P&D CONSULTING

Cultural differences and Business Development Challenges and Opportunities for Management Consultants

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Francesco D'Aprile
Partner P&D Consulting

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A survey by the European Union Chamber of Commerce in China found that Chinese companies rated labour laws, human resource costs, immigration rules and "cultural differences in management style" as the biggest obstacles to operating in the continent.

But in a sign of things to come, an overwhelming majority – 97 per cent – of Chinese companies that have invested in Europe said they plan to invest more in the coming years.

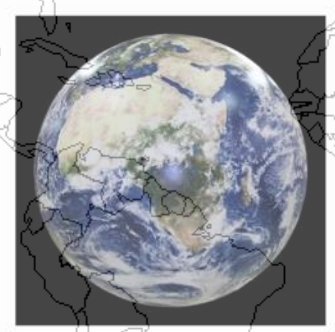
Cultural differences in management style are the biggest obstacles

The Existing Model

Global estimates
on exhibitions (Minimum figures based on events with a minimum of 500 sqm held in 2012)

Global Exhibition Industry Statistics
March 2014

ufi The Global Association of the Exhibition Industry



85/day

Approximately **31 000 Exhibitions** per year

corresponding to **124 million sqm** of total net exhibition space rented

and where **4,4 million exhibiting companies** welcomed **260 million visitors**

720,000/day

The problem

Is not how and where to meet

The real challenge

starts after the meetings

Innovation & Management

Branding

Values

Cultures

Globalization

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How to link managers
each other and successfully
develop business together

Business behaviours

Buying behaviours

Life styles

Cultural Challenges to manage

West

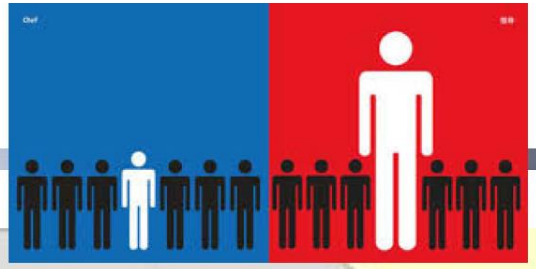
Infor tions

Planning

Budgeting

Contract

Cultural Challenges to manage



East

Decisional process

Informations

\+ -

Always looking for the Best…

to Please the Boss

Weakness in taking responsibilities and risks

Friendly and indirect ways to advice

How to manage

Looking for Concrete and Pragmatic

Feeling safe taking the best

Designing a new approach in the Management

Focus to the Reputation

Designing a new approach in the Management

Focus to the Reputation

Designing a new approach in the Management

Focus to your Talents

Designing a new approach in the Management

Focus to your Business Model

You must know your final goal

Pre - Design your business model

Be simple

Be clear

Be open

Be flexible

Take your time, but

- be professional !

Designing a new approach in the Management

Focus to your Operational Model

How to manage this business

- which value I have to guarantee
- what my partners are buying
  - products
  - services
  - brand
  - knowledge
  - connections
  - conditions

Which organization is needed

- structure / legal entity
- size / investments
- management / talents

Buy

Outsourcing

Which Business & Operational Model for

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Big Organization

Network

Which Business & Operational Model

CMC
CERTIFIED
MANAGEMENT CONSULTANT

Investments:

How to manage

Short term

Long term

ICMCI : The meaning of belonging

Management Consultant CMC

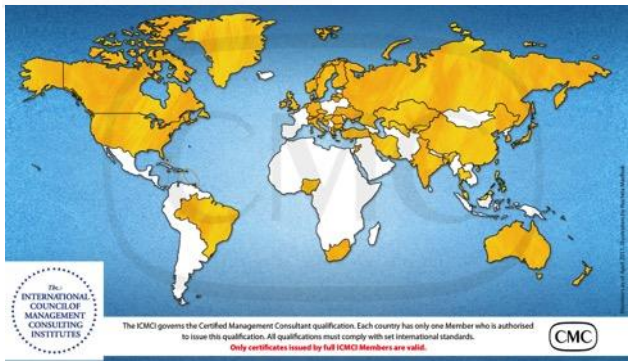
Degree, or

Minimum number of professional experience

Member of a National Professional Community

Accept to be assessed every three years by the National IMC

Subscribe the Professional code of Ethic



Family

Values

Language

Networking

The
INTERNATIONAL
COUNCIL OF
MANAGEMENT
CONSULTING
INSTITUTES

My experience

Be there =

My experience

Producing Value

Networking

Understanding the business

Values

Family

Language

Contacts

For those participating you will have the opportunity to ask questions by Skype, phone or email to:

Francesco D'Aprile

CMC
CERTIFIED
MANAGEMENT CONSULTANT

Partner

P&D CONSULTING
Studio Consulenti di Direzione

Skype: serrone
Wechat: Francesco_Daprile
Mobile IT: +39 393 4142258
Mobile CN: +86 132 69472815
Mail: fdaprile@pedconsulting.it
LinkedIn: https://it.linkedin.com/in/fdaprile