

strategy sessions

get ready for the future

WSC® i19

17 de Maio - Sexta
May 17th - Friday

08:00 - 08:45	Reception
09:00 - 09:10	Conference Introduction & QuickReact Ricardo Oliveira World Shopper Founder
09:10 - 09:20	Official Opening Carlos Carreiras Mayor Cascais City Hall
09:20 - 09:30	Official Opening José Mendes First Secretary of State for Mobility
09:40 - 10:00	The Future of Mobility John Simlett Global Advisory Leader Future of Mobility at EY
10:05 - 10:25	Mobility as a Service: the end of Car Ownership? Scott Shepard CCO, Free2Move, PSA Group
10:30 - 11:05	Panel Shared Mobility Participants: John Simlett, Scott Shepard, Rui Rei (President at Cascais Próxima), Clément Delbouys (Western Europe Sales Manager at EasyMile) Moderator: Miguel Vassalo
11:05 - 11:35	Coffee Break Startup Pitches
11:35 - 12:05	5 Ideas, 5 Minutes Each, Your Choice Quikly - David López e Stefanie Kaufmann / LG - Paulo Couto / Dapda - Juan Carlos Afán Experienced Management - Mário Fernandes / Ecoline Wash - Laércio Braga
12:05 - 12:25	Transformation of Automotive Business Thomas Andersson Head of Business Transformation, VolvoCars

12:30 - 12:50	The Future of Car Retail Pietro Boggia Principal Consultant and Business Development Manager at Frost&Sullivan
13:00 - 14:30	Lunch at Lunch Plaza by Credibom Startup Pitches
14:35 - 14:55	Digital Revolution - the Agile Mindset Sophie Seiwald Managing Director Mercedes Benz io
15:00 - 15:20	A RoadTrip to the future of electric mobility Ricardo Oliveira World Shopper Founder
15:25 - 15:50	Panel: OEMs Participants: Fabrice Crevola (Country Operations Director - Renault Portugal) Maarten Vrijaldenhoven (Managing Director - Mercedes Benz Financial Services) Moderator: Ricardo Oliveira
15:55 - 16:25	Coffee Break Startup Pitches
16:30 - 16:50	The internet of moving things: Vehicle connectivity, the 3rd pillar of mobility, is already here Rui Costa CTO, Veniam
16:55 - 17:15	And Darwin was right... Germán Nicolás Advisory Managing Partner Spain&Portugal at Korn Ferry
17:20 - 17:30	Best Ideas Results
17:35 - 17:45	Closing Daniel Traça Dean Nova SBE

learning sessions

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18 de Maio - Sábado
May 18th - Saturday

Room 1

Host - João Roque

Room 2

Host - Mário Tavares da Silva

Room 3

Host - Jesús Felpeto

Room 4

Host - Ricardo Conesa

09:30 - 10:00	Reception	Reception	Reception	Reception
10:05 - 10:55	The Competent vs. the Motivated - EN Chad Sanschagrin Executive Coach to C-Suite Professionals	Car Dealer - Digitalization from inside out - ES Guillermo Díaz Documental Management at DealerBest	Do you want to run a profitable after sales service for Electric Vehicles? - PT Carlos Jesus CEO and Founder at ZEEV	The Future of Public Transportation - PT Tiago Farias CEO at Carris
11:00 - 11:30	Coffee Break	Coffee Break	Coffee Break	Coffee Break
11:35 - 12:20	Transformation at Speed - PT João Catalão Executive Coach & Mentor Provocative Speaker - Author	How to make a Profit from a Pro Trade-in Appraisal - PT Daniel Nino Founder and Vice President of Sales at Auto Avaliar	Dive into an US workshop and learn with its Opportunities and Challenges - EN Greg Hall Founder and Executive Director at Apple Energy Group	Why Public Transportation is moving to Electric? - PT Paulo Marques Head of Electric Mobility Development at Caetano Bus
12:25 -13:55	Lunch at Lunch Plaza by Credibom	Lunch at Lunch Plaza by Credibom	Lunch at Lunch Plaza by Credibom	Lunch at Lunch Plaza by Credibom
14:00 - 14:45	Decoding customers. Read, Interpret and Influence - PT Alexandre Monteiro Coach, Speaker, Author	The Power of Big Data in Used Car Business - PT Miguel Vassalo & Sandra Sequerra Autorola	How will After Sales move from Combustion Engines to Electric? - ES José Luís Gata After Sales Manager at Solera	Car as a Service opens new business opportunities - ES Franck Mourge CEO at Lunilo - Strategic Advisors
14:50 - 15:00	Break	Break	Break	Break
15:05 - 15:50	Discover a new professional life after 50 - PT Mário Fernandes Business Development at Experienced Management	Digitalizing the Customer Experience - ES Martín J. Romero Strategic Marketing Specialist Digital Partner Author	Learn the Best Practices from the Main US Used Car Dealers - PT Manuel Madeira Automotive Evangelist	The Future of Urban Mobility - PT Rui Rei President Cascais Próxima