#adelaideconnected

Adelaide Connected 6.0

Dinner & Networking

3 Speakers

Q&A from the audience

ASG Group – Platinum Sponsor

Proudly Australian born and bred, ASG Group has been operating for over two decades as an IT consultancy and Managed Service Provider for Government and some of Australia's largest brands.

ASG works with partners such as Oracle, SAP, Salesforce, and Microsoft, providing end to end capabilities that focus on driving value back to customers and end users.

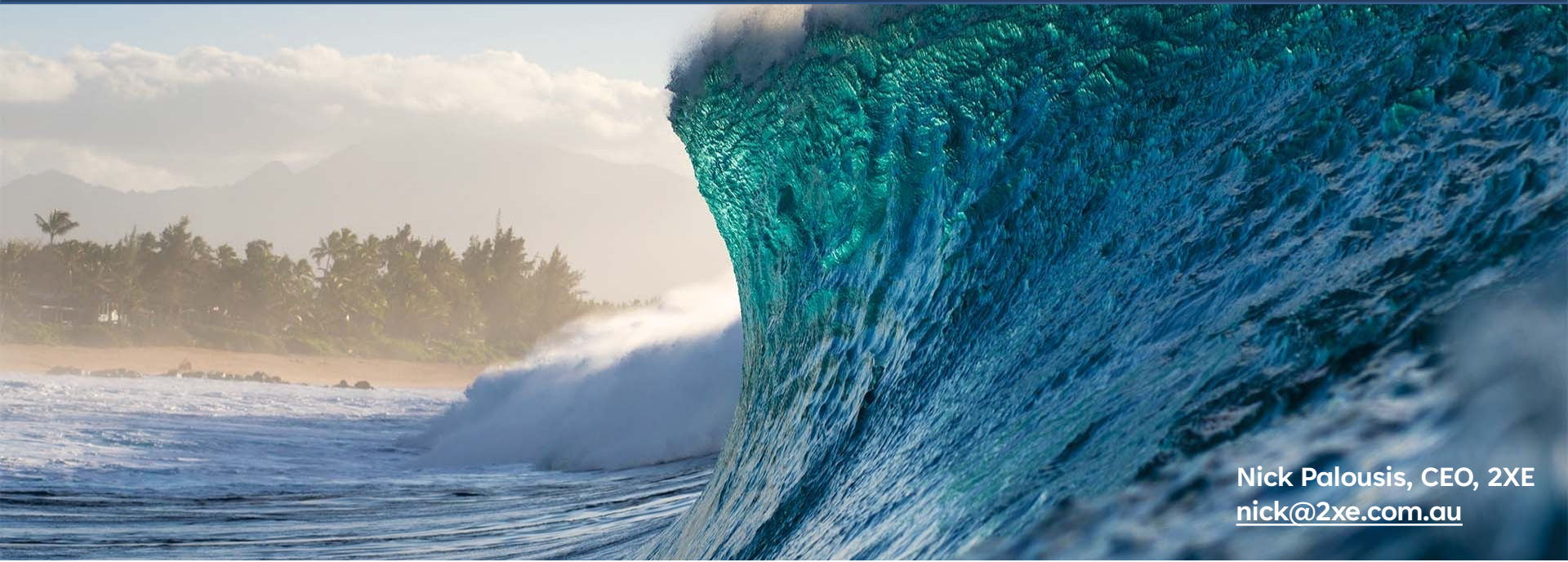
Adelaide Connected 6.0
9 November 2022

Keynote

Nick Palousis

Adelaide Connected 6.0
9 November 2022

Building a net zero future through leadership & culture



Nick Palousis, CEO, 2XE
nick@2xe.com.au

Climate Active
REGISTERED CONSULTANT

PREMIER'S CLIMATE CHANGE COUNCIL
2018 SA CLIMATE LEADERS AWARDS
WINNER
INDUSTRY AND BUSINESS CATEGORY

eec CERTIFIED
EnMS advisor ADVANCED

Climate Active Carbon Neutral ORGANISATION

Both the left and right finally agree on something!

Around four in five Australians (82%) across the political spectrum want action on climate change.

Importance of action to reduce greenhouse gas emissions, 2033 respondents, 2019, Australia.

Chart: The Conversation CC-BY • Source: Rebecca Colvin, Frank Jotzo • Get the data

NEWSLETTERS
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NewScientist

Australia votes for stronger climate action in 'greenslide' election

Voters chose to decisively kick out the pro-coal Coalition government in favour of candidates that support stronger action on climate change

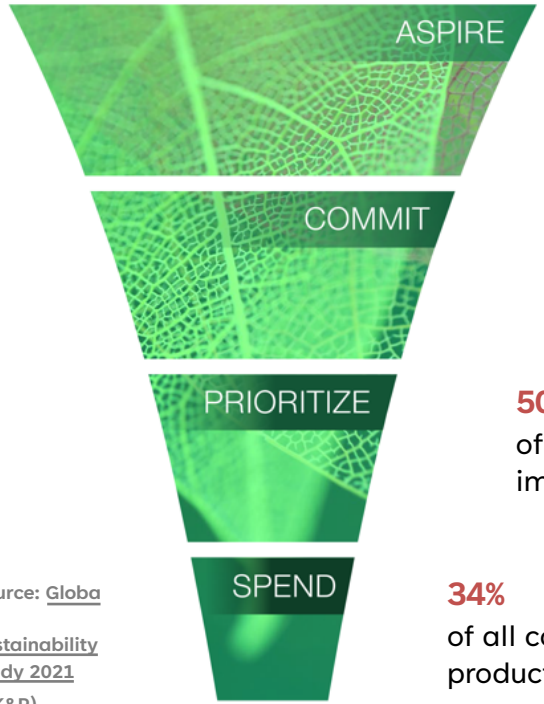
— Opinion

Teals and Greens are now the third wave

Both major parties campaigned on the economy, but it was climate change as much as he cost of living which shifted the dial against the Liberals.

Phillip Coorey *Political editor*

Consumers are sending the right signals.



78%

of global consumers feel that **environmental sustainability is important**.

63%

of global consumers have made modest to significant changes to their **consumption behaviors** to live more sustainably.

50%

of consumers rank sustainability as a **top 5 value** driver, which means it is an important purchase criteria and is a key differentiator.

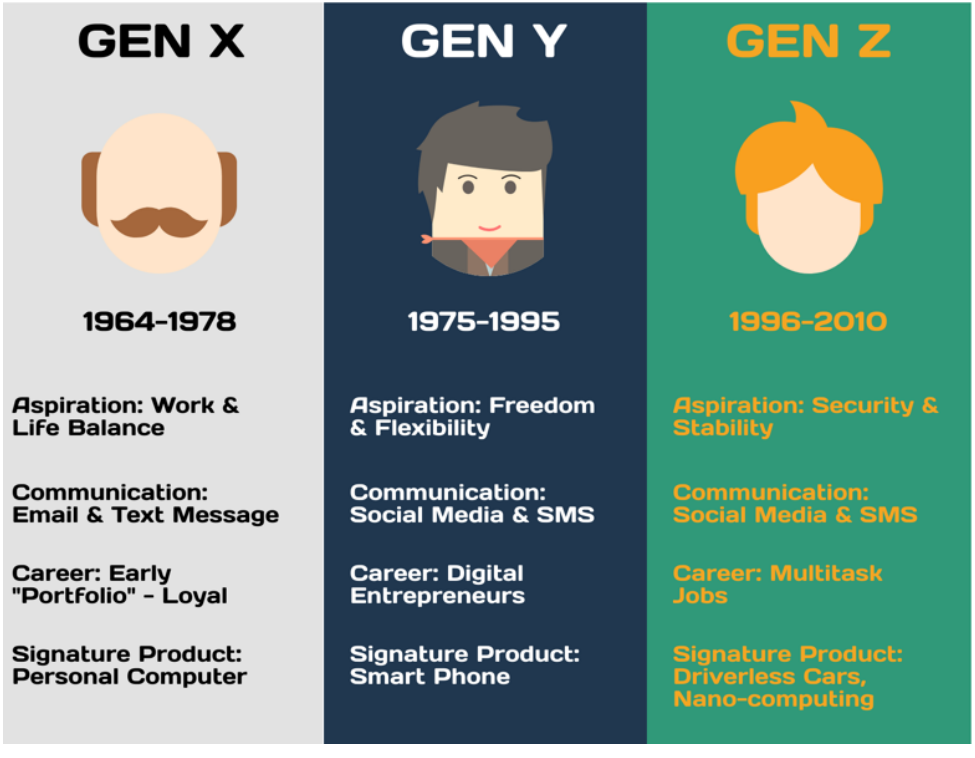
34%

of all consumers self-reported that they are **willing to pay more** for sustainable products/services while the remainder are not.

Source: Globa
l
sustainability
study 2021
(SK&P)

Young talent want to see their job as part of the solution.

“Gen Zs appear to be socially conscious, prioritising environmental issues and sustainability..... they are pushing companies to take action: **58% want their company to be more environmentally responsible**. And **68% find it important to work in a company that is actively committed to social causes.**” (TalentLMS Survey 2022)



Investors now see climate action as a material risk and opportunity.

THE INVESTOR AGENDA
ACCELERATING ACTION FOR A LOW-CARBON WORLD

2019: *Largest-ever group of investors (representing $37 trillion in assets) calls on governments to phase out thermal coal power worldwide, put a price on carbon, end subsidies for fossil fuels, and strengthen nationally-determined contributions*

TCFD | TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

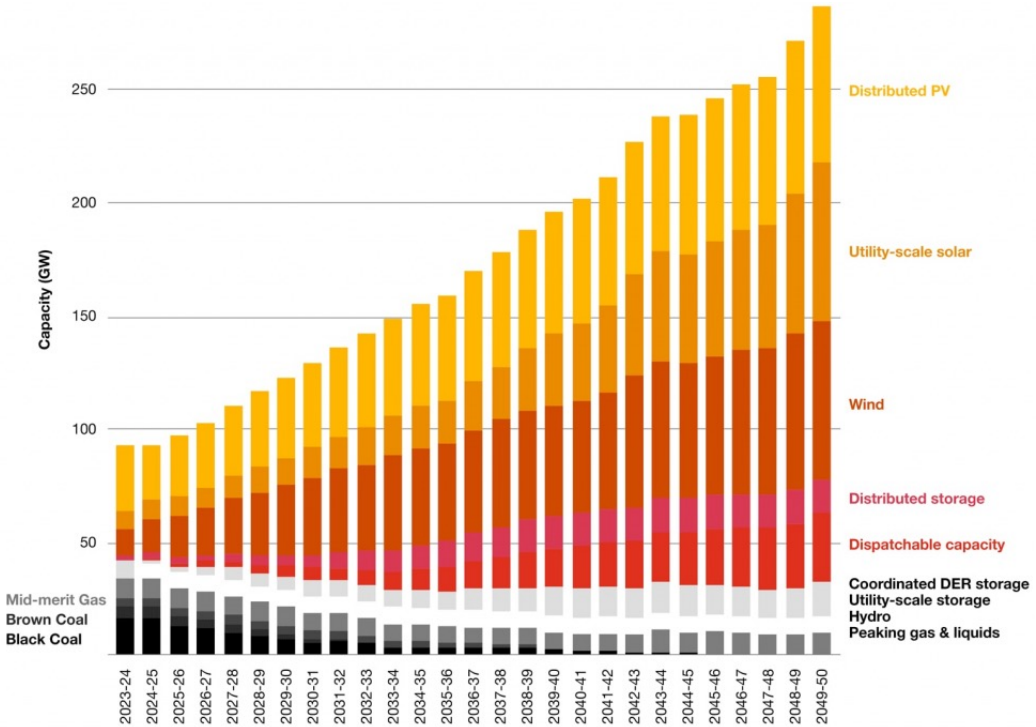
BlackRock C.E.O. Larry Fink: Climate Crisis Will Reshape Finance

In his influential annual letter to chief executives, Mr. Fink said his firm would avoid investments in companies that "present a high sustainability-related risk."

GRESB

Fossil fuels are no longer the cheapest source of energy.

The grid is greening.



From 2025, there will be moments when the National Electricity Market (NEM) has enough renewable energy to meet 100% of that demand. This plan is for a true transformation of the NEM, from fossil fuels to firmed renewables.

Australian businesses are moving.

Climate Works – Net Zero Tracker for Australian businesses

www.climateworkscentre.org/net-zero/

215
ORGANISATIONS ANALYSED

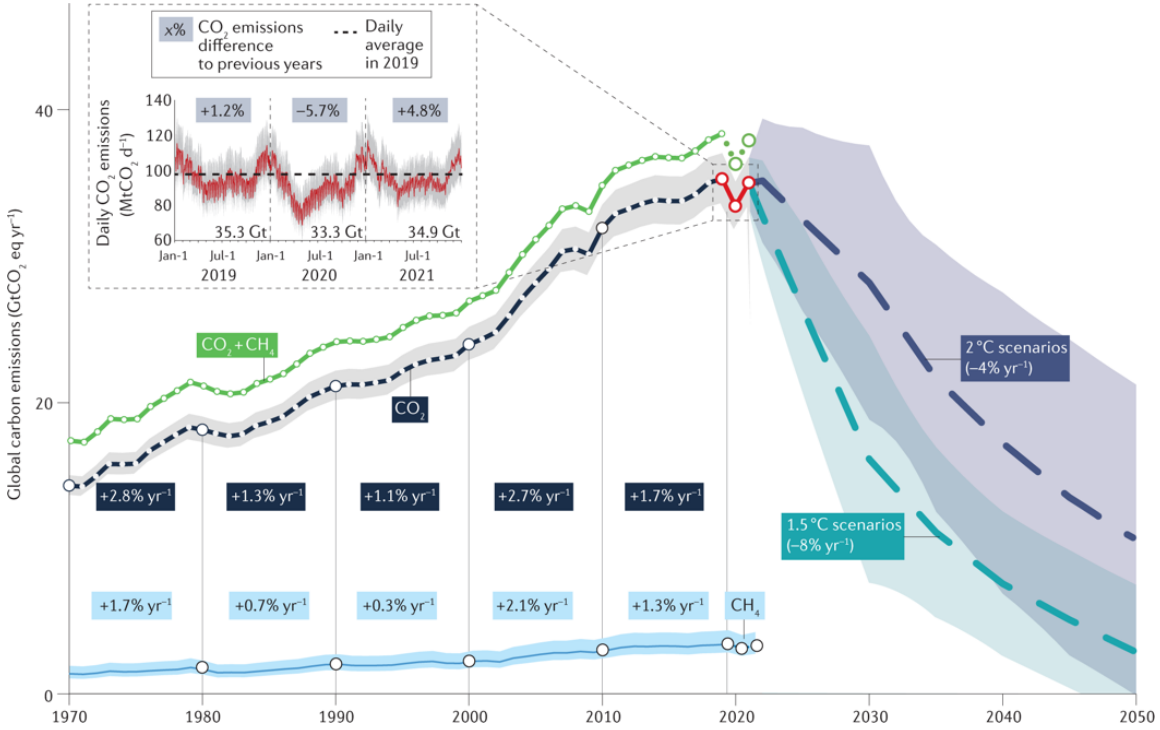
55
ORGANISATIONS COMMITTED TO NET ZERO BY 2050 PATHWAY

HOPIUM
Take 1 pill when you need a bit of delusion and help coping

PAPER
PANIC
9
NEWS

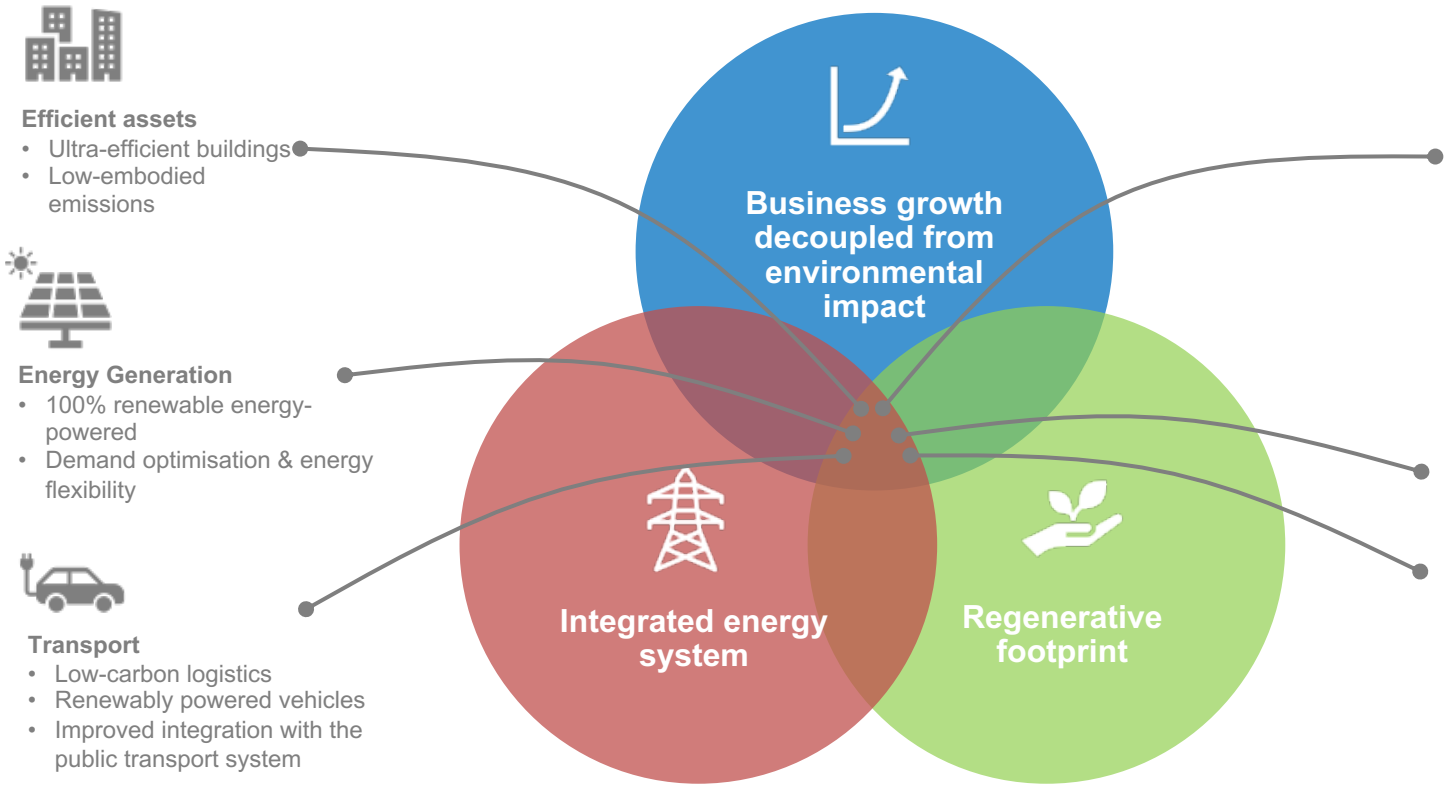
Toilet Rolls

There is no time for stupid.



Source: https://www.nature.com/articles/s43017-022-00285-w

A net zero framework for business



Efficient assets
- Ultra-efficient buildings
- Low-embodied emissions

Energy Generation
- 100% renewable energy-powered
- Demand optimisation & energy flexibility

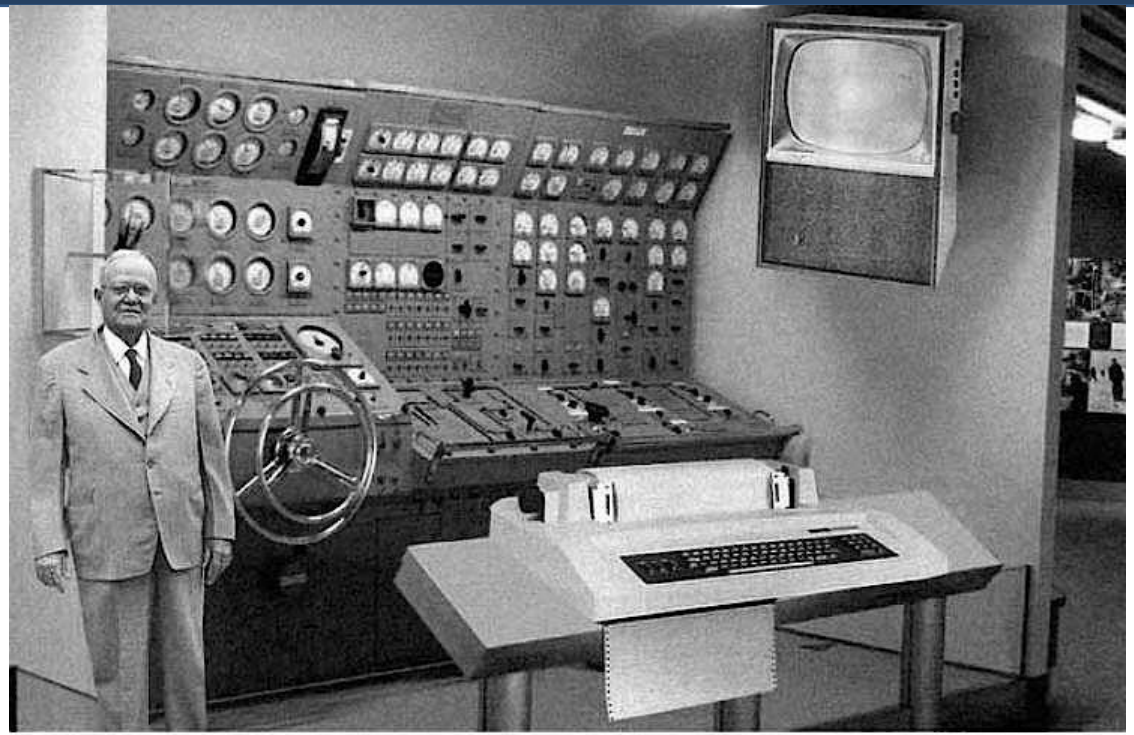
Transport
- Low-carbon logistics
- Renewably powered vehicles
- Improved integration with the public transport system

Supply chain
- Reduce the embodied carbon of purchased products and services
- Use our scale to influence change in supply chain practices

Circular consumption
- Minimise waste to landfill
- Maximise water harvesting and re-use
- Pursue beneficial reuse of waste streams

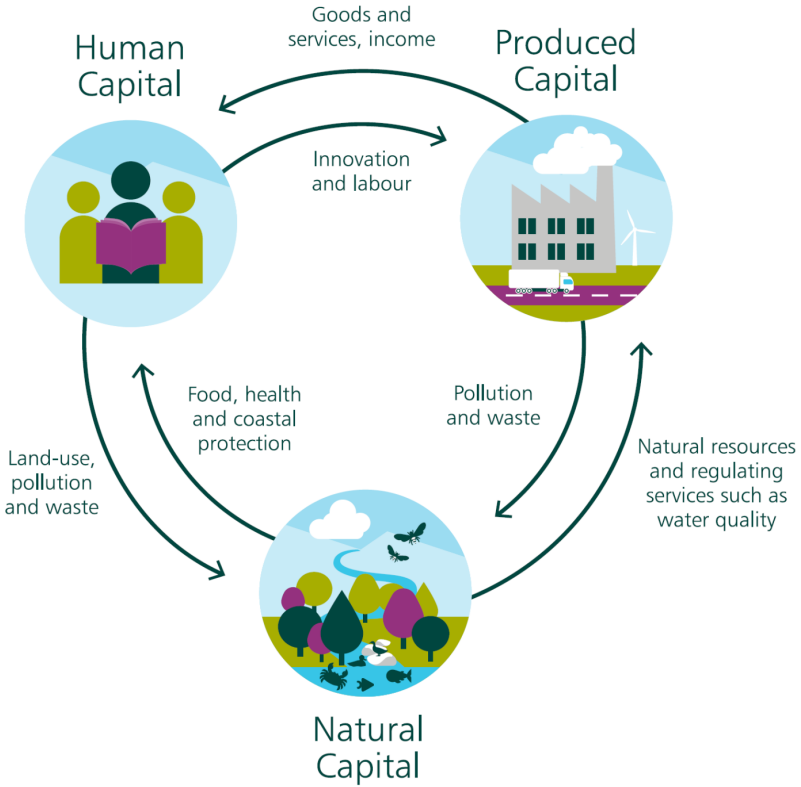
Carbon sinks & climate resilience
- Investing in strategic carbon offset projects
- Future climate-proofing

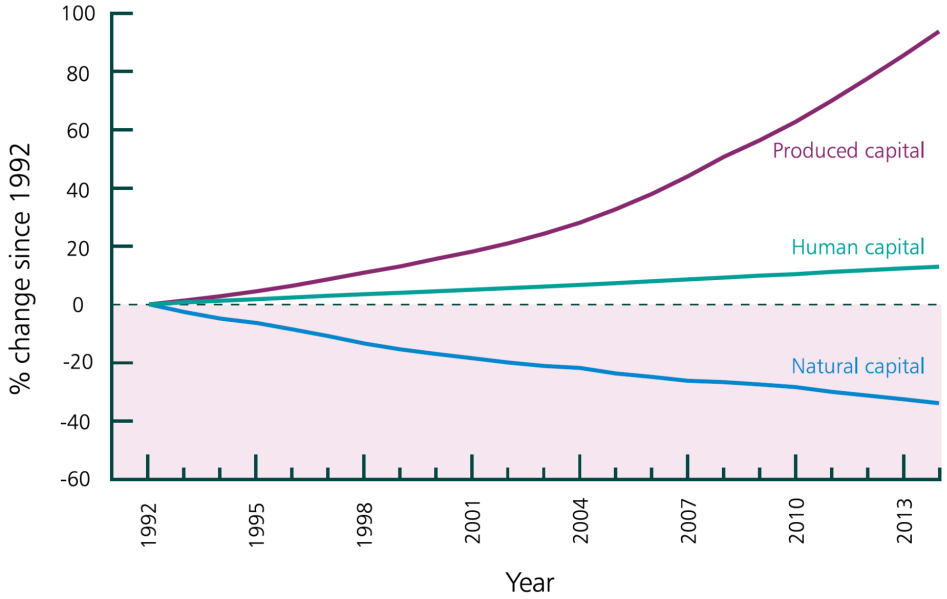
We need applied imagination.



Scientists from the RAND Corporation have created this model to illustrate how a "home computer" could look like in the year 2004. However the needed technology will not be economically feasible for the average home. Also the scientists readily admit that the computer will require not yet invented technology to actually work, but 50 years from now scientific progress is expected to solve these problems. With teletype interface and the Fortran language, the computer will be easy to use.

We need to rethink the way we value our environment.





We need to rethink the way we value our environment.

Taskforce on Nature-related Financial Disclosures

Financial institution members:

- AP7
- AXA
- Bank of America
- BlackRock
- BNP Paribas
- FirstRand
- Grupo Financiero Banorte
- HSBC
- Macquarie Group
- MS&AD Insurance Group
- Mirova
- Norges Bank Investment
- Rabobank
- Swiss Re
- UBS

Corporate members:

- AP7
- AB InBev
- Anglo American
- Bunge Ltd
- Ecopetrol
- GlaxoSmithKline
- Grieg Seafood
- Holcim
- Natura & Co
- Nestlé
- Olam International Ltd
- Suzano
- Tata Steel

Playing safe is very risky.
Seth Godin
quotefancy

So what is expected from us as leaders?

Get your shit together.

RU OK?™

Lead from the centre.

Foster a team culture that’s bigger than you.

Be realistic.....

Choose

progress

over

Perfection.

...but do not compromise.

2XE

Businesses can thrive because of net zero, not inspite of it.

Most importantly...lead by example.

Thank you for listening!

Nick Palousis, CEO

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www.2xe.com.au

LinkedIn profile

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Door Prize

Keynote

Tom Hendrick

WHO SAYS IT BACK?

Tom Hendrick

Pitch Consultant

These are your notes

#1
Help People
Speak Up

1. Command (You must)
2. Recommend (Let's do)
3. Suggest (How about)
4. Chip-in (I think)
5. Allude (cryptic)

#2
Help People
Agree

1. **A problem**
2. **A MISSION**
3. **My solution**

#3
Help People
Understand

1. Use Analogies
2. Known ideas first
3. New ideas second

#1
HELP PEOPLE SPEAK UP

#1 Power differences move people <u>down</u> the chain of assertive communication

1. Command “You must”
2. Recommend “Let’s do”
3. Suggest “How about”
4. Chip-in “I think”
5. Allude (Cryptic)

#1
HELP PEOPLE SPEAK UP

Before

No communication training

No evidence that juniors could speak up to seniors

16 accidents and near misses, 300+ lives lost

Evidence of identified but unspoken issues pointed to communication problem

After

Extensive communication training, implemented 5 levels of assertiveness

Evidence of seniors helping juniors speak up the chain

1 near miss (September 11, 2001) pilot landed plane at another airport believing it had been hi-jacked.

#1
HELP PEOPLE SPEAK UP

#1 Power differences move people <u>down</u> the chain of assertive communication

1. Command “You must”
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4. Chip-in “I think”
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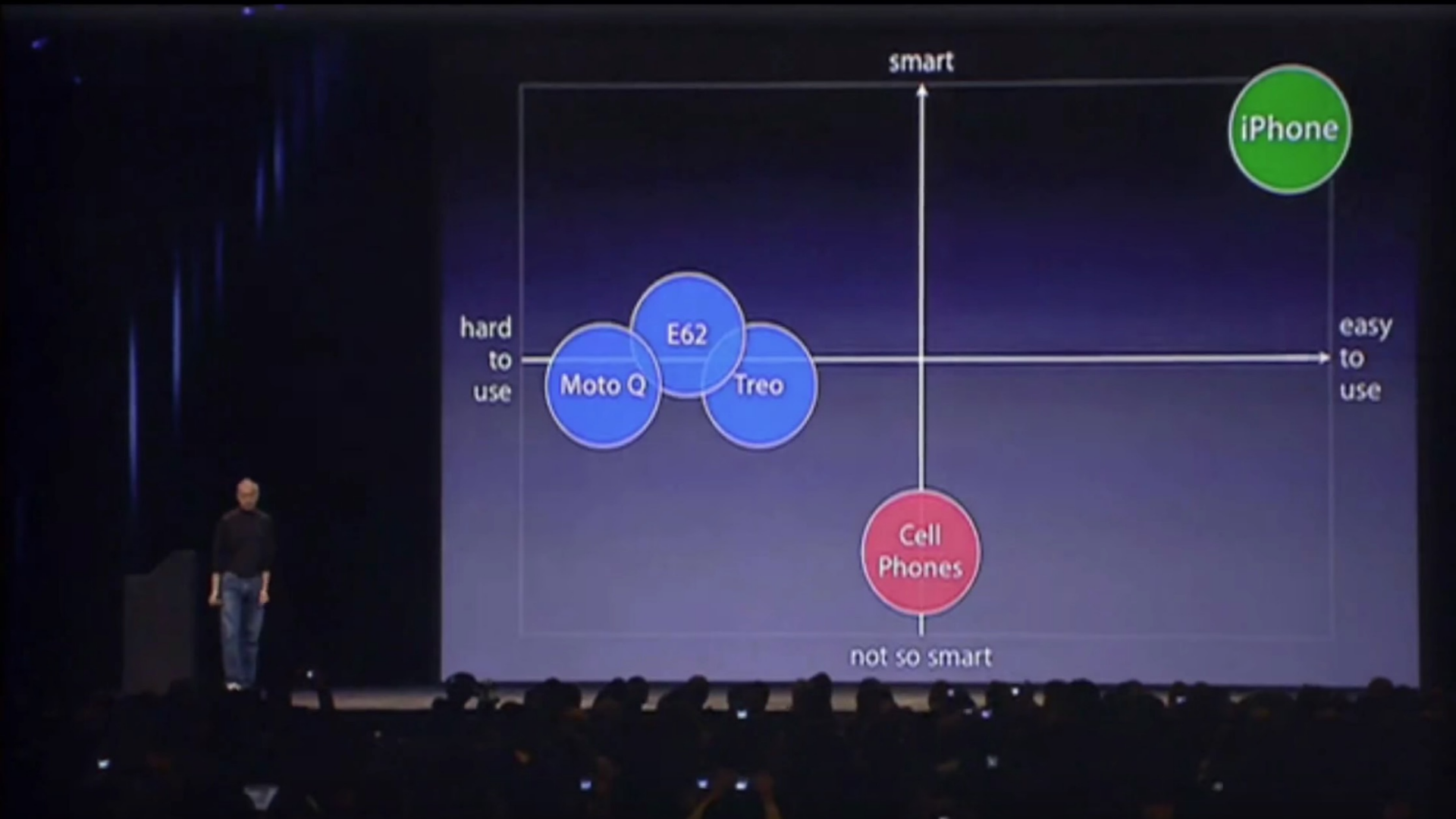
#2
HELP PEOPLE AGREE

Pitch Structure

1. A Problem

2. A MISSION

3. My Solution


smart
iPhone
hard
to
use
E62
Moto Q
Treo
easy
to
use
Cell
Phones
not so smart

Agriculture Has Seen Multiple Step Changes

Industrial Revolution

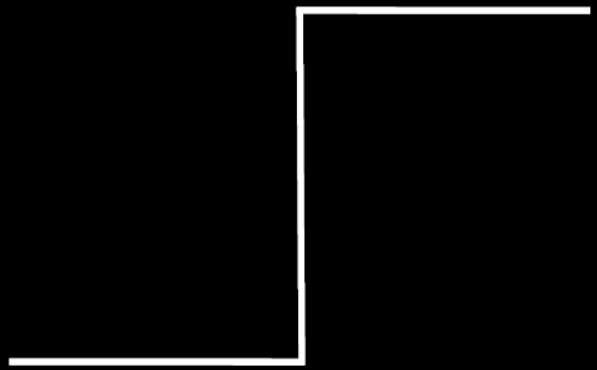
Limiting factor of horsepower lifted (hp/ha)

Green Revolution

Limiting factor of nitrogen lifted (kgN/ha)

??

The Next Step Change: Machine Intelligence



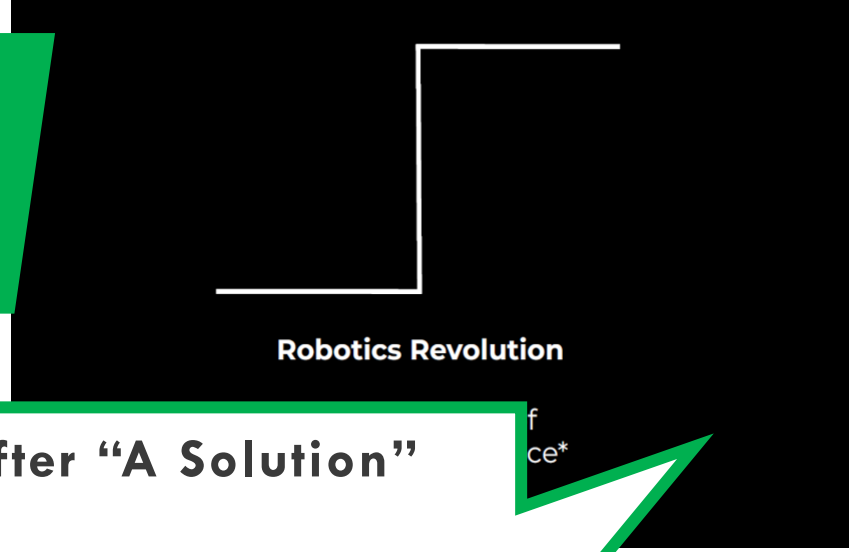
Robotics Revolution

Limiting factor of machine intelligence* lifted

FLUX

*the ability for a machine to think and act

#2
HELP PEOPLE AGREE



Before "A Solution"

1. "What" first
2. A product that can fail

After "A Solution"

1. "Why" first
2. A mission that must not fail

#2
HELP PEOPLE AGREE

Pitch Structure

1. A Problem

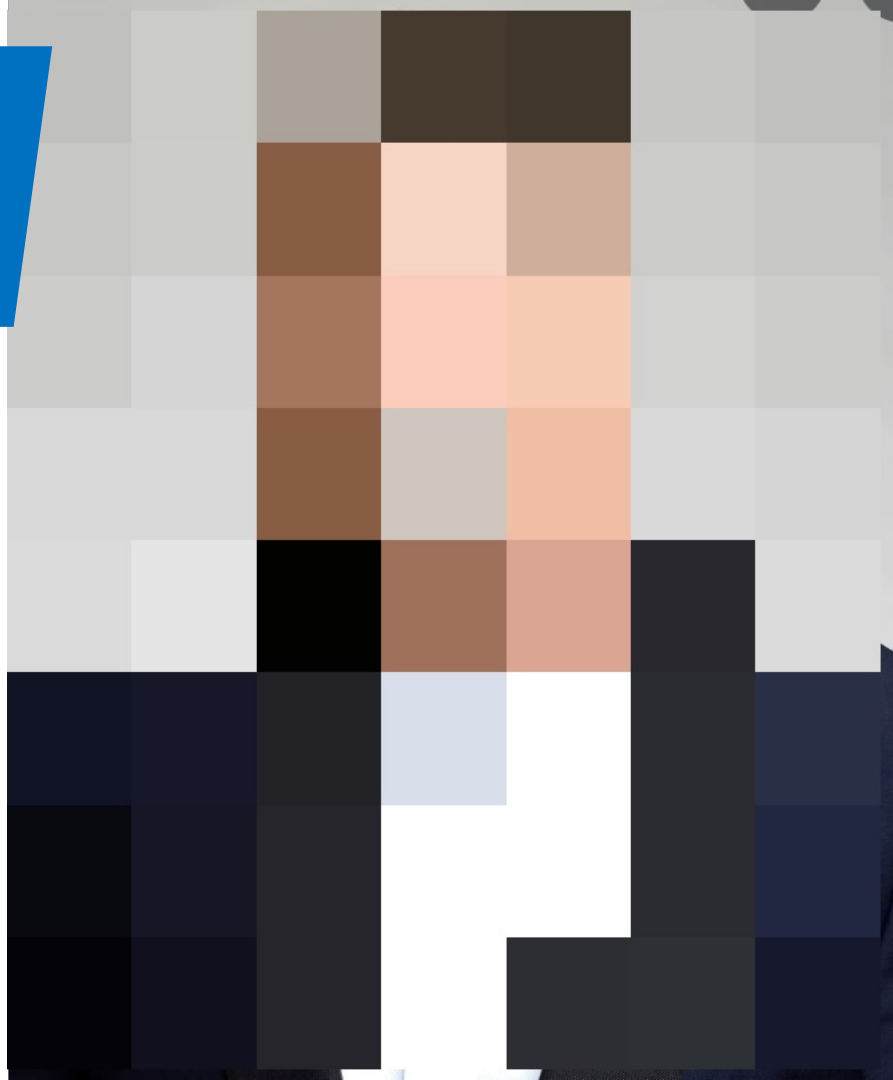
2. A MISSION

3. My Solution

#3
HELP PEOPLE UNDERSTAND

#3

Who is this?



#3
HELP PEOPLE UNDERSTAND

#3

Who is this?

#3
HELP PEOPLE UNDERSTAND

#3

Who is this?

#3
HELP PEOPLE UNDERSTAND

#3 Analogies

1. Known info first
   “The Vision”

2. New info second
   “The Details”

#3
HELP PEOPLE UNDERSTAND

“Think in terms of the physics approach of first principles. Rather than reasoning by analogy, boil things down to fundamental truths and reason up.”

#3
ANALOGY EXAMPLES

1. Pixels to explain how to convey information

2. Steve Jobs to explain culture

3. A graph to explain why we should redesign phones

4. Pilots to explain importance of language, leadership and culture

5. 3 stories to explain the importance of having a communication culture

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WHO SAYS IT BACK?

Tom Hendrick

Pitch Consultant

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Studio Spring Door Prize

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Valued at $210

12 Pilates Classes
Valued at $210

Keynote

Carmen Garcia

community corporate®
Carmen Garcia MBA |
CEO & Founder,
Community Corporate

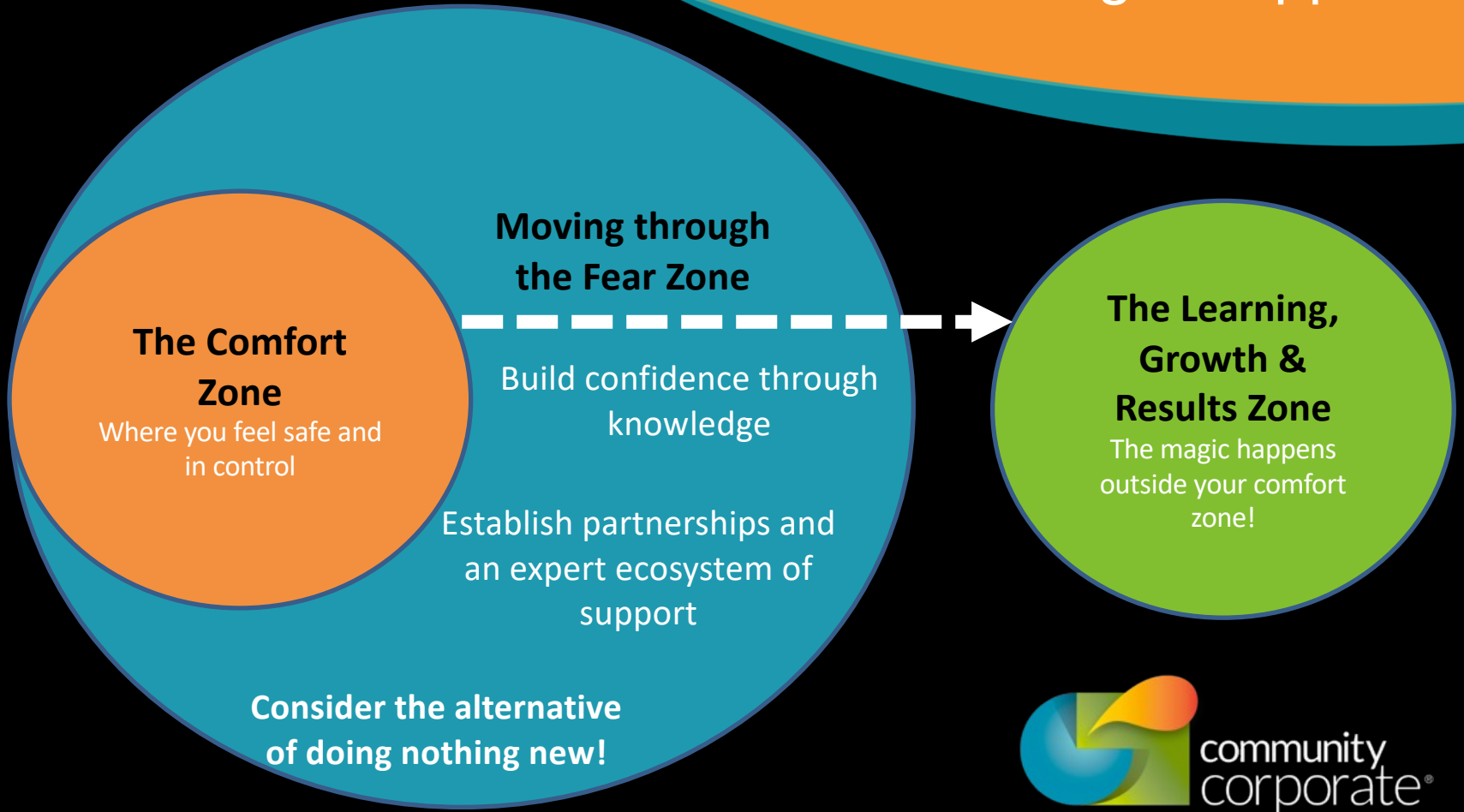
Sustainability, Leadership & Culture

Tackling the Problem

Innovating new ways to solve problems in now just BAU

Investing in our most precious commodity – **people** - needs to be the priority for sustainability

Where the Magic Happens!



community corporate®

Take the Lead

1. Doing it differently with meaning
2. Invest in people & culture
3. Delivering purpose for consumers
4. Seek out key Partnerships
5. Influence the conversation
6. Unlock your return on investment

Double your !mpact

Transforming lives through work one job at a time by contributing to a highly retained and productive workforce to help solve skills shortages in Australia

Thank you!

community corporate®

Open to the Possibilities?

Carmen Garcia
CEO/ Founder

carmen@communitycorporate.com.au
www.communitycorporate.com.au

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The 24th itSMF National Service Management Conference

Adelaide Connected 6.0
9 November 2022

Panel

Nick Palousis
Tom Hendrick
Carmen Garcia

Adelaide Connected 6.0
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Thanks MC and Speakers!

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aws

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Thank You!

See you next year at Adelaide Connected 7.0