



Advising the Family Enterprise: Facilitating Sustainable Growth and Success

July 20 - 21, 2018

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

Participant Profile

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.

About 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 the Executive Director of the Thomas Schmidheiny Centre for Family Enterprise at the Indian School of Business. His latest book, "The Ten Commandments for Family Business", is extensively used by family business practitioners in India and outside.





ISB, Hyderabad Campus

Programme fee

INR 70,000 plus taxes

Fee includes food and accommodation at the ISB campus or at an equivalent facility based on availability.

Programme dates

9.00 am, July 20, to 5.30 pm, July 21, 2018

Venue: ISB, Hyderabad

How to apply

Download the application form from www.isb.edu/cee/apply and follow the mailing instructions mentioned therein (or)

For details, write to us at execed@isb.edu (or)

Call us on
+91 40 2300 7041/42

ISB CEE Alumni

ISB CEE has a strong alumni community of over 40,000 business leaders, senior professionals, and entrepreneurs. Participation in CEE programmes makes you a part of this elite and vibrant community, and gives you the opportunity to network with high-achieving peers across diverse industries. CEE alumni gain exclusive access to premium learning events, including speaker series, conferences, and learning sessions.

To know more, please e-mail us at ceealumni@isb.edu

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 further information,

please visit www.isb.edu/familybusiness or contact Sushma GNVS at fambiz@isb.edu or +91 40 2318 7189



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**ISB reserves the right to make changes to the structure and curriculum of the programme*