

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: **The Danish Ministry of Foreign Affairs**

January 25, 2018

Hosted by: **Novo Nordisk**

March 22, 2018

Hosted by: **TBD**

May 24, 2018

Hosted by: **TBD**

September 13, 2018

Hosted by: **TBD**

» THE TOPICS

- » Aligning internally for **successful outsourcing and/or offshoring**
- » **Relationship management**
- » Balancing **commitment and flexibility**
- » The Rise of **GSC and Offshore Services**
- » **Compliance and CSR**
- » The Role of **Boundary-spanners** and the Criticality of **Bi-modal Professional Profiles**
- » **Negotiations and Contracting**
- » **Conflict resolution:**
Mediation, Arbitration, Proactive Structures and Relationship Building
- » **Governance and Organizational Structure**
- » **Measurement:**
Quantity, Quality and Value