

HBS Club of Japan Speaker Program
Presentation by Professor Ranjay Gulati - June 3rd (Thursday)
Title: Reorganize for Resilience

HBS Club of Japan is pleased to announce a distinguished speaker event featuring Professor Ranjay Gulati of HBS as below. As Japanese companies face challenges of expanding their business in shrinking domestic market, Professor Ranjay Gulati's talk will be very valuable for all of us. Please join us in this distinguished program.

Reorganize for Resilience:

Is your firm “customer centric”? Do you really know what that much-employed term means? Most companies claim they are constantly thinking about customers yet consistently fail to deliver solutions to their customers' most pressing needs.

In a presentation based on his new book *Reorganize for Resilience*, Professor Ranjay Gulati reveals how “resilient” companies—those that prosper in good times and bad—are driving growth and increasing profitability by immersing themselves in the lives of their customers. By reorienting their organizations to be proactive, flexible, and truly customer-centric, these pioneering companies have spiked growth even in the face of some of the most daunting economic conditions in modern history.

Professor Ranjay Gulati:

Ranjay Gulati is the Jaime and Josefina Chua Tiampo Professor of Business Administration at the Harvard Business School and an expert on strategic and organizational issues in firms. The Economist Intelligence Unit, the Economist, and the Financial Times have listed him among the top business school scholars whose work is most relevant to management practice. He was ranked as one of the top ten most cited scholars in Economics and Business over a decade by ISI-Incite. His book *Reorganize for Resilience: Putting Customers at the Center of Your Organization* (January, 2010; Harvard Business Press) has been called "money in the bank for businesses big and small" by Jeff Immelt, the CEO of General Electric.

Professor Gulati teaches courses in Harvard Business School's MBA and Executive Education programs. He has received a number of awards including the Best Professor Award for his teaching in the MBA and executive MBA programs at the Kellogg School, where he was on the faculty prior to joining HBS.

Professor Gulati advises and speaks to corporations of all sizes, all around the globe. He has served on the advisory boards of several startup companies and has appeared as an expert witness in business litigations. He is a frequent guest on CNBC and has been a panelist on CNBC series focusing on the Business of Innovation, Collaboration, and Leadership Vision. Professor Gulati holds a Ph.D. from Harvard University, a Master's Degree in Management from M.I.T.'s Sloan School of Management, and two Bachelor's Degrees, in Computer Science and Economics, from Washington State University and St. Stephens College, New Delhi, respectively.

Date: June 3rd (Thursday)

Time: Open 6:30pm Start 7:00pm – 8:30pm

Venue: Tokyo 21c Club

Collaboration Space

The Shin-Marunouchi Bldg. 10th floor

1-5-1, Marunouchi, Chiyoda-ku, Tokyo

Phone: 03-5208-2121 Fax: 03-5208-9035

(Please enter the office entrance of Shin-Marunouchi Bldg. on the first floor.)

Fee: HBS Club of Japan members 2,000 yen, Non-members 3,000 yen

Seats are available only up to 50 people on first come, first served basis and thus please register now as below. We will send you confirmation of your registration by return e-mail.

For Registration, please fill out the below and e-mail to: ynarisawa@hbs.edu

Yoko Narisawa, assistant to Nobuo Sato (MBA 82) cc: nsato@hbs.edu

(For inquiries on the event, please dial HBS Japan Research Center @ 03-5220-7721)

Yes, I wish to attend the HBS Speaker Program on June 3rd.

Number of persons to attend (Please indicate the number): ____

Member's Title: Mr./Ms./Dr.

Member's name: _____

Program (e.g. MBA 99): _____

Company/Organization: _____

Phone: _____

E-mail: _____

Name of guest (1): _____

Name of guest (2): _____

Name of guest (3): _____