

Delivering and Capturing **VALUE** in a Shifting Market

GLOBALIZATION AND THE EXCHANGE OF VALUE

GLOBAL CONSULTING LEADERS SYMPOSIUM

61st AMCF Annual Meeting | December 5-7, 2007 | Waldorf=Astoria Hotel, New York

Delivering and Capturing VALUE in a Shifting Market

GLOBALIZATION AND THE EXCHANGE OF VALUE

SYMPOSIUM VALUE PROPOSITION:

Meet with the broadest cross section of the advisor universe, world-renowned leaders of large and smaller firms, and help shape a profitable future...

- ✓ Join in a unique once-a-year opportunity combining genuine insight with relationship-building and conversation.
- ✓ Interact with world-renowned consultants and thought leaders presenting their views.
- ✓ Deepen your understanding of the consulting industry in transition.

MEETING LOCATION:

Waldorf=Astoria Hotel
301 Park Avenue, New York, NY
(between 49th and 50th Streets)

WEDNESDAY
5 DECEMBER 2007

18.00-20.00

Opening Reception, Conrad Suite

THURSDAY
6 DECEMBER 2007

07.30 - 08.30

Networking Breakfast Buffet

Jade Salon

08.30 - 08.45

Welcome

AMCF Introduction

Overview of Symposium

George Pohle, Symposium

Chairman/VP and Global Leader

Business Strategy Practice Global
Leader, Institute for Business Value

IBM Global Business Services

Setting the Stage:

Is this really a different world?

Management consulting is an industry
in transition: Who are the new advisors,
new customers? What are the new
services and new sources of talent?

What are the new or evolving drivers:
globalization, commoditization of
routine knowledge, emergence of new
issues on which to advise, and a wider
range of "tools" for business success?

08.45 - 09.30

Shifting Opportunities in Consulting

Globalization and a shift in value,
pricing, new work force and emerging
value models

C.K. Prahalad, Professor of Corporate
Strategy, University of Michigan, Ross
School of Business

09.30 - 10.30

Significant Global Trends and
Implications for Consulting

Chris Meyer, CEO, Monitor Group

10.30 - 11.00

Networking Break, Jade Salon

11.00 - 12.00

Emerging Trends and Implications
for Consulting Firms

Forum of firm leaders:

Mark Mactas, Chairman & CEO

Towers Perrin

William Pace, CEO, Kurt Salmon Associates

Dennis Shaughnessy, Executive Chairman

FTI Consulting

12.00 - 13.00

Lunch, Peacock Alley Restaurant

13.00 - 13.45

Emerging Markets

Globalization and a Shift in Value

Margaret Cannella, Head of US

Corporate Research, JP Morgan Chase

COMMODITIZATION | EVOLVING DRIVERS |
BUILDING | BRAND | GLOBALIZATION | COM
EXPONENTIAL TRANSITION | RELATIONSHIP BUI
| SERVICE OFFERINGS | INNOVATION | EXPC
SUCCESS | VALUE | KNOWLEDGE | STRATEGY | TECHNOLOG

13.45 - 14.45

Global vs. Local Strategies to Drive Value

Bruce Greenwald, Author & Professor
Columbia University
Graduate School of Business

14.45 - 15.15

Networking Break, *Jade Salon*

15.15 - 16.00

Capitalizing on Global Opportunities

BRIC Panel Discussion

Latin America

Alfonso Campalans, EVP & COO
Grupo Ciencia, LLC

China

Nigel Knight, Global Business Services
Managing Partner, Greater China, IBM

16.00 - 17.00

Building Differentiation and Brand

Bruce Nelson, Vice Chairman
Omnicom

Michael Stewart, Global Director of
External Communications

McKinsey & Company

Meeting Adjournment

19.00-21.00

Gala Awards Banquet,
Louis XVI Suite- West Foyer

Carl S. Sloane Award for Excellence
Honoree:

C.K. Prahalad, Professor of Corporate
Strategy, University of Michigan

Ross School of Business

Richard Metzler Scholarship Winners

FRIDAY

7 DECEMBER 2007

07.30 - 08.30

Networking Breakfast Buffet, *Jade Salon*

08.30 - 09.15

Pricing to Value

Thomas Friedman, Principal, Deloitte.

09.15 - 9.45

Emerging Services Opportunities

Brad Smith, VP, Kennedy Information

9.45 - 10.15

Networking Break, *Jade Salon*

10.15 - 11.15

Defining, Delivering and
Capturing Client Value Panel

Ray Manganelli, Vice President, Senior
Managing Director Strategy Practice

Tunnell Consulting

Dean Facatselis, Founder and Director

Chef's Warehouse

Christopher Perry, Executive Vice
President, American Sales, Marketing
and Services, Thomson Financial

11.15 - 12.15

Adding Value to Society

Panel Discussion

Moderator: Matthew Bishop, Chief
Writer/American Business Editor

The Economist

Georg Kell, Executive Head of the
Global Compact Office
UN Global Compact

David Yarnold, Executive Vice President
Environmental Defense Fund

Chris Pinney, Director of Executive
Education, The Center for Corporate
Citizenship at Boston College, Wallace
E. Carroll School of Management
Pierre Hessler, Board Member
Capgemini

12.15 - 13.00

The Challenges for 2008-2012

George Stalk, Senior Vice President
Boston Consulting Group

13.00 - 14.00

Lunch, *Conrad Suite*

Conclusion and Closing Remarks

George Pohle, IBM



I KNOWLEDGE | STRATEGY | TECHNOLOGY
EVOLVING DRIVERS | SUCCESS | VALUE | K
GLOBALIZATION | COMMODITIZATION | EVC
RELATIONSHIP-BUILDING | BRAND |
SERVICE OFFERINGS | INNOVATION | EXPONENTIAL TRANS

HOW TO REACH AMCF

Association of Management Consulting Firms

380 Lexington Avenue, Suite 1700
New York, NY 10168 USA

T. 212.551.7887

F. 212.551.7934

Email: info@amcf.org

REGISTRATION FEE

The registration fee depends on your firm's membership status in AMCF. Note: Registrants who work for organizations or institutions related to organizations which would qualify for AMCF membership are requested to register at the conference non-member rate. All fees are to be paid in US dollars by check or credit card. For other payment formats, please contact AMCF for directions.

*Additional person discount

Firms are encouraged to send teams to maximize exposure to the wide range of program offerings. The first registrant pays the fee in force at that date. Additional member and non-member firm representatives receive a discount. (See registration form.)

CANCELLATION POLICY

Cancellations received prior to Tuesday, October 23, 2007, will be refunded in full. Cancellations received between Tuesday, October 23, 2007, and Thursday, November 1, 2007 will be refunded less a \$500 administrative charge. Your registration may be transferred to another member of your organization at anytime before Thursday, November 29, 2007. No refunds will be made after Thursday, November 1, 2007.

HOTEL INFORMATION

AMCF has rooms blocked out for our Annual Meeting at the Waldorf=Astoria Hotel at the discounted high-season rate of \$599 per night. The hotel is located at 301 Park Avenue (*between 49th and 50th*). We strongly suggest that you make a room reservation soon because New York hotels frequently sell out during the holiday season. Call 1.877.GROUP-WA (1.877.476.8792) and reserve rooms under AMCF group rate no later than November 14, 2007. Our contact at the Waldorf is:

Amanda Marsh

T. 212.872.1279

Amanda_Marsh@Hilton.com

LOCATION OF MEETING

The Waldorf=Astoria
301 Park Avenue
(*between 49th and 50th Streets*)
New York, NY 10022
T. 212.872.1279
Amanda_Marsh@Hilton.com

THINGS TO DO AND PLACES TO SEE

For a list of links to places to see and things to do while you are in New York, please see:

http://www.amcf.org/2007/am/nyc_links.htm

AMCF GLOBAL CONSULTING LEADERS SYMPOSIUM SPONSORS TO DATE:

ORACLE

KENNEDY INFORMATION



INNOVATION | EXPONENTIAL TRANSITION
RATEGY | TECHNOLOGY | SERVICE OFFERING
SUCCESS | VALUE | KNOWLEDGE | STRATEGY
COMMODITIZATION | EVOLVING DRIVERS
RELATIONSHIP BUILDING | BRAND | GLOBALIZATION



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61st Annual Meeting
December 5-7, 2007
The Waldorf=Astoria, New York

REGISTRATION INFORMATION

Before September 15, 2007

Members	\$1800	_____
Additional Person		
Member Firm Discount*	\$1700 x	____
Non-Member	\$2300	_____
Companion	\$900	_____

After September 15, 2007

Member	\$1900	_____
Additional Person		
Member Firm Discount*	\$1800 x	____
Non-Member	\$2450	_____
Additional Person		
Non-Member Firm Discount	\$2300 x	____
Companion	\$900	_____

After October 31, 2007

Member	\$2000	_____
Additional Person		
Member Firm Discount*	\$1900 x	____
Non-Member	\$2600	_____
Additional Person		
Non-Member Firm Discount	\$2450 x	____
Companion	\$900	_____

TOTAL (payable in US Dollars) \$ _____

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GUEST(S) NICK NAME(S)	

Note special needs:

Payment Method: Check enclosed
 AMEX Diner's Club MasterCard Visa

Please Print Clearly:

CARD NUMBER	EXPIRATION DATE
SIGNATURE REQUIRED FOR PROCESSING	
NAME AS IT APPEARS ON CARD	

Completed form may be faxed to: 1.212.551.7934
or mail to: AMCF, 380 Lexington Avenue, Suite 1700,
New York, NY 10168 USA



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AMCF



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Chief Executive Officer, Capgemini

Symposium

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