

Strategic Business Model Transformation

It's not about having a digital strategy but a strategy for a digital world.



Yesterday's success no longer guarantees tomorrow's results. Leaders are seeing their strategic landscape and customer expectations/requirements changing at an accelerating rate.

To lead organizations today and prepare them for tomorrow, leaders need to identify new objectives and determine what needs to transform *internally* in the way their businesses operate.

Adopting digital is not an option; it's compulsory—just as it was 18 years ago when adopting the internet was not an option. This time, however, its impact is more dramatic on your business, market and customers.

To compete in this highly complex and competitive market, you must understand how to develop and implement your strategy in a digital world.

You also need to examine the adoption of algorithms, leveraging prescriptive analytics and even consider AI and Robotic Process Automation (RPA), which offers phenomenal cost-saving opportunities and strategic advantages.

Agility is becoming a requirement of many business models, ensuring organizations can experiment rapidly, focus on key business opportunities, be more customer centric, and promote empowered employees.

However, not every organization needs to transform its business model at the same speed. Your strategy and market dictate the pace at which your organization needs to move. For example, tech and financial institutions need to move fast while agriculture and luxury can advance at a considerably slower rate.

Attend this one-day informative, engaging and entertaining workshop and you will:

- Evaluate the impact of digital on our business model
- Assess your organization against the 11-Step Digital Roadmap for strategic business model transformation.
- Determine the speed your organization needs to implement its new business model to transform.
- Adopt a framework for strategy implementation.

Workshop Outline

During this workshop, a wide range of methods and tools are leveraged to build a meaningful experience. Specifically, we combine theory with practice, lectures with experiential learning and individual reflection time with group discussions. We use neuroscience research, puzzles and stimulated challenges. To make points and keep them relevant, we also use business simulations and video.

Morning

Why Digital Implementation Fails

This can be because of leader's wrong mindset, culture resistance or lack of support from the Board. This module examines how to avoid the pitfalls.

What's required to transform your organization's strategic business model?

This module looks at what is affecting your business by asking questions and sharing the latest trends through a global context.

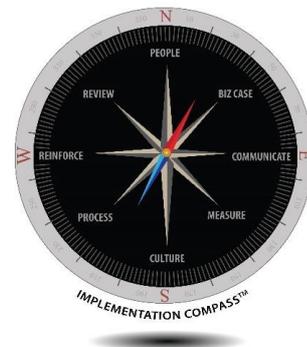
11-Step Digital Roadmap

Most of the steps to transform an organization are not part of the current DNA. This means leaders need to step up to adopt new thinking and approaches. This module outlines what is involved to transform to digital and provides you with the opportunity to apply it to your business. It also discusses the right speed of transformation—the best strategic cadence you need for your organization.

Afternoon

An Execution Framework – The Implementation Compass™

The framework introduces the eight areas for excellence in execution and shares where you need to focus to implement the digital roadmap. The module shares examples, stories and tips from top-performing organizations.



DBS Bank – Case Study on becoming the Best Digital—and now the Best Bank—in the World

DBS Bank was the first bank to receive *Euromoney's* inaugural award “World's Best Digital Bank” in 2016 and again in 2018. In just a few years, DBS was transformed from the poorest performing bank in Singapore to being recognized as the best digital bank in the world and then the best bank in the world by Global Finance. Through an exclusive video, you'll see how the bank's leaders successfully transformed this organization during this workshop.

Workshop Facilitator

Robin Speculand



Mr. Robin Speculand is driven to transform the strategy implementation approach in organizations globally by inspiring leaders to adopt a different approach. His work begins when organizations are crafting their strategy and are starting to think about the execution. He guides them through the implementation journey and provides them with the knowledge, tools and templates to succeed where so many fail. These include Bridges' Implementation Compass™—a proprietary framework for successful implementation—as well as access to The Implementation HUB—the first portal in the world dedicated to strategy implementation with its 500+ resources, and IMPACT, a toolkit with a structured approach for implementing actions in 90 days.

Robin is a prolific writer on implementing strategy. As an international bestselling author his books include *Excellence in Execution—HOW to Implement Your Strategy*, *Beyond Strategy—The Leader's Role in Successful Implementation* and *Bricks to Bridges—Make Your Strategy Come Alive*.

In 2000, Robin left his position as Citigroup Regional Vice President, Corporate Bank, Asia Pacific to start Bridges Business Consultancy Int, a specialist in strategy implementation. Since assisting its first client, Singapore Airlines, Bridges has assisted governments, multinational corporations and local organizations across five continents to achieve excellence in execution.

His pioneering work has been featured in strategy journals, international print and electronic media including the BBC UK & Global, CNBC, Financial Times, Sunday Telegraph and the Singapore Straits Times. He is a sought-after speaker at strategy and international business forums.

He is the cofounder of the Strategy Implementation Institute, a founding member of the Asia Professional Speakers Singapore, and has earned an MBA from the National University of Singapore. Outside of work, he's a die-hard ironman athlete.

Robin Speculand is a global pioneer and expert in strategy implementation.

