

### **3 DIMENSIONAL LEADERSHIP**

Sharing Kepemimpinan Untuk Kaprodi Institut Teknologi Bandung

Tema: Kepemimpinan, Influencing Others

Auditorium SBM Lantai 6 Gedung Freeport SBM ITB Jalan Ganesha 10, Bandung Senin 16 Oktober 2023



Ir. Priyantono Rudito, M.Bus,











PROFESSIONAL EXPERIENCE Ir. Priyantono Rudito, M.Bus, Ph.D



1.	Vice Chairman SEAL AWS	(2021 – present)	
2.	Board of Telin Singapore	(2019 – 2021)	
3.	Strategic advisor to the Minister of Tourism of Indonesia	(2017 – 2019)	
4.	HCM Director at Telkomsel	(2015 – 2017)	
5.	Chairman of Telkom Australia	(2013 – 2015)	
6.	Commissioner at Telkomsel	(2012 – 2014)	
7.	HCM Director at Telkom Indonesia	(2012 – 2014)	
8.	SBM ITB & Telkom University Lecturer	(2005 – present)	
9.	Public Speaker on Digital Transformation,	Present	
	Human Resource, and Strategic Management		
10.	BoD Candidate Assessor, Executive Coach and Mentor	Present	



## **DIREKSI TELKOM INDONESIA 2012 - 2014**

#### DIREKSI TELKOMSEL 2015 - 2017





## **Education Background**

#### Formal Education/Degree

- S3 : Doctor of Philosophy (Ph.D.) in Management Australia
- S2 : Master of Business in Marketing, Australia
- S1 : Teknik Industri (Bachelor of Industrial Engineering), Institut Teknologi Bandung



Ir. Priyantono Rudito, M.Bus, Ph.D

#### AWARDS



#### AWARDS AND INTERNATIONAL RECOGNITION

- Satya Lencana Wirakarya, Presiden Republik Indonesia, 2013
- Asia HRD Award, Dubai 2015
- 100 Most Influential Global HR Professional, Mumbai 2016
- The winner of Asia Best Employer Brand Awards, Singapore 2016

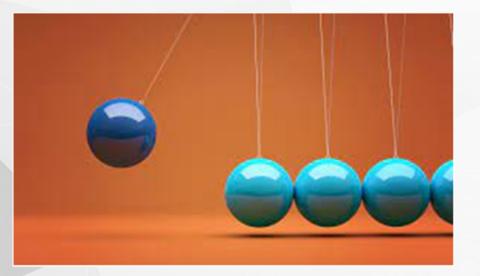
## Organisasi Profesi

#### **Priyantono Rudito**

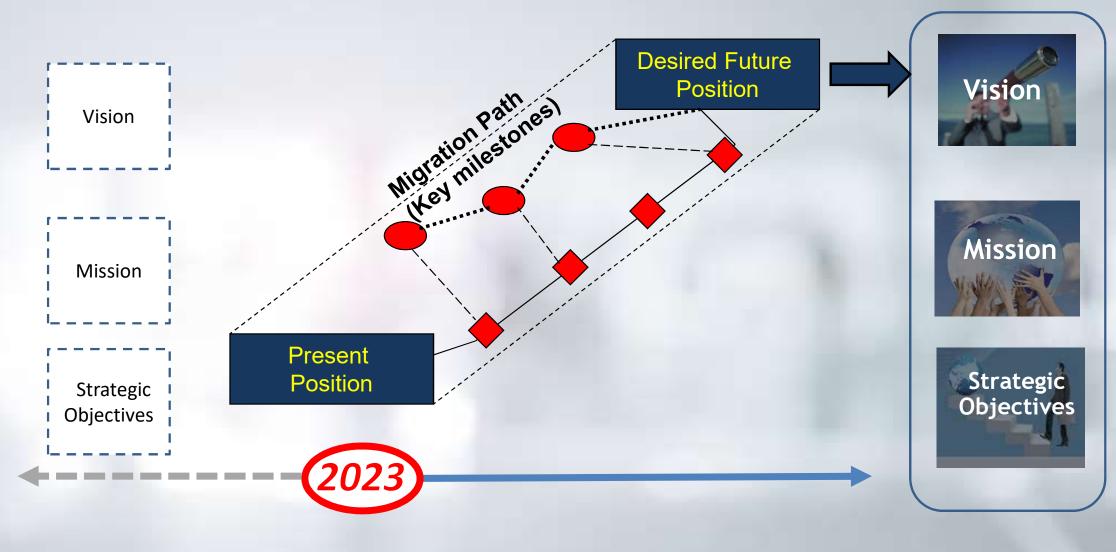
No	Nama Organisasi	Tahun	Posisi	
1	Forum Human Capital Indonesia (FHCI)	2012 - 2014	Ketua Umum	
2	Forum Human Capital Indonesia (FHCI)	2015 – saat ini	Honorary Member	
3	Committee of HRD Asia	2016	Committee Member	
4	Center for Innovation, Entrepreneurship, and Leadership (CIEL) School of Business and Management (SBM) Institut Teknologi Bandung (ITB)	Sd Saat ini	Expert	
5	Royal Melbourne Institute of Technology, Marketing-Logistic-Property Higher Education, Melbourne - Australia	1996	International Student Representative	

## f **Priyantono Rudito** @priyantonorudito (O)**Priyantono Rudito**

## **#1** STRATEGIC CONTEXT



#### Your First Challenge: What is your Desired Future





#### S&P 500 – EV/EBITDA Multiple by GICS Sector

GICS Sector	3/31/2019	12/31/2018	6/30/2018	12/31/2017	6/30/2017	12/31/2016	6/30/2016	12/31/2015
Communications	10.85	10.03	12.07	11.46	11.16	10.57	10.23	11.61
Consumer Discretionary	15.32	13.11	14.66	14.19	13.15	11.66	11.75	12.40
Consumer Staples	16.23	13.08	13.25	13.23	13.09	13.10	13.91	12.81
Energy	7.61	7.39	12.42	12.32	14.25	35.09	33.23	13.02
Health Care	15.86	14.33	14.58	14.87	14.06	11.77	13.55	13.60
Industrials	13.69	11.9	12.76	13.07	12.38	11.35	10.74	11.23
Information Technology	13.82	11.51	13.72	13.57	12.87	12.04	10.57	10.00
Materials	10.66	10.63	12.37	14.29	12.26	13.78	14.31	12.1
Utilities	12.05	11.15	11.02	11.96	12.06	11.99	12.43	9.78

Need comprehensive data? Purchase **S&P 500 GICS Sector & Industry specific EV/EBITDA multiples** for the last day of each month since 3/31/1995 (including P/B, P/E & CAPE ratios since 12/31/1979) and do your own valuation analysis.

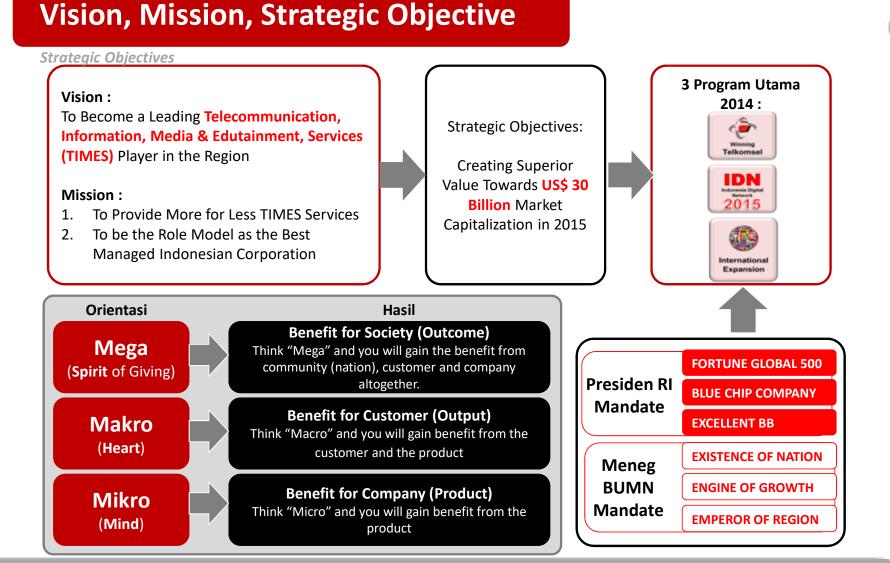
#### PRESIDEN RI AND MENEG BUMN MANDATE





FORTUNE GLOBAL 500			
BLUE CHIP COMPANY			
EXCELLENT BROADBAND			
EXISTENCE OF NATION			
ENGINE OF GROWTH			
EMPEROR OF REGION			

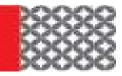
Creating Superior Value Towards US\$ 30 Billion Market Capitalization in 2015





Telkom Indonesia International Expansion







the world in your hand



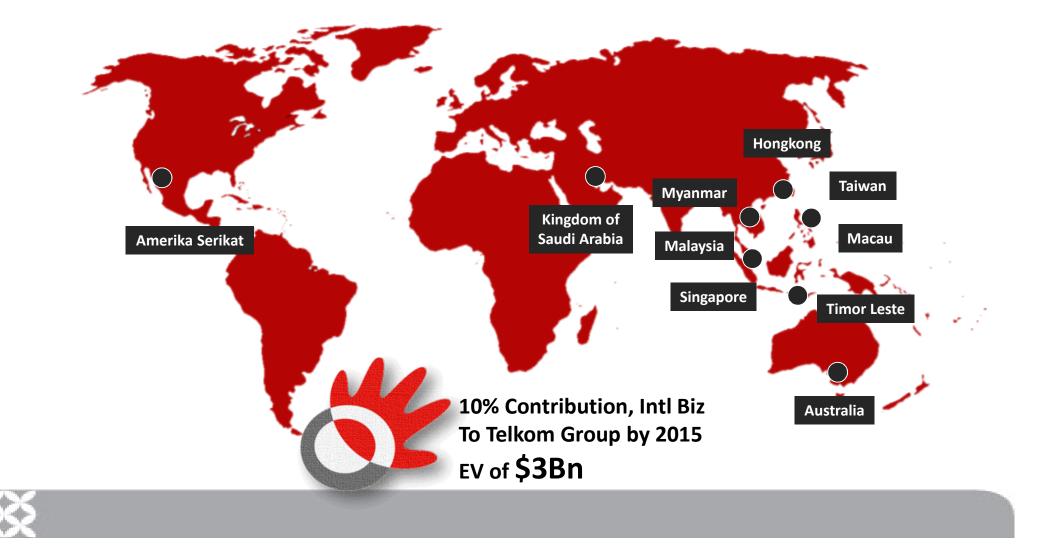
## International expansion

**Telkom Indonesia** 



#### Telkom Indonesia Going Global

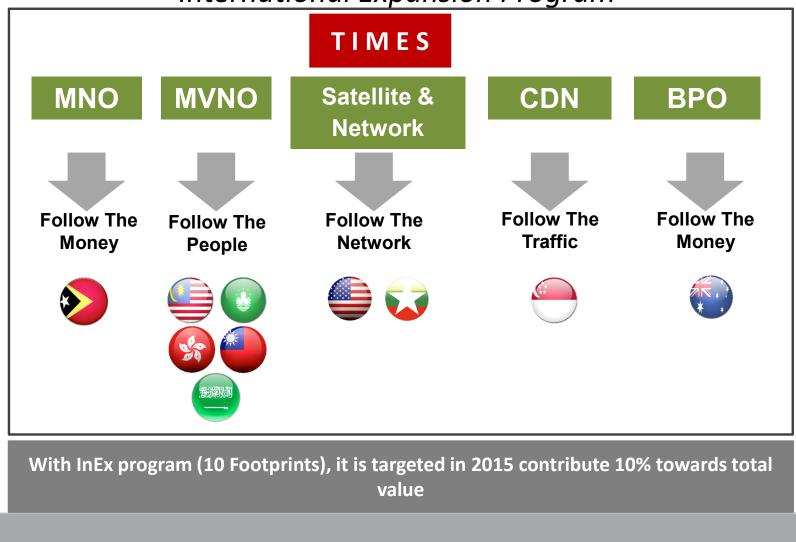




## 5 Business Portfolio for

#### International Expansion Program

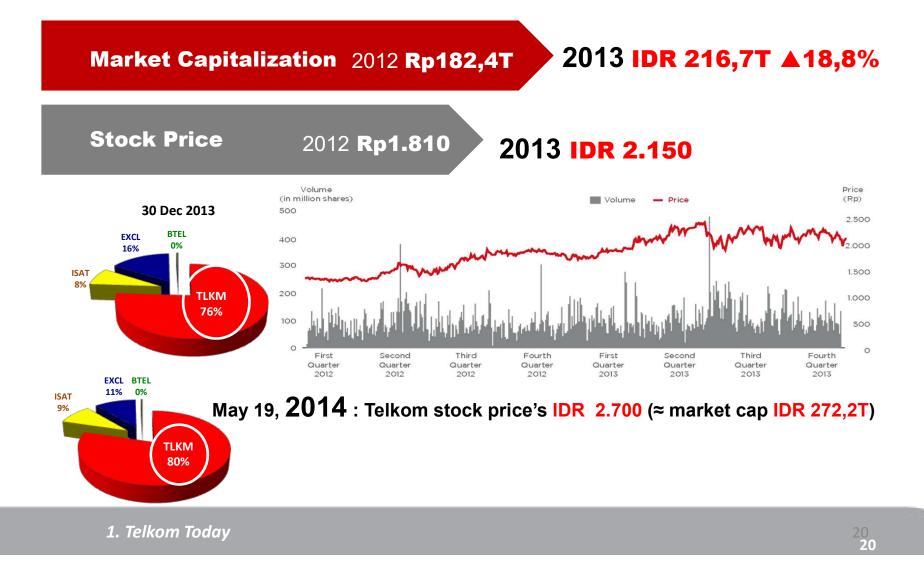




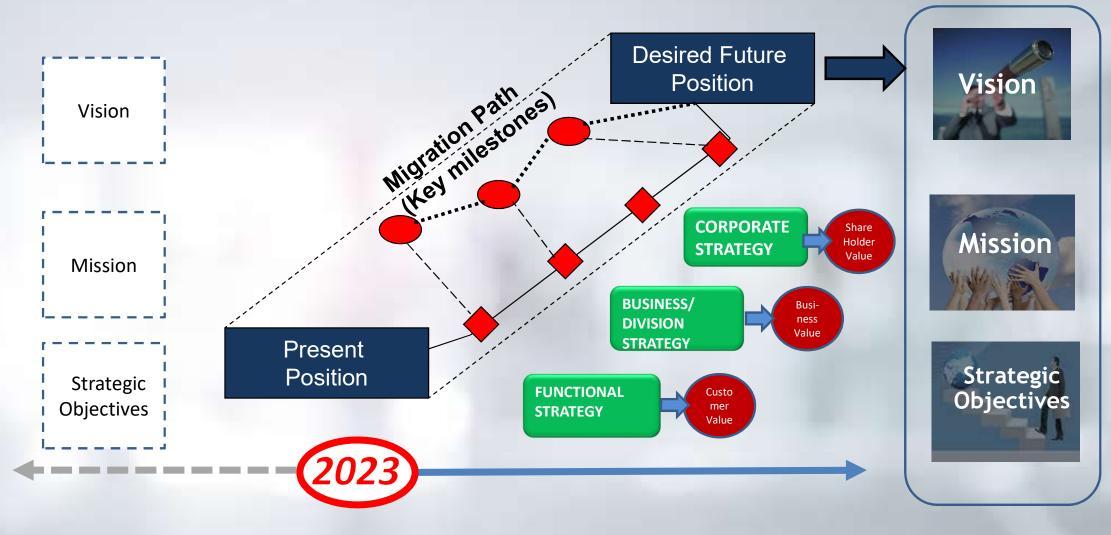


#### **Stock Performance**

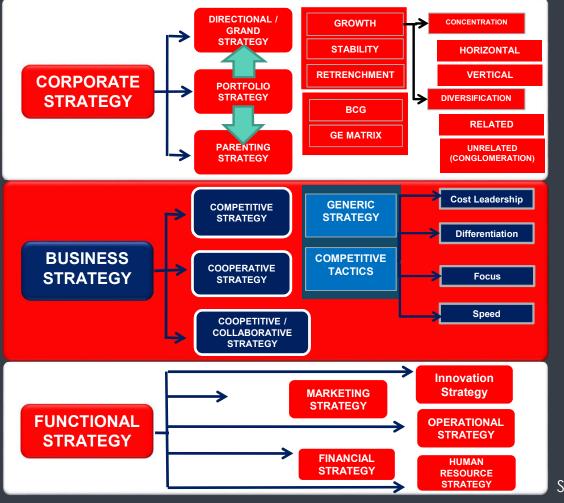




#### THE NEED FOR STRATEGY



#### Strategic Framework to Create Sustainable Growth



Concerns the choice of direction for a firm as a whole in attempt to achieve synergy between its business units / product portfolio. It incorporates decisions regarding the flow of resources to and from a company's line of businesses to another.

Gets into the detail on how to improve a firm's competitive position.

Concerns the development and cultivation of distinctive capabilities that provide a company with a competitive advantage.

Source: Wheelen & Hunger

# DISRUPTION

# POST Disruption

Image Source: https://idmetafora.com/news/

## Post Disruption

# FUTURE FORWARD ECOSYSTEM



#### REVOLUTION **HEALTHCARE 4.0** 19<sup>th</sup> Century Healthcare 1.0 Healthcare 2.0 Healthcare 3.0 Healthcare 4.0 Hospitals grew bigger, serviced by The combined measures of The information technology had The era of smart medicine featured by sanitation, germ controls, more professionals, and physicians firmed the basis of healthcare its new brain and new hands were trained for specialties vaccination and epidemiology With the evidence that the endemic The industrial machines kept running and changing. With the use of assembly lines, the concept of mass production was introduced into the car industry in the early twentieth The progression went on and speeded- The healthcare has also transformed to 4.0 version up. There came the microcontrollars in the era of smart medicine, festured by its new brain 1980s that sllowed manufacturing of and new hands, <u>THE NEW BEAN</u> consists of several smaller computers and facilities capeble examples components. The precision medicine guides drinking water sources, the British concept of mass productions we introduced to the carring during the carring to the carring during during the carring during during the carring during during during the carring during du Government started piping water to individual homes in 1830s. This evidence based measure had effectively prevented the occurrence and expansion of infectious diseases. Not long after that and just within a few discade, the scientific basis of germ theory and vectore immunicology was satabilished. Vaccines become generally available and the epidemics of narky and dangenous infectious agents were prevented and controlled. The combined measures of scattation, germ controls, vecination and epidemics of your works has created a epidemiology surveys had created a better environment for a healthy life in the nineteenth century. Those were the days of healthcare 1.0 in which major Ibraries . It is obvious that the screws and joint implants for bone and joint surgery information technology had firmed the can be made customized, and bone scaffold can be basis of healthcare 3.0. prepared by three-dimensional printing. health problems were resolved with smart public health approaches. center within 1890 to 1910). Mass structure was feature of the healthcare 2.0.

FR

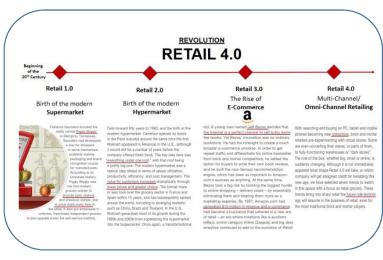
Mechan action

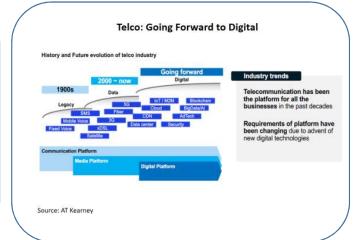
weaving roon

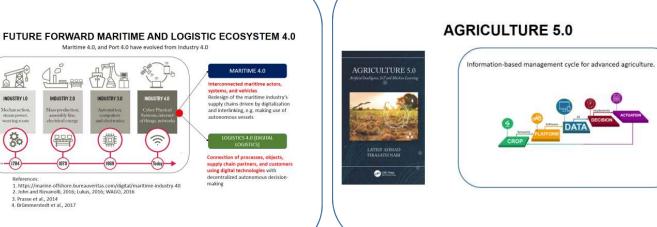
80

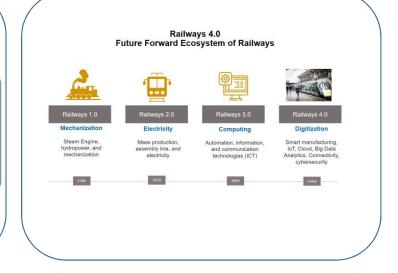
(1784)

#### FUTURE FORWARD ECOSYSTEM



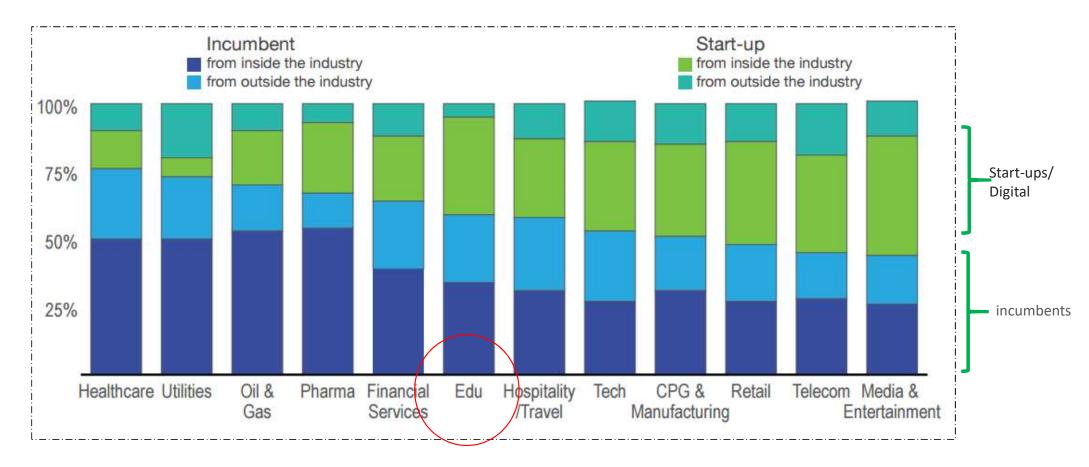






#### DISRUPTION COMES FROM INCUMBENTS INSIDE THEIR INDUSTRY, BUT THOSE ALSO SEE MAJOR THREATS FROM START-UPS

Survey question : Who is most likely to disrupt your industry?



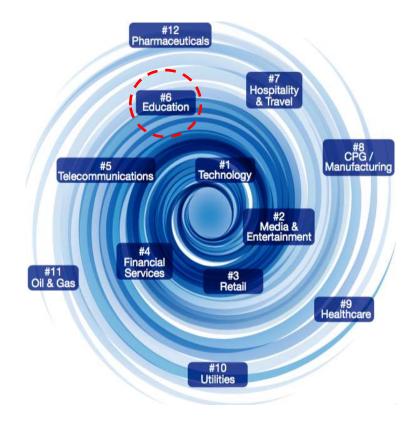
Source : global center for digital business transformation, 2015

## # 2

#### UNDERSTANDING THE FUTURE FORWARD ECOSYSTEM OF EDUCATION SECTOR

#### The Digital Vortex - 2016

#### **Digital Innovation is redefining many Industries**

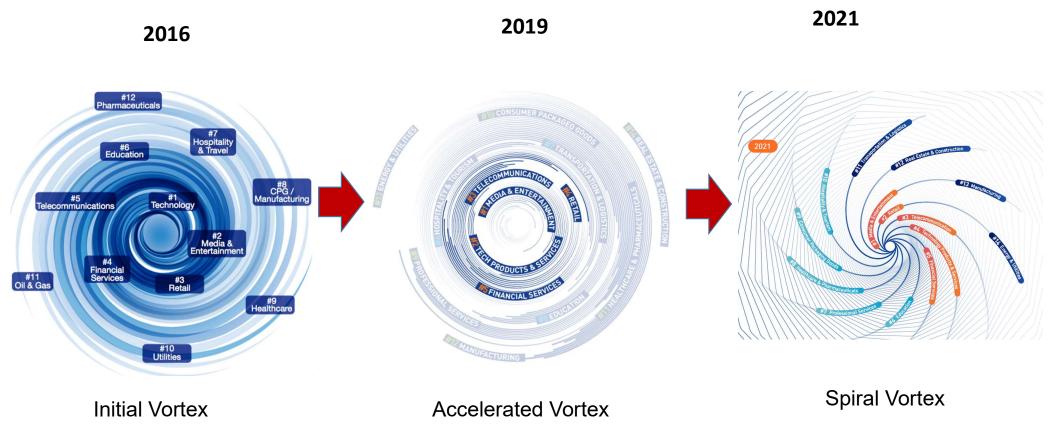


Source : Andy Norohna, Michael Wade, James Macaulay, Jeff Loucks, Digital Vortex: How Today's Market Leaders Can Beat Disruptive Competitors at Their Own Game, 2016.

## **DIGITAL VORTEX 2021**



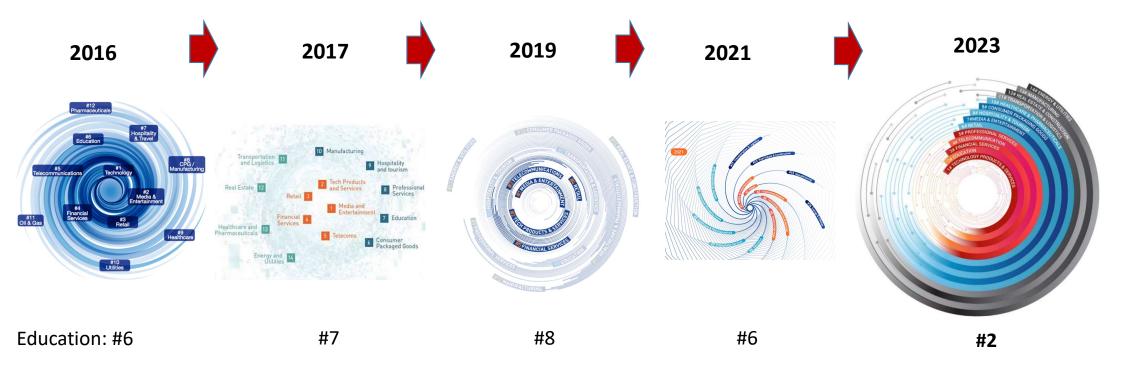
Digital Disruption in a COVID World



Source: Global Center for Digital Business Transformation (DBT Center), an IMD and Cisco initiative 2016, 2019 and 2021

## **DIGITAL VORTEX 2023**

Position of Education Sector jumps into #2 in the latest Vortex



Source: Global Center for Digital Business Transformation (DBT Center), an IMD and Cisco initiative 2016, 2017, 2019, 2021 and 2023

#### **DIGITAL VORTEX 2023**

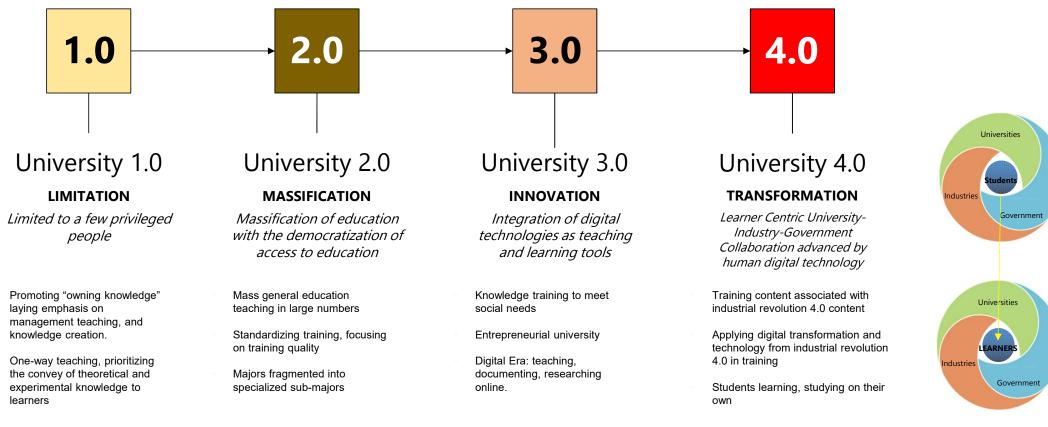
New research from IMD's Global Center for Digital Business Transformation suggests digitization will overturn incumbents and reshape markets with the greatest speed in three particular sectors: 1). Technology products and services, 2). Education, and 3). Financial services.



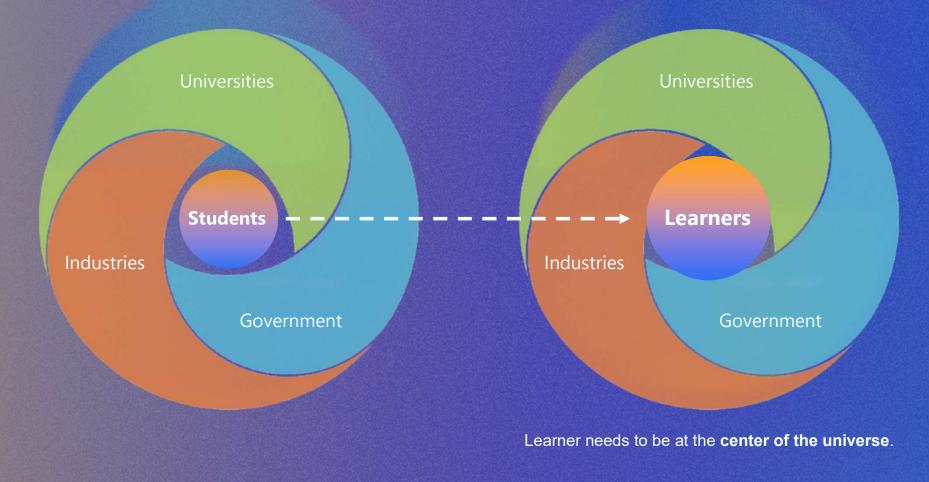
Source: IMD's Global Center for Digital Business Transformation, 2023

#### Post Disruption in Education: Future Forward Ecosystem Revolution of University 4.0

"The University 4.0 provides autonomous management of learning processes based on the integration of the physical and digital worlds in order to improve and adapt learning" (Gueye & Exposito, 2020)



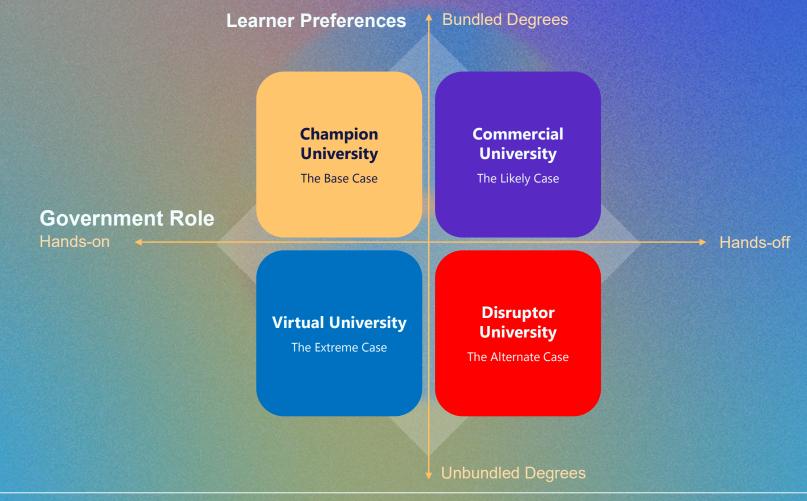
Source: University 4.0 Model for Higher education in VUCA 1 World, University 4.0 Model for Higher education in VUCA 1 World Adapted from: Mamadou L Gueye, Ernesto Expósito, University 4.0: The Industry 4.0 paradigm applied to Education, 2020



#### **Learner-Centric University-Industry-Government Collaboration**

Source: Gutierrez, Rod, 2016, Edited The University For The Future Evolutions, REVOLUTIONS AND TRANSFORMATIONS, LHH, Australia

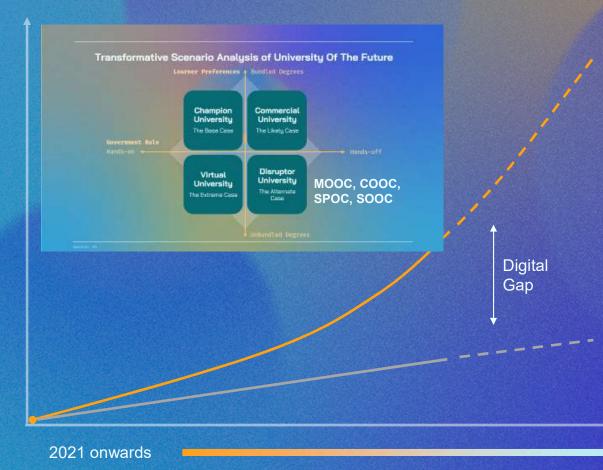
#### **Transformative Scenario Analysis of University Of The Future**



Source: EY

#### The End of Golden Age For Universities

#### Growth



#### **Exponential University of the Future**

Competition from non-traditional entrants investing in large scale digital delivery Collaboration of Proven Education Start-up and Blue Chips Accelerated Adoption of new operation model in Covid-19 pandemic time (Technology and Business Model Context) The arrival of the Age of the Customer Age (SX Era)

Nano Degree (MOOC, COOC, SPOC, SOOC)\*

MOOF, Matshe Online Open Course, CDOC, Corporate Online Open Course, SPOC, Antal Physics Online Courses, SOOC, Small Online Open Courses

#### **Traditional University**

Rising costs are no longer matched by a willingness of Government and students to pay for them

Traditional operating mode of university cannot produce sufficient productivity to cover gap

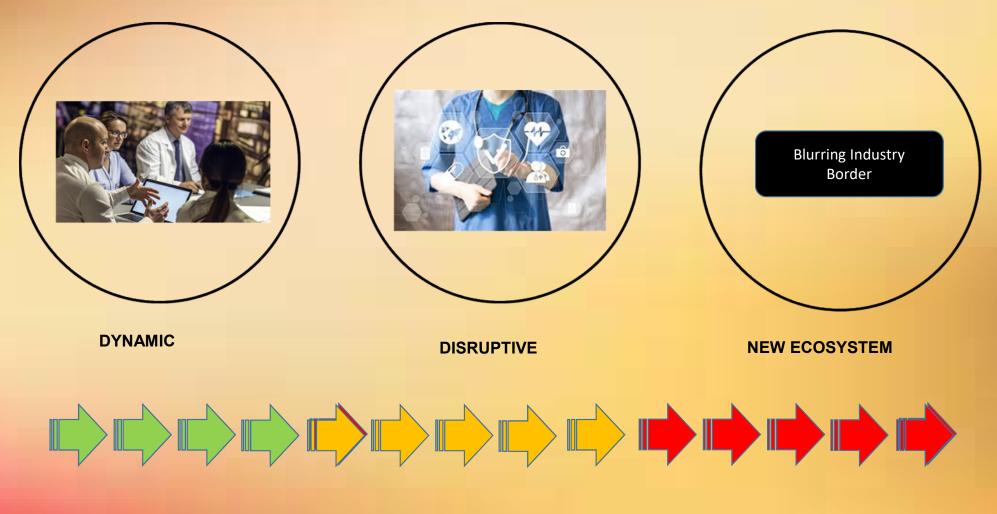
Many Adjuncts or sessional teachers laid off

Faculty members are left with no students

Half cooked outcome is challenged by industries and employers

Source: KMPG (2020), The Future of higher education in a disruptive world

# Post Disruption FUTURE FORWARD ECOSYSTEM



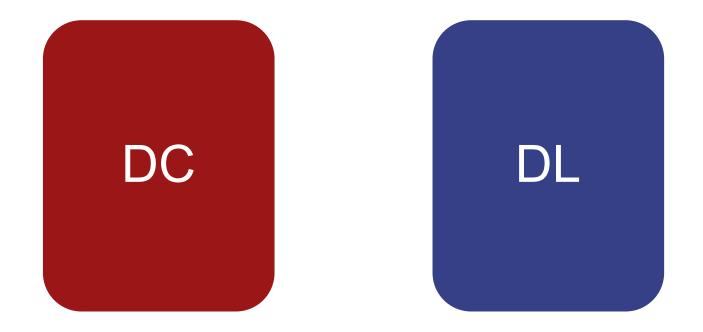


## THE NEED OF TRANSFORMATION FOR SUSTAINABLE GROWTH

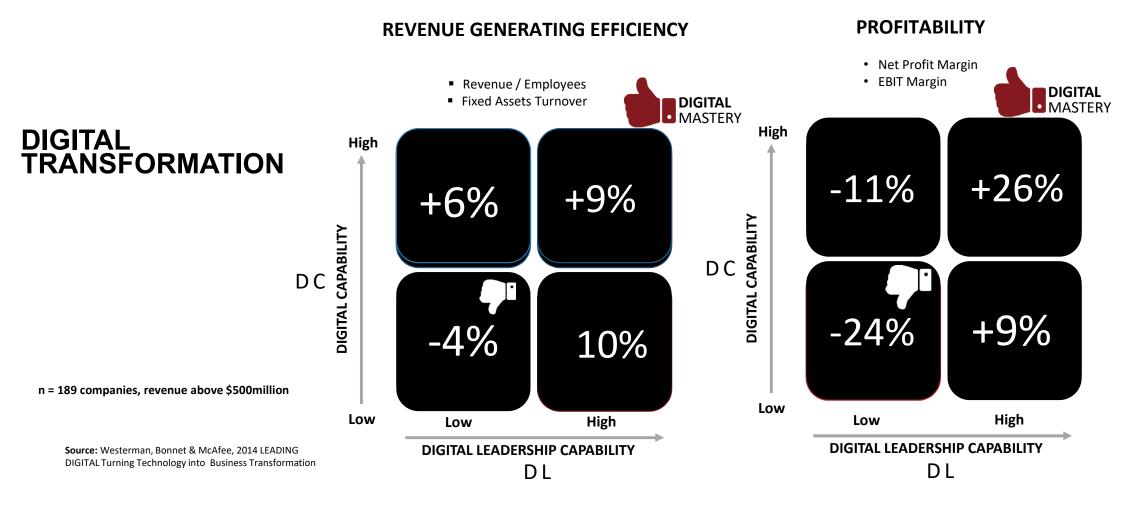


# The Reason Why DIGITAL TRANSFORMATION URGENTLY NEEDED

## TWO MAIN DIMENSIONS OF DIGITAL TRANSFORMATION

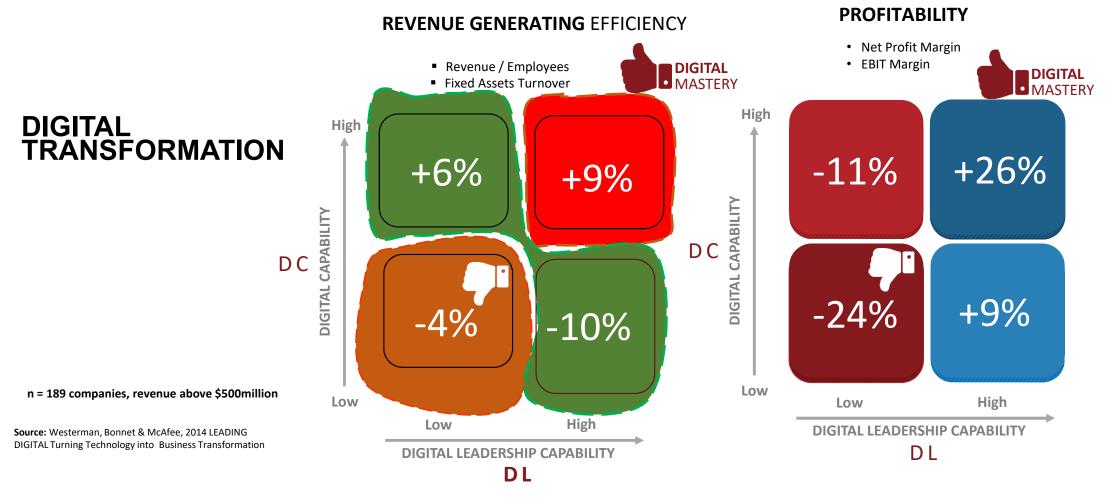


#### DOING NOTHING VS DOING SOMETHING IMPLICATION



## DIGITAL TRANSFORMATION

Doing Nothing VS Doing Something implication



# Financial Performance Implication of Digital Transformation

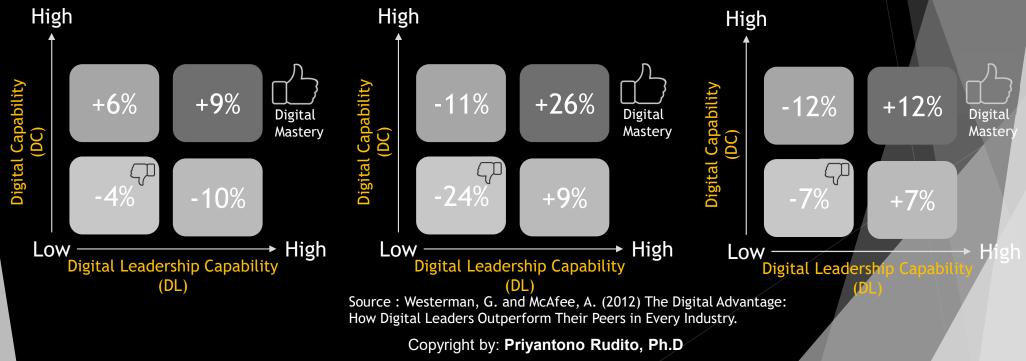
#### **Revenue Generation**

Companies with stronger digital intensity derive more revenue from their physical assets

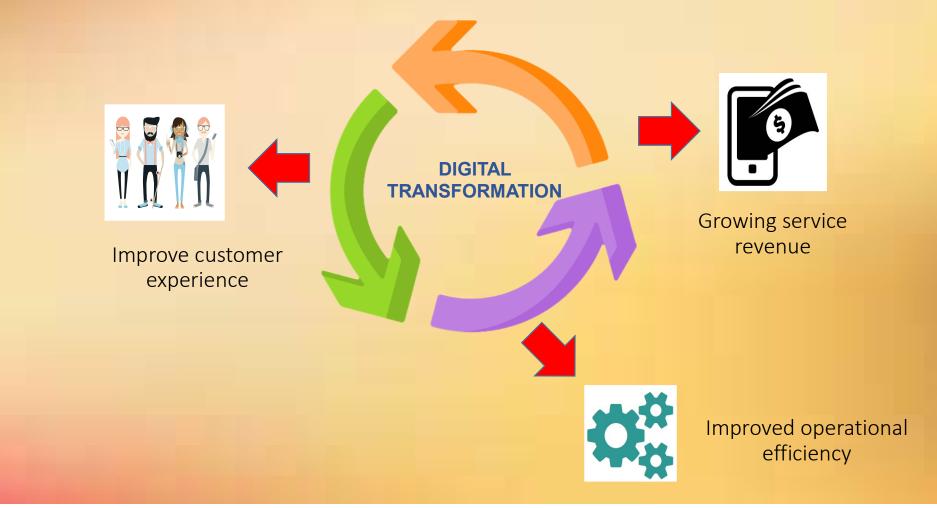
Basket of indicators:

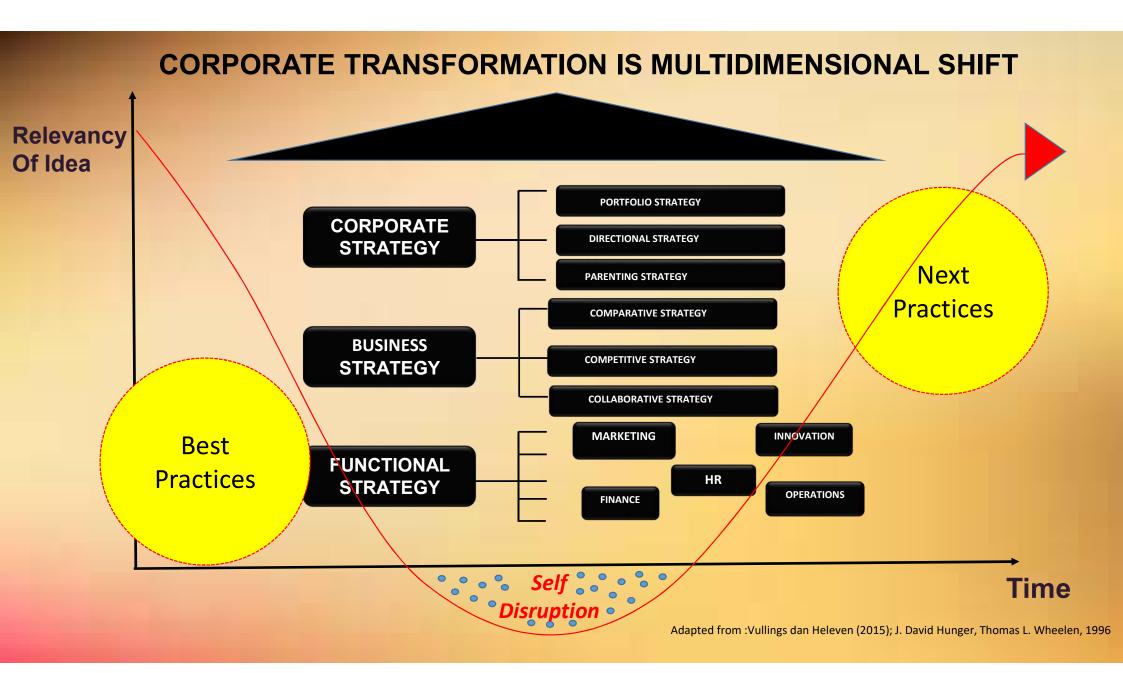
- Revenue / Employee
- Fixed Assets Turnover (Revenue / Property, Plant & Equipment)



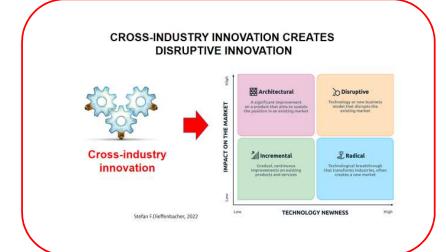


#### THREE SOURCES OF DIGITAL TRANSFORMATION VALUE





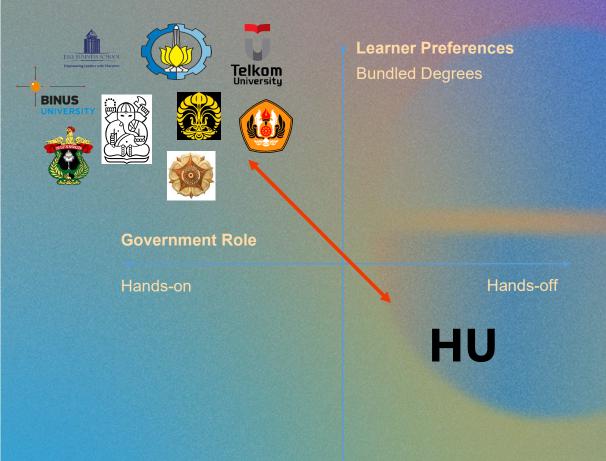
#### DISRUPTIVE INNOVATION CORPORATE STRATEGY



#### DIRECTIONAL / CONCENTRATION GROWTH GRAND STRATEGY STABILITY HORIZONTAL RETRENCHMENT VERTICAL **Corporate Level** PORTFOLIO Strategy STRATEGY 누 DIVERSIFICATION BCG RELATED **GE MATRIX** PARENTING UNRELATED STRATEGY (CONGLOMERATION) Cost Leadership GENERIC COMPARATIVE $\rightarrow$ STRATEGY STRATEGY Differentiation **Business Level** COMPETITIVE COMPETITIVE TACTICS Strategy Focus STRATEGY Speed COOPETITIVE / COLLABORATIVE STRATEGY Innovation Strategy MARKETING STRATEGY **Functional OPERATIONAL** STRATEGY Level Strategy FINANCIAL HUMAN STRATEGY RESOURCE STRATEGY

**CORPORATE STRATEGY** 

#### TRANSFORMATION INTO HYBRID UNIVERSITY Developing Strategic Linkage Between The Champion With The MOOC



- **LX** (Learner Experience): SX - Student Experience PX- Personalised Experience CX – Customer Experience
- Industry-University Collaboration

for Innovative for Content And Certification

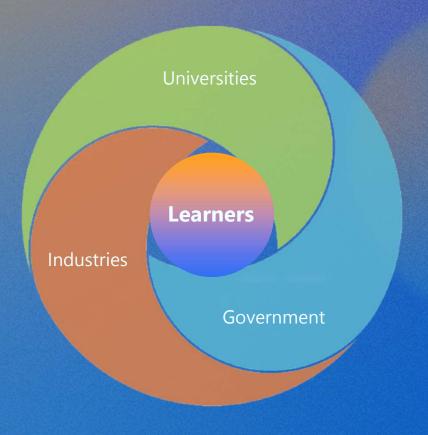
Digital Human
Technology

**Unbundled** Courses

Source: EY

### **Learner-Centric University-Industry-Government Collaboration**

Learner needs to be at the center of the universe



#### Learner-Centric

It is a learner-centric or student-centered model where teaching, learning, services and capabilities are centered around the student and available as needed—anytime, anywhere, anyhow, through any device.

#### Partnership and Collaborative

The future of education will 'open doors' for partnership, collaborative efforts, integrated networks and win-win situations among employers and local or international education providers, involving students, universities, businesses and governments.

#### Alignment of Accreditation To Employer Requirements

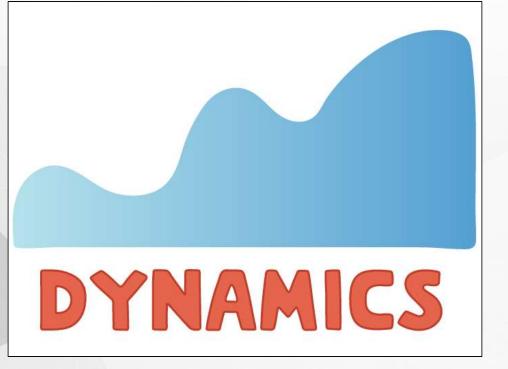
Business and industries will have a greater role in shaping the needs and diverse skills of students, driving education and training standards by aligning accreditation to employer requirements, providing funding and, ultimately, shaping education policy.

Source: Gutierrez, Rod, 2016, Edited The University For The Future Evolutions, REVOLUTIONS AND TRANSFORMATIONS, LHH, Australia

## MULTI DIMENSIONAL IMPACT ON ORGANISATION



# **#4** MANAGING THE CHANGE

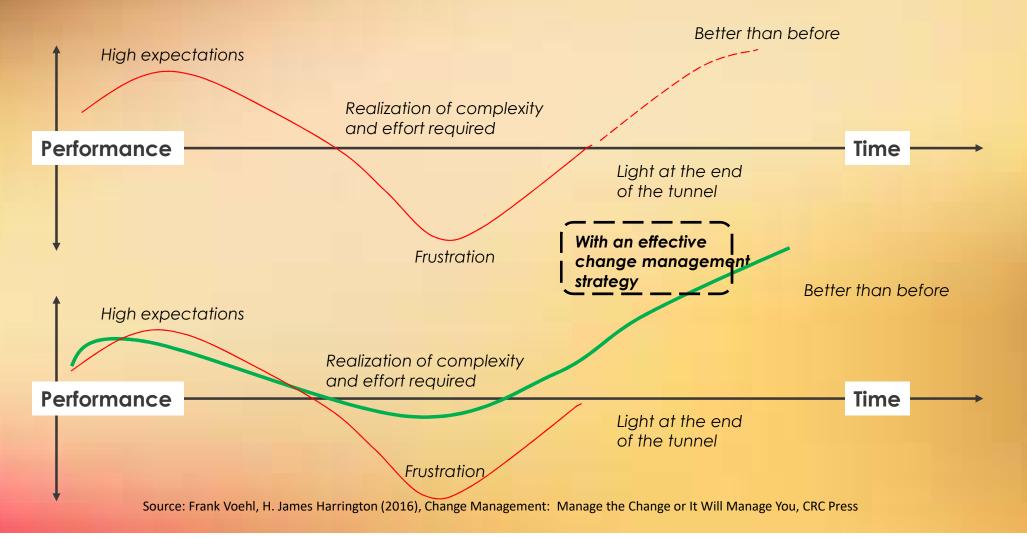


**The Imperatives:** 

# Manage the Change or It Will Change You

#### **TYPICAL CHANGE LIFE CYCLE AND ITS IMPACT**

An effective change management strategy can reduce the dip and achieve business benefits



# **3W - Zone**

#### Win Zone



#### 30%

Transformations met or exceeded their target outcomes and resulted in sustainable change

**Worry Zone** 



44%

Created some value but did not meet their targets and resulted in only limited long-term change

Woe Zone

26%

Created limited value (less than 50% of the target), producing no sustainable change

Source: BCG - June 03, 2021 By Patrick Forth, Romain de Laubier, and Tauseef Charanya

assessed the digital transformation success for 895 companies based on BCG's work with 70 leading companies worldwide and 825 responses to an in-depth survey about senior executives' transformation experiences

# 6 essential factors for digital transformation success.

- Leadership Commitment from CEO Through Middle Management.
- 2. An Integrated Strategy with Clear Transformation Goals
- 3. Deploying High-Caliber Talent
- 4. An Agile Governance Mindset That Drives Broader Adoption
- 5. Effective Monitoring of Progress Toward Defined Outcomes
- 6. Business-Led Modular Technology and Data Platform

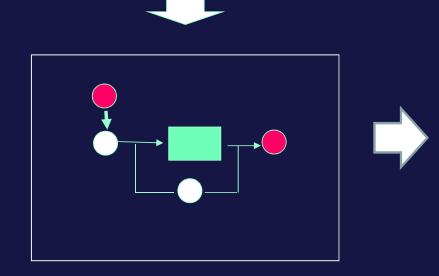
## LEADERSHIP CHALLLENGES



# **# 1** BERAWAL DARI AKHIR MELANGKAH SECARA BACKSCASTING

#### START FROM THE END PRINCIPLE

#### "Start from the end (from Goal)"

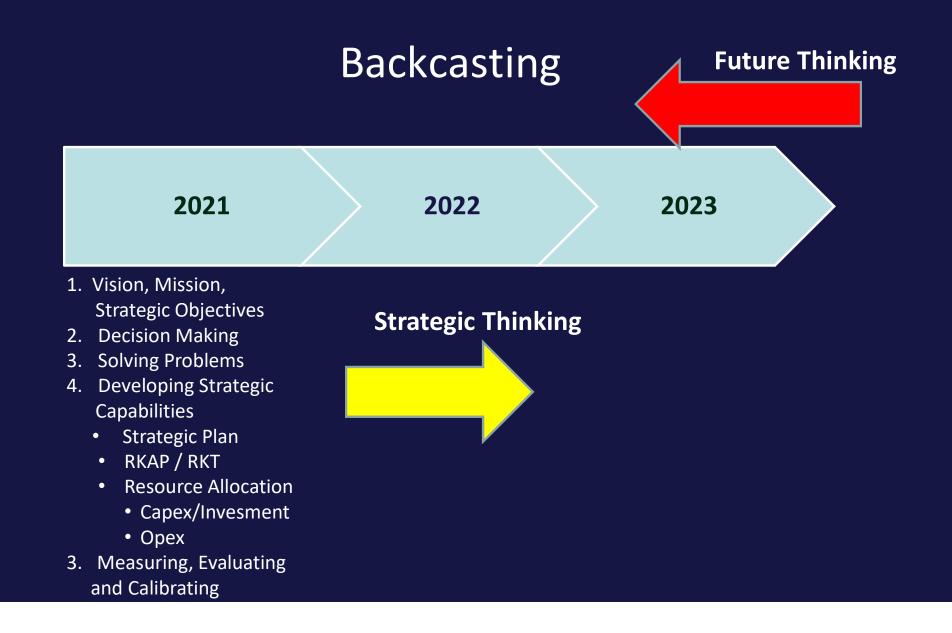


#### **Disruptive Era (VUCA)**

- Almost all of us expect the future to be repeat of the past
- But the world (business) we are in now has changed so radically in the past few years that fighting yesterday's competitive battle today is almost guaranteed to fail

## Creating the Future through a Strategic Transformation (Organisation, Company, Nation)





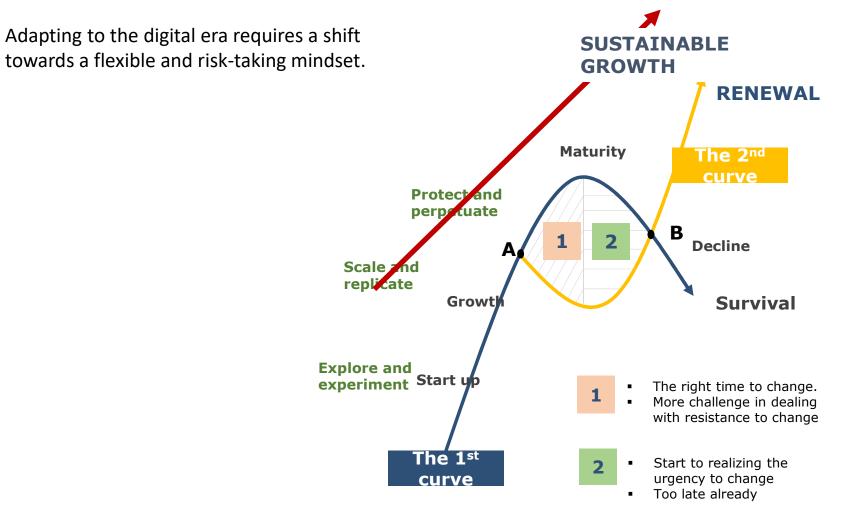
## Futures Thinking Enables The Strategic Capabilities Needed to Succeed

Capabilities		Currently Exist	Need to Enhance	Need to Develop
	7			

# # 2 3 DIMENSIONAL LEADERSHIP & GROWTH MINDSET



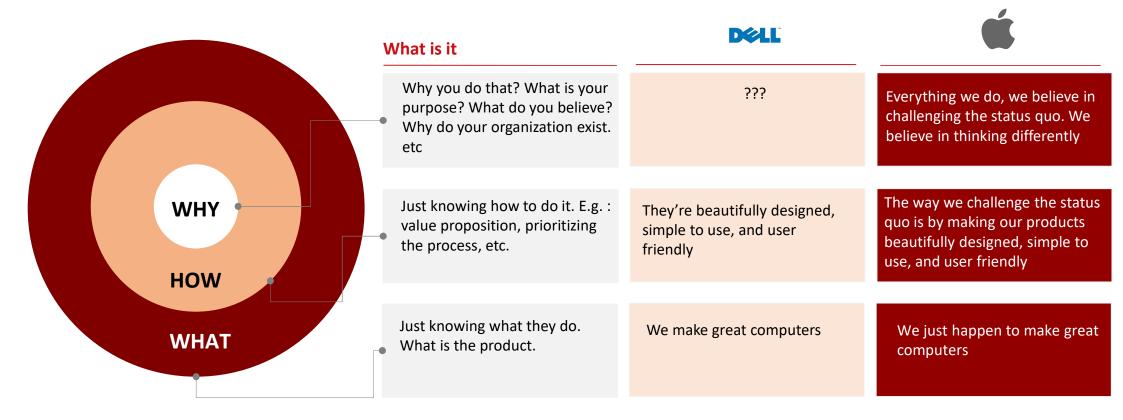
## LEADERSHIP CHALLENGE



Source : Dr. Jeffrey Kuhn, Growthleaders, 2015

### Always start with "Why" – Golden circle, the secret behind new things to succeed

People will follow in what are you believe in, not in what you have. Individual or Organisation that always start with "Why" will have ability to inspire others surround them.

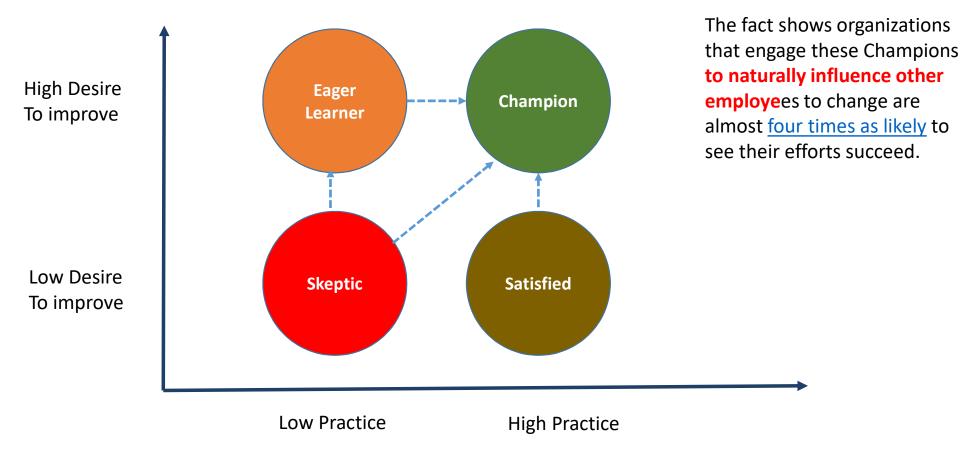


# **#3** COLLECTIVE GROWT MINDSET

#### ARCHETYPING

Segmenting and understanding people convictions and mindsets.

#### **Behaviors archetype matrix**

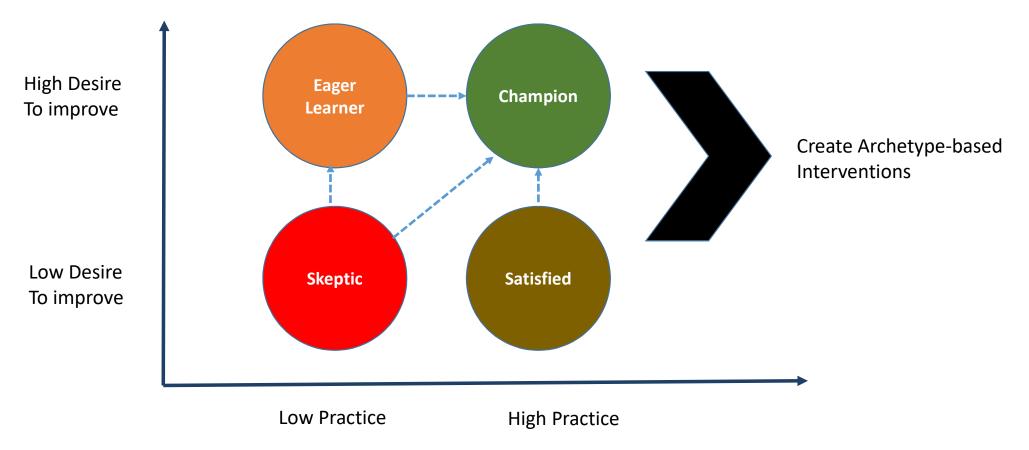


Source: Kourosh Houshmand, Kiran Kondisetti, Dominic Skerritt and Sarah Weichselbaum, September 2023, Mckinsey

#### ARCHETYPING

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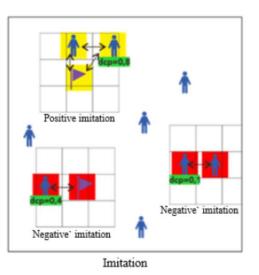
Source: Kourosh Houshmand, Kiran Kondisetti, Dominic Skerritt and Sarah Weichselbaum, September 2023, Mckinsey

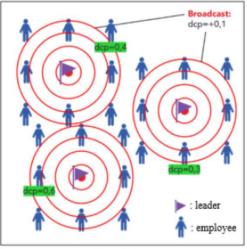
# **ENTROPY**

**Entropy in business** refers to the amount of energy or work expended which leads towards your organisation's goals.

High entropy = low efficiency and low sustainability

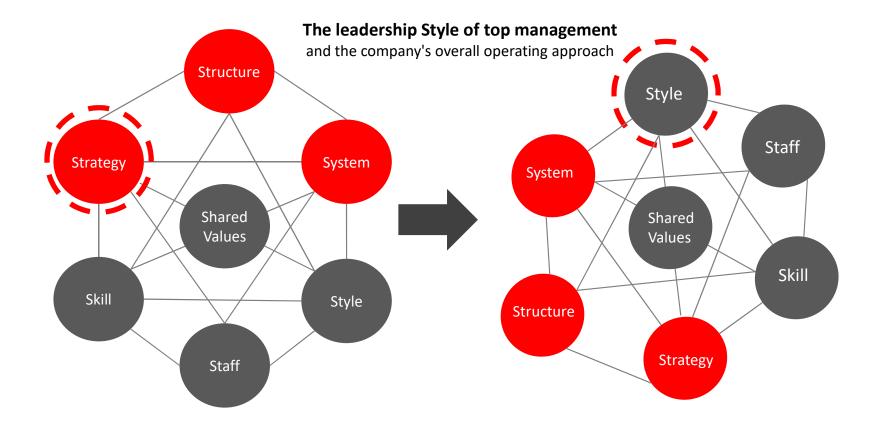
(more wasted energy)



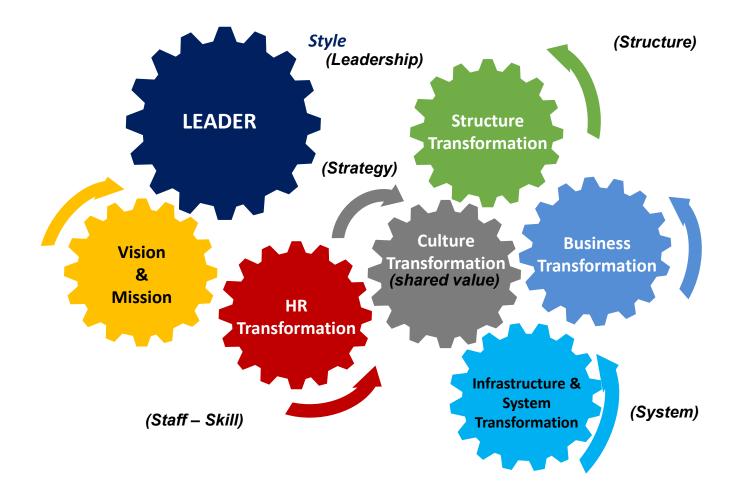


Broadcast

# Mckinsey's 7S Framework



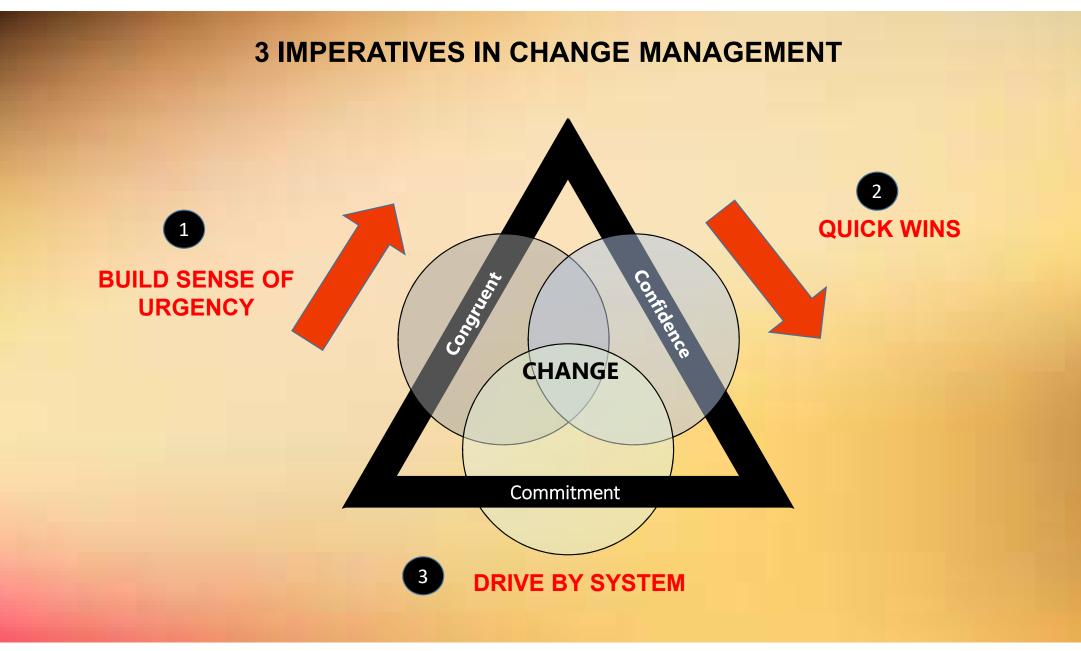
## **STRATEGY AND LEADERSHIP**



#### "Great Spirit & Grand Strategy"



# **#4** 3 IMPERATIVES IN CHANGE MANAGEMENT

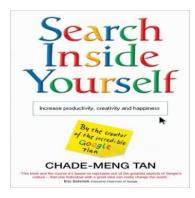


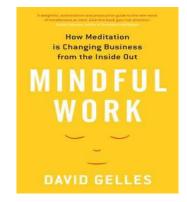
# # 5 Drive by Purpuse, Value and Meaning to Unlock From Within

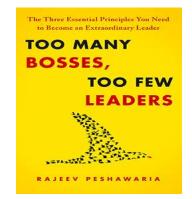




# How others trying to find their intrinsic motivation







#### Search Inside Yourself

The Unexpected Path to Achieving Success, Happiness (and World Peace)

#### Mindful Work

How Meditation Is Changing Business from the Inside Out

#### Too Many Bosses, Too Few Leaders

great leaders clearly define their

purpose and values







Google





Linked in

Bloomenergy

University of California

Haas School of Business

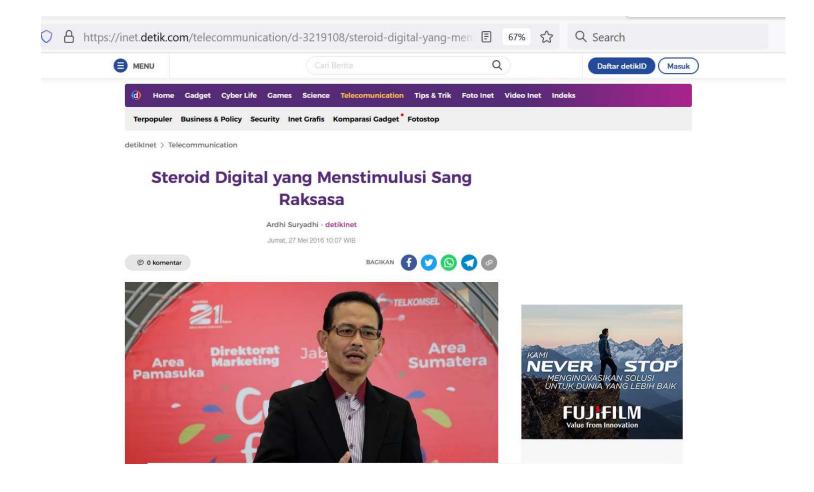
Berke







https://inet.detik.com/telecommunication/d-3219108/steroiddigital-yang-menstimulusi-sang-raksasa



Today's biggest challenge for organisation is to manage performance and transformation simultaneously, which needs a capability for managing the change.

An effective change management needs a 3 dimensional leadership practices to deal with the a shorter window of opportunity with a good corporate governance

Organisation should develop "Champions" to naturally influence other employees to change addressing its effectiveness to achieve the objectives

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