



SHRI RAM COLLEGE OF COMMERCE

Industry Interaction Session Report

INDIA OPPORTUNITY & STRATEGIC LEADERSHIP

Event Details:

Event Name: Business Strategy 1 – Learning from the Best

Event Date: 29th July, 11:15 AM – 1:15 PM

Guest Speaker Details:

Mr. Rahul Sanghvi

Senior Partner & Director, Boston Consulting Group (BCG)

About Speaker:

With extensive experience in industrial goods, infrastructure, and logistics, Mr. Sanghvi has led large-scale transformations across manufacturing, mining, and transportation sectors. At the Boston Consulting Group, he specializes in driving impact through digital adoption, analytics, and executional excellence, helping organizations unlock scalable growth. Known for his clarity of thought and practical approach to problem-solving, he brings a rare ability to connect macroeconomic insights with on-the-ground strategy.

Committee Tasks:

- Created and disseminated promotional content to generate buzz on social media platforms.
- Facilitated engaging discussions on multiple case studies spanning diverse industries, providing participants with a hands-on understanding of real-world consulting problem-solving.
- Facilitated the memento presentation by Dr. Misha Govil, Course Coordinator, as a token of appreciation.

Lecture Insights:

The session, divided into *India Opportunity* and *Strategy*, highlighted India's strong GDP growth, rising consumption, skilled workforce, and rapid advances in manufacturing and digital banking, positioning the nation as a global transformation story. Mr. Sanghvi then brought these macro themes to life through two case studies—a diamond manufacturer exploring new business expansion and an Indian conglomerate acquiring a German ink company—demonstrating how sustainable competitive advantage is built by aligning growth with core capabilities, making disciplined trade-offs, and ensuring strategic fit in M&A.

Key takeaways included:

- India's macroeconomic momentum and sectoral transformation in manufacturing and banking.
- The importance of capabilities-based growth and disciplined strategic choices.
- Practical insights into evaluating new ventures and acquisitions for long-term value creation.
- Strategy as a balance of ambition, focus, and execution.

The session concluded with actionable lessons on connecting macro trends with company-level strategy, leaving the cohort with a sharper understanding of leadership in a fast-evolving economy.

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