



Elevate Your Expertise with Our Exclusive Workshops

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Exceptional Workshops

Each workshop, presented by distinguished experts from leading companies, will be offered in both English and Thai.

Highlights:

- Explore a diverse selection of topics
- Benefit from the flexibility to choose and attend any workshop on any day.
- Limited 30 seats per session.

Note:

- *This opportunity is exclusively for ticket holders.*
- *Seats are allocated on a first-come, first-served basis.*

Time	September 16, 2024	September 17, 2024	September 18, 2024	September 19, 2024
10.30 - 12.00	<p>Sustainable Management Game: Profitable Sustainability How do you make profit through sustainability? Mr. Natee Ruksasiripong JMA Consultants (Thailand) Co., Ltd</p>	<p>Opening Ceremony @Main Conference</p>	<p>Design Thinking "Human and Planet-Centered Growth" Dr. Matteo Vignoli The Future Food Institute</p>	<p>Designing the Future in Creating ESG Mr. Kris Ruyaporn Ms. Supawadee Lomwong โรงเรียน รามคำแหง มหาวิทยาลัยแห่งความสุข</p>
13.30 - 15.00	<p>Smart Factory - Factory of the Future Mr. André Ziemke Mr. Thomas Stöckel SFN AG (Switzerland)</p>	<p>Building Pathways for Transformation Mr. Semi Hakim Kök Projekt (Turkey)</p>	<p>Exclusive Session "By Invitation Only"</p>	<p>Bite-Sized Business Model Idea Mr. Tanakorn Sahachairungrueng TMA</p>
15.15 - 16.30	<p>Strategy Development for Innovation-Driven Enterprises Mr. Choedpong Khannabha Mr. Lloyd Vatanakovarun Frontier Innovation Co., Ltd.</p>	<p>Growth Through M&A for SMEs Mr. Chavapas Ongmahutmongkol Quadriga Co., Ltd.</p>	<p>Empowering Sustainable Business: The Green Startup Toolkit Professor Dieter Trau AIT Entrepreneurship Center (AIT EC)</p>	

Sep-16 | 10.30 - 12.00 hrs.

Sustainable Management Game: **Profitable Sustainability**

How do you make Profit through Sustainability?

Many organizations face the challenge of effectively integrating ESG principles into their core strategies.

Dive into the world of ESG through the Sustainable Management Game and discover how to turn sustainability into a competitive advantage. **This interactive workshop lets you step into the shoes of a company executive, making strategic decisions that drive both profitability and adherence to SDGs.**

Experience ESG

Firsthand: Engage in an immersive gaming environment that makes learning about ESG principles both exciting and insightful

Strategize for

Success: Manage your virtual business to achieve financial growth while leading the way in sustainability

Align with the SDGs:

Develop actionable strategies that ensure your business aligns with global sustainability goals

Unlock Sustainable

Growth: Learn how to integrate sustainability into your business model to create long-term value and impact

Enhance Your Skills:

Improve your decision-making and strategic planning abilities in a hands-on, interactive setting



This workshop is perfect for:

- Decision makers from small and medium-sized enterprises (SMEs) seeking to leverage sustainability for growth
- Executives from large corporations interested in enhancing their ESG practices and collaborating with SMEs



Facilitated by
Mr. Natee Ruksasiripong
JMA Consultants (Thailand) Co., Ltd.

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Sep-16 | 13.30 – 15.00 hrs.

Smart Factory Factory of the Future

Facilitated by **Smart Factory Navigator**
SFN AG (Switzerland)



Mr. André Ziemke
COB & Board Member



Dr. Thomas Stöckel
CTO, Member of BOD,
Founder & Shareholder

Transform Your Operations with Smart Factory Innovations

In today's fast-paced industrial landscape, staying ahead means embracing the future of manufacturing. **Discover how Smart Factory concepts can revolutionize your operations by harnessing the power of digital processes and data-driven insights.**

- **Unlock the Smart Factory Framework:** Gain a comprehensive understanding of the key components and transformative benefits of a Smart Factory.
- **Build a Strong Digital Foundation:** Learn why a robust digital data foundation is the cornerstone of any successful Smart Factory transformation.
- **Explore High-Impact Use Cases:** Identify the most effective use cases to kickstart your Smart Factory journey and see immediate results.
- **Engage in Interactive Q&A:** Participate in a dynamic discussion where you can address your specific challenges and get expert advice.

This workshop is perfect for:



- Business leaders and decision-makers eager to modernize their operations and stay competitive.
- Professionals keen on integrating cutting-edge technologies into their business strategies.
- Companies of all sizes looking to drive growth and innovation by adopting Smart Factory principles.

Sep-16 | 15.15 – 16.30 hrs.

Strategy Development for Innovation-Driven Enterprises

Unlocking Strategies That Drive Innovation



Facilitated by **Frontier Innovation Co., Ltd.**

- Mr. Cherdpong Khannabha
- Mr. Lloyd Vatanakovarun

Interactive Sessions !!

- **Beyond Quick Wins:** Develop initiatives that focus on long-term value rather than just immediate results.
- **Out-of-the-Box Thinking:** Generate bold ideas that challenge the status quo and propel innovation forward.
- **Strategic Selection:** Create strategies for choosing key initiatives that combine executive vision with valuable frontline insights.

This workshop is ideal for:



- Business leaders and executives determined to infuse their organizations with innovation-driven strategies.
- Professionals involved in strategic planning who are eager to incorporate cutting-edge thinking into their practices.
- Companies of all sizes aiming to adapt and excel in an ever-evolving innovation landscape.

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Sep-16 | 15.15 – 16.30 hrs.

Strategy Development for Innovation-Driven Enterprises *(Cont'd)*

Unlocking Strategies That Drive Innovation

Traditional strategies often fall short in innovation-driven environments, hindering creativity and stifling growth. It's time to redefine how you approach strategy to truly foster innovation within your organization.

- This workshop dives into the nuances of developing and refining strategies tailored for innovation. Discover the pivotal differences between conventional and innovation-centric strategies and learn to navigate the pitfalls that impede progress.
- Uncover the Essentials of Strategy: Delve into the fundamentals of strategy and understand its critical role in innovation-focused settings.
- Spot and Avoid Common Pitfalls: Identify the flaws in traditional strategic approaches that can stifle innovation and learn how to sidestep these issues.
- Foster Innovation with Strategic Processes: Explore processes that not only support but drive innovation and sustainable growth.
- Integrate Design Thinking: Master the integration of Design Thinking into your strategy development for more inventive and effective results.

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- **Mr. Cherdpong Khannabha**
- **Mr. Lloyd Vatanakovarun**

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Sep-17 | 13.30 - 15.00 hrs.

Building Pathways for Transformation

How can your business successfully navigate the complexities of transformation?

Facilitated by
Mr. Semi Hakim
Kök Projekt, Turkey

The truth is, navigating transformation in a rapidly changing market is no easy feat. Each company possesses unique potential and capabilities, making it vital to focus on specific aspects of transformation to ensure continuous growth and success.

This workshop dives deep into the essential elements of business

transformation. Participants will engage in hands-on activities, developing tailored pathways to overcome challenges and crafting innovative solutions that can be seamlessly integrated into their operations.

Uncover Transformation Essentials: Explore the fundamental aspects of successful business transformation and how to leverage them effectively.

Develop Tailored Pathways: Work on hands-on activities to create strategies that address your unique challenges and opportunities.

Craft Innovative Solutions: Learn to design and implement solutions that drive continuous development and adaptability.



This workshop is ideal for:



- Business leaders and executives seeking to drive transformation within their organizations.
- Professionals involved in strategic planning who want to enhance their approach to business transformation.
- Companies of all sizes looking to foster continuous development and adaptability in an ever-evolving market.

Sep-17 | 15.15 – 16.30 hrs.

Growth through M&A for SMEs

Experience Hands-On Learning with *Real-World Roleplay in Strategic M&A*

In today's ever-changing economic landscape, SMEs face the ongoing challenge of remaining competitive and achieving sustainable growth. Mergers and acquisitions (M&A) have become essential strategies, enabling SMEs to consolidate their market positions, innovate, diversify, and fast-track their path to an IPO.

This workshop offers a deep dive into the M&A process, tailored specifically for SMEs. Participants will explore the strategic benefits of M&A, from strengthening competitive positions and accessing new technologies to diversifying activities and reducing risks. Given that over 60% of M&A transactions fail, mastering the complexities of due diligence, valuation, and negotiation is crucial for success.

Key Learning Points:

- **Strengthen Competitive Positions:** Discover how strategic mergers or acquisitions can expand your market share, customer base, and value proposition.
- **Access Cutting-Edge Technologies:** Leverage M&A to enhance innovation capabilities and unlock new revenue streams.
- **Diversify for Stability:** Reduce reliance on a single market or product line by exploring diversification opportunities through M&A.
- **Maximize Synergies:** Learn to achieve economies of scale, boost operational efficiency, and increase profitability through well-executed M&A strategies..



Facilitated by
**Mr. Chavapas
Ongmahutmongkol**
Quadriga Co., Ltd.

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Sep-17 | 15.15 – 16.30 hrs.

Growth through M&A for SMEs

Experience Hands-On Learning with *Real-World Roleplay in Strategic M&A*

Workshop Highlights:

Comprehensive M&A

Process: An in-depth exploration of the key stages, from initial planning to seamless integration.

Types of Due Diligence:

Understand financial, legal, and operational analyses to identify potential risks.

Valuation

Techniques: Master various approaches to accurately assess deal values.

Key Transaction

Documents: Gain insights into critical components of Share Purchase Agreements (SPA) and Shareholders' Agreements (SHA).

Interactive

Simulations: Engage in practical exercises that involve evaluating deals, brainstorming synergies, and negotiating terms.

Facilitated by
Mr. Chavapas
Ongmahutmongkol
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Sep-17 | 15.15 – 16.30 hrs.

Growth through M&A for SMEs

*Experience Hands-On Learning with **Real-World Roleplay in Strategic M&A***

To ensure a productive experience, participants must be well-prepared, sharing high-level business information necessary for the M&A process by a specified deadline. Pre-workshop materials must be thoroughly reviewed in advance, as passive participation is not allowed.

We will screen participants to ensure readiness, guaranteeing a valuable and dynamic learning environment for all.

Case / Pre-read Materials: Participants must complete a mandatory form providing a high-level overview of their company and key financial figures



Who Should Attend:

- Founders, owners, and shareholders of SMEs with 100+ million Baht in revenue.
- Business leaders seeking growth through M&A with a target of IPO within 5 years.
- Corporate decision-makers new to M&A, looking to enhance performance through strategic acquisitions.

Key Takeaways:

Participants will gain a solid understanding of the M&A process, due diligence, valuation methods, and key transaction documents, equipping them to lead successful and profitable M&A initiatives.

Facilitated by
Mr. Chavapas
Ongmahutmongkol
Quadriga Co., Ltd.

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Sep-18 | 10.30 - 12.00 hrs.

Design Thinking: Human and Planet-Centered Growth

Discover how to design solutions that prioritize both *human well-being and environmental sustainability*.



Learn about the key principles of Design Thinking and how to apply them to your own projects and initiatives.

Key topics:

Human-centered design for inclusive and equitable solutions

Systems thinking for understanding complex challenges

Prosperity Thinking to regenerate our planet

Facilitated by
Dr. Matteo Vignoli
Associate Professor
Department of Management
University of Bologna and The Future Food Institute, Italy

Key benefits:

- Human-Centered Design: Understand how to understand human needs and planetary boundaries in problem-solving and solution design.
- Systems Thinking: Learn to analyze complex challenges and identify interconnected factors.
- Prosperity Thinking: Discover how to create solutions that not only meet current needs but also contribute to a more sustainable and resilient future.
- Practical Application: Gain hands-on experience in applying Design Thinking principles to real-world challenges.
- Collaboration and Innovation: Learn to work effectively in teams and foster a culture of innovation.
- Positive Impact: Understand the potential for Design Thinking and Prosperity Thinking to drive positive change and contribute to a more sustainable and equitable world

Sep-18 | 15.15 – 16.30 hrs.

Empowering Sustainable Business: **The Green Startup Toolkit**

This workshop offers a unique chance to drive sustainability and secure long-term success.

Sustainability is vital for modern business success. Join Prof. Dieter Trau, Founding Director of the AIT Entrepreneurship Center, for a workshop designed for managers, SME owners, and investors eager to integrate green practices into their operations.

Gain practical insights and tools to:

Build a Green Startup:

Learn how to launch or transform a business with sustainable practices, blending profitability with environmental care

Align Team Goals with a Business Canvas:

Master the business model canvas to unify your team's objectives and integrate green practices for purposeful growth

Create an MVP for Green Products:

Discover how to develop a Minimum Viable Product for eco-friendly products, focusing on efficiency and minimal waste

Use the Green Startup Meter:

Implement this tool to cultivate a culture of sustainability, reducing costs and fostering an eco-conscious workplace



Facilitated by
Professor Dieter Trau
AIT Entrepreneurship Center (AIT EC)



Who Should Attend:

- Business leaders and professionals committed to sustainable innovation.
- SMEs and investors ready to embrace green business strategies.

Sep-19 | 10.30 - 12.00 hrs.

Designing the Future In Creating ESG

*Lead the Charge in Building
a Sustainable Future with ESG Principles*



Facilitated by Rai Jai Yim

- **Mr. Kris Ruyaporn**
- **Ms. Supawadee Lomwong**

As the global focus shifts towards sustainability, businesses need visionary leaders who can seamlessly integrate Environmental, Social, and Governance (ESG) principles into their core strategies. This workshop equips you to cultivate a mindset that not only advances your career and organization but also contributes positively to our world.

Build Better Me, Better We, Better World: Develop an Eco Mindset that drives transformative change for individuals, teams, and the planet.

Co-Create ESG Leadership: Forge a high-trust, high-performance leadership team dedicated to achieving net-zero goals.

Enhance Social ESG Well-Being: Collaborate to translate ESG knowledge into actionable strategies that boost social well-being.

Cultivate Inner Leadership: Strengthen your inner leadership abilities to spearhead impactful ESG-driven innovations.

This workshop is perfect for:



- Business leaders and professionals eager to champion ESG initiatives.
- Teams looking to co-create sustainable strategies with high-impact results.
- Organizations seeking to nurture leaders who innovate with a strong eco-conscious mindset.

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Sep-19 | 15.00 – 16.30 hrs.

Bite-sized: Business Model Ideas

Unlock powerful strategies in just one session

Introducing our **Bite-Sized Business Consulting**—a unique approach that delivers concise, laser-focused sessions packed with insights and solutions. Tailored for executives who demand swift, impactful strategies to boost operational efficiency and drive market expansion.

The Power of Strategy: Discover why a well-crafted strategy is the cornerstone of sustained business success.

Strategic Essentials: Dive into the critical factors you must consider before developing a strategic plan.

Blueprint for Success: Master the step-by-step process of creating a strategic plan that resonates with your business objectives.

Case Studies: Learn from the strategic triumphs of top Thai companies and explore proven business expansion strategies.

Interactive Mini-Workshop: Engage in a dynamic, hands-on session where you'll apply strategic concepts and present your ideas, receiving real-time feedback to sharpen your approach.



Facilitated by TMA
Mr. Tanakorn
Sahachairungrueng

This workshop is perfect for:

- Executives, decision-makers, and corporate strategists needing rapid, effective strategies for growth and innovation.
- SME owners and teams looking to align HR and Marketing with broader business strategies and expand confidently.
- Companies seeking high-impact consulting to streamline operations and enter new markets.

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