

## Let's GloCal Event: Initial Aftermath

Compiled by Event Host Constantinou Stavropoulos CMC®, IMC USA Lead Trustee



The “Let’s GloCal” Feb.5<sup>th</sup> worldwide virtual event Initial Aftermath Report is as follows:

- 30 key learnings from 10 distinguished panelists;
- 7 possible pre-matches for 3 project needs identified during the event;
- 5 suggestions offered during event for project need fulfillment;
- 9 project needs underway for possible future pre-matching and matchmaking; and
- 10 written testimonials received to date and counting.

IMC USA Southern California Chapter hosted a worldwide virtual event on Feb. 5<sup>th</sup>, 2016. A unique blend of 5 International and 5 American Panelists shared their experience and expertise, regarding key success factors, benefits and gains, as well as pitfalls and risks entailed in international consulting assignments. A dozen unfulfilled project needs were pre-identified for pre-matching with available service offerings. Panelists and participants briefly exercised in pre-matching unfulfilled project needs with service offerings around the globe.

Read below for written testimonials received to date, key learnings from panelists, pre-matches underway, and potential pre-matches for future fulfillment.

Written Testimonials (received after event in chronological order)

1. Oliver Matar (CMC Global Vice Chair)

I would like to congratulate you and thank you for the fantastic work that you have accomplished today along with all those who were involved in the organization and those who supported the event. You have shown a tremendous amount of leadership, dedication, resolve and professionalism. Your pioneering event is a model to be emulated by all IMCs as it creates real added value for existing and potential members. These kind of initiatives are the real drivers for growth and value creation! Thank you again

2. Francesco D'Aprile (CMC Global Past Chair)

I fully agree with Oliver. Thanks a lot for inviting me in this great experience and mostly I want to congratulate both of you for your amazing work in designing, managing and taking the risk in introducing something of new for all of us and for our profession. It is not so easy.... Thank you so much

3. John Lowe (IERG Southern California Past Chair)

Congratulations! I fully endorse the compliment and comments from Oliver and Francesco. Great job bringing it all together. Well done! Thank you for inviting me. I am honored to be included in such an impressive company of expert peers. What a wealth of experience! I gained a new appreciation of the deep and wide competencies of IMC.

4. Fan YU (CMC Firm Delegate)

Congratulations! I cannot imagine how much effort, time and patience you have put into this. Really exciting and successful. Thanks for inviting me to be part of it. Have a nice weekend. Happy Chinese New Year!

5. Dr. Don Gilman (IMC USA Southern California Chapter Board Member)

Please allow me to add my thanks and my congratulations to the others. The fact that we ran out of time is a good thing! It shows people were engaged. Thank you for allowing me to be a part of it. Hopefully this is the first of many! Arigato gozaimasu!

6. José L. Rivera-Santander (IERG Southern California Member)

Thank you for thinking of this initiative, the hard work and implementation, and for having invited me to participate. I left very impressed with the caliber of members of the IMC organization – congratulations! I hope that I can be of service to all of you in the future, and if I am unable to do so, I will find someone who can. All the best!

7. Dr. Gene Wood (President/Founder of Word4Asia Consulting International)

The IMC GloCal event was especially gratifying to me. In 2006 I authored a book titled Going GloCal which focused on how our shrinking world would impact how all business would function in the future. At that time many ridiculed the term glocal as trendy and manufactured. No longer. To see IMC take the lead in tipping our hat to this reality was gratifying. The presenters represented varied specialties. Yet the common theme was how international consulting endeavors have become normative for most consultants. The focus was upon cultural awareness; building local connections in the geography of our clients and the value of international networks. Our consulting firm often admits that what we provide in China can be done by most anyone willing to invest millions of dollars and 10 years building relationships. Our IMC experts reaffirmed this. I found the time valuable and hope it is offered again.

8. Tamara Abdel-Jaber (CMC Global Institute Chair)

This was a wonderful experience. I am really grateful that I was invited to be part of this. It really felt like being part of a global community. I look forward to see this adopted at the CMC Global (ICMCI) level in the near future.

9. Kim Karne (CMC Global Secretary)

Thank you for this great and well organized initiative. Because our clients get more and more international, global connections among consultants are valuable. It was eye opening to notice the amount of wisdom, experience and knowledge available in the CMC Global network

10. Giorgio Beghini (Freelancer in Italy)

Thank you for the GLOCAL event. I really appreciated it. I think you have opened a good way to help to discover international opportunities.

11. Leon Owens (IMC USA Southern California Chapter Past Membership Chair)

You and IMC have taken a step long in planning and execution. The results were evident: bravo to all who made this happen.

Key Learnings “Quick Phrases” from Panelists (by event line-up order)

1. Sorin Caian (CMC Global Chair)

Understanding local culture. Building strong local connections.

2. Francesco D’ Aprile (CMC Global Past Chair)

Trust and reputation are the key drivers. Connecting with top-tier consultants. Redesigning our business model, as consultants. Investing in our resources (time and money) differently.

3. Oliver Matar (CMC Global Vice Chair)

Patience and chemistry between players and collaborators at a human level. Create common understandings. Always have local support, because culture is risky.

4. Tamara Abdel-Jaber (CMC Global Institute Chair)

Understand multiple local cultures and appreciate local cultures. Ensure readiness and maturity of clients upstart. Be a trusted advisor. Beware of changing priorities of clients.

5. Fan Yu (CMC Firm Delegate)

Individual connections and relationship are the key. Understand the business landscape and network. Retain control and keep focused.

6. John Lowe (IERG Southern California Past Chair)

Create trusted and long term relationships. Establish a primary link. Work with different styles. Learn to operate via distance.

7. José Rivera-Santander (IERG Southern California Member)

Develop relationships and trustworthiness. Leverage the power of entities, such as Embassies and Chambers of Commerce.

8. Dr. Don Gilman (IMC USA Southern California Chapter Board Member)

The value of trust and the importance of relationships are the backbone and essence. Learn from different cultures and develop friendships. Beware of language translation barriers and ambiguity.

9. Jeremy Eskenazi (IMC USA Southern California Chapter Board Member)

Capitalize on conferences for referrals. Develop ties with a local partner. Manage risks with freelancers and contractors. Use various communication channels, like LinkedIn, mobile phones and SMS texting.

10. Jerry Savin (IMC USA Past Chair and Trustee)

Be aware of the easy use of the word “Yes”.

Possible Pre-Matches Underway

- Need #1: Identified 3 possible pre-matches for Project requiring “Expertise in monitoring of performance of public services” (Romania).
- Need #3: Identified 2 possible pre-matches for Project requiring “Strategic planning / forecasting for future of contextual environment of a Government” (UAE).
- Need #10: Identified 2 possible pre-matches for Project requiring “CIO/IT strategy and training (French speaking) for public sector IT project” (West Africa).

Potential Pre-Matches for Fulfillment

9 unfulfilled project needs forwarded for potential future fulfillment:

1. *Pre-matching underway ...*

2. Recruiting students and designing a customized program for Academies Networks of Textile Engineering and Waste Water Treatments Master Programs (Italy).
3. *Pre-matching underway ...*
4. Change management consulting for financial services entity (Saudi Arabia).
5. M&A target search, negotiation and deal consummation for natural nutritional and medicinal extract producing Group (Europe & U.S.A.).
6. Visibility with C-suite executives of global companies for international trouble-shooting at strategic & executive Level (U.S.A. and internationally).
7. Identification and vetting of suppliers for portfolio development of water treatment solutions (Peru, Bolivia, Israel).
8. Trainers in Global Mindset Training for Financial Institutions (Japan).
9. Support for global human resources projects for automotive, pharmaceutical and financial services clients (Europe, Asia Pacific, Americas).
10. *Pre-matching underway ...*
11. Investor attraction for a diagnostic and medical center for preempting dementia (U.K.).
12. Operational efficiency analysis tools for manufacturing and services companies (Scandinavia).

Should you have a service offering that may pre-match the above-mentioned unfulfilled project needs, please contact Constantinos Stavropoulos (IMC USA Lead Trustee) and Jerry Savin (IMC USA Past Chair and Trustee) at [constantinos@innovalue.gr](mailto:constantinos@innovalue.gr) and [jsavin@ctcg.com](mailto:jsavin@ctcg.com) respectively, so you may be linked appropriately with the Project Owner.

Based on participants' interest, this 'prototype' initiative may continue and flourish in the future. This Springboard Program is founded on 3 Pillars. Namely: Learning, Development and Collaborations. More specifically, these Pillars encompass the following:

1. Learnings Pillar: Getting Smarter  
"Learning from Key International Panelists"
2. Development Pillar: Getting More Involved  
"Connecting, Linking and Shaping Business Possibilities"
3. Collaborations Pillar: Getting More Business  
"Exploring, Pre-Discovering and Recognizing Collaboration Opportunities"

The first event was recorded and this recording will soon be offered by the IMC USA Academy. Participants will provide feedback of their matchmaking efforts in due course and successful matches and project fruitions will be broadcasted. Also, upon successful project fruitions, participants have been encouraged to reciprocate their Institutes for such initiative. Finally, should you be interested in finding out more about this Program and its Pillars, please contact Constantinos Stavropoulos (IMC USA Lead Trustee) and Jerry Savin (IMC USA Past Chair and Trustee) at [constantinos@innovalue.gr](mailto:constantinos@innovalue.gr) and [jsavin@ctcg.com](mailto:jsavin@ctcg.com) respectively.