

# **Discover LABS 2021 Program**

Access a privilege executive education online experience to boost the reality of your company, expand your professional network and find new business opportunities in the region and beyond.

Let's get together online for 2 hours in each session, 2 Wednesdays per month at 17:00 UK time to unleash Latin America's full potential.

#### FUTURE TRENDS - May 12th

17:00 - 18:00 Incoming Director, Cambridge Judge - Mauro Guillén

How today's biggest trends will collide and reshape the future of everything.

18:00-19:00 EY CEO for Latin America - Macarena Navarrete

Economic Outlook in Latin America: Analysis per leading sectors, markets, competitiveness, tax regimes, differences & opportunities.

#### DIGITAL TRANSFORMATION - May 26th

17:00 - 18:00 CJBS Professor - Jaideep Prabhu

Frugal Innovation: How to respond to adversity faster, better and cheaper.

18:00 - 19:00 Microsoft Digital Native Companies Director for Latin America - Wilson País

Fourth Industrial Revolution Challenges: Digitization, Artificial Intelligence and the future of technology in the region.

19:00 - 19:30 Workshop

Small group dynamic to implement knowledge.

#### E-COMMERCE - June 9th

17:00 - 18:00 CJBS Professor - To be confirmed

Digital sales: the route to e-commerce.

18:00 - 19:00 Global Alibaba eCommerce Director at Unilever - Sunny Xu

Lessons from the corporate world. Before you enter the chinese market.

#### BUSINESS ANALYTICS & DATA DRIVEN - June 23rd

17:00 - 18:00 CJBS Professor - David Stillwell

Decision-Making Using Data: How communications tailored to someone's personality increases key metrics such as clicks and purchases, and leads to more advertising return on investment.

18:00 - 19:00 CJBS Professor - Nektarios Oraiopoulos

Machine Learning & Experimentation.

## FINTECH INNOVATION - July 7th

17:00 - 18:00 CJBS Professor - Robert Wardrop

Regulatory dilemma: Policymakers face a big test on whether to support fintechs given increased competition from big tech and incumbent banks.

18:00 - 19:00 CJBS Professor - Tania Ziegler

Fintech Innovation: Disrupting the Financial Landscaped in Latin America.



# LEADERSHIP - July 21st

17:00 - 18:00 PwC Director-2009 world's best Rubgy Player-CJBS MBA - Ollie Phillips

Leading under uncertainty and digital teams.

18:00 - 19:00 CLA Director-Bestselling author-Master in Public Policy, Harvard University-Juan Carlos Eichholz

Adaptive Capacity: How companies can adapt and transform effectively in an ever changing global environment.

#### WELLNESS - August 4th

17:00 - 18:00 CJBS Professor - Special Guest

Accelerated work-life balance for leader with no time.

18:00 - 19:00 Special Guest

Life lessons from a Latin American icon.

#### SUSTAINABILITY & CIRCULAR ECONOMY - August 18th

17:00 - 18:00 CJBS Professor - CJBS EMBA Director- Khaled Soufani

Circular Economy challenges.

18:00 - 19:00 United Nations High Level Climate Action Champion COP25 - Gonzalo Muñoz

Race to Zero: Sustainability Strategies for Latin America.

#### FINANCIAL WISDOM - September 1st

17:00 - 18:00 CJBS Professor - Othman Cole

Entrepreneurship: Financial Wisdom for Entrepreneurs. Capital structure decisions.

18:00 - 19:00 CJBS Alumni expert - Ken Okoroafor

Personal: How to achieve freedom.

19:00 - 19:30 Workshop

Group interaction.

# RAISING CAPITAL - September 15th

Oxbridge Capital Partners (OCP) leaders will share real cases drawn from practical experience financing startups from multiple locations.

Interactive Q&A session

# REVERSE PITCH FROM VENTURE CAPITALISTS - September 29th

Venture Capitalist from Latin America and Europe will share their strategies and evaluation processes to select their portfolio.

Interactive Q&A session

#### NETWORKING EVENT - October 13th

Unique opportunity to expand your international professional network in a structured way to extract most value of each interaction.