

SME

88 PAGES OF BUSINESS INTELLIGENCE FOR THE S

WHAT'S HOT AND WHAT'S NOT IN 2013

SME 100
SPECIAL:
MALAYSIA'S
FAST MOVING
COMPANIES
UNVEILED!

ALPH
AUREN
EACH DAY IS
AN OCCASION
TO REINVENT
OURSELVES™



A PUBLICATION OF:
**Business
Media
International**

ISSN 2299-134X



F 772289 134004

F 1538406/2013(032763)

IICA(P)89978712883

INSIG

- **Never Eat Alone** • with Keith Ferrazzi • Four Surprising Things That Will Grow Your Network (and Net Your Business)
- **4-Hour Workweek** • with Timothy Ferriss • Real Mind Control: The 21-Day No-Complaint Experiment
- **Sales Bible** • with Jeffrey Gitomer • Set Resolutions? What's Your Resolve to Make Them a Reality?
- **Leadership Excellence** • with Marshall Goldsmith • If They Don't Care, Don't Waste Your Time
- **Duct Tape Marketing** • with John Jantsch • The Worst Business Advice You Ever Received
- **Up Your Service** • with Ron Kaufman • Improve Customer Experience by Making Juice Available With a Special Brochure
- **Infectious Greed** • with Paul Kedrosky • Having the Soundest Banks Is For Your Own Good
- **Talk About IT** • with Arvind Agarwal • Tackling the Talent Shortage Through Tech
- **Future Snapshots** • with Anne Lise Kjaer • Trends and

FUTURE SNAPSHOTS with Anne Lise Kjaer



TRENDS 2013

We look at the present through a rear-view mirror. We march backwards into the future."

Marshall McLuhan

To observe trends, it is crucial to understand that they are interlinked and connect to socioeconomic and cultural drivers influencing tomorrow's business success stories. 'What's Next' in technology often focuses on the obvious: speed, size and cost – but we seem to forget that people are integral to shaping the future and the sociology of technology. At Kjaer Global, we consider 4 key clusters of digital technology: Smart - Social - Organic - Wellbeing. These are the 'ones to watch' – impacting how we will live in the future.

SMART

* **THE GLOBAL BRAIN** The Internet of Things is already here and, by 2020, over 30 billion devices will be connected. We see 'Deep Learning' inspired by artificial 'neural networks' and evolved 'augmented reality'. This enables huge opportunities in all areas of life: politics, education, media, health, commerce and leisure. The Internet will soon be connected

to everything including our brains – enabling fast and accurate decoding of multi-layered information.

* **STRATEGIC 'BIG DATA'** As Big Data merges with 'Social' content, we see new strategic software and tools to predict behaviours and buying attitudes. Tracking real-time sentiments will enable brands to deliver better experiences. Currently data management and 'social analytics' mostly benefits organisations, but soon people will demand a share of their 'data value'. This 'Data Mining Boom' is already influencing media, with the 'Nate Silver effect' now inspiring a whole genre of data-driven journalism to predict the future.

SOCIAL

* **WECONOMICS** With a global growth of 60% in 2012, Crowdfunding Platforms are set to explode. The US leads the trend, but crowdfunding is also flourishing across the Eurozone. With estimates for annual CFP (CrowdFunding Platform) transactions set to reach \$3 billion in 2012, we could see a radical change in the funding landscape for entrepreneurs and SMEs. Increasingly, people will want to Own a Share in the startups

they buy from – being respected partners rather than just consumers.

* **GLOBAL CITIZENS** With a predicted Mobile Global workforce of 1.19 billion by 2013 – as people migrate for career and life experiences and to discover new cultures – we will see a demand for Affinity Networks and familiar touch points that let us learn and share across conventional borders. To deliver real value and engage with the true needs of the Global Citizen and tomorrow's talent, agility, convergence and seamless services must be incorporated into each and every offering.

ORGANIC

* **BETTERNESS** Mindful consuming informs 21st century business models. Cultural Storytelling, authenticity and craftsmanship are in demand as we return to Local Sourcing and manufacturing. Businesses and individuals will join forces to practice 'Betterness', such as Radical Openness and social responsibility, and make a positive impact for the greater good of all. Agility and scalability is key in this – in order to balance costs, transport and ethics – and it will be enabled by clean tech advances and technologies, such as 3D printing.

* **MOBILE EDUCATION** The growth of Disruptive Technologies and dedicated social media MBA programmes is already redefining learning. Meducation, valued at US\$70 billion by 2020 and MOOCS (Massive Open Online Course), will result in

a major educational transformation. The Codecademy wants to turn tech consumers into Empowered Code Builders and Singularity University is teaming up with entrepreneurs, technologists and leaders globally to define a road map to guide the evolution of new technologies.

WELLBEING

* **CLOUD HEALTH** By 2020, chronic diseases will account for almost 75% of all deaths worldwide. Cloud intelligence will evolve as 'Quantified Self-apps', Mobile Diagnostics and Intuitive Bio Feedback become active resources in our daily lives. Personal digital analysis for balanced health, fitness and diet delivers unique solutions to help us lead better lives. This trend is set to explode as healthcare professionals become involved in designing health management systems and monitoring for prevention rather than just healing.

* **ENOUGHISM** Challenging the belief that The Good Life is dependent on consumption of stuff, we look elsewhere for new ideals to define a fulfilled life. Businesses now realise that they can achieve success by encouraging employees to adopt a 'mindful' approach to work and life in general. Harvard Business School's course on 'Positive Psychology as The Catalyst For Change' is oversubscribed – informing a new generation of business leaders. It seems inevitable that future economic models will consider Data Measuring Happiness levels. **SME**

Anne Lise Kjaer's insight into every area of futures - from energy, cars and technology to health, food and fashion, to the next big thing in culture, retail and travel has given her a worldwide client base and a unique ability to engage and inspire her audiences. A figurehead in the global forecasting community she says "The future is not some place we go but one we create".

Kjaer's speciality is shaping the strategies and the core concepts that are driving tomorrow's businesses and brands. She creates clarity out of complexity and has an impressive track record of helping blue-chip corporations and organisations navigate the future. Clients include Accenture, Nielsen, McKinsey, Sony, P&G, IKEA, Toyota, Telefonica and Unilever.