

SEE Network – New Business Models for Regional Cooperation

2nd Regional Conference,

Zagreb, March 4 – 5, 2010

www.see-consultancy.net

Draft Conference Programme

Wednesday, March 3, 2010

ARRIVAL OF PARTICIPANTS – THE REGENT EPLANADE HOTEL

15.00 – 16.30 Preparatory meeting Implementing Partners & GTZ staff

19.30 – 21.30 **WELCOME RECEPTION – THE REGENT ESPLANADE HOTEL**

Thursday, March 4, 2010

08.30 – 09.00 **CONFERENCE REGISTRATION**

09.00 – 10.00 **WELCOME AND INTRODUCTORY SESSION**

Opening addresses

Anton Florijan Barišić, CMC

President, Association of Management Consultants (UPS-AMC), Croatia

H. E. Dr. Bernd Fischer

Ambassador of the Federal Republic of Germany in Croatia (tbc)

Sani Ljubunčić

Director, Trade and Investment Promotion Agency, Croatia

Introductory speech

Britta Margraf

Project Manager, GTZ Open Regional Fund (ORF) Foreign Trade

10.00 – 11.00 **1ST PANEL : CONSULTANCY MARKET IN THE REGION – KEY DEVELOPMENTS AND CHALLENGES**

Keynote speech

Dr. Klaus Richter

Key Partner, Xeops Richter & Fermand, Germany/Croatia

Panelists

Neritan Mullai

National Programme Director, EBRD BAS Programme, Albania

Fuad Strik

President, Association of Management Consultants (LESPnet), Bosnia and Herzegovina

Anton Florijan Barišić

President, Association of Management Consultants (UPS-AMC), Croatia

Živko Dimov

President, Management Consulting Association (MCA 2000), Macedonia

Milica Dević

Manager, Directorate of SME Development, Montenegro

Sanja Nikolin

President, Association of Management Consultants (UPKS), Serbia

11.00 – 11.30 **Coffee Break**

11.30 – 12.30 **2ND PANEL: EU FUNDS AND OPPORTUNITIES FOR CONSULTANTS**

Keynote speech

Dr. Carmen Chasovschi

Consultant and Head of Department, Suceava University, Faculty of Economics and Public Administration, Romania

Panelists

Gavril Lasku

Albinvest, Albania

Enes Ališković

Director, Bosnia and Herzegovina Export Promotion Agency (BHEPA), Bosnia and Herzegovina

Anastas Djurovski

Macedonia

Tanja Bošković

Free-lance Consultant, Montenegro

12.30 – 13.30 **3RD PANEL: REGIONAL COOPERATION AND COMPETITIVENESS**

Keynote speech

Janko Arah

Chamber of Management Consultants, Slovenia

Panelists

Dritan Mezini

CEO, DM Consulting, Albania

Amil Kamenica

Consultant, Bosnia and Herzegovina

Vedran Antoljak

Sense Consulting, Croatia

Prof. Ninko Kostovski

Macedonia

Dušan Žunić

Business Consultant, CEED, Montenegro

Srđan Janičijević

General Manager, Common Sense Management Consulting, Serbia

13.30 – 14.00 **NETWORKING SESSION: CONSULTANTS MEET CONSULTANTS**

14.00 – 15.30 **Lunch Break**

15.30 – 17.00 **PARALLEL WORKING GROUPS**

Workshop I: The Consultancy Market in the Region	Workshop II: EU Funds and Opportunities for Consultants	Workshop III: Regional Cooperation and Competitiveness
Moderator	Moderator	Moderator
Anton Florijan Barišić <i>UPS-AMC, Croatia</i>	Jürgen Kappenmann <i>GTZ, Serbia</i>	Slaven Vukasović <i>Sense Consulting, Croatia</i>

19.30 – 22.00 **Gala dinner – The Regent Esplanade Zagreb Hotel**

Friday, March 5, 2010

09.00 – 11.00 **ROUND TABLES – PARALLEL SESSIONS**

**Session I: The Future of the SEE
Consultancy Network**

Moderator

Dr. Klaus Richter
Xeops, Germany/Croatia

**Session II: New Business Models
for Consulting – Strategies and
Tools for Success**

Moderator

Vedran Antoljak
Sense Consulting, Croatia

11.0 – 11.45 **Coffee Break**

11.45 – 13.30 **PANEL: CONCLUSIONS AND RECOMMENDATIONS**

Introduction

Michael Guth
Conference Moderator, Zenit GmbH, Germany

Panelists

Dr. Klaus Richter
Key Partner, Xeops Richter & Fermand, Germany/Croatia

Dr. Carmen Chasovschi
Romania

Janko Arah
Association of Management Consultants, Slovenia

Vedran Antoljak
Sense Consulting, Croatia

CONFERENCE WRAP-UP AND CLOSING

Conference moderator: Michael Guth, Zenit GmbH, Germany



commissioned by
**Federal Ministry
for Economic Cooperation
and Development**