

STORMS TO SUSTAINED SUCCESS

Converting Challenges to Opportunities for India

Dr. Bala V. Balachandran

Mr. Ashok Vadgama

Mr. Shiva Verma



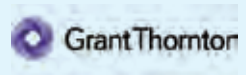
**Storms to Sustained Success:
Converting Challenges to Opportunities for India**

Workshop for Senior Management

Mumbai - Date: 25th January 2011 Venue: Taj President

Chennai - Date: 27th January 2011 Venue: The Raintree, Anna Salai

PATRONS:



Great Lakes Institute of Management, Chennai, presents the workshop on **'Storms to Sustained Success: Converting Challenges to Opportunities for India'** by three world renowned experts: Dr. Bala V. Balachandran, Mr. Ashok Vadgama and Mr. Shiva Verma.

Program Objective

To provide a holistic, strategic but clearly applicable framework to drive Organizational Performance irrespective of / in the aftermath of the recent meltdown and challenges, especially for Global Indian Businesses.

Content

Dr. Bala V. Balachandran will open the workshop with discussions on Customer Centricity, Strategic Enterprise Lifetime Profitability (SAILS™), through Revenue Management and Growth, Strategic Alliances & Economic Value Add.

Mr. Vadgama will cover Performance Management for tomorrow's success and managing Enterprise Risk.

Mr. Shiva Verma will discuss leading practices for enhancing organizational value by optimizing cost process and performance and developing the workforce.

Participant Profile

Senior Business Leaders who decide the Strategy of their Business or Top Performing Leaders / Managers who are being groomed to Strategise.

For Nominations please contact:

Mr. G. R. Venkat, Director Corporate Engagements, Great Lakes Institute of Management, Chennai. venkat.grv@greatlakes.edu.in or at +91 95000 47037 or
Dr. Sunil Rai, Dean Mumbai Business School, Mumbai. sunil.rai@mbs.org.in or at +91 98921 06540.

Format of the Workshop

On registration, the participants would be sent pre-read which are critical preparation material before coming for the workshop.

The pedagogy of the workshop would consist of Lectures, Participatory exercises and Interactive Plenary session including an Invited Guest Speaker.

Workshop Duration:

One Day (09:30 – 17:30 hrs)

Register by: 15th January 2011

Registration Fee for the program is Rs. 20,000 per participant (all inclusive).

The Fee includes Tea / Coffee with snacks and Lunch.

Enrolment is limited to first 30 registrants at each venue.

PROGRAM SCHEDULE

- 08:30** Introduction & Overview by Dr. Bala V. Balachandran
- 09:15** Session-1 (Dr. Bala V. Balachandran)
1. Strategic Profitability through Customer Centricity
 2. Measures that matter - Enabling and converting storms to success
- Strategy Aligned Integrated and Linked Scoring System (SAILS)
 3. Creating, Communicating and Delivering Customer Value for Life Time Profitability
- 11:00** COFFEE BREAK & NETWORKING
- 11:15** Session-2 (Mr. Ashok Vadgama)
1. How Fortune 500 companies manage process improvement initiatives – Benchmarking Study Results
- 12:30** LUNCH
- 13:30** Session-3 (Mr. Ashok Vadgama)
1. Moving up the Performance Management Maturity Mode
- 14:30** COFFEE BREAK & NETWORKING
- 14:45** Session-4 (Mr. Shiva Verma)
1. Promoting Target Value - Synchronizing organizational cost, process and performance
 2. Implementing Enterprise Risk Management - Best practices and lessons learned
- 16:00** TEA BREAK & NETWORKING
- 16:15** Plenary Session with questions from the participants
- 17:15** Valedictory address by Invited Leader and distribution of certificates



Dr. Bala V. Balachandran

J. L. Kellogg Distinguished Professor of Accounting Information and Management, Director of the Accounting Research Center, Northwestern University, Founder & Dean Great Lakes Institute of Management, Chennai

Prof Bala, the legendary teacher of Management from Kellogg is a mentor to some of the leading academicians and industry leaders of today, Advisor to Governments across the globe; Consultant / Director on the Board of a number of Leading businesses like CRISIL (India) and is the Chairman of Allsec Technologies. Some of the companies he has consulted for are TCS (India & USA), SAP, Unilever, Motorola and Baxter. His many distinctions include the Padmashri, the Outstanding Teacher Award in 1988 at Kellogg, Sid Levey Teaching Award in 1996, Alumni Faculty Choice Award in 1997 and the Ernst & Young Research Fellowship for the years 1989 to 2005.



Mr. Ashok Vadgama

Ashok Vadgama is the President of CAM-I, an international consortium of manufacturing companies, service industries, consultancies, government, academia and professional bodies. He is also a Program Manager for Strategic Programs at Motorola Semiconductor Product Sector in Austin, Texas. He has extensive experience in implementing integrated financial and business process modeling systems and driving strategic initiatives in USA, United Kingdom, Europe, Asia and Mexico. He has held various positions in finance and operations in multi-national companies in USA and UK. Prior to that, at Motorola Semiconductor Product Sector, he was responsible for driving ABM (Activity Based Management) and process improvements at multiple global locations. He is the author/co-author of many articles, including a book "Data...The DNA of Business Intelligence".





Mr. Shiva Verma

Shiva Verma is Director with Grant Thornton LLP's Global Public Sector practice. As the lead for Cost Management service area, Shiva provides enterprise cost and performance management solutions to public and private sector organizations. His area of focus includes activity based costing and management, fee/price setting, business process improvement, change management, Lean Six Sigma, strategic planning, value engineering and target costing. Prior to joining Grant Thornton, Shiva held various positions at IBM Business Consulting Services, PriceWaterhouseCoopers Consulting and Reliance Industries Limited. Shiva has authored articles on cost and performance management and is a frequent speaker at US Federal Enterprise Performance Management conferences. He is a Project Management Institute-Certified Project Management Professional (PMP) and an American Society for Quality-Certified Lean Six Sigma Black Belt. He earned his Engineering Degree from University of Mumbai and has an MBA in Finance and Strategy from the University of Maryland at College Park.

About Great Lakes

Great Lakes Institute of Management, Chennai promoted by leading Indian and American academicians, is headed by Dr. Bala V. Balachandran – Professor Emeritus from Kellogg School of Management. Being an institution with the noblest of intentions in contributing

to the society, Great Lakes, has attracted personalities of preeminence like Mr. Ratan Tata, Mr. Jamshyd Godrej, Mr. Narayanamurthy and others to be in their Business Advisory Councils and / or in their Board of Directors.

This B-School is accredited by All India Council for Technical Education (AICTE) and is a not-for-profit organization Section 25 registered company with the mission of "A Global Mindset and Indian Roots", propelled by knowledge and steered by ethical values, where today's managers are groomed to become leaders of tomorrow.

Great Lakes Institute of Management has Academic collaboration / MOUs with Stuart Business School, Illinois Institute of Technology, Yale University, Nanyang University-Singapore, Indian Institute of Technology-Madras. Great Lakes also has significant relationship with National Entrepreneurship Network (NEN) and The Indus Entrepreneurs (TiE) for multiple interaction touch points with these organizations

Great Lakes offers Post Graduate Program in Management (PGPM) - a one year full-time intensive course. The 6th batch of PGPM students have graduated in April 2010 and the Institute has been achieving 100% placement since its inception in 2004. Great Lakes also offers a world class Executive MBA program (PGXPM) for Managers with 7-10 years of experience. This is a General Management program. Recently it has also launched (PGWPM),

a part-time week end program for working Professionals who cannot take a break in their career. The Institute is also launching its Global Executive MBA program in Energy Management (GEMBA) in Jan 2011 in academic partnership with Bauer College

of Business, University of Houston, Texas. The Institute also conducts and offers Open Programs, Short-term programs, Seminars & Workshops, Customized Management Programs for Corporates in association with leading experts from around the world.

Corporate Initiatives - Invest in Thoughts, Exploit Insights™

Established in 2006, the purpose of this department is to provide top Quality Management Learning & Development to Corporate executives, to provide Business & Management Consulting that is cutting edge, to be a Corporate Networking enabler and to be a Brand Enhancer.

The services offered by this department include

Learning

- Customised Programs
- Certificate Programs
- Customised MBA
- Open Programs
- Lecture Tours
- Seminars / Workshops / Symposia / Conferences

Consulting

- Assignment
- Retainerships

Focussed Research

- Centers of Excellence
- Chair Professorship
- Fellowships

Gestures

- Awards
- Grants
- Scholarships



Storms to Sustained Success: Converting Challenges to Opportunities for India Workshop for Senior / Top Management - Registration Form

Mumbai - Date: 25th January 2011 Venue: Taj President
Chennai - Date: 27th January 2011 Venue: The Raintree, Anna Salai

Name of the Organisation:

Address:.....

..... PINCODE:

Contact No:

Number of Participants:

Participants' Details:

Name	Designation
1
2
3
4

Payment details: Cheque Demand Draft

(At Par Cheque / DD made in favour of Great Lakes Institute of Management payable at Chennai only)

Cheque / DD No:

Amount:

Date:

Drawn on:

Send in this form along with the DD / Cheque to: The Director, Corporate Engagement, Great Lakes Institute of Management, 19/24, North Mada Street, Srinagar Colony, Saidapet, Chennai - 600 015. Phone: +91 44 4312 3126

Signature.....

GREAT LAKES



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