



**FEACO**

Annual conference

4-5 October 2007, Warsaw

“Development and cooperation in modern consulting”

## Conference Programme

### Wednesday, 3 October 2007

19:00 – 21:00 Wine and Cheese Party

### Thursday, 4 October 2007

9:00 - 11:00 **Registration**

#### **OPENING PLENARY SESSION**

11:00 - 11:40 **Opening addresses**

**Mr. Krzysztof Grzybowski, Mrs. Jolanta Jackowiak, Mr. Andrzej Głowacki**, Management Board of Association of Economic Consultants in Poland (SDG), Poland,

**Mr. Antoine Beuve-Méry**, IBM-Belgium, Chairman of European Federation of Management Consultancies Associations (FEACO),

**Mr. Jean-Luc Placet**, President of Syntec Conseil en Management, Vice Chairman of European Federation of Management Consultancies Associations (FEACO), France,

11:40 – 12:00 **Current economic trends**

**Mr. Waldemar Frąckowiak**, Professor of Economics, certified SDG consultant, Partner of F5 Konsulting Sp. z o.o., Poland,

12:00 - 12:20 **World consulting market.**

Presentation of the report on the annual research conducted by FEACO.

**Mr. Gil Gidron**, Accenture, Vice Chairman & Honorary Chairman of European Federation of Management Consultancies Associations (FEACO), Spain,

12:20 – 12:40 **What is the current meaning of consulting in Poland?**

**Mrs. Jolanta Jackowiak**, Deputy Chairman of F5 Konsulting Sp. z o.o., Executive of Association of Economic Consultants in Poland (SDG), Poland,

**Mr Andrzej Głowacki**, Chairman of Doradztwo Gospodarcze DGA S.A., Executive of Association of Economic Consultants in Poland (SDG), Poland,

12:40 - 13:00 **Coffee Break**

**PLENARY SESSION: The face of consulting in Europe and Asia in the age of globalization.**

13:00 – 13:15 1. Western Europe

**Mrs. Fiona Czerniawska**, President of Arkimeda, UK,

13:15 – 13:30 2. Central and Eastern Europe

**Mr. Janko Arah**, Managing Director of Arah Consulting, Slovenia,

13:30 – 13:45 3. Japan

**Mr. Shinjiro Konagawa**, Senior Consultant, JMA Consultants Inc., Japan,

STOWARZYSZENIE DORADCÓW GOSPODARCZYCH

ST: Emilii Plater 53 00-113 Warszawa EM: feaco2007@sdg.org.pl www.feaco2007.sdg.org.pl



# FEACO

Annual conference

4-5 October 2007, Warsaw

“Development and cooperation in modern consulting”

- 13:45 – 14:00 4. China  
**Mr. K.K.Yeung**, Chairman, Hong Kong Management Consultancies Association (MCAHK), Hong Kong,
- 14:00 – 14:15 5. Russia  
**Mr. Evgeny Emelyanov**, **Mrs. Svetlana Emelyanova**, STEP Consulting, Russia,  
**Mr. Alexander Pechersky**, ALT R&C, Russia,
- 14:15 – 14:30 6. Turkey  
**Mr. Kenan Okul**, STM Savunma Teknolojileri Mühendislik ve Ticaret A.Ş., Turkey,
- 14:30 – 15:30 **Lunch**
- 15:30 – 17:30 **Business networking** – presentations of companies by thematic group:  
**A. IT**  
Moderator – sponsor  
**B. HR and training**  
Moderator – **The Polish Chamber of Training Companies**, Poland,  
**C. Business consulting**  
Moderator – **KANTOR Management Consultants SA**, Greece,
- 19:00 **Special evening**
- Friday, 5 October 2007**
- PLENARY SESSION**
- 9:00 - 9:10 **Opening of plenary session**  
**Mrs. Jolanta Jackowiak**, **Mr. Andrzej Głowacki**, Management Board of Association of Economic Consultants in Poland (SDG), Poland,
- 9:10 - 9:30 **Summary of business networking.**  
**Business networking Moderators**
- 9:30 - 9:50 **FEACO support to international cooperation.**  
**Dr. Helmut Schmitt**, Droege & Comp. GmbH, Germany,
- 9:50 – 10:10 **EU projects requiring international cooperation.**  
**Dr. Klaus Richter**, Xeops Richter Fermaud GmbH, Germany,
- 10:10 – 10:30 **International cooperation of consulting companies.**  
**Mr. Ernst Jauernik\***, Management Consultant, Speaker of Austrian International Consultants Umbrella Organisation, Austria,
- 10:30 – 11:00 **Coffee Break**
- 11:00 – 12:30 **Workshops** - (discussion panel with moderator)  
**A. How to effectively sell consulting services on the current market?**  
**Moderator - Mr. Janko Arah**, Managing Director of Arah Consulting, Slovenia,  
**Mrs. Ekaterina Ignatova**, Executive Manager of the Bulgarian Association of Management Consulting Organizations (BAMCO), Bulgaria,  
**Mr. Robert Gwiazdowski\***, President, Adam Smith Center, Poland,

STOWARZYSZENIE DORADCÓW GOSPODARCZYCH

ST: Emilii Plater 53 00-113 Warszawa EM: feaco2007@sdg.org.pl www.feaco2007.sdg.org.pl



**FEACO**

Annual conference

4-5 October 2007, Warsaw

“Development and cooperation in modern consulting”

**B. What does business expect from consultants?**

**Moderator - Mr. Rafał Oleszkiewicz**, Managing Director for Strategy, Polish Oil and Gas Co. (PGNiG), Poland,

**Mr. Christian Herrault\***, Executive Vice-President, Lafarge Group, France,  
**Representative of Polish Confederation of Private Employers Lewiatan**, Poland,

**C. Human resources management in consulting.**

**Moderator – BIGRAM S.A. representative\***, Poland,

**Mr. József Poór**, PhD, Professor of Management, Managing Director, Mercer Hungary,

**Mr. Zoran Vaopot**, Managing Partner SIGEM Business Consulting, Slovenia,

**D. Building competitiveness through innovation, technological support for business development.**

**Moderator - Mr. Jacek Guliński\***, Assoc. Prof., Deputy Director of Poznań Science and Technology Park, Poland,

**Mr. Jan Soldaczuk\***, Effect Sp. z o.o., Poland,

**Dr. F. Arnulf Fleischer**, Director Global Information and Know-how Management, Droege & Comp. GmbH., Germany,

12:30 – 12:50

**Coffee Break**

**CLOSING PLENARY SESSION**

12:50 – 13:10

**Summary of workshops**

**Workshop Moderators**

**Mutually-accomplished projects – case study**

13:10 – 13:30

1. Creating innovative projects co-financed by EU funds. The role of the consultant in building long-lasting partnerships for the project's purposes.

**Dr. Paris Kokorosikos**, CEO of EUROCONSULTANTS SA, Greece,

13:30 – 13:50

2. The management of international projects – success factors.

**Mrs. Anna Żubka**, Director of European Projects Department, Doradztwo Gospodarcze DGA S.A., Poland,

13:50 – 14:00

**Closing remarks**

**Mr. Krzysztof Grzybowski, Mrs. Jolanta Jackowiak, Mr. Andrzej Głowacki**, Management Board of Association of Economic Consultants in Poland (SDG), Poland,

14:00 – 15:00

**Lunch**

\* to confirm



# FEACO

Annual conference

4-5 October 2007, Warsaw

“Development and cooperation in modern consulting”

## Honorary Committee

Members of the Honorary Committee:

**Janko Arah**, Executive Committee member of the European Federation of Management Consultancies Associations

**Antoine Beuve-Méry**, Chairman of the European Federation of Management Consultancies Associations,

**Henryka Bochniarz**, President of the Polish Confederation of Private Employers,

**Karol Działoszyński**, Member of the board of DGA S.A.,

**Waldemar Frąckowiak**, Professor at the Poznań University of Economics, member of the European Capital Market Institute,

**Krzysztof Grzybowski**, Chairman of the Association of Economic Consultants,

**Robert Gwiżdowski**, President of the Adam Smith Center,

**Hanna Gronkiewicz-Waltz**, President of Warsaw, former President of the National Bank of Poland.

## Participation in the conference

The conference will take place in hotel Holiday Inn. To register, please fill out the registration form on the conference website: <http://www.feaco2007.sdg.org.pl>.

The cost of participation in 2-day international conference of consulting companies

- 549 Euro (Czech Republic, Slovakia, Lithuania, Latvia, Estonia, Malta, Cyprus, Slovenia, Hungary, Romania, Bulgaria)

– 671 Euro (other countries)

The price includes: Wine & Cheese Party, Gala Dinner, Farewell Lunch and tax 22%.

Bank Payment should be made in 5 days after registration.

### **Stowarzyszenie Doradców Gospodarczych**

Ul. Emilii Plater 53, 00-113 Warszawa

Bank BPH S.A. o Warszawa

Ul. Jasna 1, 00-950 Warszawa

68 1060 0076 0000 3200 0122 7889

SWIFT Code: BPHKPLPK

STOWARZYSZENIE DORADCÓW GOSPODARCZYCH

ST: Emilii Plater 53 00-113 Warszawa EM: [feaco2007@sdg.org.pl](mailto:feaco2007@sdg.org.pl) [www.feaco2007.sdg.org.pl](http://www.feaco2007.sdg.org.pl)