



THE FUTURE OF THE FAMILY BUSINESS.

Executive Program for Family Businesses

Like any other business, family businesses must adapt to competitors' strategic pressures, abrupt market shifts, and fickle consumer demands. However, family businesses face a very particular set of challenges and opportunities.

This senior management program for family businesses is designed to address complex family and business dynamics, establish the strategic foundations to strengthen competitive advantages and profitability, and to develop innovation capabilities to sustain growth.

This program is created for family teams: Shareholders, members of the executive team, and family members who soon will join the family business.

For more information, request it at hello@amslatam.org.

YOUR LEARNING EXPERIENCE

Strategic Growth - 4 sessions

1. The family and the business purpose
2. Breaking the traditional strategic mold
3. Opportunity Analysis Growth
4. Making decisions on Business Growth

Business Growth and Family - 6 sessions

1. Professionalizing the Family business
2. The role of Business Politics
3. The role of Family Politics
4. The Family Constitution
5. Developing managerial and family talent
6. The Family Business and Board of Directors



FACILITATOR

Pablo Galindo Asensio is a businessman and lifelong learner. He has more than ten years of experience in creating and growing companies. He is Founder and General Manager of Advanced Management School (2018), Co-Founder and Managing Partner of Gestla Ventures (2016), Private Equity Fund, and Innovation consultancy.

He is currently a professor at the Francisco Marroquín University in ActonMBA in Entrepreneurship. He completed his undergraduate studies at the Francisco Marroquín University and obtained a behavioral sciences specialization from Harvard University. He has been a participant in multiple executive programs at Harvard Business School, where he is currently admitted to the OPM business program designed for owners and presidents.

For the third consecutive year, Pablo has been coach of the Francisco Marroquín University Business School team, who has obtained a podium in the international family enterprise case competition (FECC) organized by the Grossman School of Business for two successive years.