

2024 INTERNATIONAL EXECUTIVE RETREAT





Repositioning for Gold Standard: Business Trends and Disruptions

By Matongo Matamwandi

SUNBIRD – Nkopola Lodge, Malawi

THE GOLD STANDARD





What are Disruptive



- trends?
- •New normal in business world
- •New products, services, or new technology
- Challenge
- Changes in consumer
 behaviour
 Shift in market

- Alters the way an industry operates
- Shake up
- established markets
 - Create new opportunities
 - Pose threats to established



Responding to Disruptive trends

- Adapt quickly and effectively
- Invest in new technology
- Develop new products
- Rethink existing business models
- Be abreast with emerging trends
- Be willing to take risks



Technological examples of Disruptive trends

- Artificial intelligence (AI) intelligent machines that work and react like humans.
- Internet of Things (IoT) Devices that have sensors to operate on their own. Smart cars or homes
- Blockchain decentralized distribution ledger technology. Eliminates distributors hence reduced cost.
- 5G 5th Generation of wireless technology faster speed and greater capacity.
- Quantum Computing uses quantum mechanics to perform calculations hence able to solve more complex problems that classical computers cannot resolve.



Real Examples Disruptive trends

- Amazon vs physical shops
- Uber vs traditional taxis
- Fintech vs traditional banks
- Social media vs Traditional media
- Smart phones vs traditional cameras (Kodak)
- Telemedicine vs traditional hospitals
- Wearable technology (smart watches) vs traditional watches
- Electric vehicles vs fight against fossil fuels



Adapt or Die

- Embrace Disruption invest and explore
- Be Agile respond to change quickly
- Focus on customer needs consumer behaviour is key
- Build strong partnerships collaboration & not competition
- Invest in your brand
- Invest in Talent and skills
- Take calculated Risks balance risk taking and prudent decision making



Towards the Gold Standard

Practical challenges.....

African Businesses and Gold Standard - Issues ICAM



- 1. CAPITAL cost of capital is too high. (FDI, JVs in exchange for cheaper non financial capital)
- 2. CAPACITY Low productivity due to low level Technical and Soft skills. (technologies and modern business skills)
- 3. COMPETITIVENESS limited local markets due to small population. (Access to global markets)
- 4. COMPLIANCE global markets operate on formal and informal rules called international standards. (Upgrading to certified standards)
- 5. COMMERCIALISATION traditional businesses with no commercial value. (invest in R & D)
- 6. CULTURE poor business culture. (Cultural diversity)



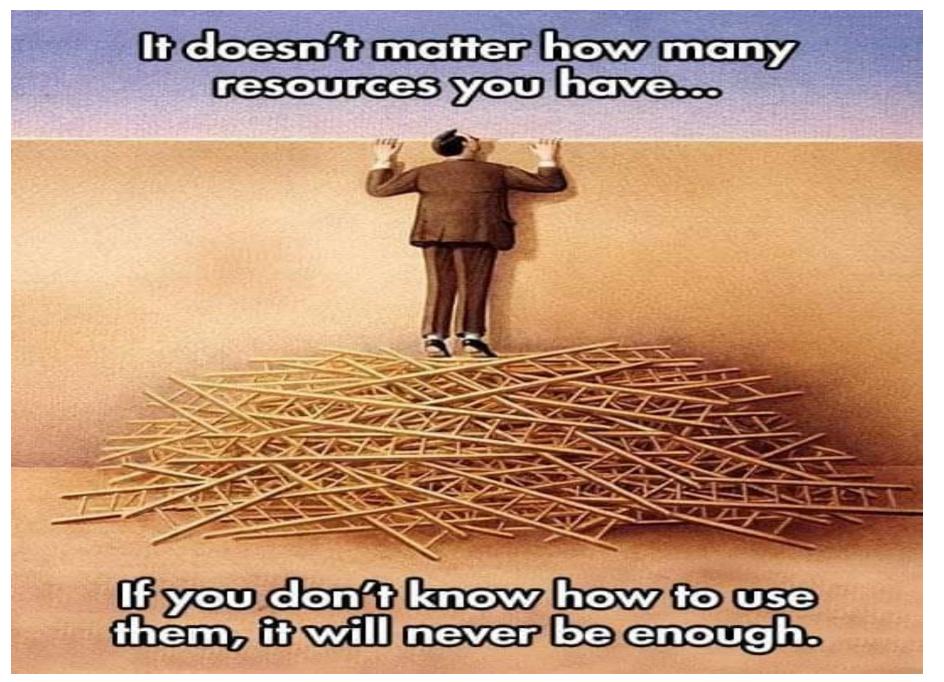
The African Challenge

- Attitudedishonesty habits and Unashamed to do wrong things
- Lazy habits (love of holidays)...... more holidays than China
- Support of lazy people Called extended family
- Unproductive traditions spend more time on funerals, weddings, visiting the sick
- Social costs from Thefts everyone is stealing something from someone....
- Unapologetic levels of corruption Corrupt people are heroes
- Love of luxuries Even with little resources
- Lack of assertiveness Its referred to as arrogance
- Lack of Respect other people's time its called African time
- Limited innovation Very little time and resources for it
- Short term mentality..... no long term plans



Don't argue, I can prove it

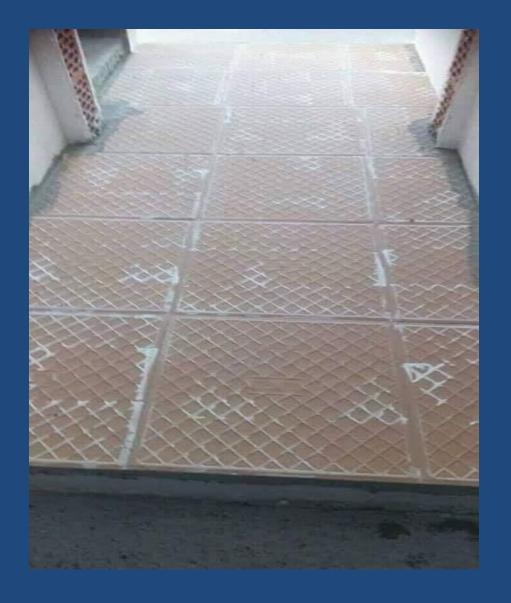








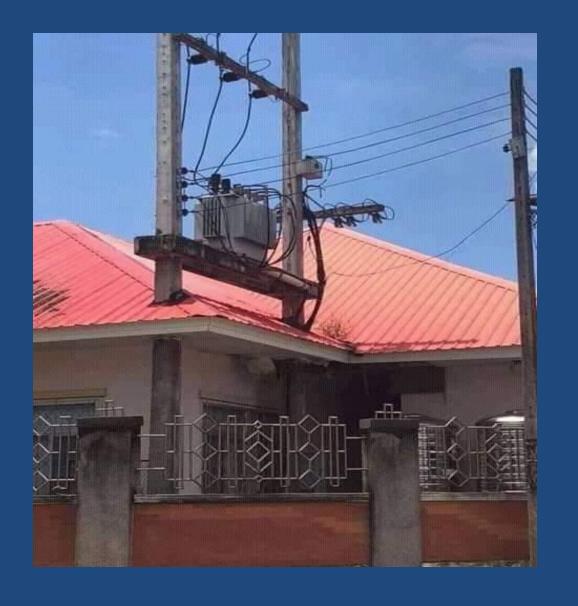




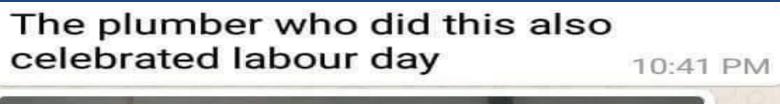


























Conclusion....





about development



Interview with Mr Hua Chen's on attitude of a typical African.

"African man very very weak.

One man die, state funeral, every one cry cry cry one week.

In China 300 man die, no cry, project continua.

African man, very very weak and no work want but too much money want.

Today child sick, no work come, tomorrow wife sick, no work come, next

week prayer fasting.....

Other week salary advance want.

Other week, leave sick, but busy at bar, beer and Maria.

No good.

Month end full pay want.

How Africa become like China like this?"

