

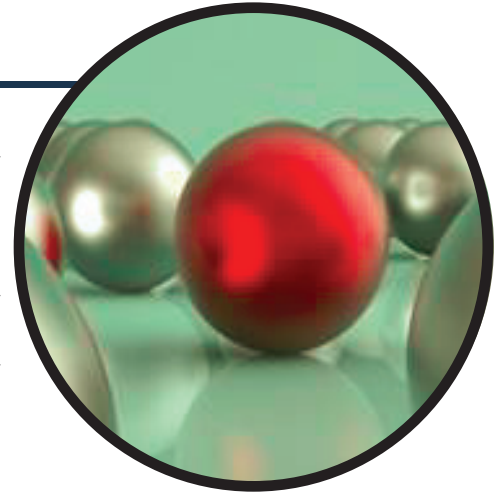
# C-SUITE LEADERSHIP DEVELOPMENT

A PRACTITIONER'S GUIDE TO SUPERIOR DECISION MAKING AND EXECUTION

(ACTIONABLE INSIGHTS FOR LEADING AT THE TOP)

## Unique and Highly Differentiated

This workshop deals with perhaps the most important and least addressed aspect of leadership-how leaders can make better decisions and execute better under stress and uncertainty. Decision making is perhaps the most important skill for a leader and a leadership team. Sustainable competitive advantage and success comes from making better decisions than your peers and executing them better. Leading edge research continues to be conducted on how our minds work, how we actually think and act and the cognitive mistakes we make. Leaders will be able to improve their own decisions and the decisions of their teams. If everyone in an organization could improve their decision making and execution skills, the cumulative impact would be immense.



## Practical Insights that can be used immediately

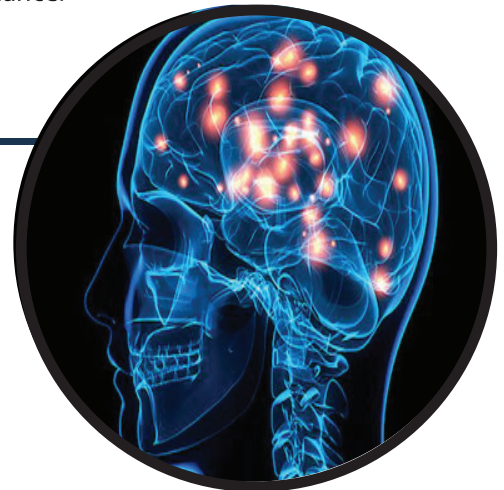
The focus is on application not theory. This workshop provides practical and actionable insights which have been developed by taking relevant portions of research from brain science and behavioral economics and applying it to the real world of senior decision making in business. This talk is based on the direct experience of a successful CEO.

Leaders can immediately apply ideas that can create outperformance or generate alpha through better decision making and execution, which is at the core of leadership and performance.

## What you will learn

In this peer to peer exchange participants will get practical usable insights into:

1. The real world of uncertainty and stress in the C-suite executive and how it impacts decision making. How the environment we work in makes it difficult to make good decisions?
2. How to identify the real problem and avoid solving the wrong problem. How and why we confuse correlation for causality for example and focus our energies on the wrong issue.
3. Common cognitive mistakes and decision errors in business and how to mitigate them. The five most common biases from the field of behavioural economics and neuroscience such as framing and anchoring.
4. How to develop better solutions efficiently under stress and uncertainty. Understand issues such as the power of diversity and the perils of benchmarking.
5. How to execute solutions better and more effectively. Simple, usable and effective ideas to actually achieve the outcomes you want.



# SPEAKER PROFILE



Sanjeev Nanavati is based in the US (New York) and Asia (Kuala Lumpur). He is an exceptionally talented and versatile business leader who has successfully led businesses and diverse teams across the world for over 30 years.

He has extensive and deep global experience. He has worked for over 15 years in New York and Boston and conducted business in Europe and Latin America and worked another 19 years across most countries in Asia based in Hong Kong, India and Malaysia. His experience comes from working in some of the largest global and regional companies (Citibank, Bank of America and Standard Chartered Bank) and with companies and management teams across a wide variety of industries and markets.

His leadership insights are based on direct senior line management experience in developed and emerging markets, small and mature businesses and from navigating within complex organizational structures. He has managed small and large (over 3,000) groups of employees. His leadership roles include:

1. CEO (7 years) of a \$11 billion bank in a complex and highly competitive banking market.
2. President (3 years) of the American Chamber Commerce.
3. Chairman (3 years) of the Board of a stockbroking business.
4. Managing Director (2 years) and Global Business Head.
5. Country Head (5 years) of a Corporate and Investment Banking business.
6. Asia Regional Business Head (3 years).

## TESTIMONIALS

Sanjeev Nanavati has conducted leadership development sessions for senior leaders at PWC, The Star (largest newspaper company in Malaysia), Sime Darby (largest listed company in Malaysia), PETRONAS (national oil company) and Citibank and has received exceptionally strong feedback.

## WHY SANJEEV NANAVATI

1. Credible: Engaging speaker who is a practitioner not an academic.
2. Practical: Actionable insights from a successful CEO that can be put to work immediately.
3. Unique: Ability to blend Asian and Western management practices and relate to Asian business environments.

## WHO SHOULD ATTEND

C-suite executives and their management teams. Executives with over 15 years of experience who are senior leaders within their organizations.