

Donald Sull

Professor at London Business School

London, England, GB

One of the ten new management gurus you should know--Fortune Magazine

Biography

Dr. Donald Sull is a Professor of Strategy and Entrepreneurship, and Faculty Director of Executive Education at London Business School. Fortune Magazine listed him among the ten new management gurus, and The Economist identified his theory of active inertia as an idea that shaped business management over the past century. He has published over one hundred articles and case studies including several best-selling Harvard Business Review articles, and five award-winning books. Sull has three degrees from Harvard, where he taught entrepreneurship. He worked as a consultant with McKinsey & Company, and a management-investor with the leveraged buyout firm Clayton, Dubilier & Rice. He is an active investor in technology start-ups, works closely with several members of the Young Presidents' Organization, and advises the top management teams of companies including Oracle, Royal Bank of Canada, Standard Chartered, MTN, Baker & McKenzie, Microsoft, Burberry, and Pimco.

Availability

Keynote, Panelist, Workshop, Author Appearance

Industry Expertise

Financial Services, Legal Services, Manufacturing, Professional Training and Coaching, Consumer Goods, Oil and Gas, Business Services

Areas of Expertise

Executing Strategy for Results, Thriving in Turbulent Markets, Strategy and Execution, Simple Rules for A Complex World

Sample Talks

Thriving in turbulent markets

By most measures, volatility is on the rise. Based on a decade of study of more and less successful companies in turbulent markets including China, Brazil, fast fashion, and finance, this speech presents a few simple principles for seizing the upside of turbulence

Why good companies go bad (and how great managers avoid failure)

From GM to Lehman, many once-great companies have gone bad. This speech introduces "active inertia," an influential theory that explains why good companies go bad, illustrates the theory with stories of well-known corporate failures, and explains how to avoid this fate.

Executing strategy for results

Execution tops the lists of most CEOs' concerns, yet two-thirds of all companies fail to execute their strategy effectively. This interactive speech introduces a comprehensive model of strategy execution based on cutting-edge research and successful roll out in companies.

Event Appearances

Title

Baker & McKenzie Annual Meeting of all global partners

Title

Silicon Valley CEO Conference

Title

Network Event: CEOs of twenty largest companies in Denmark

Title

Sberbank Top Executive Team

Title

Gulf Petrochemical Association

Title

Microsoft CEO Summit

Title

Young Presidents' Organization: Growing Your Business Programme

Title

Adidas Global Executive Development Program

Title

SAP Leadership Event

Title

MTN Group Board of Directors

Title

PIMCO Managing Director Offsite

Title

Boston Technology CEO Conference

Title

Nordisk Film Top Executive Team

Title

Capital Group

Education

Harvard University

AB

Harvard University

MBA

Harvard University

Doctorate

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