

Business Leaders Programme

29 November - 2 December 2012

Indian Institute of Sustainable Enterprise, Bangalore

AGENDA

Day 0: 29 November 2012

Through afternoon	Arrival and Check-in	<i>Confident Cascade</i>
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1800 – 1845hrs	Introduction	Ms. Seema Arora Executive Director CII-ITC Centre of Excellence for Sustainable Development
1845 – 2015hrs	The Third Generation Corporation	
		Prof Stuart Hart Professor of Management Cornell University
		<i>IISE</i>

	Dinner	<i>IISE</i>
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Day 1: 30 November 2012

	Breakfast	<i>Confident Cascade</i>
0900 – 1100hrs	Creating Sustainable Value <ul style="list-style-type: none">▪ Develop strategic business framework for sustainability▪ <i>Assignment: “Capitalism at the Crossroads”, Chapters 1-3</i>	Prof. Stuart Hart Professor of Management Cornell University
1100 – 1130hrs	Tea / Coffee break	
1130 – 1300hrs	<i>Learning Teams</i> <ul style="list-style-type: none">▪ <i>Meet team members and describe organisation to others</i>▪ <i>Each participant charts their organisation’s “sustainability value portfolio”</i>	
1300 – 1400hrs	Lunch	
1400 – 1530hrs	Product Stewardship & Stakeholder Dialogue <ul style="list-style-type: none">▪ Introduction to product stewardship & stakeholder strategies▪ Set-up exercise	Prof Stuart Hart Professor of Management Cornell University
1530 – 1600hrs	Tea / Coffee break	
1600 – 1730hrs	Stakeholder Negotiation Exercise <ul style="list-style-type: none">▪ Assignment: Conoco in Ecuador 11Case & Simulation	Prof Stuart Hart Professor of Management Cornell University
		<i>IISE</i>
	Dinner	<i>Confident Cascade</i>

Day 2: 1 December 2012

	Breakfast	<i>Confident Cascade</i>
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0900 – 0930hrs	Recap by participants
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0930 – 1100hrs	Strategies for the Base of the Pyramid: Green Leap and Embedded Innovation	Prof Stuart Hart Professor of Management Cornell University
1100 – 1130hrs	Tea/ Coffee Break	
1130 – 1300hrs	Taking the Green Leap <ul style="list-style-type: none">▪ Company Case: Tata Nano	Prof Stuart Hart Professor of Management Cornell University
1300 – 1400hrs	Lunch	
1400 – 1600hrs	<i>Learning Teams</i> <ul style="list-style-type: none">▪ <i>Discuss current reality, vision & gap</i>▪ <i>Begin to brainstorm specific sustainability strategic initiatives</i>	
1600 – 1630hrs	Tea / Coffee break	
1630 – 1800hrs	Beyond Selling to the Poor – Embedded Innovation <ul style="list-style-type: none">▪ Company Case: SELCO	Mr. Prasanta Biswal Senior Manager – Mission SELCO
1800 – 1930hrs	<i>Learning Teams</i> <ul style="list-style-type: none">▪ <i>Identify challenges & leverage opportunities for transformation & assuming sustainability leadership</i>	
		<i>IISE</i>

	Dinner	<i>Confident Cascade</i>
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Day 3: 2 December 2012

	Breakfast	<i>Confident Cascade</i>
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0830 – 1030hrs	<i>Learning Teams</i> <ul style="list-style-type: none">▪ <i>Finalise presentation</i>	
1030 – 1045hrs	Tea/ Coffee Break	
1045 – 1245hrs	Making happen in the real world <ul style="list-style-type: none">▪ Selected strategic initiatives presents in plenary	
1245 – 1315hrs	Close	<i>IISE</i>

1315 – 1400hrs	Lunch	<i>IISE</i>
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	Departure	
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