

| | Mo 25.2.2013 | | Tu 26.2.2013 | | We 27.2.2013 |
|-------------|---|-------------|--|-------------|--|
| 09.30-10.00 | Welcome coffee | 08.30-12.30 | Reflections and Questions Anders Tallberg & Participants | 08.30-12.00 | Reflections and Questions Anders Tallberg & Participants |
| 10.00-12.30 | Introduction to the program, module and participants The changing role of the controller I Anders Tallberg & Participants | | CRM and Sales Andreas Hinterhuber Hinterhuber & Partners | | Sales Process Case Supporting Sales – the Role of the Controller The Benchmarking Project and Process I Anders Tallberg & Participants |
| 12.30-13.30 | Lunch | 12.30-13.30 | Lunch | 12.00-13.00 | Lunch |
| 13.30-17.30 | CRM and Sales Andreas Hinterhuber Hinterhuber & Partners | 13.30-17.30 | CRM and Sales Andreas Hinterhuber Hinterhuber & Partners | 13.00-16.00 | The Benchmarking Project and Process II The changing role of the controller II Summing up and looking forward Anders Tallberg & Participants |
| 17.30-18.30 | Keynote | 17.30-18.30 | Break | 16.00 | <div style="border: 1px solid black; padding: 10px; background-color: #e6f2ff;"> <p>Coffe breaks when useful and convenient Keynote speakers will be added!</p> </div> |
| 18.30-19.30 | Break | | | | |
| 19.30 | Dinner | 18.30 | Dinner at Wanha Laamanni in Porvoo (Bus leaves at 18.30!) | | |