

# ShARE

GROWING  
CHANGE  
MAKERS



**DO WELL DO GOOD**

ShARE leadership programme of excellence

« DO WELL, DO GOOD ...the only way  
to make change today »

Tony Blair, Global Mentor of ShARE



## ABOUT SHARE

ShARE is an innovative start-up at the crossroad of education and consulting and which offers a leadership programme to university students to supplement their academic curriculum, and offers corporates a new way to do consulting, build innovation ecosystems and access top talent.

Today, bright students from top universities have to choose between a “do well” career (i.e. the corporate world) or a “do good” career (i.e. the NGO world). We believe that this dual framework is not effective anymore and a new generation of leaders is needed to face the 21st century's most pressing challenges. That's why ShARE exists- to create a new generation of leaders who will do well for themselves and do good for the world.

ShARE is set up as company, but owned by a foundation whose main objective is to reduce inequality.

700+ students

15 countries

3000+ alumni

35+ universities

[www.share-share.org](http://www.share-share.org)

## DO WELL DO GOOD

Prosperity has advanced tremendously over the past 3 decades and lifted billions people out of poverty, but more needs to be done. ~1 billion people still live with less than \$2 per day. In developed countries like France, 8 million people live in poverty and that number is increasing. Yet the world has everything today – technology, expertise and capital- to be free of poverty. At ShARE we believe that this situation can change if a new generation of leaders emerges.

The academic programs of best universities aim at developing corporate leaders. Their curriculum is based on the axiom that the role of a company is to maximize profit and returns to shareholders and by doing so to have a positive impact on the society. This axiom has proven to be effective to advance prosperity globally. But the society also recognizes its limits as inequality has increased. A dual world emerged - a world of doing well “the corporate world” and a world of doing good“ the world of NGO, CSR and social enterprises”.

Our belief is that this dichotomy is not effective. First because the corporate world is immensely more powerful than the world of NGOs and social enterprises. Second because it gives a normative framework for corporate leaders to mainly do well for themselves without much preoccupation for doing good, since the world of NGOs and social enterprises will take care of doing good. Third, we also believe that many people of the corporate world, would love to do good but fear to compromise their career and income by joining the second world – hence a big lost opportunity for “doing good agents”.

ShARE believes that doing well and doing good is compatible and will be a major lever to shape a society that provides opportunities for all people. Not only is it a great opportunity for the society, but it is also a great opportunity for companies who can give a sense of purpose to their employees and boost their productivity. We also recognize that a new world is emerging - shaped by emerging giants like China and India and by massive and swift changes in technology. This new world – where ShARE was born- is an opportunity to create this new generation of leaders.

**ShARE's mission is to work together** with a network of the best universities worldwide to develop a new generation of global leaders who **will do well and do good.**

## WHO WE ARE

ShARE is led by experienced professionals with more than 15 years on career in consulting, advisory and coaching.

Our advisory board of 6 non-executive directors composed of recognised experts with complementary competencies, professional backgrounds and nationalities, ensures a rigorous and efficient governance of ShARE to help it achieve its ambitious goals.

### EXECUTIVE TEAM



Sebastien Frendo  
**Founder and Executive director**  
Former consultant at BCG



Suhas Anand  
**Partner**  
Former Associate  
Partner at McKinsey



Elena Kodey  
**Former coach at Harvard  
Business School**

### ADVISORY BOARD



**Francois Bouvard**

Former senior partner at McKinsey. President of ICAM. French.



**Partha Sen**

Former director of Delhi School of Economics. Indian.



**Monica De Virgiliis**

Director of Strategy of CEA. Board member of Prysmian Group. Italian.



**Maarten Scholten**

Former general counsel of TOTAL. Dutch.



**Bernard Ramanantsoa**

Former director of HEC. Board member of Orange. French.



**Jessica Fang**

Director of Strategy at PPDAl, former EM at McKinsey. ShARE-Alumni in annual rotation. Chinese

# A LEADERSHIP PROGRAMME OF EXCELLENCE

The programme is offered to bright students from top universities across the world and who have the potential to shape a more sustainable and inclusive world. Students follow the programme in parallel to their academic curriculum.



## Content

### Leadership

The programme is structured to improve the students' ability to take initiatives and develop an entrepreneurial spirit

### Openness to the world

Students are grouped into international teams.

### Corporate skills

ShARE students acquire top corporate skills through training, projects with start-up and real life projects

### Do Well Do Good

Students collaborate on solving major societal issues such as poverty, inequalities, climate change and with NGO projects



## Pedagogy



### Learning by doing

Students spend more than 60% of their time on real projects so they can sharpen their skills through practice.

### Learning by teaching

2<sup>nd</sup> year students become teachers of the first year students. That's the best way to ensure concept and skills have been fully acquired.

### Learning in groups

Students are grouped into teams of 5. Groups compete and students grade is made of 50% of their own grade and 50% of their team grade.

## OUR « PROFESSORS »

ShARE does not have a full-time faculty. Most of the skills is passed through the ShARE staff. However, we work with personalities to create outstanding courses and better pass concept to the ShARE students.

Our corporate partners provide us sector experts to give additional exposure to the students on real-corporate and society issues.

Sector experts from  
corporate partners

### LEADERSHIP

### CHANGE

### STRATEGY

### PROBLEM SOLVING

### E-MOBILITY

ShARE  
staff



**Francois-Daniel Migeon**

Former Associate  
Partner of McKinsey



**Anna Simioni**

Advisor for people and  
organization at BCG



**Xavier Fontanet**

Former CEO at Essilor



**Henri Salha**

Former partner at BCG



**Claudine Rochette**

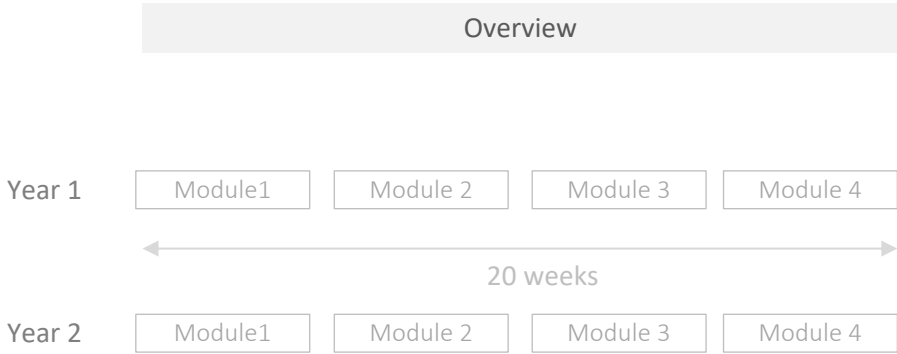
Marketing head of Electric  
Mobility Division



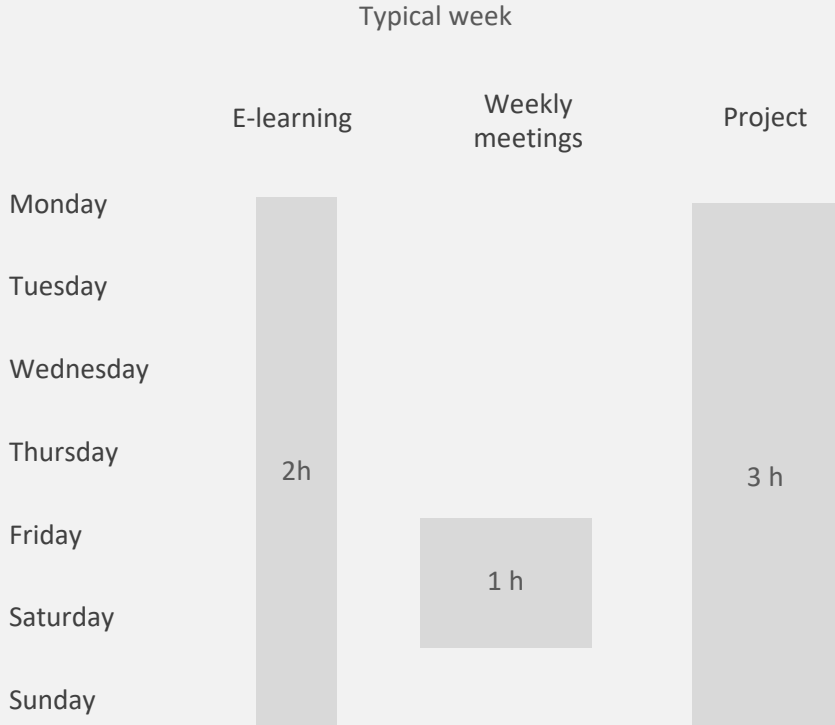
# OVERVIEW AND COMMITMENT

The programme runs over 2 academic years and it is adjusted to local context to ensure students can balance their time between the programme and their academic curriculum.

During a typical week, a student will spend 2 hours on e-learning, 3 hours on assignments and 1 hours in local team meetings



- 5 projects
- 1. Individual Consulting presentation
  - 2. Group project
  - 3. Start-up/NGO projects
  - 4. International group project
  - 5. Global consulting client base project



## WHERE THE PROGRAMME IS OFFERED

The programme is offered to any bright students from top universities. Currently, about 700 students from 15 countries and 30 top universities are following the programme. The plan is to offer it to 10 000 students over the next few years.

700 students

15 countries

30 top universities



### OFFICE

- Paris
- Amsterdam
- Lomé (Togo)
- Bangalore

### Current student teams

#### India

- IIT-Madras (Chennai)
- IIT-B Mumbai
- IIT-D Delhi
- IIT-Roorkee
- IIT-KGP (Karagphur)
- IIT-Kanpur
- IIT-BHU
- BITS Pilani
- IIM-A (Ahmedabad)
- IIM-I (Indore)
- IIM-B (Bangalore)
- IIM-K (Kerala)
- IIM-Calcutta

#### UK

- Cambridge
- Oxford

#### Switzerland

- EPFL

#### Portugal

- UP (Porto)

#### USA

- Berkeley

#### Mexico

- ITESM

#### Brazil

- UNICAMP

#### China

- Shanghai Jiaotong University
- Fudan university
- Zhejiang University
- Beijing University
- Tsinghua University
- Renmin University
- Xian Jiaotong University
- Wuhan University
- Hong Kong University
- Chinese University of Hong Kong

#### Indonesia

- ITB (Bandung)
- UI (Jakarta)
- UNPAD (Bandung)

#### Singapore

- NTU
- SMU

#### Bangladesh

- UD (Dhaka)

#### Pakistan

- LUMS (Lahore)

#### Africa

- AAU (Ethiopia)
- University of Lome (Togo)





## LEADERSHIP

ShARE's objective is to develop a new generation of leaders which will **do well** and **do good**

With that in mind, we provide our students during the second year of the programme the opportunity to lead their own teams. Each student become the leader of team, and she/he will be responsible for the success or failure of it.

A dedicated leadership programme is offered to help ShARE students succeed in their career. They work on real-world cases and are trained and coached by Tier 1 consultants in the process. We want ShARE students to be exceptional leaders who will climb the corporate ladder faster than the others.

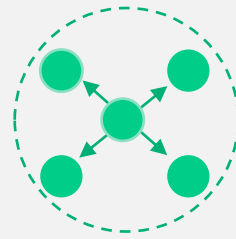
We provide our team leaders with the guidance and tool to become influential, empowering and motivational leaders. We seek to balance the intellectual and the emotional intelligence of the individuals by expanding their self-awareness and allowing them to experiment with their abilities to manage teams

Building trust

Self awareness

Vocation

Energy



# CORPORATE SKILLS AND CONSULTING PROJECTS

Our students have access to 100 corporate trainings created and delivered by former Tier 1 consultants:

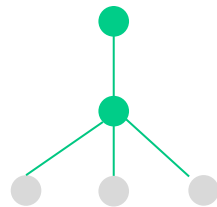
- Problem solving
- Project management
- Analytical thinking
- Communication
- Slide making

Students work on real projects with start-up, NGOs and global firms. During the programme, they work and get coached by former McKinsey and BCG consultants on global client case with MNCs and global institutions.



Professional consultants

ShARE students



Smart city project in India for a large energy company

## EXAMPLES OF PROJECTS

- Analyzed international expansion opportunity for construction material product line in [India](#)
- Assessed rural electrification and microgrid opportunities in [Indonesia](#)
- Assessed hydroelectric projects opportunities for a large energy company in [Asia and Africa](#)
- Defined strategic roadmap for international expansion of construction material product line dedicated to hotels in [China](#)
- Identified strategic opportunities linked to development digital building for a global construction group



“I gained so much from working on consulting projects with real corporate clients. I was coached by a former BCG consultant and by a former executive coach from Harvard Business School for my corporate career. ”

Sunint, **ShARE** student at IIT-Delhi. Joined BAIN

> video

## OPENESS TO THE WORLD AND NETWORKS

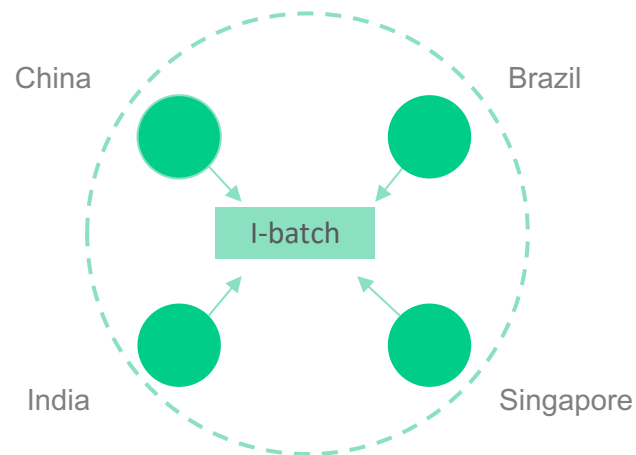
ShARE is present in best universities of more than 30 countries

We enforce our unique advantage to encourage international participation and create cross functional teams where students from different cultures and countries work together under projects

This international exposure is a sample of the actual day to day reality that most of the organizations face in their regular operations and we hope it will embrace other's culture with curiosity, respect and joy

Teams from different parts of the world working together under the same umbrella of a projects despite the time zone, language barriers, technology, etc.

Our students will have the opportunity to learn and experience the challenges and benefits of being part of a global organization



During the programme the students are group in 5 networks to dedicate their efforts to support the development of each of these areas



The city



Sustainable Energy




Mobility



Global Economy



Technology



“The global network of ShARE  
was invaluable “

Bernadetta, **ShARE** student  
from University of Indonesia

> video

## ANNUAL WORLD SEMINAR

Every year ShARE organizes a World Seminar where students can meet Global Leaders, interact together and collaborate in projects with other students from different countries



Students with Hailemariam Desalegn former Prime Minister of Ethiopia, Global Mentor of ShARE



Alumni and students of ShARE exchanging experiences and learnings in a round table



Panel of Do Well Do good entrepreneurs



Sebastien Frenco, founder of ShARE addressing to the students on the concept of Do Well Do Good

# ShARE ALUMNI

4 hubs

3000+ alumni

After successful completion of the programme, ShARE students join the Alumni Community, which has grown up to 3000 alumni, spread across 20 countries and 50 cities. Each community is organized at a city level by a City Alumni Manager and grouped in 4 hubs which are coordinated by a Regional Manager. Alumni meet three times a year during the Alumni Summit, Alumni day in their own city and when they welcome the arrival of the new Alumni.

## Consultants

McKinsey



Yang Ying

McKinsey



George

BCG



Lingqian

Bain



Natalia

BCG



Marina

Bain



Guyu

## Entrepreneurs

Labrand



Vladimir

Curofy



Mudit

Zlick



Niroshan

Anthill Creations



Pooja

SEASE



Haren

Fenergy Co



Haifeng

## Government, institutions, social sector

UNCTAD



Jason

IMF



Prayan

DBS Bank



Rohit

Government of Alberta



Aarij

Economist

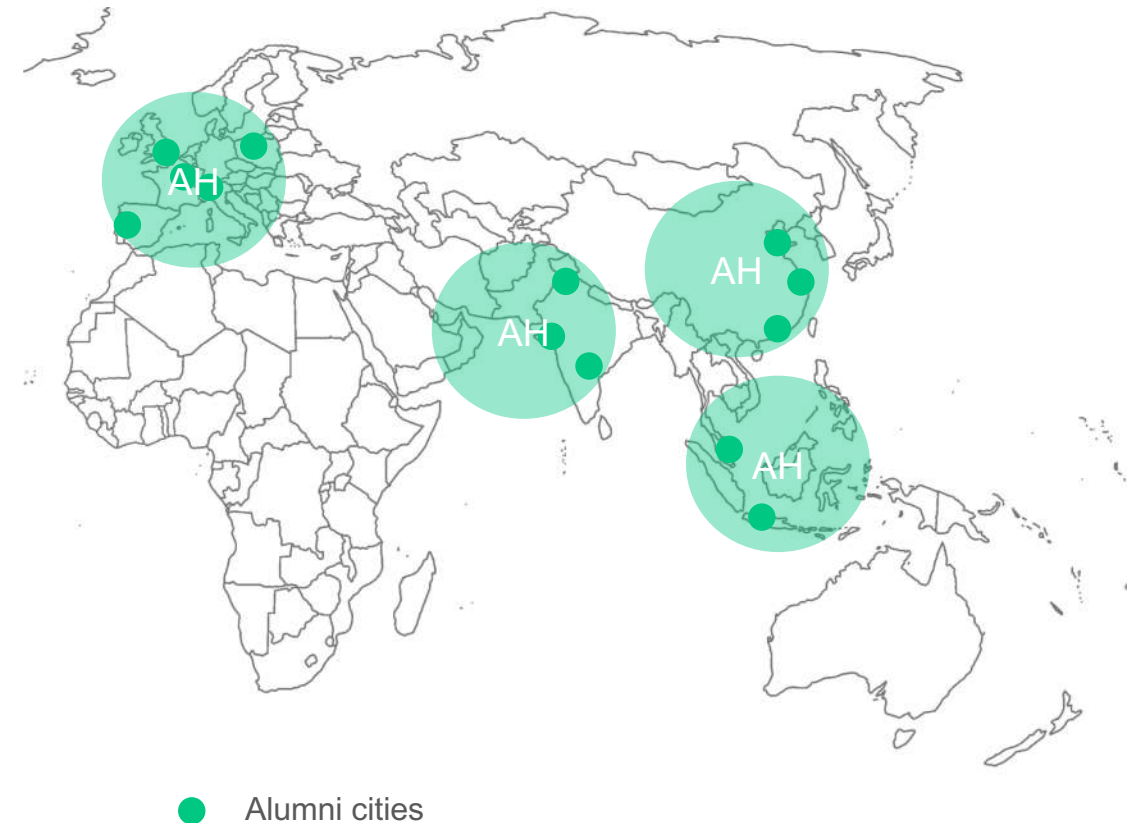


Uday

Bank of America



Anmol



## FOLLOW THE PROGRAMME ?

Do you want to Do Well  
for yourself and Do  
Good for the world ?

Yes ?



# ShARE

Become an exceptional  
leader

Connect globally

Gain top notch corporate  
experience

Contact us. [share-share.org](http://share-share.org)