



IAC international work group

Agenda

1. Why
2. Who
3. Where
4. Learnings

1. Why

- Starting the work group Berlin-Brandenburg in 1993
→ preparing the sessions always by ourselves,
sessions for 1,5 days
- Starting many national as work groups in other countries
with the same concept in 1998 - 2008
- „we do not have enough time for two days“,
„it is too much work to prepare sessions“
„we miss the experienced controllers“
...
- People have time if they are really interested
→ can we make it different - and better?



IAC international work group

Agenda

1. Why
2. Who
3. Where
4. Learnings

1. Who

We in the international work groups are Controllers who...

- are all members of the IAC
- have lots of experience as controller / consultants (> 5 years)
- are able and will spend a lot of time (> 8 days)
- can afford the travel expenses to foreign countries (flight, car, hotel)
- have no difficulties to communicate in english
- are willing to learn by doing new things
- are trustful and do what we have promised
- feel responsible for the results of our team

→ Not more than 16 members in the work group

→ Not more than 4 of a country

1. Who

We are coming from

1. Poland (4)
2. Croatia (3)
3. Slovenia (3)
4. Romania (1)
5. Russia (1)
6. Hungary (1)
7. Germany (4)



leaving after 2015 and 2016

IAC international work group



Agenda

1. Why
2. Who
3. Where
4. Learnings

3. Where

We are looking each year for one target-company

- who gives us tasks for half a year
- whose management speaks (mostly) english
- who has space for working, also in teams
- who pays for us the hotel and food / drinks
~ 10 k€

- who realises that we can bring no solutions,
but ideas, new views, valuable discussions

3. Where

2015: NOMAXtrading, a polish company for meat nets



in Piekary Śląskie, Poland



3. Where

2015: NOMAXtrading

meetings:

- Get-to-know: June 5th and 6th 2015 (in Piekary Śląskie) and
- Results: October 23rd and 24th 2015 (in Piekary Śląskie),

in between there have been team-meetings (Warsaw, Berlin) and many more meetings per Skype

3. Where

2015: NOMAXtrading, a polish company for meat nets

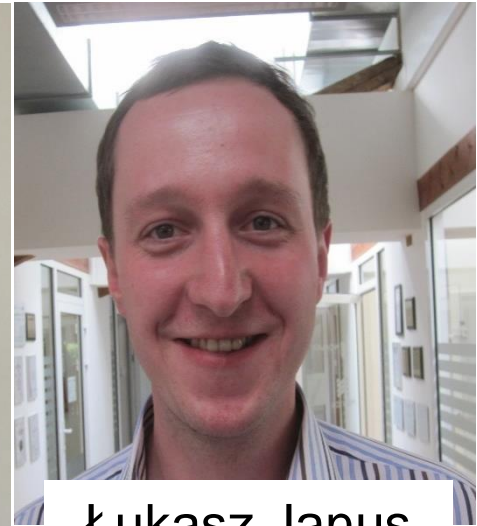
Topics:

1. How to enter German / European market of meat packagings?
2. How to establish production plant in Ukraine in regards to current geopolitical situation?
3. Sales controlling as motivation and assessment tool
4. Revision of management KPI's dashboard
5. What kind of recommendations to initiate the strategy-process?

6. Culture – an important factor (Team 1: Mariusz)
7. Project management (Team 1: Andreas)

3. Where

2015: NOMAXtrading, a polish company for meat nets



Łukasz Janus

“The team was able to quickly ascertain our strengths and weaknesses which we hadn’t seen or didn’t want to see. Through this joint cooperation the ICV team had a very positive input on our business.”

More: <https://www.icv-controlling.com/de/arbeitskreise/international-work-group/experience-2015.html>

3. Where

2016: LUG



in Zielona Góra, Poland



3. Where

2016: LUG Light Factory Sp. z o.o.

OUR BRANDS



High performance and unbeatable price

LUGBOX products are characterized by a perfect combination of high lighting performance, competitive prices, simple mounting and high stock availability.



Professional lighting solutions

LUG is a brand of professional luminaires, dedicated to specific application areas. LUG products are characterized by high technical parameters, energy efficiency and top-level design



Sophisticated lighting for people with refined taste.

FLASH DQ brand meets expectations of demanding and uncompromising creators of surroundings: Architects, Interior & Lighting Designers

3. Where

2016: LUG

meetings:

- Get-to-know: June 3rd and 4th 2016 (in Zielona Góra)
- Exchange: September 17th 2016 (in Berlin, changing the teams) and
- Results: October 28th and 29th 2016 (in Zielona Góra),

in between there have been three team-meetings (Warsaw, Zielona Góra, Berlin) and many more Skype-meetings



3. Where

2016: LUG

Topics:

Team 1:

Integration of customers needs in sales and production process, ways to reduce the portfolio, the number of products (if & how)

Team 2

Market design for LUG in 2020: questions to be discussed

Team 3:

One motivational system for all LUG-people +
Ideas and ways to improve reputation and internal communication

Team 4:

New organisation with better information / controlling

3. Where

2016: LUG Light Factory Sp. z o.o.



Ryszard Wtorkowski
Owner

More: <https://www.icv-controlling.com/de/arbeitskreise/international-work-group/experience-2016.html>

3. Where


More about our work with the target-companies in 2015 and 2016 with videos you can see on the IAC-Homepage

CONTROLLING-WISSEN **ARBEITSKREISE** VERANSTALTUNGEN SZENE Der Verein ▼

Experience 2015

The target company for 2015 has been NOMAXtrading, a polish company for meat nets – see more at <http://www.nomaxtrading.eu/> and at the really very well produced enclosed papers.

Here you can see a summary about our two meetings in Piekary Śląskie, Poland:



International work group

- > Portrait
- > Next Meetings
- > Members
- > International Knowledge
- > Experience actual year
- > Experience 2015
- > Past Meetings
- > Papers



IAC international work group

Agenda

1. Why
2. Who
3. Where
4. Learnings

4. Learnings

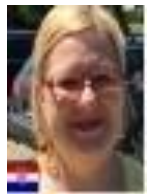
Statements of some members



Edyta: „I am really proud of being a member of such projects.”



Anna: „It always brings smile on my face when reminding the projects we went through...”



Jana: „ It is always a pleasure to work with our team“



Romina: „ If I have in mind that I do not have time for any activities beside my job, I am happy to be able to spend some time on our projects.

4. Learnings

- For the target companies many ideas, hints, new sights and most important: unusual questions
- Everybody has learned a lot about modern management and controlling - our company-partners as well as the IAC-members
- To learn that there are so many different cultures in Europe - and culture is very important for a successful business
- Working together is the best way to learn - and brings so much fun
- Work group papers have been published on our website:
 - tasks of a team-leader
 - using Skype
 - project management
- Our motto is right:
„come together, work together, learn together, develop together“

AK Navigation

- > Portrait
- > Next Meetings
- > Members
- > International Knowledge
- > Experience actual year
- > Experience 2015
- > Past Meetings
- > Papers

4. Learnings

Example to supplement the IAC-activities?

- Working on real company-issues is more interesting, brings more learnings, gives us an amazing group-feeling
- Work group Berlin-Brandenburg has made another succesful attempt in march 2016 with two start-ups:
 - Customer Alliance and
 - Setting.io→ report of Customer Alliances-CEO at Berlin CIB nov. 2016
- High investment of time for work group leader team



Thanks to all members of the international work group for having a great time and interesting work together!



IAC International Work Group

**We will go on in 2017
with a new target company in Slovenia !**

Dr. Herwig R. Friedag