

## Andrew Winston

Business Consultant & Founder of Winston Eco-Strategies

### **The Big Pivot.**

#### *Innovation And Value Creation In A Hotter, Scarcer, More Open World*

Andrew Winston, a globally recognized speaker and business strategy expert, lays out a new vision for profiting in a fundamentally changed world. It's not just the future, but is here now. Andrew lays out the critical mega-trends that are disrupting "business as usual": a changing climate; dramatically cheaper renewable energy and clean technologies; global water and resource constraints; deep demographic shifts and new demands from Millennials and Gen Z; and exciting technologies, from AI to blockchain, that are transforming businesses and creating radical transparency.

But these challenges, Winston shows, offer unprecedented opportunities: multi-trillion-dollar markets in energy, buildings, transportation, consumer products, and finance are in play. The winners of this new game will profit mightily.

In a unique and entertaining way, Winston's talk...

- Offers many "wow" moments backed by surprising data and stories about the world, including about how fast the clean economy is coming;
- Explores what powerful stakeholders – customers, employees, and the world's biggest institutional investors – are demanding from the companies they buy from, work for, and invest in;
- Describes the simple but profound shift – the Big Pivot – that disruptive companies are making to navigate and solve the world's toughest challenges;
- Provides crucial tactics and strategies for executives and managers to profit from this new, volatile reality;
- Inspires audiences to think about the true purpose of their business and their jobs, to ask deeply heretical questions, and to connect with their customers in new ways.

With concrete advice and stories from the companies Andrew has studied, advised, and spoken to – giants like Apple, Blackrock, Coca-Cola, Dow, Ford, GE, Nike, Tesla, Uber, Unilever, and Walmart – his *Big Pivot* talk provides a blueprint for creating resilient, flexible businesses and a more prosperous world.

### **Climate Change and Business.**

#### *What we know, the risks, the opportunities, & what the world is doing*

Entertaining and enlightening without too much jargon, Andrew discusses the phenomenon of climate change, including: the basic science and why the consensus on human-driven climate change is so strong, the level of risk from inaction, the costs to society thus far and going forward, the business case for action, and how big companies are managing climate risk and opportunity for profit.

### **Energy Strategy for The C-Suite.**

An overview of the world's largest industry and how business leaders can shift their thinking about energy from

seeing it as a cost center to a strategic asset, including: exploring how different regions of the world use energy, the fundamental tensions between energy use and climate change, the rapidly shifting economics of clean energy, and the deep interconnections between energy, food, and water.

**Green to Gold.**

*How Smart Companies Use Environmental Strategy to Innovate, Create Value, and Build Competitive Advantage*

Andrew will explore the environmental pressures and powerful stakeholders driving companies to go green. Winston demonstrates how leading companies create business value in 4 fundamental ways: lowering costs, reducing risk, increasing revenues, and enhancing brand value (such as employee and customer loyalty).

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