

Agenda
Thought Leadership Roundtable on Digital Strategies
February 28, 2006

“Strategic Partnering: Managing Joint Ventures and Alliances”

Tuesday, February 28 (Sheraton Imperial)

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|-----------------------|---|
| 7:45–8:15 A.M. | Continental Breakfast |
| 8:15–8:30 A.M. | Welcome and Introductions
<i>Hans Brechbühl, Executive Director</i>
<i>Center for Digital Strategies, Tuck School of Business at Dartmouth</i> |
| | Moderator’s Kick-Off
<i>John Gallant</i> |
| 8:30–10:00 A.M. | Session 1
Forming and Negotiating Strategic Alliances |
| 10:00–10:20 A.M. | Break |
| 10:20–11:50 A.M. | Session 2
Launch and Ongoing Operations |
| 11:50 A.M.–12:50 P.M. | Lunch |
| 12:50–1:50 P.M. | Breakout Cafe: JV Café
<i>JVs in China: Special Considerations</i>
<i>The Role of IT: Planning, Driving, Supporting</i>
<i>The Crucial Role of JV Launch Teams</i> |
| 1:50–2:00 P.M. | Break |
| 2:00–3:00 P.M. | Session 3
Re-Evaluation, Restructuring and Dissolution: Why, When and How |
| 3:00–3:15 P.M. | Break |
| 3:15–4:00 P.M. | Session 4
Summary and Opportunities for Further Research |
| 4:00–5:00 P.M. | Cocktail Reception |