

The International Business Landscape - Dealing with change

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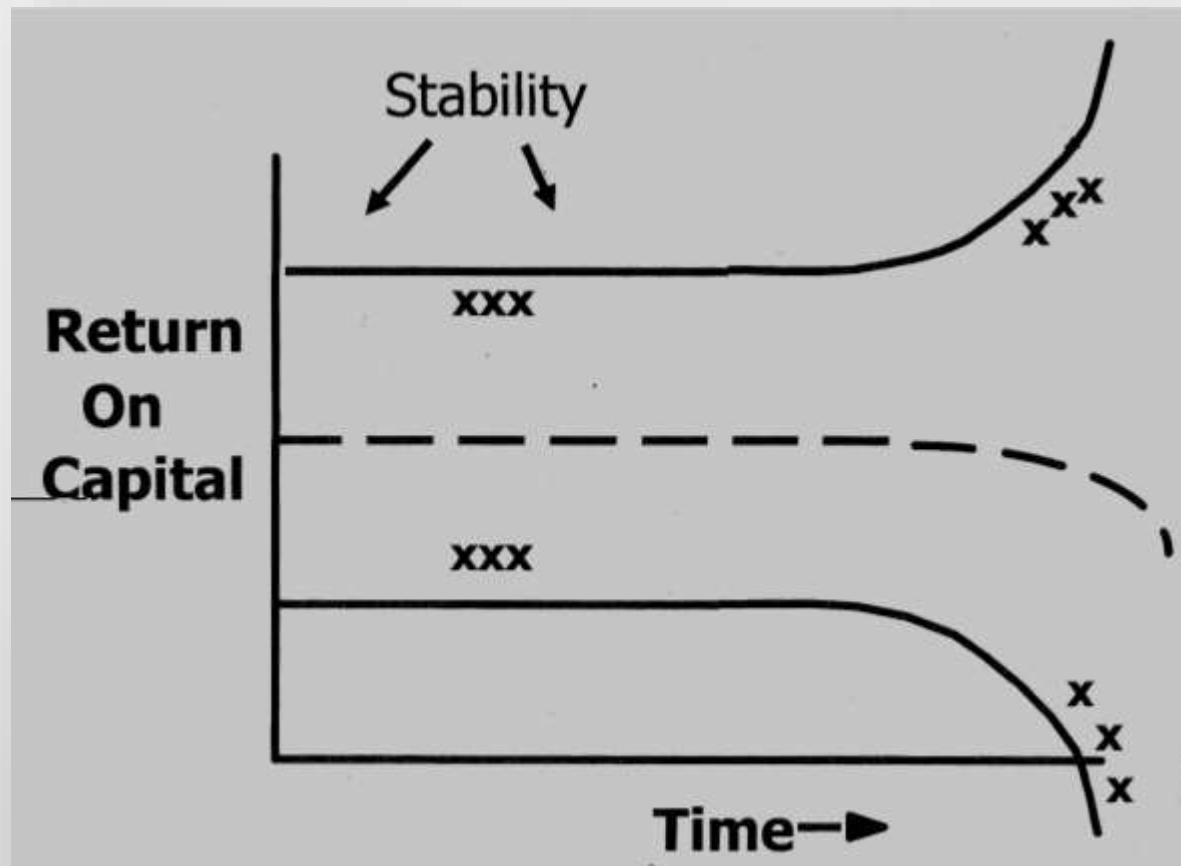


Globalisation is not an option – it is here

- **Globalisation is two-way**
- **South Africa - inbound investment**
- **Inbound investment - the future**
- **Supply chains are increasingly global**
- **Talent is the rarest global commodity**



The challenge of change



Change well or die

- **Change is almost core business**
- **Check your radar**
- **Who will you compete with in 5-10 years' time?**
- **How good are you at managing change?**
- **What is your attitude to change?**
- **Make the unpleasant decisions quickly**

Think global: act local

- **Who has the power in your supply chain?**
- **How do you combat it?**
- **Who owns the channel to the consumer?**
- **Will this change?**
- **Decentralise what the customers see;
centralise what they don't**

No easy answers

- **There is no risk free future**
- **Speed of change can be vital - don't get left behind**
- **Ready, aim, fire - can be dangerous**
- **Follow quickly, but only if it's right to do so**
- **DO or die - the power of good implementation**

Diet or War

- **Some organisations go on a diet - others go to war**
- **Which are you?**



