### “Managing Your Business” Workshop
Sponsored by EBRD’s Power & Energy Utilities Team
Joint Vienna Institute: 12 to 17 October 2014

<table>
<thead>
<tr>
<th>DAY</th>
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<tr>
<td>Sunday 12 October</td>
<td>19:00</td>
<td>Welcome reception</td>
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| Monday 13 October    | 09:00| Introductions/Objectives/ Expectations 
                        |                   | Business Environment Trends and Impact on Organisations 
                        |                   | Lunch (and Group Photo) 
                        |                   | Formulating Strategy and Business Plans 
                        |                   | Coffee Break 
                        |                   | Strategic Decision-making |
|                      |      | Read case study “FERRARI” for Wednesday morning                       |
| Tuesday 14 October   | 09:00| EBRD’s Power & Energy Utilities Team Presentation by Robert Kesterton and Anes Jusic 
                        |                   | Coffee Break 
                        |                   | EBRD’s Power & Energy Utilities Team Presentation by Robert Kesterton and Anes Jusic (continued) 
                        |                   | Lunch 
                        |                   | Project Management 
                        |                   | Coffee Break 
                        |                   | Project Management (cont’d) |
| Wednesday 15 October | 09:00| Effective Leadership 
                        |                   | Coffee Break 
                        |                   | The Art of Delegating 
                        |                   | Lunch 
                        |                   | Communication skills 
                        |                   | Coffee break 
                        |                   | Making Effective Presentations |
| Thursday 16 October  | 09:00| Understanding Impact of Multi-Cultural Workplaces 
                        |                   | Coffee Break 
                        |                   | Managing Transition and Change 
                        |                   | Lunch 
                        |                   | Negotiating Skills 
                        |                   | Coffee Break 
                        |                   | Negotiating Skills (cont’d) |
|                      | 19:00| Course off-site Dinner |
| Friday 17 October    | 09:00| Effective Teamwork 
                        |                   | Coffee break 
                        |                   | Effective Teamwork (cont’d) 
                        |                   | Summary of seminar key learning points - closing ceremony |