

## **The management labs in emerging economies - Synergy between management institutions and SME's**

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While businesses in the developed world have access to a steadfast pool of management talent, thought leadership, intellectual and research prowess courtesy their keystone management institutions, it is not so for businesses in the emerging economies. Also flight of talent from the latter, further takes its toll. Across emerging economies, industry is afflicted with a lack of 'rapidly deployable and productive managers' (RDPM) talent at all levels. The paper focuses on entry level managers. The paper takes forward the concept of RDPM introduced by the authors in IACBE 2011 Asia Regional Conference which is indispensable for management institutions in emerging economies. The industry today seeks managers with an entrepreneurial attitude along with strategic leadership, innovation and problem solving skills etc. These can be ingrained into management graduates by business schools by patronizing, mentoring and enabling SME's scattered around. While these business schools are the only Harvard's and MIT's that SME's can ever hope to have an access to, at the same time they can serve as the best management labs that the students can every hope to have an access to. The synergy is tremendous. From a comprehensive learning on all functions of a value-chain to entrepreneurship, the SME's have a lot to offer by way of empowering the budding managers insights that the business schools are otherwise lacking. The paper concludes by making a case for all business schools in emerging economies to become the incubators of entrepreneurship for true inclusive growth.

### **Biography**

Arun Sangwan was previously the Country Manager - India & SAARC for SANRAD (RAD group). He has managed Strategic Accounts and Strategic Alliances for global technology companies in India for 16 years. He has led Competition Attack Programs for Hewlett-Packard and SGI (Silicon Graphics Inc.) in India. He also served Tata Unisys and HCL Hewlett-Packard (now HCL Infosystems). He currently teaches Strategic Management at School of Business, Alliance University, Bangalore.

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