HiCue speakers
Higher Content & Inspiration



ANDREW WINSTON

Globally recognized expert on megatrends, sustainable business, and author

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- Globally recognized expert in sustainable business, ranked #1 by Thinkers50
- His books on strategy – including Green to Gold, The Big Pivot, and Net Positive– have sold over a quarter million copies in 15 languages
- The Financial Times selected Net Positive (which was co-authored with legendary CEO Paul Polman) as one of the Best Business Books of the Year
- Dynamic speaker at major events like World Business Forum and TED, advising top global brands
- Extensive experience in corporate strategy with degrees from Princeton, Columbia, and Yale

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Andrew Winston is a globally-recognized expert on megatrends, sustainable business, and how to build companies that profit by contributing to a thriving world. He was ranked #3 on the Thinkers50 list of the most influential management thinkers in the world. Andrew's books on strategy have sold over a quarter million copies in 15 languages. His bestsellers include Green to Gold – which Inc. Magazine included on its all-time list of 30 books that every manager should own – The Big Pivot, and Net Positive, which was co-authored with renowned CEO Paul Polman. The Financial Times selected Net Positive as one of the Best Business Books of the Year. Andrew writes regularly for the Harvard Business Review and MIT Sloan Management Review, including the HBR cover story, "The Net Positive Manifesto" and the HBR's "Big Idea" story, "Leading a New Era of Climate Action."

His views on strategy have been sought after by the world's leading companies, including 3M, DuPont, J&J, Kimberly-Clark, Marriott, PepsiCo, Trane Technologies, Unilever, and Walmart. He has been quoted in major media such as Bloomberg, The Wall Street Journal, Time, BusinessWeek, New York Times, and CNBC.

Andrew is also a highly sought-after, dynamic, and inspiring speaker, reaching hundreds of audiences around the world. He delivers an entertaining message of practical optimism: the world's challenges are great, but business has the tools, resources, and creativity to solve them and build a thriving world. He has spoken on five continents, bringing his inspiration to leadership meetings of the top executives of multinationals, to large industry conferences, and to high-profile events like the World Business Forum and TED.

Andrew's work is based on significant business experience and education. His early career included advising companies on corporate strategy while at BCG and management positions in strategy and marketing at Time Warner and Viacom/MTV. He received his BA in Economics from Princeton, an MBA from Columbia, and a Masters of Environmental Management from Yale. He lives in Greenwich, CT with his wife and two sons.

TEMAS

Andrew tailors each presentation to the needs of his audience and is not limited to the topics listed below. Please ask us about any subject that interests you:

- 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.

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.

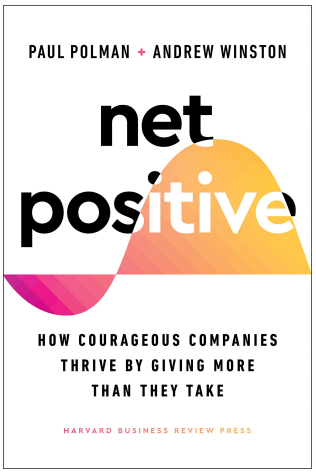
The way companies currently operate will not allow them to keep up with the current—and future—rate of change. They need to make the big pivot.

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

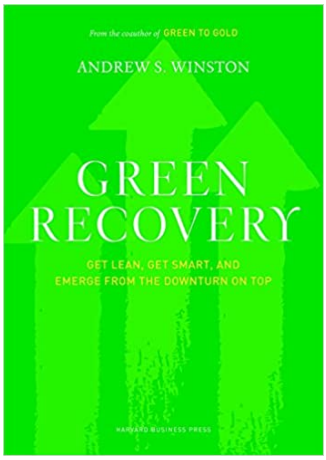
from companies like BT, Diageo, Dow, Ford, Nike, Unilever, Walmart, and many others, The Big Pivot will help you, and all of us, create more resilient businesses and a more prosperous world. This book is the blueprint to get you started now.

PUBLICACIONES

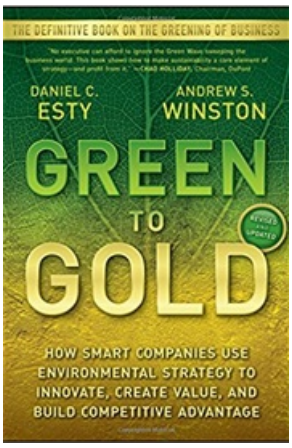
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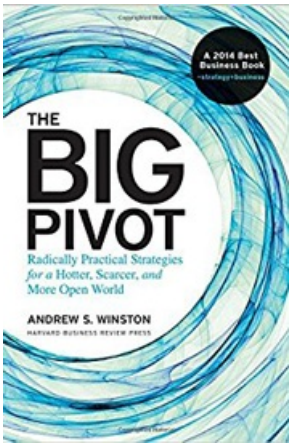
NET POSITIVE



GREEN RECOVERY



GREEN TO GOLD



THE BIG PIVOT

CONDICIONES

- **Travels from:** New York, USA
- **Fee Range:** Please Inquire