



Is it possible that:

- CSEE countries will be the motor for the turn around in the old economy?
- CSEE will match the Lisbon agenda whereas old Europe fails to do so?
- How to explore and to make use of the potential for innovation and business excellence in CSEE?
- Does Best Practice always have to come from "old" Europe?

1. New markets in the CSEE

What is the political and macroeconomic perspective of the region? What effects do key global players from the region have on the EU market? How can consultants prepare a market entrance strategy and support its implementation? Will the EU Services Directive significantly influence the SEE consulting market and should we call for harmonized service contracts and liability conditions?

2. Governance, local development and consulting services

Can we adopt Western concepts or are the experiences from CEE countries (e.g. Poland, Hungary, Slovakia) more valid for SEE consulting market?. What challenges to the consultancy development represents the bureaucracy in the region? How do we tackle and deal with administrative burdens and obstacles (e.g. Hitrorez in Croatia)?

3. ICT, society and consulting

„Computerization“ as a key success factor for economic renewal and competitiveness. Examples of governmental programmes and strategies for the development of the e-society, and best practice in companies, e.g. „mobile payment“

4. Investment projects, finance and management

What is the role of the consultant as a financial engineer, controller or project manager? What are the options for cooperation with the banking sector and financial institutions in the SEE region? New forms of financial consulting services in CSEE (Acquisitions, mergers, due diligence, ratings).

5. Cross border consulting

How to cooperate with international companies and how to manage multinational teams. The value of internationally recognized certification and ethical standards. Specific problems with cross border service delivery, regulation and taxation. Why we do not need protectionism in services markets.

6. Human resource development, social responsibility and ethics in consultancies

Consulting in the context of lifelong learning and non-formal education as well as people development in consulting companies in the light of new global market requirements. What professional, social and other competences should a management consultant possess? What are the new consulting disciplines? How do Innovation and Risk Management affect consulting practices?

7. Standardization and consulting practice

Do we or do we not need to create a standard for consulting services? What are standards about? What sort of standard would be suitable for regulating consultancy as a profession and to what extent? How to approach European Qualification Framework in context of consulting as a profession?