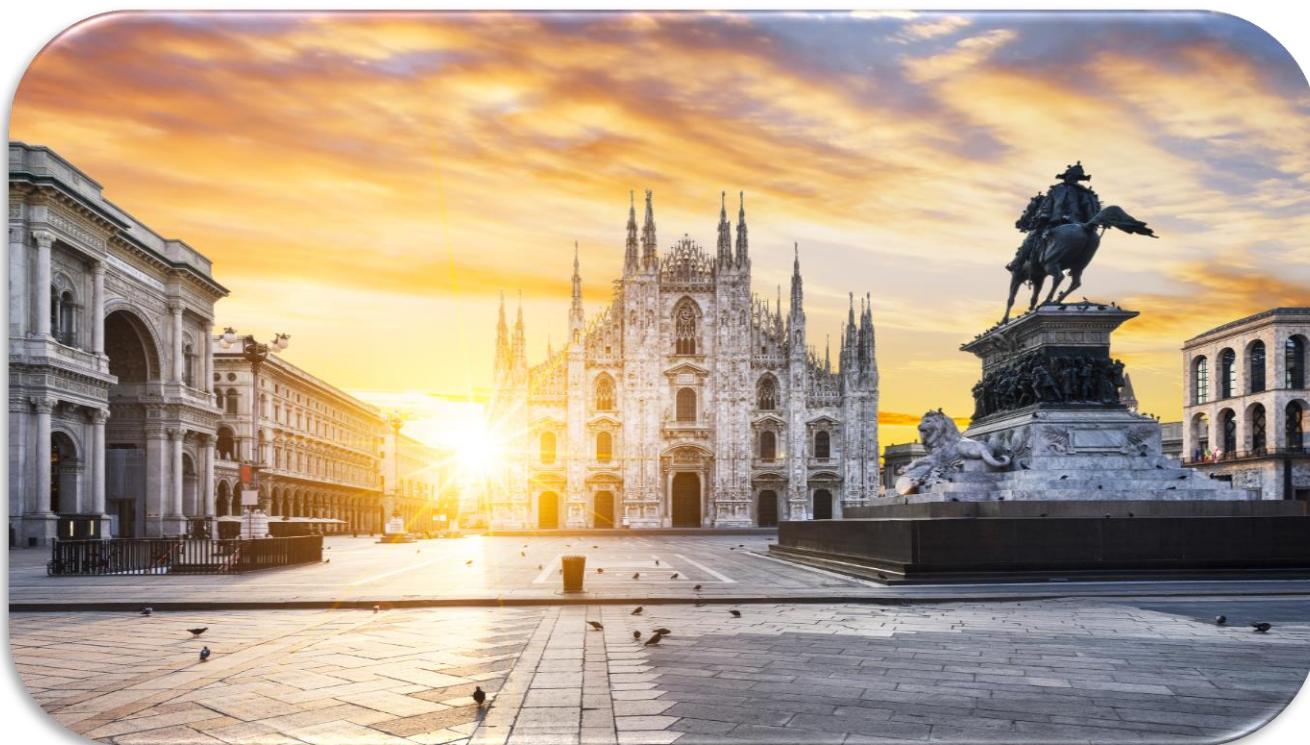


**GGI EASYMEET**  
**10-12 NOVEMBER 2017**  
**MILAN, ITALY**



Hosted by:

**COMMA 10**  
CHARTERED ACCOUNTANTS & LAWYERS

**Sheraton Diana Majestic**  
Viale Piave, 42  
20129 Milan, Italy  
W: [www.sheratondianamajestic.com](http://www.sheratondianamajestic.com)  
T: +39 (0)2 20581

**Dress Code: Smart Casual**

*We kindly thank our sponsors:*

**BANK ALPINUM** 

**corner**

 **virtual vaults**

[www.ggi.com](http://www.ggi.com)  
[www.ggiforum.com](http://www.ggiforum.com)

## \*DRAFT\* DELEGATE PROGRAMME

***\*This is only a draft. GGI reserves the right to change the times and any part of the programme at any time up to the Meeting.***

### Friday, 10 November 2017

09:00	GGI Hospitality Desk Open
19:30	Welcome Reception in the Hotel
20:00	Welcome Dinner in the Hotel

### Saturday, 11 November 2017

09:00 – 17:30	Meeting in the Hotel
09:00 – 09:10	<b>GGI Welcome &amp; Introduction</b>
09:10 – 09:20	<b>Welcome from the Host Firm</b> ..... COMMA 10
09:20 – 10:15	<b>Keynote Speech: “Cultural Influences @ Work”</b> ..... Elisabeth Weingraber-Pircher  <i>“If you see in any given situation only what everybody else can see, you can be said to be so much a representative of your culture that you are a victim of it.” (S. I. Hayakawa)</i>  <i>What is culture and how does it influence our effectiveness at work? What do we need to know to avoid becoming a victim of our own culture? How can we instead become fluent observers of culture in the workplace and understand what drives and motivates others? How can we then turn those observations into effective communication, action and creative new solutions to common issues?</i>
10:15 – 10:45	Coffee Break
10:45 – 11:15	<b>“Tips for Foreign Consultants”</b> ..... COMMA 10
11:15 - 12:45	<b>Workshop: “Cultural Speed Dating: Constructing Trust &amp; Getting Your Point Across”</b> ..... Elisabeth Weingraber-Pircher  <i>How do we know we can trust someone? What is our "gut" feeling based on? How are we perceived by our business partners and colleagues? What do I need to pay attention to in order to create trust? And then next, how do I get my point across without being lost in translation? What are my own communication preferences and those of my partners?</i>  <i>In this Workshop, we will be looking at our own communication preferences and other possible preferences. We will consider non-verbal clues and their cultural interpretation to building trust and practice different effective ways to be understood how I want to be understood.</i>

12:45 – 14:00	Lunch
	<b>Knowledge-Sharing</b>
14:00 – 14:30	<b>“Smart Working”</b> ..... Maria Luisa Figerio
14:30 – 15:00	<b>“Cultural Workplaces”</b> ..... Halima Salim
15:00 – 15:30	<b>“Cultural Misunderstandings”</b> ..... Maddalena Biassol
15:30 – 16:00	Coffee Break
16:00 – 17:30	<b>Workshop: “Working as a Global TEAM”</b> ..... Elisabeth Weingraber-Pircher
	<i>Diverse teams have the potential to excel and provide highly creative new solutions, products and ideas. At the same time, they are more likely to be exhausting, frustrating and highly ineffective than teams of similar people. What makes the difference?</i>
	<i>In this Workshop, we will be looking at work style preferences and we will start to develop ideas on how to manage diverse teams.</i>
19:00 – 23:00	Dinner in Milan City Centre

## Sunday, 12 November 2017

*Individual checkout from the Hotel no later than 10:00 am*

## KEYNOTE SPEAKER & WORKSHOP PRESENTER

### Elisabeth Weingraber-Pircher



Dynamic and highly motivated, Elisabeth Weingraber-Pircher has solid business and international management experience in 11 countries on four continents. She has a strong research and theory grounding in intellectual communication and ethics as well as ontological coaching. She is highly effective in accelerating growth and facilitating intercultural competence for successful global leaders.

#### EXPERIENCE

##### **Executive & Leadership Coach, Intellectual Trainer, Italy & UK & Brazil – 2009 to present**

ACC (Associate Certified Coach) by the International Coach Federation, working closely with C-suite level leaders and key talent of global players such as ACER, AkzoNobel, IVECO, Merck Serono, Vetoquinol, Barclays, Sumitomo Group, BHP Billiton, TIM and some of Europe's and Brazil's most successful business start-ups, NGOs and Business Schools to effectively lead in highly complex and multidimensional environments

through face-to-face and virtual coaching. Advising experienced expatriates and their families on cultural issues, intercultural understanding and increasing their effectiveness as global managers and team leaders. Design and delivery of successful and long running Global Leadership and Key Talent Development programs for international companies.

##### **Researcher, Intercultural Development Research Institute, Milan, Italy – 2009 to 2013**

Relevant contribution to the IDR Institute together with Milton Bennett, Ida Castilgioni and Lee Knepelkamp furthering intercultural research and effective practice based on the constructivist approach of intercultural communication. Designed, presented and organised workshops and events for IDR Institute at conferences and congresses, such as the SIETAR Europe Conference in Poland in 2011.

##### **Business Consultant, São Paulo, Brazil – 2000 to 2002**

Led various market research projects for the Brazilian subsidiary of Kienbaum, a leading German consulting firm as well as for Brazil4Business, a Dutch consulting boutique working closely with the Dutch Foreign Trade Office.

##### **Business Consultant, Bangkok, Thailand – 1999 to 1999**

Independently led successful projects for small and medium sized European companies, such as the establishment of a Southeast Asian head office, scouting for JV partners and sourcing suppliers. Main clients were active in Myanmar requiring several trips to Rangoon and across the country.

##### **Bakalowits, Hong Kong & Bangkok, Thailand – 1997 to 1999**

Director of Marketing and Communications, SE Asia and Thailand Country Representative. Shaped the company's communication and marketing across Southeast Asia, the principal growth region for this manufacturer of exclusive show-case chandeliers. Entrusted with the responsibility for a number of high-profile key accounts and prestige projects, e.g. the Thai Foreign Ministry and the Thai Regional Royal Family.