

## “Managing Your Business” Workshop

Sponsored by EBRD’s Power & Energy Utilities Team

Joint Vienna Institute: 12 to 17 October 2014

DAY	TIME	SESSION
<b>Sunday 12 October</b>	19:00	<ul style="list-style-type: none"> <li>• Welcome reception</li> </ul>
<b>Monday 13 October</b>	09:00	<ul style="list-style-type: none"> <li>• Introductions/Objectives/ Expectations <i>Coffee Break</i></li> <li>• Business Environment Trends and Impact on Organisations <i>Lunch (and Group Photo)</i></li> <li>• Formulating Strategy and Business Plans <i>Coffee Break</i></li> <li>• Strategic Decision-making</li> </ul> <p style="text-align: center;"><i>Read case study “FERRARI” for Wednesday morning</i></p>
<b>Tuesday 14 October</b>	09:00	<ul style="list-style-type: none"> <li>• EBRD’s Power &amp; Energy Utilities Team Presentation by Robert Kesterton and Anes Jusic <i>Coffee Break</i></li> <li>• EBRD’s Power &amp; Energy Utilities Team Presentation by Robert Kesterton and Anes Jusic (continued) <i>Lunch</i></li> <li>• Project Management <i>Coffee Break</i></li> <li>• Project Management (cont’d)</li> </ul>
<b>Wednesday 15 October</b>	09:00	<ul style="list-style-type: none"> <li>• Effective Leadership <i>Coffee Break</i></li> <li>• The Art of Delegating <i>Lunch</i></li> <li>• Communication skills <i>Coffee break</i></li> <li>• Making Effective Presentations</li> </ul>
<b>Thursday 16 October</b>	09:00	<ul style="list-style-type: none"> <li>• Understanding Impact of Multi-Cultural Workplaces <i>Coffee Break</i></li> <li>• Managing Transition and Change <i>Lunch</i></li> <li>• Negotiating Skills <i>Coffee Break</i></li> <li>• Negotiating Skills (cont’d)</li> </ul>
	19:00	<i>Course off-site Dinner</i>
<b>Friday 17 October</b>	09:00	<ul style="list-style-type: none"> <li>• Effective Teamwork <i>Coffee break</i></li> <li>• Effective Teamwork (cont’d)</li> <li>• Summary of seminar key learning points - closing ceremony</li> </ul>