Advising the Family Enterprise: Facilitating Sustainable Growth and Success

July 28-29, 2022
INTRODUCTION

Most businesses in India and other Asian countries are family controlled and managed. However, family businesses face unique decision dilemmas as they operate within the interface of family, business and ownership systems. Expert advice to help the family enterprise navigate through these complex challenges is highly valued and sought after but is rarely available. Addressing this need, the programme helps the participants master the concepts and skills required to deal with family business challenges and become an effective advisor. The mentoring capabilities built through this programme help the participants devise insightful solutions that leave a lasting impact on their family business clientele.

PROGRAMME CONTENT

The programme is designed to enrich your practice and help you cement long-term mutually beneficial relationships with your clients. The programme will help you gain sophisticated understanding by providing a comprehensive perspective of family, business and ownership systems. It equips you with the necessary skillset to successfully steer through the intricacies and challenges of advising business families. Specifically, you gain insight into the following:

- Understanding the unique challenges faced by family businesses
- Developing business growth strategy by blending business and family resources
- Addressing challenges of 'let go' and professionalization
- Managing challenges of leadership transition and succession management
- Developing family constitution and governance structures
- Establishing yourself as a trusted family business advisor

The programme comprises a prudently crafted combination of interactive sessions, case studies, group discussions and interesting exercises with peers.
KEY TAKEAWAYS

The programme is structured to have specific learning and development outcomes for the participants:

• Get a better understanding of family business dynamics and unique challenges and roles of an advisor
• Develop skills to counsel clients on professionalisation of family business
• Learn to facilitate the development of ‘Family Constitution’ and family governance structures
• Build capabilities to become a trusted and effective family business advisor

WHO SHOULD ATTEND

This programme is ideal for professionals including accountants, attorneys, management consultants, insurance and wealth advisors, who intend to build unique capabilities required to mentor family business clients. Whether you aim to enrich your existing practice by augmenting knowledge on family business or are looking to transform yourself into a specialized family business advisor, this programme equips you with the essential skills required to deal with the complexities of family business and devise thoughtful solutions for your clients.

PROGRAMME FEE:

• INR 1,00,000 plus GST @ 18% per participant
• Fee includes food and accommodation facility at ISB
• The programme fee does not cover travel cost to and from the campus

PROGRAMME TIMINGS:

• 9.00 AM on July 28, 2022 to 5.30 PM on July 29, 2022

HOW TO APPLY:

Please fill the application form at: https://forms.office.com/r/vPEGeqaMRm
ABOUT THE FACULTY

PROFESSOR SOUGATA RAY

Professor Sougata Ray is Thomas Schmidheiny Chair, Professor of Strategy and Entrepreneurship Practice and Executive Director of the Thomas Schmidheiny Centre for Family Enterprise at the ISB. He blends over three decades of experiences in diverse roles – international quality academic, research and institution building practice with hands on corporate managerial and governance experiences as an executive, member of the Board of Directors, co-founder of start ups, corporate advisor and executive coach. He has developed deep insight into strategy, innovation and intrapreneurship, strategic leadership and entrepreneurship, corporate governance and restructuring, international business, and digital transformation of firms and family business groups in high growth economies. He has taught in scores of executive education programs; designed and conducted many workshops exclusively for Family Business Leaders, Owner-managers, Entrepreneurs and C-Level Executives and delivered key note addresses and participated in panel discussions at regional, global and company events both in India and abroad.

PROFESSOR KAVIL RAMACHANDRAN

Professor Kavil Ramachandran (Ram) is one of the foremost authorities on family business, with over three decades of teaching, research, and consulting experience. His expertise lies in managing the challenges at the interface of governance, professionalisation, and strategy, particularly in rapidly-growing mid-size multi-generational family businesses. Professor Ram is a sought after consultant on transformation of family business. He has prepared several case studies, interacted with various well-known family business leaders and global experts, and has consulted on the transformation of family businesses. He is a frequent speaker to communities of family businesses in India and abroad, and writes for popular media regularly. He is Professor of Entrepreneurship (Practice) and Senior Advisor, Thomas Schmidheiny Centre for Family Enterprise at the ISB.

His book, “The Ten Commandments for Family Business”, is extensively used by family business practitioners in India and outside.
ABOUT ISB

The Indian School of Business (ISB) evolved from the need for a world-class business school in Asia. The founders, some of the best minds from the corporate and academic worlds, anticipated the leadership needs of the emerging Asian economies. They recognised that the rapidly changing business landscape would require young leaders who not only understand the developing economies but who also present a global perspective. The ISB is committed to creating such leaders through its innovative programmes, outstanding faculty and thought leadership. Funded entirely by private corporations, foundations and individuals from around the world who believe in its vision, the ISB is a not-for-profit organisation.

The Indian School of Business gained the unique distinction of receiving accreditation from the Association of MBAs (AMBA), making it the 100th School in the world to achieve the ‘triple crown’ of accreditations from AMBA, EFMD Quality Improvement System (EQUIS), and the Association to Advance Collegiate Schools of Business (AACSB). Accreditation from AMBA represents the highest standard of achievement in post-graduate business education. Its rigorous assessment criteria ensure that only the highest-calibre programmes which demonstrate the best standards in teaching, curriculum, and student interaction achieve Association of MBAs accreditation.

ABOUT THOMAS SCHMIDHEINY CENTRE FOR FAMILY ENTERPRISE

The Thomas Schmidheiny Centre for Family Enterprise, at the Indian School of Business, has emerged as the foremost authority on family businesses in South Asia. It undertakes training, research and outreach activities covering all major topics on family business. The Centre collaborates with global academic institutions and leading family businesses in India and abroad, for the exchange of insights and knowledge among diverse stakeholders.

For details, write to us at gnvs_sushma@isb.edu (or) fambiz@isb.edu
Call us on+91 9390332669/9848551512