

TON Programming Highlights for 2017-2018

(all are subject to further polishing or change)



i Topics will be chosen by the program hosts.

>> THE DATES

January 26, 2017

Hosted by: **FLSmidth**

March 23, 2017

Hosted by: **Mærsk Line**

May 18, 2017

Hosted by: **Danske Bank**

September 14, 2017

Hosted by: **CBS**

November 9, 2017

Hosted by: **TBD**

January 25, 2018

Hosted by: **TBD**

March 22, 2018

Hosted by: **TBD**

May 24, 2018

Hosted by: **TBD**

>> THE TOPICS

1 / Aligning internally for successful outsourcing and/or offshoring

2 / Relationship management

3 / Balancing commitment and flexibility

4 / The Rise of GSC and Offshore Services

5 / Compliance and CSR

6 / The Role of Boundary-spanners and the Criticality of Bi-modal Professional Profiles

7 / Negotiations and Contracting

**8 / Conflict resolution:
Mediation, Arbitration, Proactive Structures and Relationship Building**

9 / Governance and Organizational Structure

**10 / Measurement:
Quantity, Quality and Value**