



GLOBAL NETWORK MANAGEMENT

WORKSHOP ON INTERNATIONAL PARTNER MANAGEMENT

Date: Wednesday August 16, 2006

Place: Scandic Grand Marina, Katajanokanlaituri 7, Helsinki

PROGRAM

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| 12.00 – 13.00 | MEETING OF THE PROJECT STEERING GROUP |
| 13.00 – 13.15 | COFFEE |
| 13.15 – 13.30 | INTRODUCTION TO THE WORKSHOP SESSION
<i>Researchers of the GNM research group</i> |
| 13.15 – 14.00 | ACADEMIC VIEW ON VALUE NETWORK MANAGEMENT
<i>Sanjit Sengupta, San Francisco State University, USA</i> |
| 14.00 – 14.30 | COFFEE |
| 14.30 – 15.15 | BUILDING A PARTNER PROGRAM FOR AN ICT COMPANY –
INTERNAL PROCESSES AND EXTERNAL COMMUNICATIONS
<i>Jani Jääskeläinen, Navicore Ltd.</i> |
| 15.15 – 16.00 | PARTNERING CHALLENGES; EVALUATION AND SELECTION
OF SOFTWARE VENDORS
<i>Kari Paju, Nokia Plc.</i> |