

AGENDA PARTNER DAYS

DAY 1 - OCTOBER 1st

PLENARY SESSION

9h30 - 10h	Ice Breaker
10h-11h	Management speech + Q&A - <i>Adrian Zuffi and Guillaume Gerard</i>
11h-11h30	Competition overview & updates - <i>Danish Khan</i>
11h30-11h45	Break
11h45-12h15	The HILL Model - <i>Anja Emonds</i>
12h15-12h45	Partner case - iSapiens & Unicredit (Gold medal at Brandon Hall)
13h-14h30	Networking lunch

BREAK-OUT SESSIONS

	Room 1	Room 2	Room 3
14h30-15h	Marketing insights part1	How to link business needs to CK learning solutions	DOs and DONTs - sharing our collective experience on Project Roll-Out
15h-15h15	Break		
15h15-15h45	Marketing insights part2	Online Learning Behavior	Presales - Solution design
15h45-16h	Break		
16h-16h30		Objection Handling	Presales - Demo and presentation
17h15-18h00	Bus Transfer		
18h00-20h00	Social Activity Fragonard Perfume Museum		

DAY 2 - OCTOBER 2nd

PLENARY SESSION

9h30 - 10h **Product Roadmap** - *Honorine Plateel*

10h-11h
CrossKnowledge client cases

- **Henkel** - *Harmy Ghataore*
- **Zurich Insurance** - *Cedric Borzee*

11h-11h15 **Break**

11h15-12h15
CrossKnowledge client cases

- **Evonik** - *Nicolas Aubin*
- **Pandora** - *Christian Inglingstad*

12h20-12h45 **Awards Ceremony**

13h-14h30 **Networking lunch**

BREAK-OUT SESSIONS

	Room 1	Room 2	Room 3
14h30-15h	Case LQ	Case Eduriser	How to face competition (and win!)
15h-15h15	Break		
15h15-15h45	Case Uptitude	Case Iquad	How to face competition (and win!)
15h45-16h	Break		

16h-16h30 **CLOSING SESSION**

19h-20h00 **Access via Private Elevator**

20h-23h00 **Cocktail Eiffel Tower**