

	Mo 15.6.2015		Tu 16.6.2015		We 17.6.2015
	<b>Travel</b>	0845-1230	Value-based pricing – how controllers can support value capture  <b>Andreas Hinterhuber</b> Hinterhuber & Partners	0845-1300	Reporting and analyzing customer profitability  Peer coaching: Personal competence development  Wrap-up & next steps
12.00-13.00	<b>Lunch</b>	12.30-13.15	<b>Lunch</b>	13.00-14.00	<b>Lunch</b>
1300-1700	Introduction  Customer profitability: Case Kanthal  The changing role of the controller	1315-1630	Value-based pricing, cont.  <b>Andreas Hinterhuber</b> Hinterhuber & Partners		<b>Travel</b>
1700-1800	Personal time	1630-1800	Personal time		
18.00-19.30	Keynote: <b>Bjarte Bogsnes</b> , Vice President Performance Management Development, Statoil				
1930-	<b>Dinner</b>	1800-	<b>Dinner by the campfire</b> (if the weather allows)		