

# THIRD ALL-RUSSIA LIGHT INDUSTRY FORUM

NOVEMBER 24, 2016. DAY 1

<p>09:00 09:45</p>	<p>WELCOME RECEPTION. REGISTRATION OF PARTICIPANTS.</p>		
<p>09:45 10:00</p>	<p>FORUM OPENING CEREMONY</p>		
	<p>ROUND TABLES</p>	<p>DEBATES</p>	<p>WORKSHOPS</p>
<p>10:00 12:00</p>	<p>«Support and legislative regulation of light industry: a balance of interests of business and government»</p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• Check-up of industry development priorities and analysis of current outcomes of state support</li> <li>• Does the government pay enough attention to the industry?</li> <li>• Estimating state of investment attractiveness of the industry</li> <li>• How to improve interaction efficiency while preserving interests and boundaries of responsibility?</li> </ul>	<p>Debates «Highly-qualified personnel – attracting specialists from abroad or raising our own?»</p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• Should we transfer knowledge from abroad?</li> <li>• How to improve the efficiency of interaction between companies and educational institutions?</li> <li>• What must be done to make light industry occupations in Russia more popular?</li> <li>• Should we hire foreign highly-qualified personnel or follow our own way and revitalize our expert preparation school?</li> <li>• Is there a demand for highly-qualified personnel in light industry sector?</li> </ul>	<p>PR workshop for light industry companies</p>
<p>12:15 14:15</p>	<p>«Online/offline retailers VS manufacturers – a step towards or how to start selling a product online/place it on shelves of large distribution networks?»</p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• Discussion of issues regarding distribution of light industry products on the Russian and foreign markets between representatives of manufacturers and trading companies</li> </ul>	<p>«Available funding for light industry. Myth or reality?»</p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• Which obstacles do companies face with when obtaining a loan?</li> <li>• Can they survive high interest rates and complicated loan-granting procedures?</li> </ul>	<p>HeadHunter workshop for human resources «Personnel for light industry»</p> <ul style="list-style-type: none"> <li>• What are the tools for efficient recruitment?</li> <li>• How to properly prepare and place vacancies in order to find the personnel your company is looking for?</li> </ul>

	<ul style="list-style-type: none"> <li>• What has been the trend of placing orders with Russian companies?</li> <li>• How should manufacturers properly arrange their work with online/offline stores?</li> <li>• Which criteria do large stores use for selection?</li> <li>• Which difficulties do retailers face with working with manufacturers? Experience and stories of success</li> </ul>	<ul style="list-style-type: none"> <li>• Discussion of issues regarding availability of the real economy sector funding for production promotion and creation of effective preferential loan mechanisms</li> <li>• What are the outcomes of the existing financial support instruments?</li> </ul>	
<p><b>15:00</b> <b>17:00</b></p>	<p><b>«Cross-industry cooperation: how can light industry help other sectors of economy?»</b></p> <p><b>Discussion issues:</b></p> <ul style="list-style-type: none"> <li>• What contemporary light industry can offer to promote other sectors of Russia's economy?</li> <li>• What is the demand for light industry products with such sectors as machine building, agriculture and medicine? Availability of raw materials and supplies for light industry</li> <li>• Do we have enough existing and possible suppliers? Will their productive capacity, quality level of the supplied products, shipping methods and costs suffice?</li> </ul>	<p><b>«Fashion = business? How can a young brand become successful?»</b></p> <p><b>Discussion issues:</b></p> <ul style="list-style-type: none"> <li>• Contemporary designer - an artist or a businessman?</li> <li>• How to turn a bright idea into a successful and profitable project?</li> <li>• How to make marketable products fashionable and well-designed?</li> <li>• How to determine competitive performance of Russian designers in the global market and occupy a relevant segment?</li> <li>• Are there any barriers and how they can be cleared at distribution of fashion industry products in Russia?</li> <li>• Where a designer may seek funding?</li> </ul>	<p><b>Workshop by company directors «Efficient production management»</b></p> <ul style="list-style-type: none"> <li>• What difficulties one may face with while introducing efficient production techniques?</li> <li>• What are the major risks and how they can be dealt with?</li> <li>• How to attract investments for development?</li> </ul>

# THIRD ALL-RUSSIA LIGHT INDUSTRY FORUM

## NOVEMBER 25, 2016. DAY 2

09:00 10:00	WELCOME RECEPTION. REGISTRATION OF PARTICIPANTS.		
10:00 10:40	YEAR'S TOP-10 AWARDING CEREMONY		
11:00 13:00	PLENARY SESSION «VALUE CHAINS IN LIGHT INDUSTRY IN THE EEU: PSYCHOLOGY OF COOPERATION OR RIVALRY?»		
	ROUND TABLES	DEBATES	WORKSHOPS
13:15 15:15	<p><b>«Orders by state-run companies from placement to execution - modern trends and evolution of state regulation»</b></p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• Modern legal, infrastructure and organizational decisions on procurement promotion</li> <li>• Experience of light industry companies' participation in state order execution</li> <li>• Customer assessment. What real opportunities do SME have to participate in government procurement?</li> <li>• How do light industry manufacturers influence the development of government contract system?</li> </ul>	<p><b>«Contract manufacturing. Customers VS manufacturers or lost in translation»</b></p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• What are the main problems and advantages of contract manufacturing development in Russia?</li> <li>• Ways of business development</li> <li>• Customer's needs and manufacturer's capacities</li> </ul>	<p><b>ISPO-Munich workshop «How to increase business effect significantly from participation in an exhibition?»</b></p> <ul style="list-style-type: none"> <li>• What problems can a properly arranged participation help to solve?</li> <li>• How to get prepared properly for a work at an exhibition?</li> <li>• How to evaluate efficiency of participation?</li> </ul>
15:30 17:30	<p><b>«Light industry today - a contribution to development of the future»</b></p> <p>Discussion issues:</p> <p>The quality of modern light industry products define the quality of life of each human, while social and economic influence of the industry extends to the whole society: it has a bearing upon employment, tax payment, ecology, and contributes to the economy. Clean production technologies, the development of IT and sport, requirements to individual protective equipment - here are some of contemporary trends dictated by the society. How do Russian manufacturers react to such demands?</p>	<p><b>«A school uniform - do we need a single standard? - pros and cons»</b></p> <p>Discussion issues:</p> <ul style="list-style-type: none"> <li>• Current situation «on the shelf» as seen by an organization involved in commodity quality research</li> <li>• Raw material provision - problems and solutions as seen by manufacturing companies</li> <li>• The issue retrospective: what has changed in the year 2016 compared to the previous years?</li> <li>• Essential safety requirements and violations detected by regulatory authorities: statistics, response measures</li> </ul>	<p><b>Presentation of scientific research results and services by innovation centre for light industry development</b></p> <ul style="list-style-type: none"> <li>• Technical regulation for light industry companies - how to regulate properly?</li> <li>• Modern regulation standards. How to evade pitfalls and difficulties?</li> </ul>