

# Embracing New Dimensions of Uncertainties: *Exploring new possibilities*

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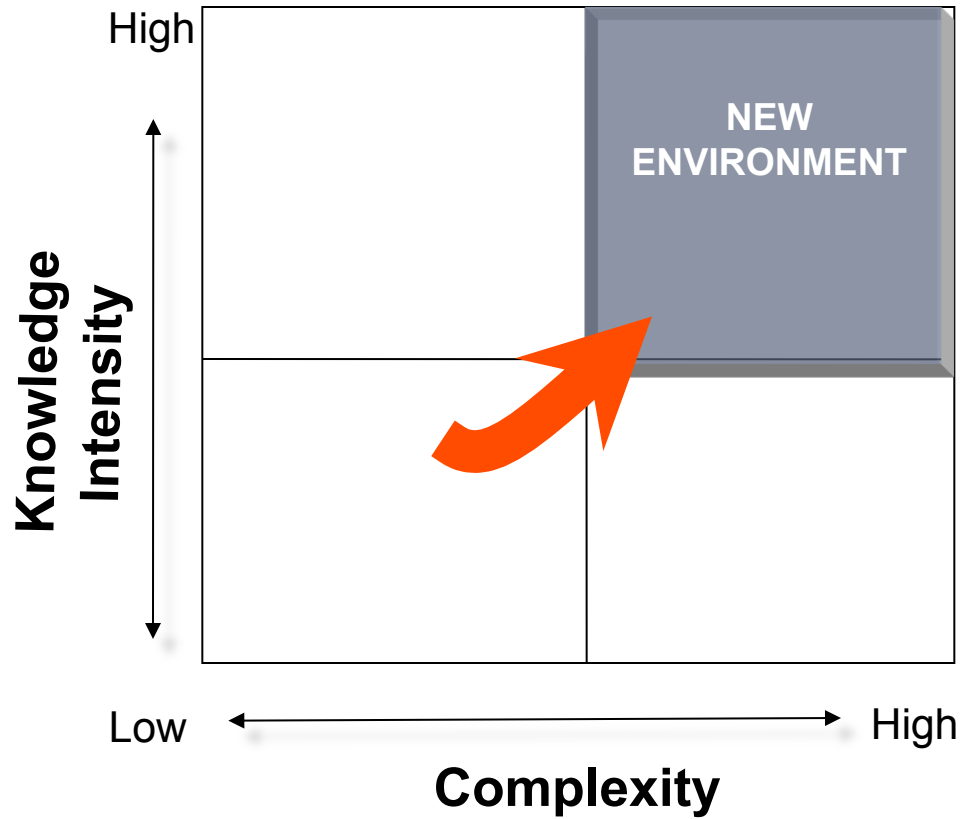
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## *Three Points*

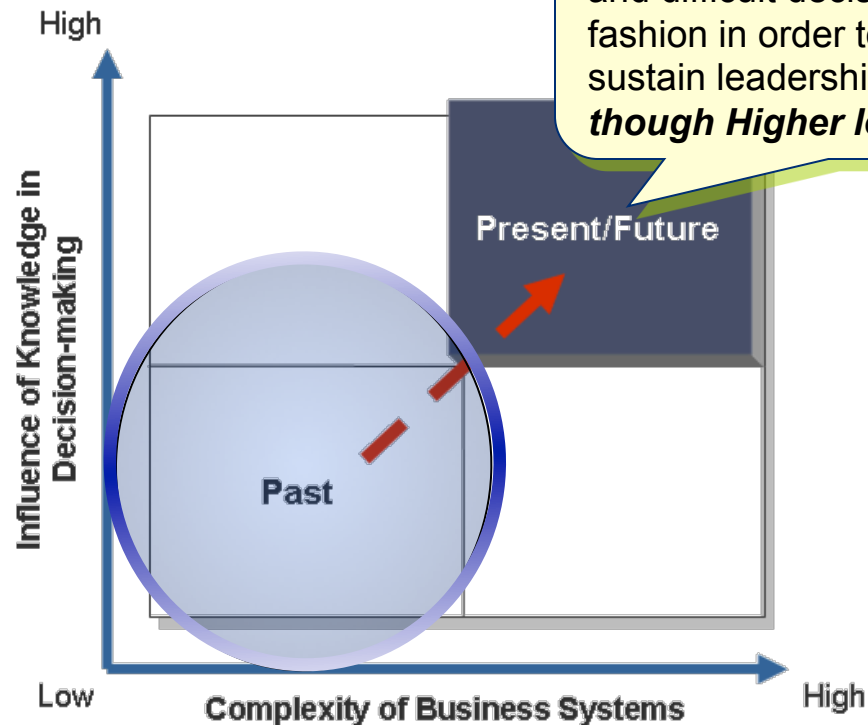
- The New Environment ?
- Limits of the Past habits in the new Playing field?
- A few thoughts on Corporate Governance ?

# Higher levels of Uncertainty are here to stay



# Fundamental requirement: Addressing the challenges of decision-making along two fundamental vectors driving

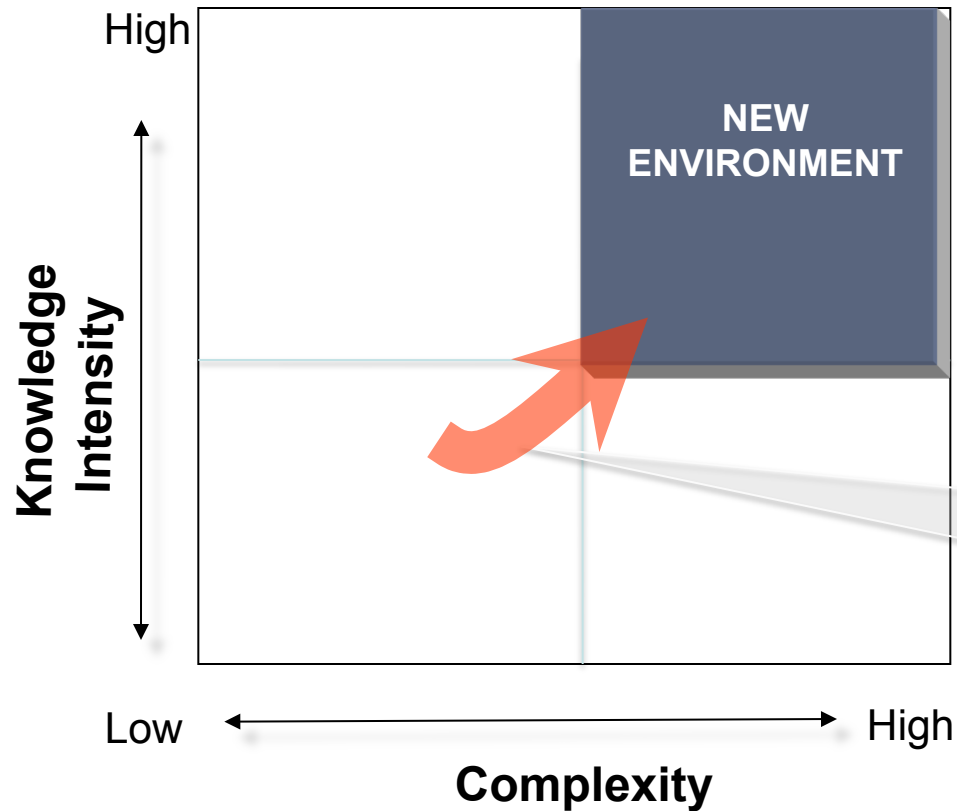
- Shorter life cycles
- Higher levels of risks → empirical validation
- Significance of precision and micro segmentation
- Decisions based on predictive models



Companies must make complex and difficult decisions in a very swift fashion in order to acquire and sustain leadership = **Navigating though Higher levels of risks**

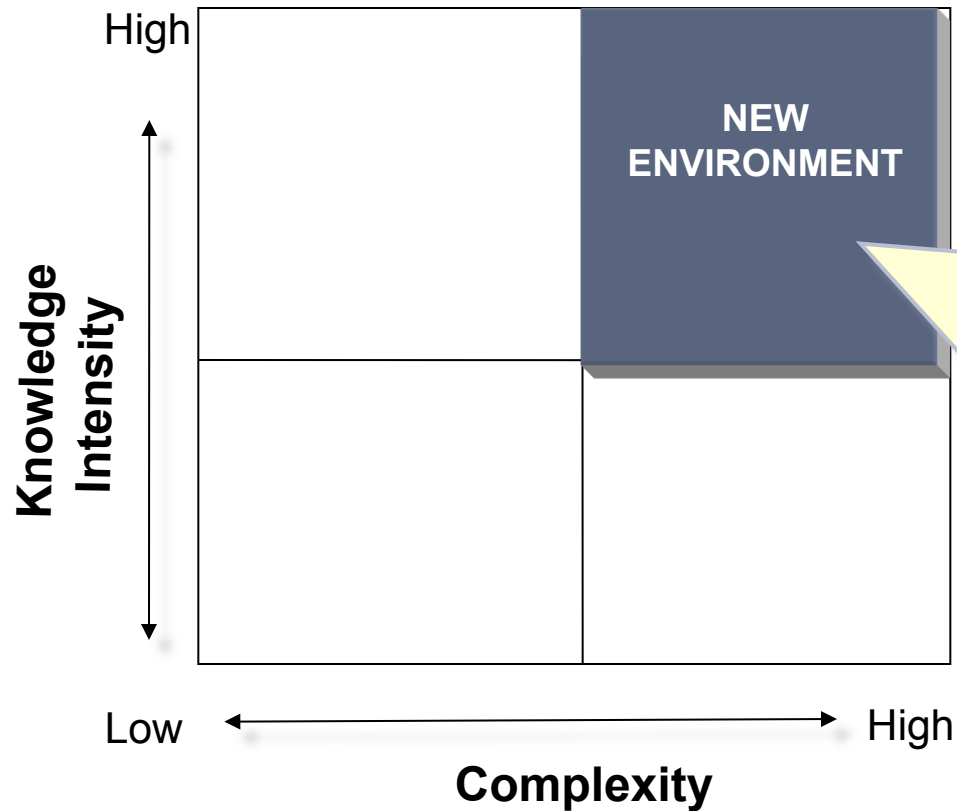
- Globalization
- Increased competition
- Real time dynamic differentiation
- Increased intra-/inter-linkages
- Expanded supplier and customer base

# Challenge: Old tools for the new environment



*Old tools, Old habits,  
Old equations in a new  
environment?*



# Higher levels of Uncertainty here to stay



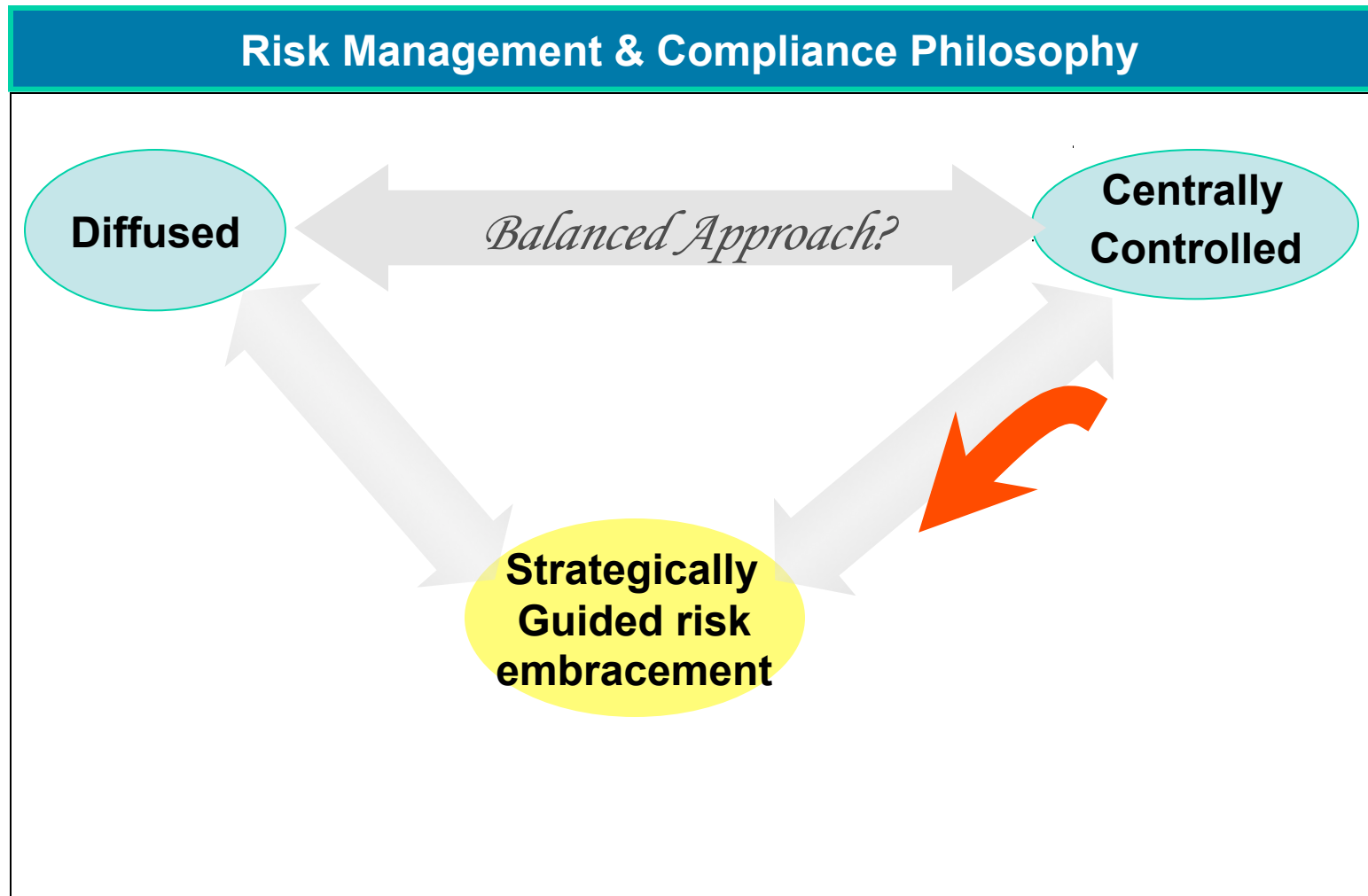
There is a clear need for New Framework that is:

- Holistic & Customized
- Fact based
- Objective
- Analytical rigorous
- Insightful and actionable
- Swift

# Shift from Transactional approach to holistic relationship-based approach

	Approach	Benefits
<p><b>Transactional Approach</b></p> 	<ul style="list-style-type: none"> <li>■ Understand specific risks</li> <li>■ Sub optimal Optimization</li> <li>■ Complex integration</li> </ul>	<ul style="list-style-type: none"> <li>■ Specialized point solutions</li> <li>■ Quick project turnaround</li> <li>■ Time consuming &amp; disruptive</li> </ul>
<p><b>Relationship-based Approach</b></p> 	<ul style="list-style-type: none"> <li>■ Understand the broad scope of the new environment</li> <li>■ Proactive lead versus compliance</li> <li>■ Continuous engagement</li> </ul>	<ul style="list-style-type: none"> <li>■ Continuous relationship <i>serving knowledge needs as they arise</i></li> <li>■ Preventive not breakdown</li> <li>■ <i>Forward feed loop</i></li> </ul>

Perhaps different construct is required.





# Few thoughts for the future.....

## Client Requirement

- Management to Embracement?
- One-dimensional/ to Multi dimensional ?
- Noblest motives> Strongest motives?

## Scope of engagement

- Relationship driven not transaction driven
- Strategic not operational
- Holistic not functional

## Leadership Challenges

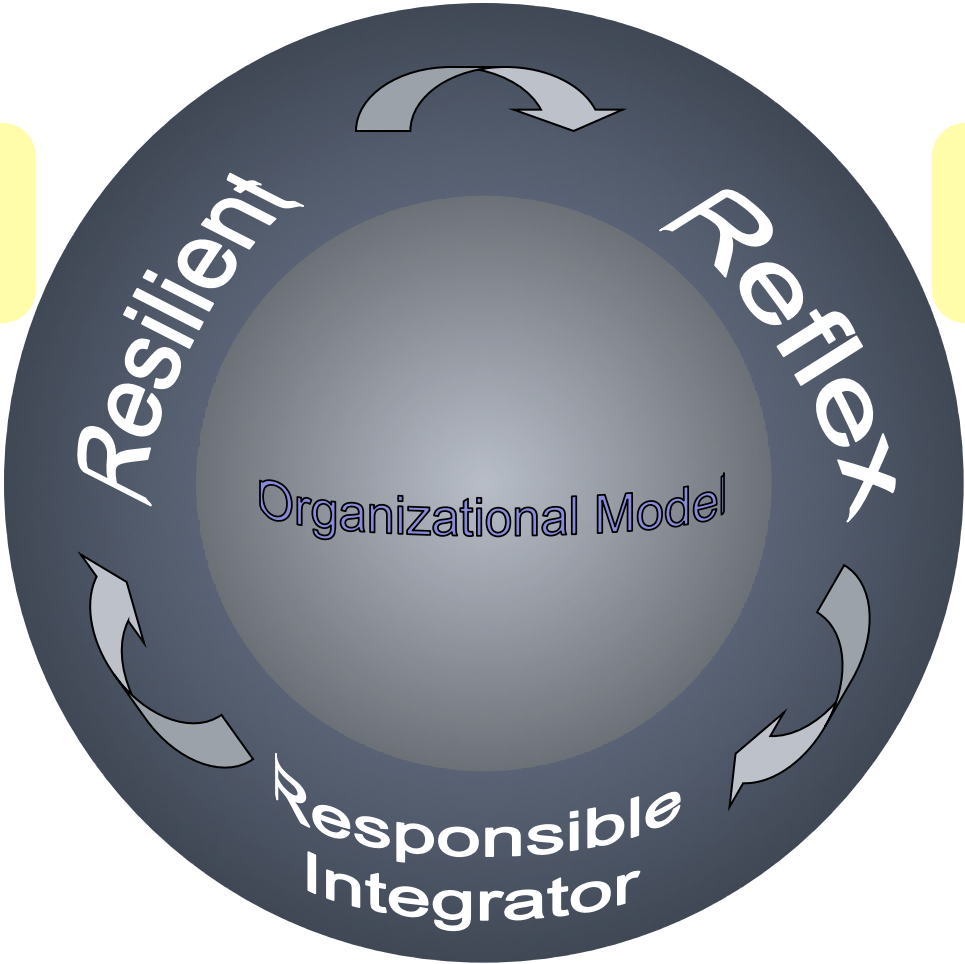
- CEO versus the Board: Balance of power?
- Scenario driven processes/ discipline
- Organizational personality =  $R^3$

*Key Outcome*

Corporate Led

# The basic dynamics

Continuous improvement in precision, integrity, and scope



Speed of response

Continuous gains in Knowledge asset creation and utilization