



Repositioning for Gold Standard : Business Trends and Disruptions

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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

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

- **Attitude**dishonesty 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**

**It doesn't matter how many
resources you have...**



**If you don't know how to use
them, it will never be enough.**









The plumber who did this also
celebrated labour day

10:41 PM



10:41 PM







Conclusion.....



Unless we defeat this mentality, forget 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?"

THANK YOU VERY MUCH