

EUConsult 30th Anniversary Autumn Conference Online, 23-24 September 2021 The Changing Face of Consultancy OUTLINE PROGRAMME

THURSDAY, 23 SEPTEMBER (timings are CEST)

Learning from the past. Keyword for the day: values.

14.45-15.00 *Arrival*

15.00-15.05 **WELCOME AND INTRODUCTIONS**

Francesca Mineo, Chair, EUConsult

15.05-15.15 **OPENING ADDRESS (by video)**

David Sassoli, President, EU Parliament

Tanya Cox, Director, Concorde

15.15-16.15 **THE CHANGING WORLD OF BUSINESS CONSULTANCY**

Marco Costaguta, President, Longterm Partners, Italy

A lot has changed since beginning of the eighties. Not only politics, cars, or computers, but also generational concerns and icons. The world is now globalised and fast-paced, yet always more personalised. The networked economy has brought Western nations on a technology-led growth path and Asia on an inexorable ascent in leveraging trade partnerships. For consultants, many new imperatives emerged through new types of clients, expectations, and engagements. Hence, the industry has a different shape, but more than ever, basics are everything. As we progress in a world of uncertainty, us as consulting firms, our clients and the surrounding world must be constantly monitored and challenged.

16.15-16.30 *Coffee and networking break*

16.30-17.30 **PANEL DISCUSSION - THE WAY WE WERE: 30 YEARS OF EUCONSULT**

Moderated by Mary O’Kennedy, O’Kennedy Consulting

EUConsult members: William Conner, Marita Haibach, John Kelly, Beatrice Lentati, Rupert Strachwitz

Our role as consultants is ever changing as society and the needs of our clients evolve. While embracing new ideas is always important, there are also key learnings we can take from the past. EUConsult itself has changed significantly over the last 30 years, starting out predominantly as a forum for consultants working in the major donor and philanthropy space, and now representing consultants across fundraising, strategy, management, recruitment, marketing, governance, advocacy and communications. In this session we will explore both the evolution of the organisation and how our role as consultants has changed over the years.

FRIDAY, 24 SEPTEMBER (timings are CEST)

Understanding the present. Keyword for the day: interaction.

09.45-10.00 *Arrival*

10.00-10.05 **WELCOME AND PRESENTATION OF THE DAY**

Francesca Mineo, Chair, EUConsult

10.10-11.10 **PANEL DISCUSSION - LEADERSHIP, INCLUSION AND CONSULTANCY**

Moderated by Martin Georgi, Germany

Sue Adkins, Founder and CEO, The Collaborative Action Network, UK

Paola Cutaia, Executive Business Coach, PCC ICF, Italy

Rebecca Elcome, Consultant, UK

Leadership and inclusion are hot topics in consultancy, and we will explore how organisations and the consultants who advise them address this today: what role should leadership play in developing diversity and inclusion, and how can we work with existing leadership and the challenges they face as well as encouraging new leaders and developing new leadership models? Can we learn from and collaborate with businesses and the commercial field? And last but not least, we will examine the status of diversity and inclusion in our own profession: do we need to change and learn, do we need new models of consultancy and new consultants?

11.10-11.15 *Short break*

11.15-12.15 **A CASE HISTORY: CHANGES WITHIN ORGANISATIONS**

Moderated by Francesca Mineo, Chair, EUConsult

Stefano Oltolini, Solterre, Italy

Tommaso Saltini / Guendalina Sassoli de Bianchi, Terra Santa Association, Italy

How have organisations changed in recent years, especially with the advent of the pandemic and its continuation, both at organisational level and in the management and remodelling of their activities? Together with two organisations that run projects in Italy and in emerging countries, we will try to understand the transformation that has taken place and is underway, also in relation to the work of consultants, supporting these changes and challenges.

12.15-13.00 **THE END OF CONSULTANCY?**

Valerio Melandri, Italian Fundraising Festival, Italy

Martin Georgi, Martin Georgi, Germany

In a free-wheeling debate, we will examine challenges and disruptive elements facing consultancy today. Given the changing needs of organisations and society and the increasing availability of information and training opportunities in many areas, the increasing emphasis on grass roots as well as community and member ownership, and the fact that consultancy in some fields has developed a poor reputation, we ask: will existing models of consultancy survive, become redundant, or become amalgamated with other professions and services? Will new business models develop for more individual and specialised services? Does "Consultancy" have a future?

13.00-14.00 *Lunch with music kindly provided by La Verdi Orchestra*

Building the future. 2nd keyword for the day: new environments.

14.00-15.00 **THE FUTURE OF BUSINESS AND SOCIAL FIELDS IN EUROPE AFTER THE PANDEMIC**

Giuseppe Guerini, European Economic and Social Committee (CESE), Italy

The social economy is increasingly recognised internationally as a decisive and important economic actor, capable of expressing the transformative capacity of organised civil society, with its entrepreneurial dimension and its propensity to generate economic values and produce increasingly consolidated services. In this session, Giuseppe Guerini will give an overview of the evolution of the social economy in Europe in the near future.

15.00-15.05 *Short break*

15.05-16.05 **WHERE TO NEXT FOR EUCONSULT?**

Moderated by Mary O’Kennedy, O’Kennedy Consulting

EUConsult members: Aida Bećirović, Marita Haibach

EUConsult has changed significantly over the last 30 years in terms of its focus and membership. In a post pandemic, digitally transformed world that values diversity & inclusion and ESG (Environmental, Social and Governance), how can we remain relevant as an organisation and embrace the changing role of consultants? In this session we will look at what EUConsult members want in terms of continued professional development, business supports and networking opportunities, and what we can improve and introduce to our annual programme to meet these needs.

16.05-16.15 **CLOSING DISCUSSION**