

European Change management opportunities



THE EUROPEAN FUTURE OF THE INTERIM EXECUTIVE

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EUROPEAN INTRIM MANAGEMENT CONFERENCE ASSOCIATION

The London Conference on
Continental / Eastern European issues
for the **Interim Management Community**

Nov 3 & 4, 2003

ROGER THIJS
ENGINEER

EURO-SUPPORT, INC

THE EIMCA
LONDON CONFERENCE

SCHEDULE FOR The EIMCA CONFERENCE 3rd – 4th November , in London

The EIMCA is a neutral inclusive communication platform for Interim Executives, Interim Providers and Customers. It provides excellent opportunities for learning and networking.

CONFERENCE: Continental / Eastern European issues for the Interim Management community (a practical approach)

OBJECTIVES: This conference will provide an update to Interim Managers and Executives, on issues directly related to conducting business in continental and Eastern Europe.

DATES: Monday 3rd November, 2003, London - Heathrow
Tuesday 4th November, 2003, London - Heathrow

VENUE: Holiday Inn Hotel, Simpson Way, Bath Road, Heathrow, Middx, UB7 0DP, UK

DELEGATES ARRIVE: Sunday evening or Monday morning.

PARTICIPATION: 999 EURO, early subscribers prior to 20th October, 2003, pay 899 EURO. Please go to the Registration Form page on www.users.skynet.be/eimca for further information.

Special arrangements for Business Schools, HR, Management and Interim Managers on demand at E-mail: eimca@skynet.be

Travel and accommodation are not included but available at discounted EIMCA day rates.

Monday : 3rd November, 2003

10.00 – 10.15 : **Welcome & Introduction**

By : B.Jost founder and ceo of The EIMCA

10.00 – 10.30: **The EIMCA , its Business Proposition, Purpose and its Pan-European Remit**

By: Dermot Hill, Council Member and Director of Intramezzo

Promote the use of Interim Managers across Europe; stimulate a continued interest in IM from existing and potential users. Encourage the development of pan-European projects. The EIMCA as a joint effort?

10.30-11.00: **Serbia as emerging economy and Interim Management Environment**

By: Mio Bosnic, U.B.I. Brussels, Belgium The vision of Serbia, as competitive, successful and dynamic country. The efforts towards the development of Market Economy, and where in the current economical circumstances the opportunities for Interim management are located. The efforts towards the development of entrepreneurship, in the current economical circumstances are an essential condition for reviving economic flows and support social employment issues.

11.00 – 11.15: Coffee Break

11.15 – 11.30: Interactive Questions and Coaching

11.30 – 12.00: **Southern Europe: Temporary Management in Italy**

By: Maurizio Quarta, Milan, Italy,

A view on Interim Management in Italy, and in particular, on the subject of change management, and counselling for medium and small enterprises in Italy.

12.30 – 14.00: LUNCH

14.00 – 14.45: **Legal Aspects Effecting Pan-EU Interim Management Appointments Emphasizing Eastern Europe**

By: DB Walters, EU Advisor at Brussels, Belgium

A description of the distinct legal provisions which apply to (a) managers already employed by a company (b) as for (a) but where the primary employer is exclusively an agency (c) to self-employed professionals who offer management and related services on a temporary basis.

14.45 – 15.00: Coffee Break

15.00 – 15.45: Interactive Questions and Coaching

15.4 -16.30: **Russia's Retail Market: Growth Potential, Main Trends and Outlook**

By : E.Ivantsov, Ph.D, MBA of the ING Group , Brussels,Belgium

A practical study of one of the most promising markets in Eastern Europe including the macroeconomic environment, the current industry landscape, the nature of competition, main industry players and future market trends, opportunities and threats.

16.30 – 17.00: Interactive Questions and Coaching

17.00 END OF DAY ONE

Tuesday 4th November :

10.00 – 10.45 **Competitive Intelligence, Lessons Learned, Urgency and Benefits.**

By : Joseph H.A.M. Rodenberg RM, E.J.Houten The Netherlands

To procure evidence based knowledge about national and international International developments in this sector. Monitor performance by competition. Identify real-time major issues and respond in a proactive way. Using ARRS

10.45 – 11.00: Coffee Break

11.00 – 11.45: Interactive Questions and Coaching

11.45 – 12.00: **Delegating the Prospecting to Clients and Alliances**

By: John Niland of Success 121 Ltd , London, UK

In order to quadruple the referrals and introductions we get, we only have to be 12% better at each of 12 things. The most common mistakes by which we confuse potential clients and fellow professionals.

12.00 – 14.00: LUNCH

1400 – 14.45: **Interim Management and Intrapreneurship**

By: S.Vanhaeverbeke, Bluetooth Marketing Manager at ST, Microelectronics

Brussels ,Belgium on Intrapreneurship within corporations. Partnerships require each time setting up new business models. Intrapreneurship is a part of the culture in effective and successful companies.

15.30 OFFICIAL END of The EIMCA Seminar

! For more information on our faculty please go to: www.users.skynet.be/eimca.