

Learn & Connect Series Format

- 15 minutes Connect: Icebreaker & Meet new people
- 15 minutes Presentation of New Learnings
- 15 minutes Small group breakouts with discussion
- 15 minutes Debrief with session leader
- 30 minutes (optional) Continue discussions, explore videos from the ERG Leadership Summit, or network with others





GLOBAL ERG SUMMIT

RESEARCH | INSIGHTS | INNOVATION | COLLABORATION SEPTEMBER 19-23, 2022 Plus Pre-Summit Activities







Planning & Prep Calendar

Planning Timeline	April	May	June	July	August	September	October	Nov/Dec
		Learn & Connect Series	s / Pre-Work / Planning	Team Prep		Post Summit	Ongoing	
Learn & Connect Series	April 22: 9-10:30am PT	May 11: 9-10:30am PT	June 3 & 30: 9-10:30am	July 19: 9-10:30 PT		at the second		
Sponsorship	Identify Summit S	Sponsorship Level				GLOBAL ERG SUMMIT		
DI Awards	Diversity Impact Awards Application		cation	Application Due July 1		Sept 19-23, 2022		
Research		Research wit	th Your Team					
Planning	Summit Team Meetings - Business Planning, Innovation Challenge Brainstorm						Debrief & Application	of Learnings
Certification	Explore ERG Leader	rship Certificate Program	n from CEO USC Marshal				Start Certificate Program	



Diversity Impact Application & Awards



Awards

Top 25 ERGs & Diversity Councils
Top 10 Strategic or Enterprise-Wide
ERG Awards
Top 10 Diversity Action Awards
Executive Sponsors Recognition
Awards

Application Due July 1, 2022





https://www.globalergsummit.com/diversity-impact-awards/

ERG Leadership to Business Leadership Strategic ERG Leadership Certificate Program

Reward your ERG Leaders with a certificate program from a leading business school. As your ERG Leaders advance in your organization, the ERG leadership certificate program not only builds the capability for leading DEI & ERG strategy, but also strengthens skills for future, non-ERG leadership roles to build your talent pipeline.

How the ERG Certificate Works

This unique program offers participants several ways to accumulate the points needed to earn the certificate. The methodologies are focused on work that will help expand your team's learning and build the knowledge base of your membership. Participants must accumulate 30 credits to receive the certificate. Start earning credit by attending the summit!

Benefits

- Customize the curriculum and learning
- Get an immediate return on investment (ROI)
- Solve some of your organization's challenges
- Create and share learning materials that are usable with your ERG members and multiple ERG leaders NOW and in the future





Let's Connect

Breakout rooms maximum of 4 people

Introduce yourselves

Then ... share the answer to this question

• If you had to rename your ERG based on what your focus is today, what would the name be? Think about NOT what you want to be doing but what you are doing today.



Type your name, location (city, state, country) into the chat with your new ERG Name

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Connecting your ERG Goals to Business Goals

Sanjay (Sonny) Dua PhD Candidate – IE Business School Former BRG Leader and DE&I Champion Senior Manager Organizational Change - AMTRAK

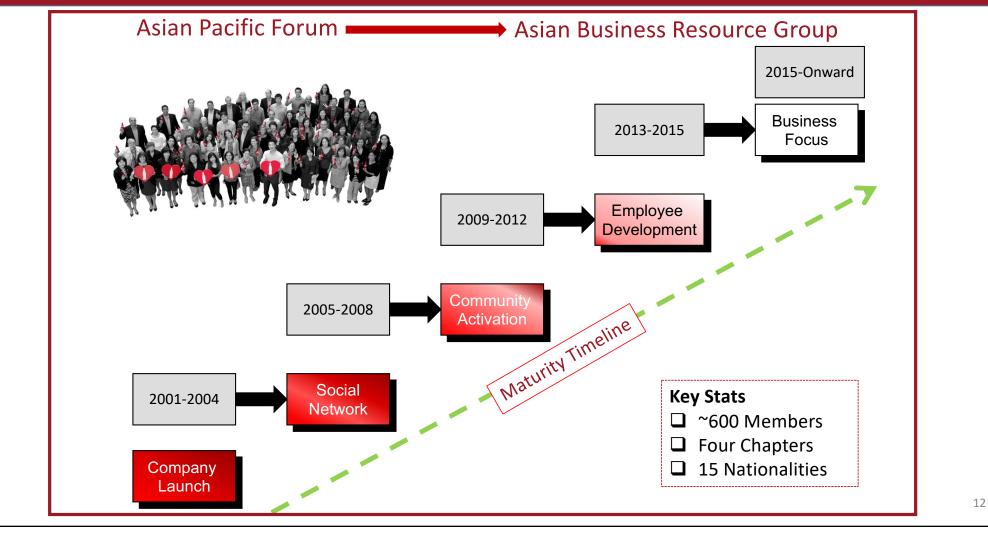


Background



University of Southern California 11

BRG Evolution



Traditional BRG Focus



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Marketplace Focus – Purpose & Rationale

Asian BRG Mission

• Promote diversity as a business



• Assist the company in building connections with key customers and consumer groups





University of Southern California ¹⁴

The Brainstorm

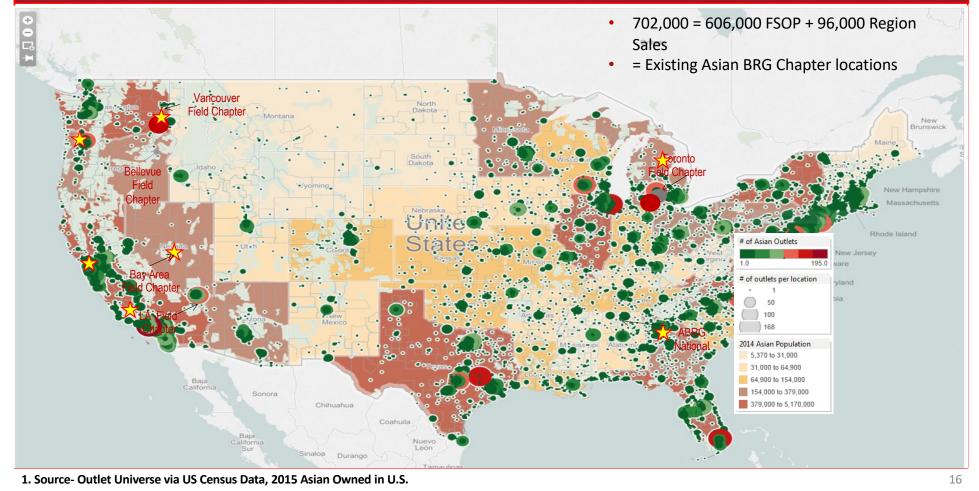


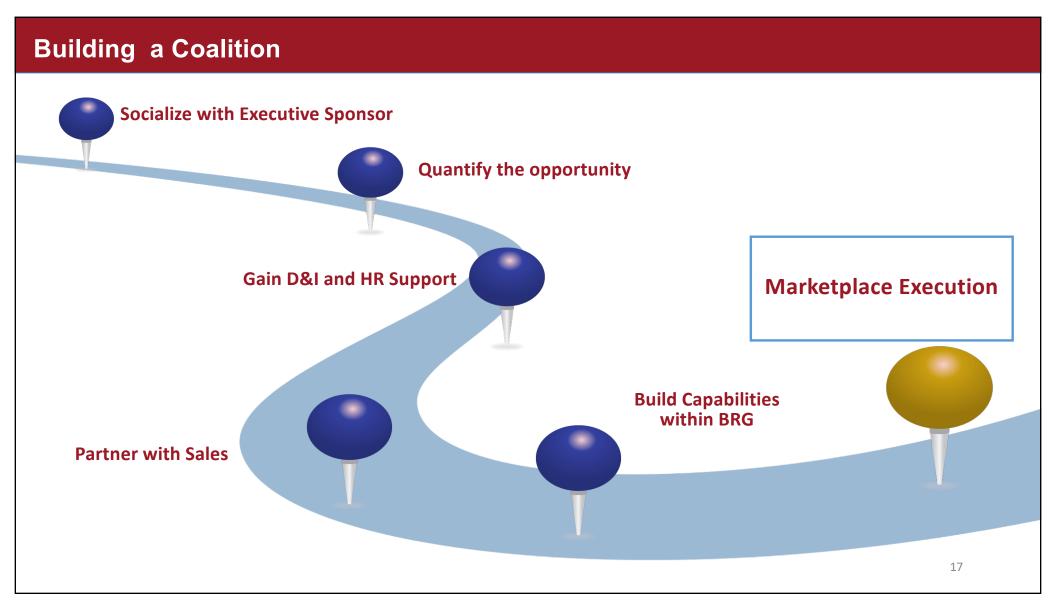


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Data Driven View

US Asian Outlet Prospects Landscape



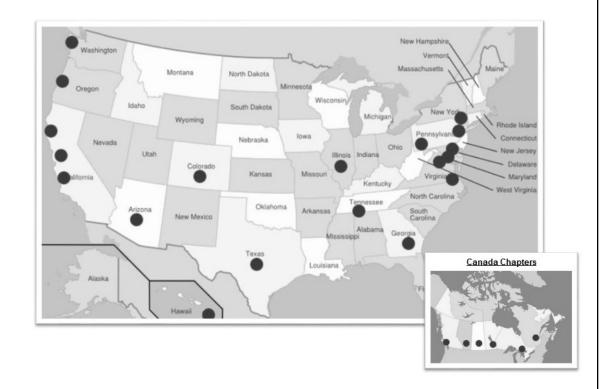


The Development of Social Capital as a Business Enabler



Building Bridges - Key Trade Organization

- A non-profit founded to serve the interests of Asian based grocery & convenience store business owners and the communities they serve in
- 29 Chapters in North America
- 35,000 members with purchasing revenue of ~\$30BB





University of Southern California ¹⁹

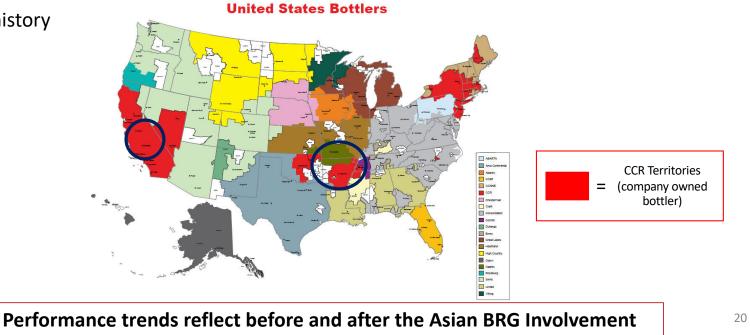
Demonstrating Value

Southeast Market Unit

- Asian BRG helped to sign ATO as a Key Account
- Strong partnership with local sales
- 30+ outlets signed onto a Customer Marketing Agreement (CMA)
- Previous sales history

West Market Unit (Control Group)

- 15+ ATO outlets in W MU
- Currently no CMA exists, yet some of the outlets purchase direct from the company
- There was no Asian BRG activity in the W MU



Year over Year Results

	Y-O-Y Sales Volume	Y-O-Y Revenue	Y-O-Y Gross Profit			
ATO Outlets in Southeast ¹	12%	8%	6%			
ATO Outlets in West (Control Group) ²	-6%	-6%	-5%			
North America	0%	4%	0%			

Group Break Outs

Questions to consider

What are some things your ERG(s) can do to contribute to business growth?

If you are a nonprofit business, what impacts can you make inside your company, or on society as a whole?

Where would you start (first 2-3 things you would do)?

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