

# PwC

**Topic: Storytelling – the art of structuring presentations in management consulting**

**Led by:**

Stanisław Karcz – Senior Consultant at PwC Strategy team, MPhil in Economics (Fitzwilliam College, Cambridge)

Gaweł Adamek – Senior Consultant at PwC Strategy Team, MPhil in Economics (King's College, Cambridge).

**Language:** Polish

**Description:**

We invite you to a workshop on one of the core consulting skill – structuring presentations that convey the right message in the most effective way.

We will tell you how to:

- structure your presentation right depending on the target audience
- support your conclusions with convincing analysis
- avoid weak spots in your presentation

You will have an opportunity to practice structuring powerful presentations and learn insights from our project work. Find out more about logical chains and groups, CECE, storyboards, pyramids and steel mill restructuring.

We will show the difference between academic and business presentations based on our experience. We did both, we can tell the difference.

# Visa Europe

**Topic: The future of payments**

**Led by:**

David Brendl

Sebastian Geldner

**Language:** English

**Description:**

The world of payments is facing incredible change and significant disruption. The traditional ecosystem is being challenged by new business models, new technologies, new players external to the financial services industry and new regulation.

Visa Europe will present what is happening in the area of payments and innovation. During the workshop, participants will have an opportunity to create and share their vision for the future of payments.

# Bain & Company

**Led by:**

Kazimierz Stańczak, Partner, University of Rochester/PhD

Marcin Szczuka, Case Team Leader, Wharton/MBA

Jakub Szewczyk, Associate Consultant, Cambridge University

Julia Jaskólska, Associate Consultant, MIT and Cambridge University

**Language:** Polish/English

**Description:**

At Bain, we help the world's top leaders solve their toughest challenges. Our work fuels the growth of many industries and positively impacts countless lives. We do not beat about the bush, we are perpetually result-oriented. Want to take a glimpse into how we build our success story? Join our problem solving session! During our workshop you will be exposed to an assignment that will present a new chance to develop creative solutions to real-world problems—and to gain invaluable, versatile skills. When you accomplish it, you'll understand what it feels to be a Bainie and to make the difference – for our clients, our futures and our world.

We have got what you're looking for: challenging tasks, generous scope for self-realization and masses of fun. Looking forward to meeting you there! Bain workshop will be run by a team of high achievers with outstanding qualities, all part of Bain Warsaw/CEE office. All of these professionals are passionate about sharing their best knowledge and international experience in various industry sectors with you.

# Adamed Group

**Topic:** Modern communication channels in medicine

**Led by:**

Mariusz Borkowski

**Language:** Polish

**Description:**

Workshop is focused on presentation of innovations resulting from the use of combination of mobile devices and highly specialized software in the wireless patient-doctor communication via video stream. This proprietary solution allows the doctor to monitor the patient's condition and provide advice without personal contact, but also to modify remotely on-line therapy, the drug compliance and mobile education.

During the workshop we will present cases of using the above mentioned technologies in psychiatry, as well as results of clinical study on the effectiveness of telemedicine in the treatment of paranoid schizophrenia, including the assessment of drug compliance.

# T-Mobile

**Topic:** Notes on Lean Startup – Inspiration & Introduction to Customer Development

**Led by:**

Filip Dębowski

**Language:** Polish

**Description:**

Inspirational workshop for future entrepreneurs in IT industry. Get knowledge about trends, startups, lean startup methodology, customer development and value proposition design. Unleash your creativity and find out how to invent an efficient, scalable, client-oriented business.

# Fundacja im. Lesława A. Pagi

**Topic:** Building innovative business models

**Led by:**

Michał Przybylski

**Language:** Polish

**Description:**

During the workshop participants will be split into groups and will work on building an innovative business model. Each group will get a dedicated real life case study based on the results of scientists R&D projects from different fields like for example Biotechnology or IT. Thanks to this workshop, participants should know what obstacles scientists face while trying to commercialize the results of R&D activities.