



Chief Executive Women

Women leaders enabling women leaders

MEDIA RELEASE

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2017 CEW Scholars:

Anna Green (ANZ) and Lucia Grambalova (Mulpha) head to INSEAD

Chief Executive Women (CEW) announce the winners of two CEW scholarships to attend the *Negotiation Dynamics Program* at INSEAD in Singapore in May 2017.

Lucia Grambalova, General Manager Hotel Investments Mulpha Australia Limited will join Anna Green, CEO of ANZ (Lao) Limited to attend the program at INSEAD, one of the world's leading and largest international business schools.

Announcing this year's CEW Scholars to INSEAD's Negotiation Dynamics, President of CEW, Kathryn Fagg said: "We are delighted to provide these women with executive development in negotiation – a crucial area of expertise for leaders.

"CEW's scholarships offer opportunities for accomplished women leaders to sharpen their leadership skills, enrich their experiences and advance their careers," said Kathryn Fagg.

The winners

Lucia Grambalova is Mulpha Australia's General Manager of Hotel Investments. Mulpha is Malaysia's largest investor in Australia with extensive interests across the real estate, hospitality and retirement sectors. Lucia is responsible for asset management, sourcing, financing and managing Mulpha's Australian hotel portfolio.

Having been involved in commercial international negotiations for several years, Lucia expects the INSEAD program will both challenge and improve her style.

"My motivation is to seek insight into the art of negotiation to assist me become a better and more considered negotiator," said Lucia Grambalova.

"The opportunity to learn alongside global business women attending INSEAD's program is also a great way to expand my network and share ideas about international management," said Lucia.

Anna Green is the CEO for ANZ Bank in Lao. Anna has worked in senior leadership roles in the financial services industry across four geographies over the past 15 years. In her current role, she works with global organisations to provide solutions for their local and cross border financing needs, with a particular focus on facilitating international trade finance.

Anna is frequently called upon to advise and partner with international development organisations and negotiate with senior stakeholders in both business and government.

“The INSEAD program offers a unique opportunity to build on my existing skills and improve my capacity to negotiate in the many scenarios that my role as a CEO currently presents,” said Anna Green.

Anna is also the President of the Australian Chamber of Commerce in Lao and a Foundation Director of the Australian ASEAN Chamber of Commerce, a platform which she uses to encourage international organisations to support women to develop their business and leadership skills.

“I am passionate about supporting women to grow their careers in a meaningful way and become leaders, and believe it is important for public and private organisations to work together in this regard,” said Anna.

The scholarship

The scholarship will enable Lucia and Anna to study *Negotiation Dynamics* at INSEAD in Singapore in 2017. The course is designed to develop participants’ personal negotiation style in a challenging, action-oriented environment. It aims to make participants better negotiators, able to diagnose problems and promote agreement inside and outside their organisations.

The scholarship is part of the 2017 CEW Scholars program, which is providing 18 talented Australian women the opportunity to take their careers to the next level through participating in executive education at internationally acclaimed business schools.

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About CEW Scholars (www.cew.org.au/scholarships)

The CEW Scholars program enables women leaders by supporting them at critical junctures in their careers, from their first management roles to top executive positions. More than 120 women have been awarded scholarships to business schools in Australia and internationally since CEW commenced its executive program for women leaders in 1992.

CEW Scholars program is funded through the CEW annual dinner and the generosity of sponsors including:

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About Chief Executive Women (www.cew.org.au)

Chief Executive Women is the pre-eminent organisation representing more than 420 of Australia’s most senior women from the corporate, public, academic and not-for-profit sectors. Its mission is “women leaders enabling women leaders”. Through advocacy, targeted programs and scholarships, CEW works to remove the barriers to women’s progression and ensure equal opportunity for prosperity. CEW offers innovative and substantive programs aimed at enabling women’s participation and future leadership.

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