

PUBLIC LECTURE & DISCUSSION



Prof. Anil K. Gupta

Michael Dingman Chair in Global Strategy & Entrepreneurship
Smith School of Business, The University of Maryland, College Park, USA

Chair: Prof. Huang Jing
Visiting Professor, Lee Kuan Yew School of Public Policy

Date: Thursday, 29 October 2009

Time: 5.00 p.m. - 6.15 p.m. (followed by Book Signing & Refreshments)

Venue: Lecture Theatre, Level 3
Block B, Faculty of Law, NUS Bukit Timah Campus
469G Bukit Timah Road Singapore 259772
(Please see map at www.spp.nus.edu.sg/docs/BTC_Map.pdf)

Admission is free.
Free seating.
Seats are limited.
To enable us to gauge attendance,
please contact us to indicate your
interest at 6225-2741 or by fax at 6438-2427
or by email at kuldip@singapore.tie.org
October 27, 2009.

Getting China & India Right : Strategies for Leveraging the World's Fastest Growing Economies for Global Advantage

ABOUT THE SPEAKER

Prof. Anil K. Gupta is widely recognized as one of the world's leading experts on strategy and globalization. He is the Michael Dingman Chair in Global Strategy & Entrepreneurship at the Smith School of Business, The University of Maryland at College Park and also serves as Chief Advisor to The China India Institute, a Washington DC-based research and consulting organization. He received a doctorate from 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.

Prof. Gupta is the author, co-author, or co-editor of over seventy papers and four books: *Getting China and India Right* (Jossey-Bass/Wiley, February 2009), *The Quest for Global Dominance* (Jossey-Bass/Wiley, 2008), *Smart Globalization* (Jossey-Bass/Wiley, 2003), and *Global Strategy and Organization* (John Wiley, 2003). He serves as a regular columnist on "Getting China and India Right" for BusinessWeek and his opinion pieces have been published in several global business publications. The recipient of numerous awards for excellence in research and teaching, Prof. Gupta has been recognized by *BusinessWeek* as an Outstanding Faculty in its Guide to the Best B-Schools, inducted into the *Academy of Management Journals' Hall of Fame*, and ranked by *Management International Review* as one of the "Top 20 North American Superstars" for research in strategy and organization.

Prof. Gupta serves regularly as a keynote speaker at major conferences and corporate forums and as a consultant, adviser and/or executive education faculty on strategy and globalization with some of the largest corporations in the world. He is also on the board of directors of several companies as well as The Indus Entrepreneurs in Washington DC. He has been an Advisor to the US-India Business Council and served as a Visiting Professor at Stanford University, Dartmouth College, Bocconi Business School (Italy), Helsinki University of Technology (Finland), and IPMI (Indonesia).

SYNOPSIS

Many multinational corporations think of China and India largely for off-shoring and cost reduction and reduce their marketing to the wealthiest few people. In their book *Getting China & India Right*, Prof Gupta and his co-author Ms. Haiyan Wang argue that with such short-sightedness, the opportunity of the century will pass them by.

With their enormous populations and rapid economic growth, China and India are the only two countries to feature four different realities, each strategically crucial to the future of any global organization:

- Megamarkets for almost every product and service
- Platforms to dramatically reduce a company's global cost structure
- Potential hubs to transform global technology and innovation base
- Springboards for the emergence of new fearsome global competitors

The book sheds light on the brutal competition for today's markets and resources in China and India and lays out a strategic plan for organizations to leverage on the complementary strengths of both countries to achieve global dominance.

Prof. Gupta will be speaking on and have a dialogue with Prof. Huang on the above subject.