

Overcoming the obstacles of change

Executive Training

April 22, 2010 • Hotel InterContinental • Budapest, Hungary

People and company cultures tend to develop routines and thinking patterns that make them blind to main risks and limit their ability to adapt to change. Integrated risk management boosts a proactive climate of problem solving, communication and risk taking that is essential for the long run sustainability of an organisation. The seminar proposes a unique opportunity to learn how to think out of the box when risks have to be managed by integrating the unavoidable change management process within your department or company.

Benefits and key learning points:

- Learn how to evaluate the main gaps in your organization.
- Based on real life case in the leasing industry, enrich your vision of an Integrated Risk Management as a tool to improve corporate performance
- Become familiar to proven techniques to overcome resistance to change in a corporate environment.
- Share best practices among peers regarding change management process.

Program:

- Helicopter review of major risks faced by a leasing company at every level of the organization.
- Presentation of a real life case of a leasing company where the governance of risks has been improved based on the gaps analysis approach.
- Work in groups to develop recommendations to successfully implement risk management process and overcome obstacles to change in the leasing company.
- Presentation on change management tools and techniques.
- Work in groups to revisit the defined recommendations for the leasing company case based on change management tools and techniques.
- Learn about latest change management tools and apply them to real life situations.

Target audience:

The main target audience is managers and executives active in strategic decisions, business development, risk management, finance, marketing, sales from leasing companies, who want to get a thorough understanding of tools required for optimizing their own performance by generating and anchoring quick wins.

Apply now

- Registration before April 2: 700€
- Registration after April 2: 850€
- Food & Material Included
- Registration before March 22, 2010
- **The day before Leaseurope's conference**



Understand
Evaluate
Communicate
Act
Update

"It's only when the tide goes out that you learn who's been swimming naked."

Warren Buffet

Dr. Mathias Schmit

Sagora Partner

Dr. Mathias Schmit has served the international leasing industry since 1998. He has gained an extensive knowledge in the impact of regulations on the industry through participating in the design of the new Capital Requirement Directive. He is a consultant for large leasing companies in Europe, and regularly delivers trainings in finance for executives in leading financial institutions. Mathias is also a Professor of Finance at the Solvay Business School (Université Libre de Bruxelles).

Raphaël Prezerowitz

ICS Partner

After a master in Business at the University of Brussels (ULB) and an MBA from Columbia Business School, Raphaël Prezerowitz has worked for nearly 20 years as a management consultant with leading firms such as Accenture and Arthur D. Little. Presently, he is the Managing Director of Internal Consultant Services (ICS), a consulting and training company specialized in strategy, organization and change management. ICS works in partnership with Sagora.



Registration Form

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Contact Details Please write in capital letters

Mr. Mrs. Ms.

Lastname _____ Firstname _____
Company _____ Position _____
VAT number _____
Address _____ Postal Code _____
City _____ Country _____
Tel. Work _____ Fax _____
E-mail _____

Registration Fee

- Registration before April 2, 2010: 700€ per delegate.
- Registration after April 2, 2010: 850€ per delegate.

The fee covers participation to the executive training, meals, coffee breaks and all training material.

The fee does not include accommodation. Participants can book their accommodation at the Hotel InterContinental, where the Seminar will take place. Bookings should be made directly with the hotel. Please book early to avoid disappointment.

Cancellation Policy

- Cancellation prior to April 9, 2010: 75% of the registration fee will be refunded.
- Cancellation received after April 9, 2010: will not be eligible for a refund, but substitution can be made at any time at no extra costs.

Payment Method

By bank transfer in euros to Sagora's account:

Dexia BANQUE Belgium (Uccle Rhode SCRL)

Account Nr. IBAN: BE 02 0682 4139 5540 - Code BIC: GKCCBEBB

(In Belgium only: 068-2413955-40)

Signature _____

Date of signature _____

Please return this form to:

SAGORA Lease & Risk Management

Avenue de Haveskercke, 28 - B-1190 Belgium

Tel: 0032-496.93.22.70 - Fax: 0032-2-675.54.99

Mail: m.schmit@sagora.eu

Joining Instructions: upon receipt of your registration, we will send you a confirmation letter together with details on the selected hotels and some practical information. Please allow one week for this process.

Data Protection: the information which you are requested to provide is necessary to enable us to process your registration. You may access this information and request that it be rectified if necessary.