



## Anil Gupta

BUSINESS LEADER · FUTURIST

Foremost expert on emerging markets and globalisation, particularly India & China



VISIT ANIL'S WEBSITE

### About:

- **Gender:** Male
- **Languages:** English
- **Travels from:** United States

### Engagement Types:

- After Dinner Engagement
- Guest Appearance
- Panel Participation
- Speaking

### Topics:

- Change Management
- Emerging Markets
- Future of Work
- Global Economics & Markets
- Global Markets
- Growth Strategy

## Biography Highlights

- Ranked among the Top 50 world's most influential management and business thinkers on the 2021 Thinkers50 list, Anil Gupta is one of the world's pre-eminent experts on emerging markets and globalization, he offers business leaders vital insights into tackling the challenges presented by India and China.

## Biography

### About Anil Gupta

Dr. Anil K. Gupta is widely regarded as one of the world's leading experts on strategy, globalization and entrepreneurship. Ranked by Thinkers50 as one of the world's "most influential management thinkers," he has been inducted as a member of the Thinkers50 2024 Hall of Fame. He has been named by The Economist as one of the world's "superstars" for research on emerging markets. He is also the recipient of the 2023 CK Prahalad Award for Scholarly Impact on Practice from the Strategic Management Society and the 2017 Outstanding Educator Award from the Academy of Management for worldwide contributions to research, practice, and teaching on the topic of globalization.

## Websites:

- [Website](#)

Anil is a member of the World Economic Forum's Global Expert Network, 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. He is a frequent participant at the World Economic Forum's annual summits in Davos as well as regional summits in China, India, and the Middle East.

Anil's honors include one of his papers being ranked #1 world-wide among the 20 most-cited papers on "Managing the Multinational Subsidiary." Another of his papers is ranked #4. Anil is also one of only 3 professors in the world to have been elected by his peers as a Lifetime Fellow of the three most prestigious bodies in the field - Academy of Management, Strategic Management Society, and Academy of International Business, with a combined membership of over 25,000 scholars worldwide.

Anil is the coauthor of several highly acclaimed books including *The Silk Road Rediscovered*, *Getting China and India Right*, *Global Strategies for Emerging Asia*, *The Quest for Global Dominance*, *Smart Globalization*, and *Global Strategy and Organization* as well as over 70 papers in leading academic journals. *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.

Anil's 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. He has been interviewed by Harvard Business Review, Economist, The Wall Street Journal, The Washington Post, USA Today, Forbes, BBC, CNBC, Bloomberg TV, Reuters TV, as well as other top-tier media.

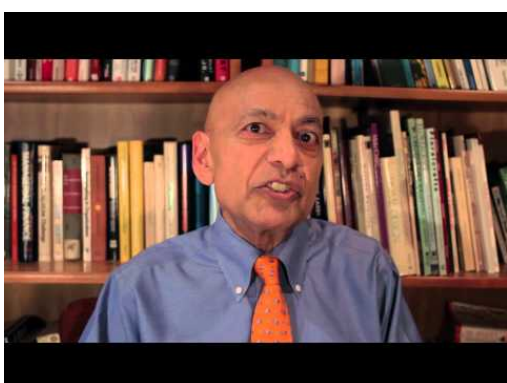
Anil serves regularly as a speaker at major conferences and corporate forums in the US, Europe, Asia, Latin America, and Africa - including the World Economic Forum, Economist conferences, Chief Executive magazine's CEO2CEO Summits, and the Yale CEO Summit. He has also served as a consultant, keynote speaker and/or executive education faculty with some of the largest corporations in the world including GE, Wal-Mart, IBM, HSBC, Deutsche Bank, H-P, SAP, Microsoft, Schneider Electric, PPG Industries, Accenture, Marriott, First Data, Jacobs, ABB, Lockheed Martin, Indian Oil, Huawei, TeliaSonera, Metso, UPM-Kymmene, Cemex, and others.

Anil has served as an elected board member for several companies including Origene Technologies (a gene cloning company), Omega (NASDAQ), Vitalink (NYSE), NeoMagic (NASDAQ). He also serves on the advisory boards of the E-Ship Centre at IIT Bombay, and Asia Silicon Valley Connection. He has earlier served as an advisor to the US-India Business Council and is a Charter Member of TiE-DC.

Anil is the Michael Dingman Chair in Strategy, Globalization and Entrepreneurship at the Smith School of Business, University of Maryland. He also serves as Chairman, China India Institute. He has earlier served as a Professor in Strategy at INSEAD and a visiting professor at Stanford University, Dartmouth College, and Tsinghua University, China. He received a Ph.D. from Harvard Business School, an M.B.A. from the Indian Institute of Management-Ahmedabad, and a B.Tech. from the Indian Institute of Technology-Kanpur.

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## Videos



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## Anil's Topics

### **Global Megatrends and Game Changers: Business leaders must gain insight-advantage by grasping the global mega-trends and game changers of the next decade.**

In the early 1990s, China was a relatively small economy which had just built its very first highway. Mobile phones were a luxury purchased mainly by rich Europeans. And, social media meant walking over to your neighbor to borrow his/her newspaper. How the world has changed over the last twenty years.

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. By 2025, emerging economies like China and India will grow from 1/3 of the global GDP to about half. China will have caught up to the U.S. in terms of economy, and India, will be the third largest in the world. This growth will not be even, nor evenly distributed.

In this talk, Professor Gupta will discuss the six megatrends that will drive this transformation:

- Restructuring of the global economy;
- Growing volatility and risks;

- Divergent demographics;
- Emergence of paradigm-shifting technologies;
- Resource and environmental crunch;
- The 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 will also discuss what these megatrends mean for countries, companies, investors and individuals in terms of who can expect to thrive in the new era.

**Available:** Virtually

## **Emerging Markets: Diverging Futures**

Ever since Goldman Sachs' prescient report "Dreaming with BRICs" over a decade ago, emerging markets have been on a ride.

From 2000 to 2012, 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 doubled from 17 percent in 2000 to 32 percent in 2012. 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.

Notwithstanding this glorious ride, it is clear that, 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 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 will also share his analysis of which countries appear to be better bets than others and what these developments mean for companies and investors.

**Available:** Virtually

## **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.

**Available:** Virtually

### **Cultivating A Global Mindset: Individuals differ in how they sense and interpret the world around them.**

We are in the middle of a radical paradigm shift in the global economic landscape. Non-linear changes are particularly dangerous times for companies and people to be entrenched in old mindsets. No longer can you continue to rely on your old lenses to make sense of the world around you.

However, far too many companies are blind to the ongoing transformation of the global economy and the real opportunities and challenges resulting from this transformation. Faced with a rapidly changing global landscape, many people continue to rely on their old lenses to make sense of the world around them.

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, this speaker will illustrate how a global mindset enables a company to be an early mover in identifying new opportunities in global markets. This speaker will offer concrete guidelines that individuals and companies can use to develop a global mindset, which requires not only an openness to and knowledge of diversity across cultures and markets, but also the ability to integrate across this diversity.

**Available:** Virtually

### **Smart Globalization: Building and Transforming Global Presence Into Global Competitive Advantage**

With each passing day, every industry is becoming a global industry and every business a knowledge business. For most medium to large companies, globalization is no longer a discretionary option, but a strategic imperative.

Smart globalization requires executives to address some of the most critical questions pertaining to global strategy:

- Should we go global? Why or why not?
- How can we identify the strategic markets for our company? How should we design an entry strategy for them, especially if we face high entry barriers?
- How do we transform global presence into global competitive advantage?
- How can we cultivate a global mindset – as individuals and as an organization?
- This talk offers conceptual frameworks that executives can use to answer these questions and illustrates these frameworks with compelling examples.

**Available:** Virtually

### **Changing the Rules of the Global Game: Is Your Company A Rule Maker or A Rule Taker?**

Professor Gupta talks about why every company must cultivate a bias for changing the rules by which it plays the global game within its industry. He then shares the logic that companies can use to reinvent the rules of the game by rethinking answers to the three classic questions for every business: How can we dramatically redefine who our target customers are? How can we dramatically reinvent the value that we should be delivering to our customers? And, how can we dramatically redesign the end-to-end value chain architecture in order to create and deliver this value?

**Available:** Virtually

### **Leveraging Synergies Across Businesses: Capturing synergies across businesses is one of the hardest tasks for most CEOs.**

Gupta shares insights from his research and consulting experience about why most companies talk incessantly about the benefits of synergy but find it very hard to actually realize these benefits. He talks about how companies can sidestep three common pitfalls in the pursuit of synergies: assuming that just because two businesses have something in common, there must be synergies; ignoring the possibility that alliances between independent companies may sometimes be more effective and efficient than internal coordination between peer business units; and, looking only at the potential benefits while ignoring the costs associated with trying to realize synergies

**Available:** Virtually

### **China India 2020: Emerging economies currently account for a third of the world economy**

The current decade will see a bigger change in the structure of the world economy than any decade over the past 200 years and potentially even the next 50. Emerging economies currently account for a third of the world economy. By 2020-2025, they'll account for more than half. This transformation in global economic structure is and will be difficult as well as painful not just for the rich economies (look at the US and Europe) but also the emerging economies (look at the horrifying scandals in China and India).

Emerging economies do have the potential to become the world's economic core. However, they will need to undertake massive economic and political reforms if they are to realize this potential. This is as true of China and India as it is of other rising powers such as Brazil, Russia, Indonesia, and Nigeria. In this talk, Anil Gupta and Haiyan Wang will share their analysis of the prospects for the Chinese and Indian economies between now and 2020 focusing on the promises as well as pitfalls. They will also focus on the current state and likely future of the bilateral economic relationship between the two countries.

**Available:** Virtually

## **Testimonials**

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A blueprint on how to...best approach the two economies for the long term.

**Ratan N. Tata**

Chairman  
*Tata Group*

“

Provides strategic imperatives to succeed in a global business.

**John Menzer**

Vice-Chairman  
*Wal-Mart Stores*

“

The best source of insight for executives...A real tour de force.

**Graham Mackay**

CEO  
*SABMiller*

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On behalf of the Canadian Council of Chief Executives, thank you again for your extraordinarily valuable contributions to our conference. From beginning to end, it was a pleasure working with you. Based on the feedback that we have received, it is clear that your remarks made a significant impact on our member CEOs.

Senior Executive and Event Head  
*Canadian Council of Chief Executives*

“

When asked 'how informative did you find the presentation,' more than 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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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

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Your keynote to our top leadership made a very strong impact. The rest of the meeting, people referred to your design principles and how to win in emerging markets. I personally found it very compelling.

President and CEO, one of the world's largest vision-care companies

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Your presentation for our Senior Leadership Conference was extremely insightful and inspiring as we pursue our vision of global sector leadership. Your session was noted as one of the best in the conference receiving a 90% rating in terms of relevance and effectiveness of delivery, so you clearly hit the mark. The breadth and depth of your business examples around going global has given us a better understanding of what action we need to take in our organization.

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

## Speaker Bureaus And Talent Agencies

Anil Gupta is available to book via these agencies

✔ **Recommended**



Speaking Agency