

## INTRODUCTION

While other professions can trace their roots back several centuries, management consulting is less than a 100 years old; it is of younger vintage than either management practice or management theory. Management consulting has come to be recognized as a high-level practice, but is striving hard now to be viewed as a profession. Annual global revenues in this sector have come to exceed \$150 billion; clearly, management consulting has come of age. In short, maturity has been achieved, but the consolidation process continues as a result of:

- Contradictory tendencies in major markets (developed markets, transitional economies, developing countries)
- New demands and new approaches, responses of the consulting industry to new demands
- Increased competition and its effects on the market structure, strategies, behaviour, business ethics
- Globalisation, international co-operation
- Paradoxical developments
  - global market and local knowledge
  - “generalism” and specialisation
  - relationship based market and special expertise
  - concentration of markets, economies of scale and client focused, tailored services

The next annual conference of FEACO – 8-10 November, 2006 Budapest – will be an extraordinary forum to share ideas in relation to these contemporary issues with representatives of the management consulting profession from all over the world. Discussions around ten selected topics will create the opportunity to develop our profession to fit the new demands of the enlarging, changing Europe.

### ***Budapest and the conference venue***

The conference will be a major professional experience but these few days will offer you much more than this. Budapest is one of the most beautiful cities in the world with its historical places, the Danube and the surrounding hills, and the many new developments as a result of the changes in this part of Europe.

The social events of the conference will enable you to enlarge your network, build new relationships with your colleagues while enjoying spectacular places in Budapest and the famous Hungarian gastronomy. The pre- and post-conference programmes will offer you a great opportunity to discover Budapest and its surroundings.

### ***Do not forget, we love our profession***

- To help our clients – both the public and private sector - to achieve their goals,
- To maintain a reasonable living standard based on our services
- while we still enjoy working as a consultant!



Dr. József Poór  
President of the Organizing Committee

## THE CONFERENCE IS SUPPORTED BY

MINISTRY OF ECONOMY AND TRANSPORT, HUNGARY

**feaco**

EUROPEAN FEDERATION OF MANAGEMENT CONSULTANCIES ASSOCIATIONS



ASSOCIATION OF MANAGEMENT CONSULTANTS IN HUNGARY

## THE CONFERENCE IS SPONSORED BY



AAM MANAGEMENT INFORMATION CONSULTING Ltd.



## PROFESSIONAL PROGRAMS

### WEDNESDAY 8 NOVEMBER 2006, CONGRESS PARK HOTEL FLAMENCO RAVEL ROOM

#### **13:00-18:00 FEACO “Consultants meet Consultants” Networking Event**

Consultants will meet with their colleagues from other European countries, to establish a contact, exchange experience, or to discuss a specific project or need for immediate cooperation.

In order to facilitate your meetings, FEACO has opened a communication platform on open BC where interested consultants/consultancies can register, present their profile, offer or ask for services, search for potential cooperation partners, and arrange for a meeting in Budapest.

This platform will remain operational after the event, as FEACO will organize these events on a bi-annual basis in cities across Europe/

### THURSDAY 9 NOVEMBER 2006, CONGRESS PARK HOTEL FLAMENCO

#### **RAVEL ROOM**      **OPENING PLENARY SESSION (I)**

#### **9.00**      *Opening Addresses*

[Péter KULCSÁR](#), (Hungary)

CMC, Executive Director Consulting & Research for Industrial Economics Ltd.,  
President of VTMSZ

#### **9.15**      *Introductory Speech from Hungary*

[János KÓKA](#), Minister, Ministry of Economy and Transport

#### **PLENARY SESSION (II)**

#### **Trends in the Consultancy Markets**

#### **10.00**      *European Trends in Management Consulting*

**Antoine BEUVE-MERY**, IBM-Belgium, Chairman of FEACO

#### **10.20**      *Specialities of Management Consulting in Newly Joined and Candidate Countries*

[Janko ARAH](#), (Slovenia) Managing Director of Arah Consulting

#### **10.40**      *Trends and Tendencies in Management Consulting from View of a Former Management Consultant,*

**Károly SALAMON**, (Hungary) CEO of Allianz Hungary

#### **11:00**      **Break**

#### **PLENARY SESSION (III)**

#### **Trends in the Consultancy Markets (cont'd)**

#### **11.30**      *[Trends in Management Consulting in Japan](#) (+[PPT](#))*

[Masanaka YOKOTA](#), (Japan)

Executive of CMC System Committee of zen-noh-ren,  
Vice President of JMA Consultants Inc.

11.50 [Global and US Trends in Management Consulting](#) (+PDF)  
[Paul GRONWALL](#), (USA) Executive Editor of all consulting  
newsletter publications Editor of Management Consultant  
International (MCI) Kennedy Information Center

12.10 [New Strategy of Consulting Organisation](#)  
[Jean-Luc PLACET](#), (France) Syntec Management,  
Vice Chairman of FEACO

12.30 - 14.00 Lunch

**RAVEL ROOM CONCURRENT WORKSHOP 1.**  
**Global and regional overview on consulting market**

14.00 [Hungarian Consulting Industry in Highlight of European Trends](#) (+PPT)  
[György GONDA](#), (Hungary)  
CMC, Professor of International Business School Budapest

14.20 *Situation on Czech Consulting Market*  
[Jan ZAVREL](#), (Czech Republic)  
President of Czech Consulting Association

14.40 *Romanian MC market-- Few Days Before EU Accession*  
[Mihai SVASTA](#), (Romania) President, AMCOR

15.00 Break

**CONCURRENT WORKSHOP 3.**  
**Consulting for Different Client Groups**

15.30 *Consulting for Public Sector*  
[Frédéric M. PETITBON](#), (France)

15.50 [Consulting for Local and Global Corporate Clients](#)  
[Bhanubhai DALAL](#), (India)  
Financial Consultant and Project Advisor – Bombay

16.10 [Consulting for Top Managers and Human Resource Functional Leaders](#)  
[Mária BĀBOSIK](#), (Hungary)  
CMC, Managing Director Haygroup

16.30 *New Demands in Consulting*  
[Gil GIDRON](#), (Spain)  
Vice Chairman of FEACO, Accenture Partner

**BOLERO ROOM**  
**CONCURRENT WORKSHOP 2.**  
**Networking and Institutional Framework in Consulting**

14.00 *Experiences in Creating the SSG, Slovenian Consulting Cluster*  
[Zoran VAUPOT](#), (Slovenia)  
Partner-Director, SIGEM Business Consulting

- 14.20 *"The tiniest giant"*  
**Gábor KORNAL**, (Hungary)  
 CMC, Managing Partner, AAM Consulting
- 14.40 *Networks as Social Infrastructure of Success – Experience with ‘Experts Groups’ for Management Consultants in Austria*  
**Friedrich BOCK**, (Austria) Chairman UBIT
- 15.00 *An Enlarging Europe: Chances for Consultants of the Old and New EU Member States*  
**F. Arnulf FLEISCHER**, (Germany)  
 Partner, Droege & Comp, International Management Consultants
- 15.20 **Break**

#### CONCURRENT WORKSHOP 4.

##### Consulting in Emerging and Transitional Markets from Perspectives of Clients and Service Providers

- 15.50 *Consulting and Corporate Governance*  
**Ádám ANGYAL**, (Hungary)  
 Professor of Management, Corvinus University, Budapest
- 16.10 *Hong Kong Management Consulting Service for China – the prospective World’s Factory*  
**K K YEUNG**, (China) JP, FCMA, FCCA, FCIS, FCPA (Practising),  
 Chairman of Management Consultancies Association of Hong Kong
- 16.30 *Career Management and Career Consulting in the 21st Century*  
**Balázs LÓRÁND**, (Hungary) Assistant Lecturer, Office Manager  
**Zsuzsanna FARKASNÉ KURUCZ**, (Hungary) Associate Professor,  
 PhD University of Pécs Faculty of Business and Economics

20:00 **GALA DINNER**

**FRIDAY 10 NOVEMBER 2006, Congress Park Hotel Flamenco**

**RAVEL ROOM**

#### WORKSHOP 5.

##### Image Building and Value Creation through Qualification and Certification in Consulting

- 09.00 *Value Creation and Image Building through Certification of Competency in the Management Consulting Industry*  
**Peter SORENSEN**, (Denmark) President of ICMCI
- 09.20 *Qualification and Standardisation*  
**Ilse Andrea ENNSFELLNER**, (Austria)  
 CMC, Ennsfellner Consulting, Vice Chair UBIT Lower Austria,  
 ICMCI Representative

- 09.40**     *Consulting in Croatia*  
**Anton Florijan BARASIC**, (Croatia)  
 President of the AMC, Association of Management Consultants
- 10.00**     *Credibility through Professional Qualification & Certification*  
**Ekaterina IGNATOVA**, (Bulgaria) Executive Director of BAMCO
- 10.20**     *Roles of Management Consulting in Economy Development in Transition Countries – Bosnia*  
**Edin ALIC**, (Bosnia) Director of Bosnian Association

**10.40 – 11.00 Break**

### **WORKSHOP 7.**

#### **How the New EU Members Impact the European Consulting Industry**

- 11.00**     *Challenges for Consulting in New Member States after Joining EU*  
**Anna LUS**, (Poland) Director of Development Department – Doradztwo Gospodarcze DGA S.A.
- 11.20**     *CMC and Eastern European Perspectives*  
**Gerd PRECHTL**, (Austria) CMC, Chairman ICMCI Euro Hub,  
 Vice-Chairman ICMCI
- 11.40**     *How the New EU Members Impact the European Consulting Industry?*  
**Dimitris BAKOLAS**, (Greece)  
 President and CEO of European Profiles S.A.

### **PLENARY SESSION (IV):**

- 12.00**     *Teaching Management Consulting*  
**Christel NIEDEREICHHOLZ**, (Germany)  
 Ludwigshafen University of Applied Sciences
- 12.20**     *Communication, Collaboration and Transformation: Networking to Create Consulting Value in a Wireless World*  
**Barry CURNOW**, (United Kingdom)  
 Principal, Maresfield Curnow, Immediate Past Chairman, ICMCI
- 12.40**     *Ensuring Sustainable Value from Consulting*  
**Fiona CZERNIAWSKA**, (United Kingdom) President of Arkimeda
- 13.00**     *Closing Speech – „Quo Vadis Management Consulting?”*  
**József POÓR**, (Hungary)  
 CMC, President of the Organizing Committee, Mercer Ltd.

**13:20 -15:00**         **Closing Lunch**