

Agility – The Cisco Way

Dushyant Sukhija

Leadership Lessons Learned from
Greatest Technology Leaders

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The Era of Digital Disruption – Fight for Survival

24% of Fortune 500 companies will not survive the next 25 years.”

- John Chambers

“40% of Fortune 500 companies will not survive the next 10 years.”

- Babson School of Business

3 Olympian Values

1. Resolute

2. Reinvent


3. Discipline

The Internet Explosion – the \$4.3 trillion opportunity

Ray Kurzweil:

The Chinese Emperor's dilemma

Think Exponentially

- Uber (Taxi)
 - Airbnb (Hotel)
 - Amazon.com (Retail Store)
 - Rent the Runway (Retail)
 - Prosper (Finance)
- 

The biggest technology transition...EVER

The new digital Era : The \$19 trillion opportunity



- 14 B devices (today) to 50 B (2020) to 500 B (2030)
- Transformation Revolution
- Business Models

What's on every CEO's mind

Drive *Sustainable* Competitive Advantage

87% of CEOs
realize they
have to go
digital

- Quick wins for Shareholders
- Pace of Change
- Digital Company
- Market Transitions
- Speed of Innovation

Only 7% have
a plan

...and only 30% of them
will actually make it

To survive and lead thru digital disruption...you must

- 1 **Build and execute a compelling Vision**
- 2 **Adopt a partner-centric model to deliver**
- 3 **Reinvent yourself**
- 4 **Turn people into your secret weapon**
- 5 **Accelerate the Speed of Innovation**

To survive and lead thru digital disruption...you must

1

Build and execute a compelling Vision

> Return Greatest Shareholder Value

The making of the 21st Century Digital Government

- President Barack Obama

To survive and lead thru digital disruption...you must

2

Adopt a partner-centric model to deliver

> Gain the Greatest Market Share

The Florida Crystal Challenge

To survive and lead thru digital disruption...you must

3

Reinvent yourself

> Create New Revenue Streams

Protecting NET's dominance in Brazil

To survive and lead thru digital disruption...you must

4

Turn people into your secret weapon

> Win the Talent Wars

The Africa GTAP experience

- **Align employees to a common goal**
- **Create a nurturing environment**
- **Harness Employee's intellectual horsepower**
- **Drive exceptional thought leadership**

To survive and lead thru digital disruption...you must

5

Accelerate the Speed of Innovation

> Create New Revenue Streams

Cities as a Service ... New Songdo, South Korea

Disrupt...or be disrupted

Disrupt...or be disrupted

Start NOW !

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