HAROLD L. SIRKIN

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Books Authored

Experience 1981-Present	THE BOSTON CONSULTING GROUP Sr. Partner and Managing Director Chicago, IL
2002-2010 1999-2002 1996-1999	World Wide Practice Leader for three Practices Operations Practice – Grew practice to 5 times its initial size to become the largest functional practice Ecommerce Practice – Developed BCG's largest practice overall. Managed wind-down from E-commerce boom IT Practice – Developed BCGs differentiation as an IT Navigator, practice grew to four times its size
	Various other roles including Member of Global Officer Compensation Committee Member of Americas Officer Compensation Committee Member of Administrative Officer Compensation Committee Member of Americas Officer Development Committee Member of PAL Marketing Committee Responsible for BCG Travel Procurement
1979-1980	DELOITTE HASKINS & SELLS Audit and Tax Departments Philadelphia, PA
Education 1980-1981	THE UNIVERSITY OF CHICAGO, Masters of Business Education Chicago, IL Graduated Top of Class with 4.0 Average in Finance, Accounting and Qualitative Methods in less than one year. Received Oscar Meyer Award for Academic Excellence
1976-1980	The UNIVERSITY OF PENNSYLVANIA, WHARTON BUSINESS SCHOOL, Bachelors of Science in Economics Philadelphia, PA Graduated Summa Cum Laude majoring in Accounting and Finance
Professional Certification	Certified Professional Accountant, Illinois Scored in top 5 in the nation Elijah Watts Sells distinction
<u>Personal</u>	Married with a daughter (age 24) and son (age 21)

Payback: "Reaping the Rewards of Innovation", Harvard Business School Press, 2007 *Globality*: "Competing with Everybody from Everywhere for Everything", Hachette Books, June 2008

"Fix the Process, Not the Problems," Harvard Business Review, 1990 Academic

"Innovating for Cash," Harvard Business Review, 2003 **Publications**

"The Hard side of Change," Harvard Business Review, 2005

Columns in **Business Week**

Author of more than sixty Business Week columns, including:

July 21, 2006 "New Global Marketplace Meets U.S. Needs"

December 27, 2006 "India: More Than Just Call Centers" "India and China Wise Up to Innovation" January 30, 2007 February 14, 2008 "Tata's Nano: An Ingenious Coup" "How 'Globality' Will change Your Life" July 10, 2008, April 10, 2009 "Made in the USA Still Means Something" "Confronting China's Quality Gap" December 22, 2009 "Getting America Moving Again" February 12, 2010 "Hal Sirkin: Lessons from the Big Spill" August 13, 2010

September 30, 2011 "Is U.S. Manufacturing Making a Comeback?"

Mar 23, 2012 "Owality is job one, again"

April 20, 2012 "Repatriating Jobs: US Manufacturing to gain more momentum"

BCG Publications

Author of more than fifty BCG publications including:

Perspectives

1990 The Silent Revolution

2000 Electronic Marketplaces: Surviving the Shakeout

Innovating for Cash 2003 2005 Don't be a Schwinn

Globality: The World Beyond Globalization 2008

Reports

2008

2000 The B2B Opportunity: Creating Advantage Through E-Marketplaces

2004 Capturing Global Advantage: How Leading Industrial Companies Are Transforming

Their Industries by Sourcing and Selling in China, India, and Other Low-Cost Countries.

Innovation 2008: Is the Tide Turning? and Measuring Innovation 2008: Squandered

Opportunities

The 2009 BCG Global Challengers: How Companies from Rapidly Developing 2009

Economies Are Contending for Global Leadership

Globally Advantaged Manufacturing: Winning in the Downturn and Beyond 2009

Made in the U.S.A., Again 2011

2012 Manufacturing: The Pendulum Swings Back to America

Other Publications

Author of more than forty other publications including:

"Silent Revolution," Industry Week, 1991

"Take a Holistic View of Your Company," The President, 1991

"Employee Empowerment Scam," Industry Week, 1993

"Accept No Compromises," Journal of Business Strategy, 1995

"New World Disorder", Time, 2008

"Globality: challenger companies are radically redefining the competitive

landscape," Strategy & Leadership, 2008

"In the New World Disorder, Loads of Rivals for America", Time, 2008

"Economy Needs More Than Stimulus", Cleveland Plain Dealer, 2009

"Who Will Win the World's Newest Consumers", Industry Today, 2009

"Commodities' Coming Rebound", Barron's, 2009

"The 9 Biggest Changes That Rocked Business", *The Wall Street Journal*, 2010
"Five Rules for Managing a Two-Speed Economy", *The Wall Street Journal*, 2010
"Can Manufacturing Fuel a U.S. Recovery? Advantages in the U.S", *The New York Times*, 2011

Guest Lectures

Northwestern Kellogg School of Business (2) University of Pennsylvania School of Business (2)