

Frankfurt School of Finance & Management

Management Study Programme

Executive European Week

21st to 27th September 2008 in Dublin

In cooperation with the Institute of Bankers in Ireland

<i>Date / Time</i>	<i>Item of the Agenda</i>	<i>Speaker</i>
Sunday 21st September		
<i>Various times:</i>	Arrival and hotel check in	
<i>16:00pm – 18:30pm</i>	Optional: Historical Walking Tour in Dublin, including: Bank of Ireland, Old Parliament House, Trinity College, and many more. Starting Point: Trinity College front gate, College Green (just south of the river from O'Connell Street, opposite the Bank of Ireland)	Coordinator: Alexander Westenbaum, Frankfurt School
<i>19:00pm – 21:00pm</i>	Welcome dinner – Coopers Restaurant, 62 Lower Leeson Street	Ingolf Jungmann, Frankfurt School

Monday 22nd September		
<i>9:00am – 9:20am</i>	Introduction and Programme Overview	Dr Paul Ryan, Institute of Bankers
<i>9:20am – 10:00am</i>	Opening Speech: “The Importance of Globalization for Banking & Finance”	Ingolf Jungmann, Frankfurt School
<i>10:00am – 10:30am</i>	Coffee Break	
<i>10:30am – 11:15am</i>	International Human Resource Management and Leadership Management – Required Skills in International Banking & Finance	Jasmina Behan, FAS
<i>11:15am – 12:00pm</i>	International Marketing and Distribution – How to sell Banking Products abroad	Tony Golden, Citi
<i>12:00pm – 13:30pm</i>	Lunch	
<i>13:30pm – 14:15pm</i>	Overview of the Irish Banking System	Dr Diarmuid Bradley, Institute of Bankers
<i>14:15pm – 15:00pm</i>	Outlook for the Irish Economy	Pat McArdle, Ulster Bank
<i>15:00pm – 15:15pm</i>	Coffee Break	
<i>15:15pm – 16:00pm</i>	Irish Capital Markets and Trends in International Capital Markets	Tom Healy, Irish Stock Exchange
<i>16:00pm – 17:00pm</i>	Dublin’s International Financial Services Centre: Historical Overview and Future Trajectory	Dr Paul Ryan, Institute of Bankers
<i>Evening</i>	Get together (Pub visit)	Coordinator: Alexander

		Westenbaum, Frankfurt School
Tuesday 23rd September		
9:00am – 09:30am	IT in Financial Services	Damien Buerton, R& D Co-ordinator in Sophis
9:30am – 10:00am	Structured Property Lending	Colm O'Rourke, Head of Structured Property Lending, Investec
10:00am – 10:30am	Private Equity	Max Doyle, Partner in Claret Capital
10:30am – 11:00am	Coffee Break	
11:00am- 11:45pm	Excursion to the National Treasury Management Agency Management of the National Pension Fund	Dr Ronan O'Connor, National Treasury Management Agency
11:45pm – 12:30pm	Public Private Partnership (PPP) Process	Dr Jim Golden, National Treasury Management Agency
12:30pm – 14:00pm	Lunch	
14:00pm – 14:45pm	Venture Capital and Private Equity: Overview of Irish Venture Capital Market	Joe Concannon, Irish Venture Capital Association
14:45pm – 15:30pm	What a Venture Capitalist Looks for: A Casestudy	Dan Maher, ACT Venture Capital
15:30pm – 15:45pm	Coffee Break	

15:45pm – 16:45pm	Writing the Business Plan and Obtaining VC Funding: A Casestudy	Dr Philip de Chazal, BiancaMed
Evening	Free Time	
Wednesday 24th September		
9:00am – 9:45am	How Do We Explain Recent Successes and Failures in Banking?	Professor Philip Bourke, UCD
9:45am – 10:30am	A Framework for Bank Strategy	Professor Philip Bourke, UCD
10:30am – 11:00am	Coffee Break	
11:00am- 12:00am	A Re-evaluation of Recent Successes and Failures	Professor Philip Bourke, UCD
12:00am – 13:30	Lunch	
13:30pm – 14:00pm	Private Banking and Wealth Management in Ireland	Kevin Quinn, Bank of Ireland Private Banking
14:00pm – 14:45pm	Retail Banking in Ireland	Eimer O' Rourke, Irish Banking Federation
14:45pm – 15:15pm	Commercial Banking in Ireland	Cathal Muckian, Bank of Ireland
15:15pm – 15:45pm	Coffee Break and Travel to University College Dublin (UCD)	
15:45pm – 17:30pm	Excursion I: Visit UCD – academic round table	tbd
Evening	Free Time	

Thursday 25th September		
9:00am – 9:45pm	Property Outlook	Tom Dunne, Dublin Institute of Technology and Private Residential Tenancies Board
9:45pm – 10:30pm	Overview and Challenges facing the Irish Funds Industry	Cathal O’ Daly, Citi
10:30am – 11:00am	Coffee Break	
11:00am – 11:30am	Fostering Innovation in Financial Services	Dr Finbarr Bradley, Consultant
11:30am – 12:15am	Hedge Fonds – Design and Distibution	Ian Headon, Northern Trust
12:15pm – 14:15pm	Lunch and Travel to International Financial Services Centre	Coordinator: Alexander Westenbaum, Frankfurt School
14:15pm – 17:00pm	Excursion II: Visit to International Financial Services Centre. Including “Development of Dublin Docklands (speech, approx. 1 h) plus “Business Opportunities for a Foreign Bank in Ireland” (walking tour and discussion)	Carmel Smith, Marketing & Leisure Executive, Dublin Docklands Development Authority, Werner Schwanberg, Managing Director, WGZ BANK Ireland plc
Evening	Cultural Programme (Comedy Club: “laughterlounge”)	Coordinator: Alexander Westenbaum, Frankfurt School
Friday 26th		

September		
9:30am – 10:30am	European Regulatory Framework: A Casestudy of MiFID	Joe Beashel, Matheson, Ormsby, Prentice
10:30am – 11:00am	Coffee	
11:00am-12:00pm	Equity Research and Outlook for Equity Markets	John Sheehan, NCB Stockbrokers
12:00am – 13:00pm	Regulation of the Financial System	Dr Liam O'Reilly, former CEO of the Financial Regulator
<i>Afternoon</i>	Free time in Dublin (Visit to Guinness Hop Store)	Coordinator: Alexander Westenbaum, Frankfurt School
18:00pm – 20:30pm	Farewell-Dinner & Speeches	Institute of Bankers/ Frankfurt School
Saturday 27st September		
<i>Various times:</i>	Hotel check out and departure	

Agreed presenters and speakers so far are:

- **Joe Beashel**, Partner, Matheson, Ormsby Prentice, Solicitors
- **Jasmina Behan**, Assistant Manager of the Skills and labour Market Research Unit, FAS
- **Dr. Diarmuid Bradley**, Dean, School of Professional Finance, Institute of Bankers in Ireland
- **Damien Buerton**, R& D Co-ordinator in Sophis
- **Dr. Jim Golden**, National Treasury Management Agency
- **Tony Golden**, Head of Citi Corporate Bank and Chairman of the Federation of International Banks in Ireland
- **Professor Philip Bourke**, Professor of Banking and Finance, University College Dublin
- **Dr. Finbarr Bradley**, Consultant
- **Dr. Philip de Chazal**, Co-founder BiancaMed
- **Joe Concannon**, Chairman of Irish Venture Capital Association
- **Max Doyle**, Parter in Claret Capital
- **Tom Dunne**, Head of School of Real Estate, Dublin Institute of Technology, and Chairman of Private Residential Tenancies Board
- **Ian Headon**, Vice President Product Management, Northern Trust
- **Tom Healy**, Director of Trading, Irish Stock Exchange
- **Ingolf Jungmann**, Vice President, Frankfurt School of Finance & Management
- **Dan Maher**, Head of Technology Strategy, ACT Venture Capital
- **Pat McArdle**, Chief Economist, Ulster Bank
- **Cathal Muckian**, Director, Business Banking, Bank of Ireland
- **Dr. Ronan O' Connor**, National Treasury Management Agency
- **Cathal O Daly**, Head of Financial Institutions, Citibank Europe
- **Dr Liam O'Reilly**, Former CEO, Irish Financial Regulator
- **Eimer O'Rourke**, Head of Retail Banking, Irish Banking Federation
- **Colm O'Rourke**, Head of Structured Property Lending, Investec
- **Kevin Quinn**, Director, Bank of Ireland Private Banking
- **Dr. Paul Ryan**, Director of Education, Institute of Bankers in Ireland
- **Werner Schwanberg**, Managing Director, WGZ BANK Ireland plc
- **John Sheehan**, Head of Equity Research, NCB Stockbrokers
- **Carmel Smith**, Marketing & Leisure Executive, Dublin Docklands Development Authority