



ANDREW WINSTON

Named #3 Most Influential Management Thinker in the World (Thinkers50), helps business leaders build THRIVING, SUSTAINABLE companies that profit by solving the world's biggest challenges

-
- Sits on Sustainability Advisory Boards for the Kimberly-Clark Corporation, Hewlett-Packard (HP), and Unilever, and serves as a Sustainability Advisor to PwC
 - Director of the Corporate Environmental Strategy Project at the Yale Center for Environmental Law & Policy
 - Named to Thinkers50 list of the top management thinkers in the world, his views on strategy have been sought after by leading companies, including 3M, DuPont, J&J, Kimberly-Clark, Marriott, PepsiCo, and Unilever.
 - With over 100,000 copies sold, Green to Gold was an instant classic: Featured by INC Magazine as “One of the 30 books that all managers should own
 - His new book, Net Positive: How Courageous Companies Thrive by Giving More than They Take, is co-authored with the legendary CEO Paul Polman and was named one of Financial Times’ Best Business Books of the Year
 - He is recognized for his views on how companies can navigate and profit from humanity’s biggest challenges

Andrew Winston connects sustainability with positive business results. A recognized green business expert, he helps companies use environmental thinking to drive growth and create enduring value.

For its 30th anniversary, Inc Magazine created a list of 30 books that all managers should own, covering 70 years of strategy thinking from Peter Drucker to Michael Porter to Jim Collins. Andrew Winston's book, Green to Gold, was on this list. With over 100,000 copies sold in seven languages, Green to Gold was an instant classic, offering a roadmap for companies all over the world to create value from environmental strategy.

Andrew, founder of Winston Eco-Strategies, is a globally recognized expert on green business strategy, appearing regularly in major media such as The Wall Street Journal, Time, BusinessWeek, New York Times, and CNBC. He has advised some of the world's leading companies, including Bank of America, Bayer, Boeing, Bridgestone, HP, Johnson & Johnson, and Pepsi.

He also sits on Sustainability Advisory Boards for the Kimberly-Clark Corporation, Hewlett-Packard (HP), and Unilever, and serves as a Sustainability Advisor to PwC.

Andrew bases his work on significant in-company business experience. His earlier career included advising companies on corporate strategy while at Boston Consulting Group and management positions in strategy and marketing at Time Warner and MTV.

Today, Andrew is also a highly respected and dynamic speaker, reaching audiences of thousands of people around the world and acting as a practical evangelist for the benefits of going green. He's spoken at leadership meetings for the top executives of many Fortune 500 companies, at large conference keynotes, at high-profile business meetings like the World Innovation Forum, and at events in Europe, Russia, Brazil, and China. He writes extensively on green business strategy, including a weekly column for Harvard Business Online and his own popular blog at www.andrewwinston.com.

Andrew's new book, The Big Pivot, out in early 2014, explores how companies can manage the profound challenges of a hotter, scarcer, more open world. The Big Pivot provides a

new roadmap, helping executives create a more prosperous business, economy, and world.

He received his BA in Economics from Princeton, an MBA from Columbia, and a Masters of Environmental Management from Yale.

TEMAS

- Sustainable Development
- Innovation
- Strategy
- Environmental Issues

PROGRAMAS

Andrew tailors his examples and ideas to match the audience, but his starting point is a talk that lays out a new vision for business in a fundamentally changed world. He reviews the mega-challenges that are changing "business as usual", including extreme weather, resource constraints (which bring with them rising prices for nearly all inputs into the economy), and radical transparency enabled by new technologies. These challenges also offer unprecedented opportunities as multi-trillion-dollar markets are in play.

In a unique and entertaining way, Winston describes the profound shift – the Big Pivot – that companies are making to navigate and profit from a volatile world. His talks provide crucial strategies for executives and managers ready to innovate and win in this new reality. With concrete advice and tactics, and stories from companies like BT, Diageo, Dow, Ford, Nike, Unilever, and Walmart, The Big Pivot provides a blueprint for creating more resilient, flexible, and profitable businesses.

Profit, Innovation, and the Drive to Net Positive: How courageous companies thrive by solving the world's problems

Our economy and society are healing from the pandemic, but extreme challenges remain, such as climate change and inequality. Business has the vast opportunity – along with the tools and skills – to profit from solving the world’s problems, not creating them. Based on his new book *Net Positive* – co-authored with legendary CEO Paul Polman – this inspiring talk from renowned strategist Andrew Winston will help you navigate the seismic changes sweeping through business. *Net Positive* explodes 50 years of corporate dogma about the purpose of business and how it thrives. With bold vision and compelling stories, Winston sets out the principles and practices that will deliver the scale of change and transformation the world desperately needs.

His talk will explore surprising data about our world and look at stories of leading companies such as: Microsoft and Google pushing the boundaries on moving to clean energy; Salesforce and Tesco raising the level of expectations on suppliers; the consumer goods industry experimenting with new models for delivering products; Unilever working with peers, NGOs, communities, and governments to improve health and hygiene globally and reduce deforestation; and more.

GigaTrends and the Big Pivot: Doing Business in a Hotter, Scarcer, More Open & Connected World

Global megatrends -- such as climate change, the rise of the clean economy, fast-moving technology shifts, and generational shifts in values as Millennials and Gen Z come of age -- are dramatically changing how we live and do business. Investors, consumers, and employees are all demanding that companies have a clear purpose and help people and planet thrive. Andrew's talk will give executives an overview of this new landscape for business and provide a vision for how to profit in a volatile world.

Finding the Gold in Green

"Green to Gold provides the definitive thinking on how business leaders can address Environmental issues." Michael Porter, Professor, Harvard Business School

This engaging talk by a globally recognized speaker and green business expert will explore the environmental pressures and powerful stakeholders driving companies to go green.

Andrew Winston will describe how the world's best companies use environmental pressures to innovate and profit in a crowded, resource-constrained world. Through fun and fascinating examples from a range of industries, Winston demonstrates how leading companies...

- Get Lean: Amp up energy and resource efficiency to save millions.
- Get Smart: Use data about products and supply chains to save money, drive performance and serve customers better with innovative new offerings.
- Get Going: Engage and excite employees to solve the company's, the customer's and the world's environmental challenges.
- Get Creative: Rejuvenate innovation efforts by asking heretical questions that challenge everything from operations to products to business models...

“The Big Pivot”

"A must-read for anyone interested in the future of business and our world." Paul Polman, CEO, Unilever

We live in a fundamentally changed world. It's time for your approach to strategy to change, too.

The evidence is all around us. Extreme weather, driven by climate change, is shattering records all over the planet. Our natural resources are under intense pressure as a billion more people enter the global middle class, demanding more of everything. Radical transparency is opening up company operations and supply chains to public scrutiny.

This is not some futuristic scenario or model to debate, but reality today. We've passed an economic tipping point. A weakening of the foundations of our planetary infrastructure is costing business dearly and putting our society at risk. The mega-challenges threaten our ability to run an expanding global economy and profoundly change "business as usual." But they also offer unprecedented opportunities: multi-trillion-dollar markets are in play and the winners of this new game will profit mightily.

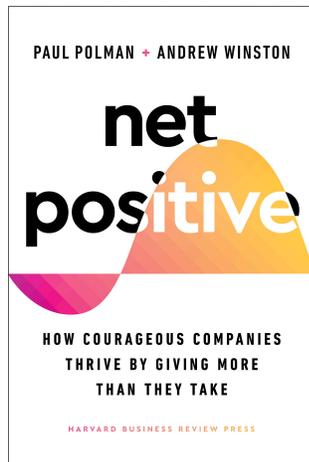
The way companies currently operate will not allow them to keep up with the current—and future—rate of change. They need to make the big pivot.

The Big Pivot provides ten crucial strategies for leaders and companies ready to move

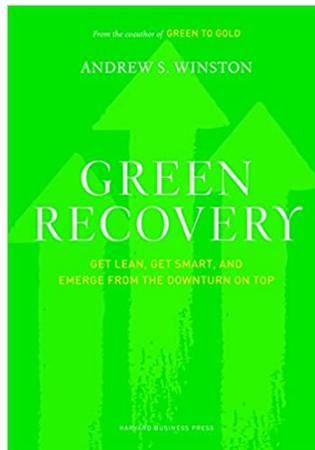
boldly forward and win in this new reality. With concrete advice and tactics, and new stories from companies like BT, Diageo, Dow, Ford, Nike, Unilever, Walmart, and many others, The Big Pivot will help you, and all of us, create more resilient businesses and a more prosperous world. This book is the blueprint to get you started now.

PUBLICACIONES

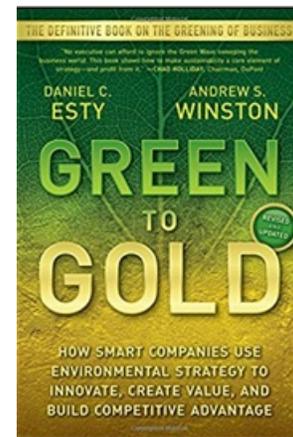
Libros



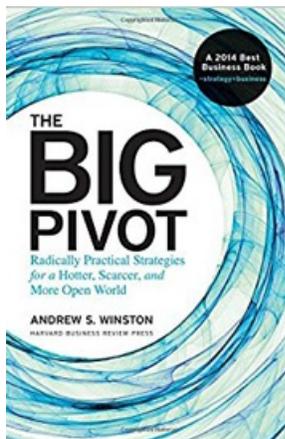
NET POSITIVE



GREEN RECOVERY



GREEN TO GOLD



THE BIG PIVOT

CONDICIONES

- **Travels from:** New York, USA

- **Fee Range:** USD 20.000 to USD 40.000
 - **Virtual:** USD 20.001 to USD 30.000
-