World Business Forum New York, NY

November 2 - 3, 2022



Texas Tech University System 2022 WBF Team





Texas Tech University System 2022 WBF Team

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The AGE of the IDE AS World Business Forum NYC wobi.com/wbf-nyc Agenda Wednesday, Nov 2 TIME TIME Thursday, Nov 3 9:00 - 10:30 Pat Lencioni 9:00 - 10:30 **Dave Ulrich** 90 min 90 min High Performance Teams Talent Management 10:30 - 11:15 BREAK 10:30 - 11:15 BREAK 45 min 45 min 11:15 - 12:30 **Paul Romer** 11:15 - 12:30 **Carly Fiorina** 75 min Growth 75 min Leadership 12:30 - 14:00 LUNCH 12:30 - 14:00 LUNCH 90 min 90 min 14:00 - 15:00 Laura Huang 14:00 - 14:30 Aamir Malik 60 min 30 min Diversity & Inclusion Innovation 14:30 - 15:45 15:00 - 16:00 Llovd Blankfein Charlene Li 60 min 75 min **Business Transformation** Strategy 16:00 - 16:30 BREAK 15:45 - 16:15 BREAK 30 min 30 min 16:30 - 17:30 **Magnus Scheving** 16:15 - 17:15 **Chris Gardner** 60 min 60 min Creativity Self-Management Powered by Phizer Featured Companies HYPER. DRIVE Poliform WOBI Partner Associations Media Hotel Partner MORNING SUCCESS' WThe European FORTUNE



Day One November 2, 2022

Pat Lencioni

01

High Performance Teams 02 Paul Romer

Growth

03 Laura Huang

Diversity & Inclusion

04 Lloyd Blankfein

Strategy

05 Magnus Scheving



Creativity



Jacob K. Javit©onvention Center New York, NY

Pat Lencioni High Performance

w.wobi.com/wbf-nvc/

01

Teams

Pioneering Expert on Leadership and Organizational Performance Patrick Lencionis founder and presidenit the Table Group firm dedicated to providing organization with ideas, products and services that improve teamwork, clarity and employee engagement. Lencioni's passion for organizations and the people who work in them is reflected in his writing executive consulting. He is the author of thirteserlibres books with over eight million copies sold more than twenty years in print, his classic books of a Treemains a fixture on national best eller lists. His most recent book Six Types of Working Genius: A Better Way to Understa Your Gifts, Your Frustrations and Your Wasareleased in September 2022. He is also the host of popular business podcast, At The Table with Patrick Lencioni.

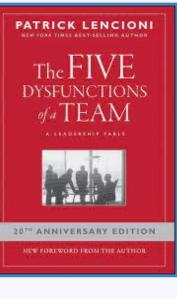
LEADING HEALTHY TEAMS AND ORGANIZATIONS

- Understanding organizational health: The disciplines an organization must live out to become healthy
- Identifying the ideal team player: Three indispensable virtues that make some people better team players than others
- Reaching individual and combined potential by tapping into geniuses at the office and in our meetings

High Performance Teams



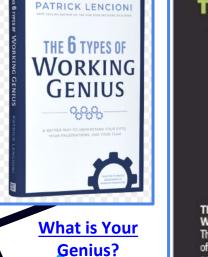
PAT LENCION Five Dysfunctions of a Team

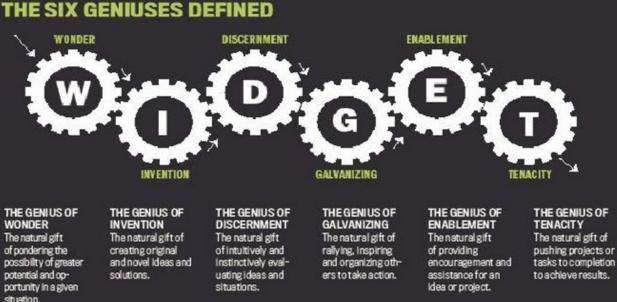


"The key to being successful and fulfilled at work is to tap into your gifts. That can't happen if you don't know what those geniuses are. Leaders must reorganize teams to leverage each person's working genius and reduce times spent in areas of frustration."



The Six Types of Working Genius





Bigman, T. (2022) e six geniuses definiteds://chiefexecutive.net/patrilencioniexclusiveliscoveryourteamsgenius

Your Genius and Your Team

PAT LENCIONI Key Points

- Conflict is required for a team to be successful. Healthy arguing in team meetings is the pursuit of truth. It's healthy because people needitobeting they buy. After discussion, if there is no natural consensus, a leader must make the decision after everyone feels heard.
- Team members need to be vulnerable and open. Taking one person off the team who cannot be vulnerable changes everything. It starts with the leader.
- Unhappy staff and low trustdeaminoy teamso one sign good leadership happy staff happy workers are 13% more productive, according to a recent Oxford University study. They not the reader and they clock to the restart of the (Kininmonth, 2021).
- Up to 80% f adults see work as something to be endured, not enjoyed.
- Each of us has 2 working geniuses, 2 working competencies, and 2 working frustrations. We are more content in our areas of working genius. These are the tasks that bring joy and energy.
- We must regranize teams to leverage one another's working geniuses and reduce times spent in areas of frustration.

Kininmonth, C. (March 262) Kininmonth, C. (March 262)

o/ R Patricktupenbiomiw.thegrowthfaculty.com/blog/6typesofworkingg

02 Paul Romer Growth



Image WBF New York - WOBI. (?

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Nobel Laureate Economist and Former Chief Economist of the World Bank Paul Romereconomist and policy entrepreneur,-iscipient of the 2018 Nobel Prize in Economics Sciences and/ersity Professor in Economics alle Yeas spent his career at the intersection of economicsovation technology, and urbanization, working to speed up humprogress. Pioneer of the dogenous growth the Romer is a selfoclaimed policy entrepreneu who advises business and government leaders in sectors across the world on ways to be technology and innovation to driveteomogrowth. He previously served as the Chief Economic the World Bank where he worked to advance the multilateral institution's critical researc HOW LEADERS CAN FUEL GROWTH IN A WORLD WITH FINITE RESOURCES

- Analyzing the current state of the global economy
- How the United States and the rest of world can select a path of economic growth long into the future
- The role of leaders and educators as guardians and defenders of innovation and experimentation
- Developing the willingness to boldly implement ideas that may be outside our comfort zones



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Paul Romer

Growth

Nobel Laureate economist and former Chief Economist of the World Bank

HOW LEADERS CAN FUEL GROWTH IN A WORLD WITH FINITE RESOURCES

"The reality is that we live in a world that's uncertain, and that will continue. Uncertainty creates some risks, but it creates opportunity as well@paulmromeat #wbfnyc

PAUL ROMER Key Points

- We need good people in leadership who make decisions, stand by them, and take responsibility for consequentides Gen. Dwight D. Eisenhower.
- Back in September 1943, Eisenhower told British Admiral Louis Mountbatten that a leader must be "selffacing, quick to give credit, ready to meet the other fellow more than halfvay, must seek to absorb advice ... When the time comes that he feels he must make a decision, he must make it incut fastation and on his own responsibility and take full blame for anything that goes wrong whether or not it results from his mistake." It was a character and leadership code that Eisenhower exhibited throughout his career. (Bill of Rights Institute, 2022).

Clickherefor more on Eisenhower.

Bill of Rights Institute. (2020)://billofrightsinstitute.org/activities/general-dwight-d-eisenhower-d-day-and-responsibility-handout-a-narrative

PAUL ROMER Key Points

- There is always potential for innovating a way around a problem.
- Just because it is an innovation does not mean it is good for society or an organization.
- There are four types of innovation: Socially Beneficial & Profitable, Socially Beneficial & Unprofitable, Socially Harmful & Profitable, and Socially Harmful & Unprofitable.

| Clickherefor Dr. Kuo's notes. | Clickherefor Dr. Kuo's notes. | | Types of Innovation | | |
|-------------------------------|-------------------------------|------------------------|---------------------|------------|--|
| | MONETRO | Socially Beneficial | 3 | 1 | |
| | | Socially Harmful | 2 | 4 | |
| | WOBI | | Unprofitable | Profitable | |



Day 1 Lunch with Paul Romer

03

Laura Huang Diversity & Inclusion



Harvard Business School Professor and Authority

A professor at Harvard Business SaboolHuang as spent her academic career studying interpersonal relationships and implicit bias in entrepreneurship and in the workplace A *Turning Adversity into Advanteg* groundbreaking research has been featured in the Fina Times, The Wall Street Journal, USA Today, Forbes, and Nature. Through her research she advocates for inclusive workplaces that inoculate against unconscious bias, and en individuals to take control of how they are perceived to find their edge.

- Understanding what our implicit biases are and how to overcome them
- Keys to empowering ourselves to create personal success
- Improving how we shape our strengths, flaws, and others' perceptions of us
- The real role of gut instinct in decision making in organizations

"We're taught from a young age that success is about hard work. However, it's often about signals, perceptions, and stereotypes."

Diversity & Inclusion



But, we can flip stereotypand obstacles in our favor

Laura Huang

Turning Adversity into Advantage

We can find and creat

LAURA HUANGKey Points

- Most diversity and equity efforts are not working.
- Hiring practices for equity, such as obtaining a more diverse candidate pool are sterk in the right direction, but research shows this leaves individuals in organizations more frustrated.
- "PromotiorOriented questions are about the opportunity. How big you can take somethingthe vision behind something. Whereas Pre@rittinted Questions are those around the risks, the barriers, the drawbacks, the constraints behind something@ProfLauraHuæntd#wbfnyc
- Women are more likely to get asked preværiteindted questions and respond in the same way.
- Investors will hire promotioniented people.
- When in an interview and are asked a prevention question, flip it and respond with a promotion answer.
- If you have an employee who is mostly preveietided, ask, "Where do you think this could go in 3 years?" to redirect thinking.
- If you have an employee who is mostly promisting d, ask, "What are the first 2-3 things you'll do to make this happen?"

LAURA HUANG

"Gain an edge by showing the angle of the diamond that is going to shine the brightest."

Clickherefor more about the EDGE.

ENRICH



Everyone has "basic goods," which are strengths that set you apart and provide value. This is the most basic thing others can expect you to deliver. We're most effective when we can pinpoint our basic goods and combine it with our competence.

DELIGHT

Look for ways to wow decision-makers.

Delighting others isn't necessarily about being charming, entertaining, or charismatic. It's engaging high-stakes situations with ideas for surprising others with unexpected points of connection that are memorable and pleasant.

GUIDE

Reframe potentially negative perceptions.

We have to be aware of how others see us and guide their perceptions, redirecting them to appreciate our value rather than allowing them to rely on assumptions of who we are. We can confront deficits and counter it with achievements.

EFFORT

Work hard to help others see your value.

We have to embrace our constraints, rather than dodge them, but we also can't let them define us. By emphasizing our strengths, we encourage others to see past our flaws to the point that any of our shortcomings seem meaningless.



Lloyd Blankfeir Strategy



Chairman & CEO The Goldman Sachs Group, Inc-2006

Iconic global business leader and philanthogoisBlankfeins a highly distinguished authority on global markets, finance and leadership. As Chairman and CEO of a Sachs Group 2006 to September 2018, Blankfein led one of the largest and most respected investment banks in the challenges of the financial crisis before repositioning the firm for successistist the pdster continues to serve as a member of the Goldman Sachs Management Committee and Board of Blankfein was twice named one of the most influential people in the world by Time magazine Financial Times Person of the Year award in 2009.

THE STRATEGIC CHALLENGES OF BUSINESS TRANSFORMATION

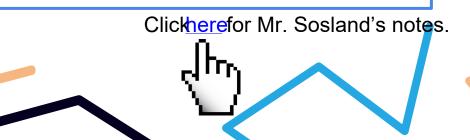
- Leading business transformation in a disruptive, fast- changing and highly competitive environment
- Insights into risk and decision making under great uncertainty: Knowing when to move forward and when to draw back
- Facing the leadership and organizational challenges presented by moments of change and crisis: Lessons from the Great Recession
- Analysing the current state of the <u>global economy</u> after the disruptions caused by the coronavirus pandemic



"If you scenario plan well, when one of those scenarios occur, you'll get off the mark so quickly after that gun goes off, people will think that you've anticipated the start ... And that's the best you cato."@lloydblankfein

LLOYD BLANKFEKey Points

- Contingency planning means thinking about anything that can happen so you make your company secure.
- When you're going through a crisis, your reputation is going to be defined by how you handle it. So, leaders, in a crisis situation, stay calm and stay connected to what's going on. Communicate, and try to inspire and avoid panic. The most important thing is to not have everyone standing in front of a tv or monitor worrying. Keep some normalcy and make life easy for your team and for those above you. Be available. "If they called me before I called them, I considered it a failure." You should live by that even in times that are not turbulent.
- Other people's problems are your opportunity to be innovative.
- Technology is endemic, pervasive, and permanent, so to be competitive, embed technology into your business.



Magnus Schevir

Creativity

05



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Entrepreneur and Creator of Successful Children's TV Show LazyTown Creator, director and protagonist of the successful children's television ser Maduazy Towr Schevinghas taken advantage of his infectious creativity and entrepreneurial spirit to pro nutrition and health of children into a global brand. Broadcasted in more than 170 count reaching over 500 million homesyTowhas won various awards including a BAFTA, renov Telly Awards, and has received two Emmy award nominations. The company is respons producing books, videos, games, and sporting goods with the mission to promote fitness lifestyle to children. The TV series remains Scheving's core asset as it continues to be k worldwide.

LAZYTOWN: THE JOURNEY FROM PERSONAL MISSION TO GLOBAL BRAND

- The philosophies and beliefs that underpin the most successful leaders
- Keys to staying creative: How to embrace risk and move out of your comfort zone
- The role of the leader in developing a recognizable and lasting style for your brand
- Redefining profit: Building a company ethic that focuses on more than finance
- Cultivating the positive attitudes that will allow your organization to flourish

Creativity

"There are two types of leaders: people who manage industries and people who *change*industries." Sportacus

Image: Wikipedia. Sportacus https://en.wikipedia.org/wiki/Sportacus

MAGNUS SCHEVING

VOU ARE LAZY WHEN YOU DON'T CARE

MAGNUS SCHEVING Key Points

- The "power of being lazy" means that one team member can destroy a company.
- Inspiration for inner drive is different for each person on a team. Therefore, you cannot use the same technique to motivate and coach for everyone on your team
- Change the culture of your organization so that the team worksiktegether soccer team. Members have to knowthey are doing and reabout the game.
- Our job is to pick each other up. If we notice a mistake, we should help each other fix it.

Clickherefor more from Magnus Scheving.

Day Two November 3, 2022

Dave Ulrich

01

Talent Management

02 Carly Fiorina

Leadership

03 Aamir Malik

Innovation

04 Charlene I

Charlene Li

Business Transformation 05 Chris Gardner

Self - Management



Dave Ulrich

01

Talent Management

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World's Leading Authority on Talent Management

Dave Ulrichs the world's leading authority on talent and human resources and a professor School of Businethniversity of Michigan. He has authored / co authored over 30 books and that have shaped thinking on leadership, talent and human resourcescin/dudiofg/VoTke Leadership CodeR Transformation and Victory Through Organization. He was recognized Lifetime Achievement Award from HR Magazine for being the "father of modern human res

MOVING BEYOND THE WAR FOR TALENT

- The societal forces that make HR more relevant than ever
- Why your organization's success lies, not in the talent you have, but what you do with the talent once you have it
- Leveraging talent throughout your organization to create a whole that is greater than the sum of its parts
- How to build capabilities, strengthen systems, and empower human capital—for longer lasting success

Talent Management

"Culture is the idea of your organization in the mind of your customers that is lived by your employees."





DAVE ULRICH

"It's not what you DO as a leader. It's what you do to help others get better. Leadership is about the value you give to others. "



DAVE ULRICH

Click <u>here</u> for more on harnessing human capability to create value.

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Clickhere for Dave Ulrich's presentation slides.

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DAVE ULRICH Key Points

- Work is not a place. It is about shared values.
- Our people are our most important asset. Why do you stop going to a business? Because of a bad experience with an employee. Your attitude about that place is not about the executives. It is about the employees, so TALENT MATTERS.
- Organization is a culture. Think about your brand as the reputation in the mind of your best customers. Culture is not the roots of a tree, but the leaves. What do you want to be known for?
- As a leader, does an employee leave an interaction with me feeling better or worse about themselves?

Success takes TALENT + ORGANIZATION + LEADERSHIP

Carly Fiorina Leadership

02



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First Woman to Lead a Fortune 50 Company

A passionate, articulate advocate for producing, innovation, and effective leadership Fiorinawas the first woman ever to lead a Fortune 50 company when she was recruited to lead Hewlett P 1999. Under her leadership, revenue grew, innovation tripled, growth quadrupled, and HP be largest company in the U.S. Her breadth of experience spans from marketing to manufacturin strategic planning; from HR to R&D; from finance to engineering to supply chain and logistics teams and organizations in the private, public and social sectors. Today she is the founder ar <u>Carly Fiorina Enterprivand</u> of Unlocking Potentialnorprofit organization that invests in human po by supporting local leaders who are solving problems in communities and places of work.

LEADING ORGANIZATIONAL TRANSFORMATION

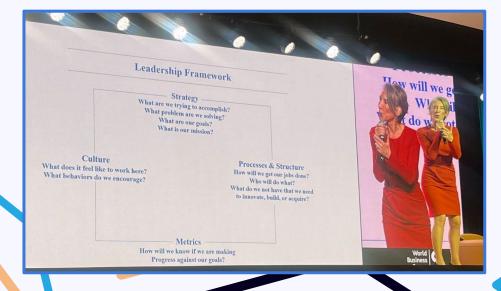
- How to increase the problem-solving and leadership capacity of organizations
- What it takes to help others reach their highest leadership potential
- A blueprint for navigating uncertainty, managing change, and building a high-performance culture
- What it takes to drive transformational change

CARLY FIORINA Key Points

- Great leaders surround themselves with people who are different from them because "group think" is not good for a business. The status quo is powerful, and in an organization, people tend to be a lot like termites. They will go to work and do their jobs without thinking about how to make it better and how to solve the problems they face in their daily tasks.
- Leaders change the way things are and solve the problems in front of them for the better, and there are leaders in any position. Leadership has nothing to do with a title or position. We need to inspire every member of the organization to have the mindset that where we are is not good enough. Where we want to go is better.
- A great leader needs character, has to be a great collaborator, is confident, and has humility and empath(this is the ability to know that someone else has a point of view that I need for change).
- To improve, leaders must ask people at all levels of the organization where the problems are because the people closest to the problem understand it best. This is where leaders are empowered at every level of the organization.
- 4 Steps for Problemolving: Assess, Ask, Analyze, Act.

The Leadership Framework

- The Leadership Framework is a tool created by Carly Fiorina that is useful for trying to solve difficult, complex problems. It helps us to be clear-eyed about everything we have to manage, think about, execute on, and ask our team members about.
- It is important to measure what matters. If it's important, figure out a way to measure it.
- Create a culture in the organization that shifts from "need to know" to "need to share."



Click <u>here</u> for more about the Leadership Framework and to follow Carly Fiorina's Leadership Matters in LinkedIn.

CARLY FIORIN



Day 2 Lunch with Carly Fiorina

03

Aamir Malik

Innovation



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Executive Vice President and Chief Business Innovation Officer, Pfizer <u>Aamir Malik</u>s Chief Business Innovation Officer, Executive Vice **Presidenteet** of the world's most innovative companies whose relentless pursuit of breakthroughs led to the U.S. Food and Drug / approval of the first COV/Daccine. At Pfizer, Aamir is responsible for the company's strategy, business development, and formation of new business ventures, as well as the adivancembeat coefss partnerships with payers and governments around the world.

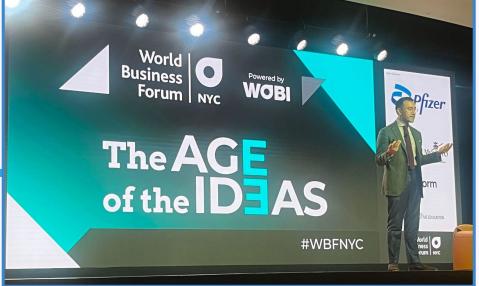
Prior to joining Pfizer, Aamir was the Managing Rackies of & Compartynited States operations ar previously led the firm's Global Pharmaceutical and Medical Products Practice. In his 25 years a developed innovative growth strategies, guided mergers and acquisitions and impleprented high programs to improve patients' lives and transform performance for life science companies.

DRIVING BREAKTHROUGH INNOVATION

- The importance of building a culture of innovation
- How an innovative business strategy enables ESG
- How becoming a partner of choice fuels innovation and growth
- How biotech is changing the innovation landscape for pharma and beyond

Innovation AAMIR MALIK

"We may not always get lucky, but we will always be prepared. And we will create an environment that maximizes the chances of our success."



AAMIR MALIK

Key Points

- Luck never comes to those who are unprepared.
- Build critical capabilities through an innovation culture.
- Parallel Processing: Examine multiple options simultaneously.
- A belief in doing good inspires innovation.
- To be an innovation, it must be a **chasts** collaboration because there is power in partnership.
- Innovation is the oxygen for growth.
- A vibrant culture is the ambition of doing good and collaborating.

Clickherefor more from Aamir Malik.

Charlene Li

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Business Transformation

Leading Expert on Digital Transformation and Disruptive Growth Strategies For the past two deca@emarlene Linas been helping people see the future. She's the author of books, including the New York Times bestpeher eadership d the critically acclaimed book, Groundsweller latest book Disruption Mindsweas published in 2019. She was also the four Altimeter Group, an analyst firm that was acquired in 2015 by Prophet. Named by Fast Company as one of the most creative people in business, Li is an expert of transformation and disruptive growth strategies. Her deep knowledge of leadership, strategies media and marketing gives her unique insight into the changing business landscape.

THE DISRUPTION MINDSERANSFORMING AND REINVENTING YOUR BUSINE

- Overcome Fear and Self-Doubt. How to develop the confidence and courage to take the first step toward transformation
- Revealing the top ways to drive disruptive growth
- Planning for Disruption. Reform your strategic planning process to be continuous.
- Focus on the Future Customer. Why this skill is at the heart of disruptive organizations and how it keeps them focused on the future.

Business Transformation

"Leadership is a relationship between those who aspire to create change and people inspired to follow them."



CHARLENE LI Key Points

- There are three types of transformation: Digital, Culture, & Sustainability, but in every case it's about people.
- How do we lead through transformation? 1) Align our strategies with future customers. 2) Create movements. 3) Nurture a flux culture.
- Leaders need to work with teams to answer these important questions: Who is your future customer? Articulate that across the entire organization. What is the best strategy to meet their needs? How are you personally contributing to the strategy's success?
- Transformation requires creating movements. This means having openness, transparency, and accountability.
- Create a culture where no news is bad news, bad news is good news, and good news is no news. We expect things to work well, but when a team feels empowered to address things that are not working well, the organization can continue to transform and improve.

Business Transformation

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Move from needing

to have all the answers

to asking great questions

O PA Knowledge Limited

CHARLENE LI

Chris Gardner

05

Self-Management

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Entrepreneur, Philanthropist and Author of the Critically Acclaimed The Pursuit of Happy Chris Gardneis an entrepreneur, author, philanthropist, and single parent whose work has recognized by many esteemed organizations around the world. He is the author of two bes *The Pursuit of HappyrændsStart Where You Are: Life Lessons in Getting from Where You A You Want to B*ardner was an executive producer on the iconic and critically acclaimed fill of *The Pursuit of Happyr*ændsring Will Smith. Through his positivity, courage, tenacity, discip common sense, Gardner's story is one of overcoming setbacks and hardship to become a Wall Street before founding his own brokerage.

TRANSFORMING THE IMPOSSIBLE INTO THE POSSIBLE

- From living on the street to working on Wall Street: On surmounting obstacles and beating the odds
- Transforming the impossible into the possible: What self-empowerment means and how to achieve it
- The keys to breaking cycles and opening up new opportunities
- Philosophies on navigating tumultuous times and creating a fulfilling, successful life

Self-Management/

"Who's the best in the business? If they don't say your name, you've got work to do."



CHRIS GARDNE Key Points

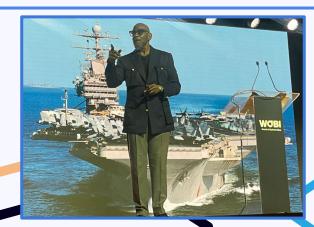
- The decisions we make have generational impact so we have a generational responsibility to instill integrity, resilience, and determination into our children.
- The greatest gift you can give is permission to dream because an idea is a dream with legs. It's not a *brawing* nything. It's ab *dwtcoming* nything. It's ab *dwtcoming* nything. Instill the dream that "I'm going to be world class at whatever I do."
- A hard pivot is something you wouldn't have chosen, but you had to make it work and you have to see it through. That's what leaders do during times that are difficult. A great example of a leader who persevered during difficult times is Martin Luther King, Jr.
- The night before he was assassinated, MLK Jr. spoke to sanitation workers who were on strike and told them to see it through.



Clickherefor MLK Jr.'s last speech.

CHRIS GARDNER Self-Management

- In life, only have a Plan A. Do not have a Plan B or you are already anticipating that Plan A will not work.
- When creating for Plan A, use the "C5 Complex." You need to be clear, consistent compelling, committed, and consistent to achieve any sort of success.
 <u>@CEOofHappYness</u>
- Always focus on the evens and not the odds. Become better and achieve your goals even if, even though, even you, even me.



Thank you!

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