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MANAGEMENT CONSULTING IN THE DIGITAL AGE

*Online intensive training programme
IV Edition*



WEEK 2 SCHEDULE

Time	Monday July 13 th	Tuesday July 14 th	Wednesday July 15 th	Thursday July 16 th	Friday July 17 th
9-10:45	Kick-off meeting Deloitte 09:00 – 10:00	SAS Lecture	SAS Lecture	McKinsey Lecture	SAS (how to)
11-12:45	Arthur D. Little Lecture	GW	GW	GW	GW
14:30-16:15	Kick-off meeting Arthur D. Little 14:30 – 15:30	Deloitte Lecture	Progress Reviews	GW	Group Presentations
16:15-18:00	GW	GW	Progress Reviews	GW	Group Presentations

Participants to the activity:

- All students
- Students coached by a given MC Company
- GW: Groupwork with academic supervisors

Deloitte.
Digital

Monday 13th 2020 (09:00 – 10:00)

**Weekly
challenge**

TITLE OF THE CHALLENGE

“ELEVATE THE TRAVELLER EXPERIENCE”

COACHES

Gianluca Cerrato - Manager @ Deloitte Digital

Salvatore Di Salvo - Manager @ Deloitte Digital

CHALLENGE OVERVIEW

Persona Definition

Customer eXperience

Customer Journey

Arthur D Little

Monday 13th 2020 (14:30 – 15:30)

**Weekly
challenge**

TITLE OF THE CHALLENGE

***“THE EFFICIENCY OF EU FUNDING PROCESSES
THE INNOVATION IN THE PRIVATE SECTOR”***

COACHES

Mario NICO (Partner - Technology & Innovation Mngt)

Katia VALTORTA (Principal – Technology & Innovation Mngt)

Adalberto BIFFI (Manager – Technology & Innovation Mngt)

CHALLENGE OVERVIEW

How could the processes aimed to assign public grants become more efficient and cost effective thanks to digital innovations?

How digital innovations could boost economy?

Arthur D Little

Arthur D. Little is a leader in linking **strategy, innovation and transformation** in technology-intensive and converging industries. It navigates clients through changing business ecosystems to uncover new growth opportunities, build innovation capabilities and transform organizations. Its consultants have strong practical industry experience combined with excellent knowledge of key trends and dynamics. Arthur D. Little is present in the most important business centers around the world.

Tuesday July 14th 2020 (11:00 – 12:45)

“DIGITAL MANAGEMENT OF EUROPEAN FUNDS AS A VEHICLE FOR ECONOMIC GROWTH”

GUEST SPEAKERS

Saverio CALDANI (Managing Partner – Italy/Spain)

Mario NICO (Partner - Public Sector)

KEY TOPICS

Digitalization of the PA and e-government

How works an European fund

The optimizations resulting from digitization: the technologies and the instruments involved



SAS is the world's leader in business analytics software, delivering the breakthrough technology needed to transform the way to do business.

Its software provides one integrated process for analyzing data from every source and gaining the predictive power to drive change at every level. As the world's largest privately held software company, its vision is to deliver strategic value throughout the organization.

Tuesday July 14th 2020 (09:00 – 10:45)
Wednesday July 15th 2020 (09:00 – 10:45)

“WELCOME TO ANALYTICS ECONOMY”

GUEST SPEAKERS

Claudio Broggio - Acceleration Team, SAS

Francesco Rainini - Acceleration Team, SAS

“DIGITAL TRANSFORMATION IN ACTION”

KEY TOPICS

Big Data

Artificial Intelligence

A.I.o.T

InnovAction

Deloitte. Digital

Deloitte Digital assists all the private and public organisations in their **Digital transformation**.

It combines Deloitte's globally recognized strength in business transformation and technology implementation with the capabilities of a world-class digital agency.

It supports organizations across the **digital lifecycle** — from working to define a bold digital strategy to designing and building online and mobile presence — using **agile methods** that move quickly from digital concept to **digital reality**.

Tuesday July 14th 2020 (14:30 – 16:15)

“MANAGEMENT CONSULTING IN DIGITAL ERA”

GUEST SPEAKERS

Gianluca Cerrato - Manager @ Deloitte Digital
Salvatore Di Salvo - Manager @ Deloitte Digital

KEY TOPICS

Who is Deloitte Digital
Consulting in Digital Era
Digital Transformation approach

McKinsey & Company

McKinsey & Company is a global management consulting firm committed to helping organizations create Change that Matters. In more than 130 cities and 65 countries, our teams help clients across the private, public and social sectors shape bold strategies and transform the way they work, embed technology where it unlocks value, and build capabilities to sustain the change. Not just any change, but Change that Matters –for their organizations, their people, and in turn society at large.

Thursday July 16th 2020 (09:00 – 11:00)

“UNLOCKING THE POTENTIAL OF DATA AND ANALYTICS FOR VALUE GENERATION”

GUEST SPEAKERS

Matteo Freri – Engagement Manager

Matteo Martinelli – Engagement Manager

Federico Bergami – Senior Fellow, Data Science

Christian Durante – Specialist, Data Science

Hélène Duyver - Recruiter

KEY TOPICS

McKinsey introduction

Why Advanced Analytics

How McKinsey deals with Advanced Analytics in projects:

churn prevention in Telco

How to join us



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Friday July 17th 2020 (09:00 – 10:45)

“GETTING STARTED WITH SAS VIYA USING SCYP”

GUEST SPEAKER

Stefano Podofillini - Analytical Technical Consultant, SAS

KEY TOPICS

SAS SCYP

SAS Viya

Machine Learning

Business Intelligence