Enterprise 2020



The structure and dynamics of the global economy are changing rapidly. Despite the ups and downs in individual economies, emerging markets as a group continue to grow at three times the pace of developed markets; by 2025, they will account for over half of the world's GDP. The diffusion of mobile broadband to every corner of the earth continues to make cross-border collaboration easier, cheaper, and more ubiquitous. And, the technology revolution continues unabated – electric and/or autonomous cars, wearable computing, genetic engineering, shale oil and gas, human-scale robots, etc. These developments will lead to the disruption of industries at an even faster pace than what we've seen over the last decade.

Given these developments, what must today's corporations do to emerge or remain as the global leaders in their industries ten years from now? The answer lies in:

- (i) **rethinking global strategy** i.e., commitment to emerging markets, atomization of the value chain, and leveraging global platforms to create highly customized local solutions;
- (ii) **rethinking global innovation** i.e., 360-degree innovation, distributed innovation, open innovation, and frugal innovation;
- (iii) **rethinking global organization** i.e., connect-and-coordinate rather than command-and-control plus a strong one-company culture; and
- (iv) **globalizing the corporate mindset** i.e., cultivating leaders who combine in-depth knowledge of key markets and cultures with an ability to connect the dots globally.



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## Presentation Topics



### F: Cultivating A Global Mindset

In 2000, Chrysler's then president traveled to India to study the market. At the end of his visit, he remarked, "Call me when you've built some roads." He simply didn't anticipate that the Indian auto market would **grow by over 500%** over the next 10 years. India's car sales shot up from 518,000 units in 2000 to 2.8 million in 2010, making it the world's sixth largest. Not surprisingly, Chrysler is notable for its near-absence. In 2015, Chrysler-Fiat's share in India was a mere 0.4%.

As this story illustrates, we are in the middle of a **radical paradigm shift** in the global economic landscape. **Non-linear changes** are particularly risky times for companies and people entrenched in **old mindsets**. No longer can you continue to rely on old lenses to make sense of the world around you. The winning global leaders, whether individuals or companies, will be the ones with a global mindset who truly grasp the unprecedented transformation of the global economy, and possess the capabilities to sense, filter, and integrate diverse opportunities on a global scale ahead of the pack.

Through real-world examples, Professor Gupta illustrates how a **global mindset** can enable a company to be an **early mover** in identifying new **opportunities in global markets**. It also offers concrete guidelines that individuals and companies can use to develop a global mindset, which requires not only **local depth** (i.e., an openness to and knowledge of diversity across cultures and markets), but also **global connect** (i.e., the ability to integrate across this diversity).

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## Presentation Topics



### G: Smart Globalization – Building and Leveraging Global Presence

**Globalization is a double-edged sword.** The global or globalizing firm has the potential to reap several types of benefits – the vast potential of a much larger market arena, providing coordinated products and services to global customers, capturing scale- and location-based cost efficiencies, and exposure to a multiplicity of new product and process ideas.

However, globalization also exposes the firm to numerous strategic and organizational challenges emanating from a dramatic increase in diversity, complexity, and uncertainty – external as well as internal to the firm. How managers address these challenges determines whether globalization yields competitive advantage or disadvantage and makes the company stronger or weaker. **"Smart Globalization" is the ability to capture the benefits and minimize the costs and risks.**

Using real-world examples, in this talk, Professor Gupta discusses how corporate leaders can systematically globalize their firms' market presence, what logic should guide them in leveraging the world's physical, technological and talent resources to create competitive advantage, and what they must do to globalize the mindset of the people in the company.

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## Key Facts

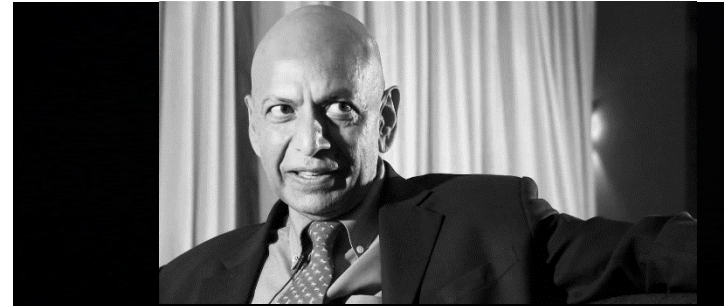
Currently ...

- **Michael D. Dingman Chair** in Strategy, Globalization and Entrepreneurship at the Robert H Smith School of Business, **The University of Maryland**
- Member, **World Economic Forum's Stewardship Committee for the Initiative on the Future of Consumption**, the **Bretton Woods Committee** set up by the World Bank and IMF, and the **CNBC Disruptor 50 Advisory Council**
- Advisory Board Member, **E-Ship Centre** at IIT Bombay, and **Asia Silicon Valley Connection**
- Distinguished Visiting Professor at **Tsinghua University**, China
- Visiting Professor at the **Indian Institute of Technology**, Bombay

Formerly ...

- Chaired Professor in Strategy at **INSEAD**
- Visiting professor at **Stanford University** and **Dartmouth College**.
- Elected board member, **Origene Technologies**, **Omega** (NASDAQ), **Vitalink** (NYSE), **NeoMagic** (NASDAQ).
- Received a doctorate from the **Harvard Business School**, an M.B.A. from the **Indian Institute of Management** at Ahmedabad, and a B.Tech. from the Indian Institute of Technology at Kanpur.

Flies from **Washington**



Sample speaking topics:

***Global Megatrends - Game Changers***

***Global Enterprise 2020***

***Emerging Markets – Diverging Futures***

***Asia's Rise – And Its Implications***

***Getting China and India Right***

***Smart Globalization – Building and Leveraging Global Presence***

# ANIL K GUPTA

what people say

*"Captivating speaker. Engages the audience. Uses real world examples."*

Executive seminar participant, **major consumer good company**

*"Your presentation for our Senior Leadership Conference was extremely insightful and inspiring as we pursue our vision of global sector leadership."*

EVP & Member of Corporate Executive Committee, **one of the world's largest natural resources companies**

*"Thank you for your highly professional, well-researched and articulated contribution to our investment conference. Passionate and constructive."*

CEO, one of the largest **Switzerland-based investment banks**

*"93% indicated that your talk was extremely informative. These are wonderful results."*

Event Leader for one of the **world's largest logistics companies**



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thought-provoking ▪ passionate ▪ professional



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