

BCCO9*



BALKAN
CASE
CHALLENGE

2009

international case study competition

BCCCO balkan case challenge

**INTERNATIONAL
CASE STUDY COMPETITION
AND CAREER FAIR WITH FOCUS
ON SOUTH-EASTERN EUROPE**

July 7-10, 2009 IN VIENNA

**142 TOP STUDENTS
FROM SOUTH-EASTERN EUROPE AND AUSTRIA
COMPETING
IN 4 ACADEMIC DISCIPLINES**

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foreword

EDUCATION MEANS FUTURE

Well-educated people are the driving force behind sustainable social and economic development of a country. Only with a highly qualified workforce countries are able to meet their challenges of a global network in politics, business, technology and culture.

As an efficient higher education system plays a key role in the development process, the Austrian Development Cooperation has chosen "Science and Education" as a priority. This focus, transformed into programmes and projects, supports the partner countries' educational institutions as well as their science and research capacities. The "Balkan Case Challenge" (BCC), financed by the Austrian Development Agency for many years, is an important contribution towards promoting and strengthening the high skills of young academics.

In the course of the BCC, every year, 140 excellent students from South-Eastern Europe and Austria cooperate, but also compete in a Model European Council, a Business Case Competition, a Law Moot Court and an ICT Case Competition. In addition, the „Career Forum South Eastern Europe“ – a Job fair – offers highly qualified participants in the Case Competitions the opportunity to meet representatives of Austrian companies with business interests in this region.

The Balkan Case Challenge offers talented students the opportunity to present their skills in an international context and prepare them for a successful future in the Western Balkans, a region on its way to integration into the European Union.

We, at the Austrian Development Agency, the Operational Unit of the Austrian Development Cooperation, are therefore proud to support initiatives like this - because education means future. And this future shall be bright for the peoples in South-Eastern Europe.

Brigitte Öppinger-Walchshofer, Managing Director, Austrian Development Agency

PREFACE – BALKAN CASE CHALLENGE 2009

About 25 years ago WUS Austria was founded in order to promote the right to education worldwide and because of the tragic wars in the Balkans in the 90s its major focus became the war-torn countries of the Balkans, from which it widened to South-Eastern Europe in general. In many countries of this region there is a need for reform of higher education in order to meet the Bologna standards by improving quality and employability. The Balkan Case Challenge is an excellent tool to contribute to this objective.

There is a general lack of linking university studies with practice in South-Eastern Europe, which negatively affects the employability of graduates. In order to address this gap between academia and employers the Balkan Case Challenge puts the emphasis on developing and strengthening the capacity of problem-solving, combining in-depth knowledge of a subject with the skills to apply the knowledge to problems in practice.

foreword

In this way, the Balkan Case Challenge complements the teaching methods at South-Eastern European universities and stimulates a more problem-oriented approach.

The work in mixed teams reflects the reality of an increasing need to be able to work across borders and thereby overcome ethnic divisions of the past in a regional perspective. The same generation will meet again in different fora also in the future and remember that they have a common experience of the Balkan Case Challenge. The established alumni network allows the participants to share values and standards of Europe and thus contributes to strengthening the basis for European integration of South-East European countries.

Finally, the yearly Balkan Case Challenge has always been able to involve a number of important companies in South-Eastern Europe and in Austria, which contribute cases for the competition, prizes for the winners or assist in other ways. Over the years also a valuable network of enterprises has developed, who actively support the competition.

Sincere thanks go to the Austrian Ministry of European and International Affairs and the Austrian Development Agency, who provides the main resources for the Balkan Case Challenge, but also to partners, media, companies and institutions who are supporting and assisting the competition in many ways like in particular ERSTE Foundation and The Standard.

Wolfgang Benedek, Chairman of WUS Austria



INTEGRATION ON A EUROPEAN LEVEL

Where does Europe begin and where does it end; is Europe the same as the E.U.? Is there something like a collective Europe apart from the E.U. ? Even though there are geographic, historical and cultural indicators which might divide Europe from its neighbours, real borders are only ever in the mind.

The Balkan Case Challenge (BCC) supports the idea of a European community beyond the borders of the European Union. This year in Vienna, 140 students from Albania, Bosnia-Herzegovina, Bulgaria, Kosovo, Croatia, Macedonia, Moldavia, Montenegro, Romania, Serbia, Slovenia and Austria came together for the fourth time for the final round of this case-study contest. They met each other, exchanged stories, worked together — and mostly realized that they have a lot in common. Suddenly, they saw themselves as 'Balkan people', as a regional community. And now for the next step: these talented young people should see themselves as Europeans, as a part of a unified Europe. This is not simply the fact that the Balkans theoretically belong to Europe, but that the people of the Balkan lands should feel themselves associated with (the rest of) Europe and that so-called 'real' Europeans should see them as a part of their community. Since the first meeting of the BCC in Sarajevo in the year 2000, over 1,500 students and more than 100 jury members from different countries have taken part in this project and every one of them furthers this idea of European unity. In this way, the BCC is not only a success story for individual participants, but also for the idea of integration as a whole on a European level.

Jasmin Moser, BCC Project Manager



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142 HIGH POTENTIALS

Excellent senior level students of law, international relations, business and economics, information and communication technologies

SOUTH-EASTERN EUROPE AND AUSTRIA

Albania, Austria, Bosnia and Herzegovina,
Bulgaria, Croatia, Kosovo, Macedonia, Moldova,
Montenegro, Romania, Serbia, Slovenia

4 ACADEMIC DISCIPLINES

Business Case Competition, Law Moot Court,
Model European Council, ICT Case Competition



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BALKAN CASE CHALLENGE 2009

Student Competition and Career Forum South-Eastern Europe, July 7th to 10th, 2009 in Vienna

The Balkan Case Challenge (BCC) is the case study competition for excellent students from Eastern and South-Eastern Europe and Austria. Every year the BCC offers around 140 students from that region the opportunity to apply their theoretical knowledge to a practical context, and to present their solutions to an international jury consisting of academic experts, representatives of the business world, national and international institutions.

Since 2000, more than 1500 students from South-Eastern Europe and Austria have taken advantage of this unique opportunity. Thanks to the strengthened support of companies into the realisation of the Balkan Case Challenge, in particular the Career Forum South-Eastern Europe, it has been possible to extend the career-oriented aspect of the project. Evaluations show that more than 10% of participants find jobs as a result of the BCC. This is due to the fact that, for business companies, the practical relevance of the case studies is an indication of the students' qualifications. Furthermore, employers attach importance to the students'/graduates' experience of working as part of an international team. In the meantime, many employers have learned about the BCC and associate the case studies with a high standard, which speaks well of the participants.

The 142 exceptional students participating in the BCC in 2009 came from Albania, Bosnia and Herzegovina, Bulgaria, Kosovo, Macedonia, Moldova, Montenegro, Romania, Serbia, Slovenia and Austria. These senior level students had qualified through a rigorous selection procedure and competed in four disciplines: Business Case Competition, Law Moot Court, ICT (Information Communication Technologies) Competition and Model European Council.

The case studies were based on authentic problems, which the participants addressed in international teams of two to four students. English was the working language throughout the event. The best students received awards. The prizes did not only acknowledge the students' performance, but also supported them in their further career, since they consisted of scholarships, internships and means of further education.

The Balkan Case Challenge is financed by the Austrian Development Cooperation and organised by the NGO World University Service (WUS) Austria. Following the Vienna Insurance Group in 2008, this year's Business Case Competition was supplied by Erste Group. Further sponsors and partners were, among others, Porsche Holding, Ande LM, Wolf Theiss, Standard, Contrast, the University of Vienna, the University of Graz and ERSTE Foundation.



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COMPETITION IN FOUR ACADEMIC DISCIPLINES

- The Business Case Competition

brings together top students from the fields of business studies, management and economics. The case study is a business-related topic relevant to economic development in South-Eastern Europe. This year's Business Case was supplied by Erste Group, one of the largest Austrian investors in South-Eastern Europe.

- The ICT Case Competition

simulates the application of Information Communication technology in a specific business context. Participants are required to analyse the business procedures and infrastructure of the company in question and to present an integrative solution. This year's ICT case was provided by ComTrade.

- The Model European Council

is an authentic simulation of the European Council. Students are given the opportunity to step into the shoes of representatives of EU member states in order to debate current issues and to eventually resolve conflict in the interest of "international cooperation". In the 2009 MEC, the simulation was prepared and presided by a representative of the European Commission.

- The Law Moot Court

is a simulation of a trial before the International Court of Justice. The teams are presented with a fictitious international dispute. An expert from the American University in Cairo was responsible for the 2009 Law Moot Court.

SUB-COMPETITIONS:

For the second time, Sub-Competitions were held in all 12 participating countries. These competitions were complemented by tailor-made recruiting events and alumni activities, which were implemented together with local partners. The Sub-Competitions consist of three parts: Training for the applicants for the case study competitions, competitions themselves and the recruitment event. The best participants of the Sub-Competitions qualified for the finals in Vienna. More information on pages 30-34.



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PARTICIPANTS

Country	female	male	BIZ	ICT	LMC	MEC	Total
Albania	8	3	2	3	4	2	11
Austria	1	9	3	1	3	3	10
Bosnia-Herzegovina	5	13	3	6	3	6	18
Bulgaria	12	4	2	5	4	5	16
Croatia	0	3	2	1	0	0	3
Kosovo	5	5	4	1	3	2	10
Macedonia	8	10	3	6	5	4	18
Moldova	7	3	3	3	1	3	10
Montenegro	2	5	2	3	0	2	7
Romania	10	6	5	2	5	4	16
Serbia	7	9	4	4	4	4	16
Slovenia	3	4	3	1	0	3	7
Total	68	74	36	36	32	38	142

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EXCELLENT EDUCATION IS CRISIS-PROOF

by FOURWAERTS

Education is the future, everywhere in the world. Especially in these economically unstable times, education proves its worth. In this way, programs that help modernize the educational system in Eastern and Southern Europe are important and train them to become 'fit' in the larger European community. The Balkan Case Challenge, an international case-study competition, challenges and supports students from the Balkan countries and Austria.



Until not very long ago, the countries in Central, Southern and Eastern Europe were considered emerging markets with growing economies. However, the recent strained economic situation has taken its toll on these countries as well as the companies operating there, which have begun to scale back their activities. Current and on-going news of the debts of individual countries and their increasing need for capital, not to mention economic collapses and rising rates of unemployment, add to the feeling of crisis.

Experts in Eastern Europe from Contrast Management Consulting estimate that they will again begin recruiting with renewed strength in mid-2010 at the earliest, although they continue on a more selective basis currently. "The number of people at the top is, as a rule, smaller than the demand and in countries where there are relatively fewer well-educated university graduates like Rumania, we are still presently hiring," Thomas Gabriel, Managing Partner at Contrast, declares. In South-Eastern Europe, areas such as real estate, construction, logistics and tourism are especially affected by the economic crisis. It is the less-qualified worker who generally loses employment opportunities. Reducing the number of well-educated personnel involves considerable drawbacks for companies as well, since the loss of employees' knowledge and experience will affect the business long after the economic crisis has passed. "Cost-cutting across the board can lead to a situation in the recovery phase where suddenly the necessary resources are lacking, causing the missed opportunities to build a second wave of crisis," warns Gabriel.

Understanding this, Porsche Holding is setting up long-term employee relationships in the region and deliberately recruits in these countries. Around March of this year, it began a trainee program with 23 participants from the new CEE countries. Porsche is also a partner this year in the Balkan Case Challenge (BCC), a contest in which

Excellent higher education is the prerequisite for a successful career and an investment in social responsibility. It is the one type of capital that no one can ever lose and is therefore safe from the effects of crisis on all levels — political, economic and personal.

Almir KOVACEVIC, WUS Austria

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students in international teams work on case-study concepts and present their results to a highly respected jury. "A solid educational basis, social intelligence with a down-to-earth attitude, engagement and a willingness to get involved; these are characteristics that are especially important to companies looking to hire these days," noted Contrast-Consultant and case-study author, Max Halatek-Zbierchowski.

Education as Perspective

Continuity and reliability are now more important than ever before. "Especially in times of crisis, we don't let our partners down. But it's also impossible to continue with the same range of educational programs as we had previously," says Ambassador Brigitte Öppinger-Walchshofer, with the Austrian Development Agency, which engages the development of Austrian cooperative work. "Education is the future, everywhere in the world. Especially in the Balkans, it is important to give the youth a perspective. Initiatives like the Balkan Case Challenge are, therefore, a positive inspiration towards real involvement," continues Öppinger-Walchshofer. The people of South-Eastern Europe are also well aware of the advantages of an excellent education when pursuing their personal goals. In every Balkan country, the number of incoming students to both universities and private educational institutions has gone up between ten and twenty percent since the year 2000.

These institutions provide excellent theoretical lessons, but lack a system of applied and individually determined opportunities for learning. Almir Kovacevic, Executive Director of WUS Austria: "The cooperation between universities and society/economy has no international aspect. This is why projects like the Balkan Case Challenge are so important for the further development of universities and students who want to be educated in these areas. Through the Balkan Case Challenge, it is not only possible for these institutions to become sensitized to what a relevant education for the labour market truly means, but it is also a way of ensuring a real exchange of ideas between the economy and the universities. The difference between Western European countries and South-Eastern European countries is also tangible in the inequality of government subsidy per student: In Austria, each student is supported with 9,800 Euro per year, whereas in South-Eastern European countries, this amount falls between 400 and 600 Euros. The BCC addresses this problem by giving students from economically challenged backgrounds the opportunity to overcome their difficulties by working in international teams and forming wide networks. Kovacevic: "Although the European trends in higher education strive towards a unified educational realm, and have been considered touchstones for almost ten years in South-Eastern Europe as well, it will still take some time before all students here can enjoy the same level of education."

ERSTE Foundation is also furthering this end in the Balkans by investing the dividends it receives as the main shareholder of Erste Group in projects that serve the common good, whether they are ERSTE's own or through a partner's initiative. The Balkan Case Challenge has been on the foundation's program consistently since 2006. "With the help of the BCC, our goal is to create a better working relationship between university educators and those in the economy, through the exchange of both knowledge and ideas between students in South-Eastern Europe and Austria. The greatest potential of these countries is found in their young people. The BCC is a special place where one can get meet tomorrow's participants in public life, today," remarks Boris Marte, member of ERSTE Foundation's board, and he adds, "Above all, we hope that investors recognize that the potential of well-educated graduates of higher education is what continues to drive the economy in the Balkans." The ERSTE Foundation is involved in many educational and funding programs in the region and supports research projects, although these are awarded according to demographic development.



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BCC provides many opportunities



Since the year 2000, over 1,500 students from South-Eastern Europe and Austria have taken part in the Balkan Case Challenge. "Thanks to the involvement of many companies in this project, ten percent of participants have been able to find employment," concludes Kovacevic. It is also possible for the competition to inspire an interest in some students for a particular career. Marko Markic is an example of such a student, who won the "Erste Bank Business Case Competition 2007" together with his BCC teammates. Then 23 years old, this student of business economics at the Karl-Franzens University of Graz noticed a poster at the university, advertising the competition. "I found the case-study method attractive because it allows an intensive learning experience to be shared among teammates. As a student, one also wants to compare oneself to others to see where one stands," said Markic. His team was asked to come up with a strategy, within 36 hours, on the topic of 'Wealth @ Age-Promoting provisions for sustainable wealth in CEE'. "The most valuable part of the experience," Markic remembers, "was the process of team-building, since we had to figure out who was best-suited to each task in a very short amount of time. All of us benefitted from the experience and I saw how excellent results can be delivered, even under high pressure." The CEE market and various branches therein were analysed in order to best determine the strategy concepts. The experience helped students not only in their master's studies but also helped them achieve success in their job interviews.

In Marko Markic's case, an interest in banking had been kindled. While still a student, he applied for a job at the Steiermärkische Bank and Sparkassen AG and today Markic, whose roots lie in Bosnia-Herzegovina, works in the foreign section of the Steiermärkische Bank and Sparkassen AG. His fellow team members from Croatia and Slovenia also work in international companies, and he is able to meet with them again during his business trips abroad. For Markic, the BCC means the important social network, allowing for the future of cooperation and development in all countries in the region. Markic: "The BCC fosters the desire for a common European future in young people. Positive development in South-Eastern Europe contributes to a more successful and more secure Europe overall."

Win-win Situation for Partner Companies too

This is already the third time the Erste Group supports the Balkan Case Challenge. Ursula Kuntner-Schweickhardt, member of Erste Group, remarks, "For us, the BCC is a great opportunity to come into contact with 'High Potentials' from these countries. We see our involvement with the BCC as a contribution to a region we still feel is one of the most interesting in Europe." Kuntner-Schweickhardt advises young people to continue with further education and to actively seek out new knowledge and skills, not just within their regular studies but also in terms of extracurricular activities, since in the current economic crisis in Europe, it is not likely that every talented person will find their dream-job. She also recommends involvement (even on a voluntary basis) with non-profit organizations because, "aside from doing something meaningful, it is also a great way to develop character" adds Kuntner-Schweickhardt.

This is also the advice of Bahareh Sarrafpour and Georg Schlotter, two Human Resource representatives for the international law firm Wolf Theiss, who counsel the students who have not been able to find a suitable job to enrol for additional training and to seek out contacts to build up a professional network. However, this does not mean that Wolf Theiss is currently neglecting talented employment candidates. Sarrafpour: "We have definitely felt the effects of the crisis in South-Eastern Europe and must therefore be slightly more selective in our choice for new colleagues, but we do not have any deep concerns for the future health of the firm." Through their connection to the BCC, Sarrafpour and Schlotter are looking forward to meeting future lawyers who would be interested in such an opportunity. After all, the passion and commitment that these young people show through the competition are always in demand. Wolf Theiss is involved with the competition for the third time this year, and is convinced, just like Erste Bank, that the concept works.

the balkan case challenge

KEYNOTE SPEECH BY BILJANA SRBLJANOVIC in cooperation with ERSTE Foundation

During her keynote speech “The Balkans – A Future in Present Tense” for the BCC 2009 on the 7th July in Vienna, Biljana Srbljanovic made a clear stand for a different concept of society aside the predominant ideologies of patriotism, nationalism and neo-liberalism.

“When young people, eager to acquire knowledge that they cannot get in their own communities, finally manage to step out of them, they rarely come back home. Thus we get new generations of nationalist diaspora, but this time – educated intellectuals, young people achieving great success in societies where they settled in, who cherish their „long-distance nationalism“ in all the elections in which they can exercise their voting rights at consulates of their countries of origin as well as in internet forums, local newspapers through letters to editors, national restaurants featuring on menus often inedible specialties from their respective „homelands“. This is why it is possible that, e.g., a thirty-year-old surgeon, well-off and prosperous thanks to his qualities and hard work, living in, say, a German city, as a rule, casts his ballot in the election for a nationalist option back in his homeland. Therefore, it is possible to be a citizen of the European Union, to enjoy all the benefits that this „society of the chosen few“ is offering to its citizens, but remain, at the same time, a staunch nationalist advocating isolation of his/her own country of origin. True enough, the European Union has not been spared at all from this post-traumatic view of its own self. Nationalism, chauvinism and racism in the European Union are neither uncommon, nor invisible. Moreover, this reaches apoint where the EU

itself is blocked by antagonising views of its possible enlargement. Opponents to the enlargement mostly brandish arguments against „New Europe“, „a Polish plumber“ who takes over a job of, say, a Dutchman, and „an influx“ of religions and their amalgamation into a more-or-less secular group. Quite conspicuous are also xenophobic and confusing attitude, to say the least, towards Islam as well as utter bafflement by the notion of „White Muslims“ coming precisely from the Balkans.

[...]

In Europe, there are many examples of affection for specific countries, but not the peoples living in those countries. The English, for instance, love Italy so much, but not the Italians; the French simply adore Spain, but not the Spanish; the Germans and the Austrians have such a complicated relationship that I had better not even go into that... How could you love a country without loving the people who are a part of it?”

For the entire speech, please visit www.bcchallenge.org!



erste group business case competition

The Erste Group Business Case Competition brought together 36 High Potentials from the fields of business studies, management and economics. These senior level students had qualified via a rigorous selection procedure based on their academic performance, non-university activities and proficiency in English.

Case Partner

Erste Group was founded in 1819 and has developed to one of the largest financial service providers in Central and Eastern Europe (CEE). The Erste Group is serving more than 16 million clients in almost 3000 branches in 8 countries: Austria, Hungary, Croatia, Romania, Czech Republic, Slovakia, Serbia, Ukraine.

Erste Group has a dedicated focus to CEE and is solidly positioned to capture the growth potential of some of the fast developing countries in Europe.

ERSTE Foundation was launched in 2005 and has been developing projects within the three programmes "Social Affairs", "Culture" and "Europe" independently and in collaboration with partners. Being the major shareholder of the Central and South-Eastern Europe based Erste Group Group, it is the largest foundation in that region and one of the largest in Europe.

ERSTE Foundation meets this responsibility by projects transcending borders and focusing on this process of European integration, as well as on the strengthening of the region.



ERSTE Stiftung



erste group business case competition

Business Case

This year's Business Case was developed in cooperation with Erste Group. Participants were required to assume the role of business consultants and examine innovative sales possibilities for products offered by financial service providers in Central and South-Eastern Europe and to accordingly develop distribution strategies. In the first phase participants had to conduct extensive research (data analyses, expert interviews, mystery shopping etc.) in their home country. Findings from the first phase created a foundation that participants built on in Vienna, working in a team in order to present specific solutions to the jury, i.e. their clients. The case study was created by Max Halatek (Contrast Management Consulting).

Previous Business Cases

2008: Vienna Insurance Group: Development of a sales and marketing strategy in South- Eastern Europe

2007: Erste Bank: Wealth @ age: Promoting provisions for sustainable wealth in CEE

2006: OMV: How is the OMV able to reach, to attract and to keep the best young professionals and High Potentials in South-Eastern Europe

2005: Sarajevo Graduate School of Business: Promoting of the MBA program and development of services

2004: Bosnalijek: Environmental management and social responsibility of a pharmaceutical company

2003: Coca-Cola: Cola light positioning at the market in Bosnia and Herzegovina



erste group business case competition



TEAM A1 **Dorina Lulushi**
Albania
University of Tirana
Finance
1986
Graduation in 2009



TEAM A2 **Dario Safaric**
Croatia
Vern University
Economics
1987
PhD in 2009



TEAM A3 **Marko Lutovac**
Montenegro
Univ. of Montenegro
Finance
1987
Graduation in 2009



TEAM B1 **Ervin Kanlic**
Austria
University of Graz
Business Administration /
Internat. Management
1985
Graduation in 2009



TEAM B2 **Mladen Marjanovic**
Bosnia and Herzegovina
Slobomir P University
Economics and Management
1988
Graduation in 2010



TEAM B3 **Marius Dan Croitoru**
Romania
National School of Political
and Administrative Studies
International Relations
1985
Master in 2010

Yordan Todorov
Austria
Vienna University of Economics and
Business Administration
International Business Administration
1984
Master in 2010

Elvira Ahma
Kosova
American University in Kosovo
Management
Economics and Statistics
1987
Graduation in 2011

Jelica Matijevic
Serbia
University of Belgrade
Management
1984
Graduation in 2009

Peonare Caka
Kosovo
American University in Kosovo
Economics, Statistics and
Management
1988
Graduation in 2010

Alexandru Neagu
Romania
Academy of Economic Studies
Finance and Banking
1987
Graduation in 2009

Aleksandra Krstevska
Macedonia
Ss. Cyril and Methodius University of
Skopje
E-Business
1986
Graduation in 2009

Jelena Lubura
Bosnia and Herzegovina
Slobomir P University
Economics
1987
Graduation in 2010

Sabko Sabkov
Bulgaria
University of Sofia
Business
Administration
1986
Graduation in 2010

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University College London
Economics and Business
1986
Graduation in 2010

Nikola Terzic
Serbia
University of Belgrade
Banking
1984
Graduation in 2009

Klajdi Turlla
Albania
University of Tirana
Business Administration
1988
Graduation in 2011

Matija Marijan
Croatia
Erasmus University Rotterdam
Business Administration
1988
Master in 2010

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University of Belgrade
Information systems and technologies
1987
Graduation in 2010

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Marketing
1987
Master in 2011

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1987
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University of Skopje
E-Business
1986
Graduation in 2009

Maria Parvanova

Bulgaria
University of Sofia
Strategic management
1985
Master in 2010

Ales Senegacnik

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Tourism
1987
Master in 2010

Rinela Ivan

Romania
University of Aarhus
International Business
1985
Master in 2010

Dardan Sylaj

Kosovo
American University in Kosovo
Management
1987
Graduation in 2010

Anja Boskovic

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University of Donja Gorica
Finance
1988
Graduation in 2010

Olesea Burdugos

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Academy of Economic
Studies in Moldova
Finance and Banking
1988
Graduation in 2009

TEAM C1



TEAM C2



TEAM C3



TEAM D1



TEAM D2



TEAM D3



comtrade ict case competition

The ICT Case Competition simulates the application of ICT (Information and Communication Technologies) in a specific business context. Participants are required to analyse the business procedure and infrastructure of the company in question and provide an integrative ICT solution.

The 36 senior level students of information and communication technologies that participated in the BCC 2009 had qualified via a rigorous selection. The participants were challenged to produce solutions for the ICT case by putting themselves – in international teams of three students – in the position of representatives of a consulting company in the field of ICT.

Case partner

ComTrade Group is a dynamic, fast-growing IT system with Solutions&Services, Distribution and Retail as vertical business units. Two decades of tradition, high quality of services and broad geographic dispersion make ComTrade Group a unique IT organization in the region of South-Eastern Europe with little or no competition.

Originally started in Serbia in 1991, ComTrade Group now operates in South-Eastern and Western Europe, USA, and have operations in Middle East. With 15 companies and 3 representative offices ComTrade is now covering the market of 14 countries, making consolidated turnover of over Eur 300 million (2008).

Over 1,600 highly skilled professionals, of which 1,200 software engineers, deliver on the promise of producing leading IT solutions, services and products. Fast and effective.



ComTrade
GROUP

18

comtrade ict case competition

In this year the ICT Case was more related to Software solutions. The task was to design a software solution which could address all mentioned problems and which could significantly reduce IT project development time and costs, improve self-reliability of engineers and sales personnel and to automate documentation generation. The project team should act like a young and creative consultant company for CT Computers that will present a software solution for the mentioned problem.

Previous ICT Cases

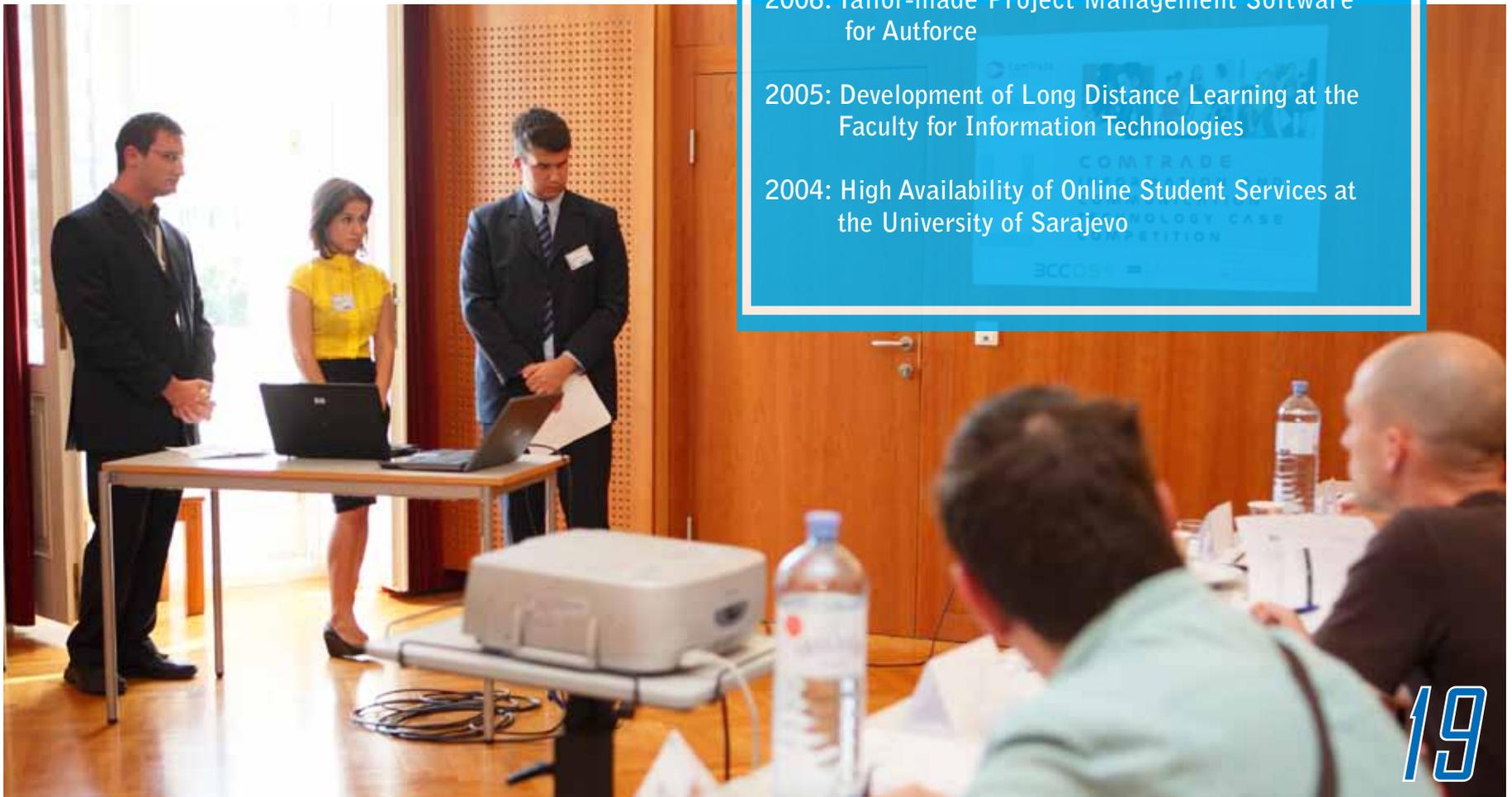
2008: Developing Concepts for an internet portal for Erste Bank

2007: Solutions for product data management and strategic product planning in the CEE region

2006: Tailor-made Project Management Software for Autforce

2005: Development of Long Distance Learning at the Faculty for Information Technologies

2004: High Availability of Online Student Services at the University of Sarajevo



comtrade ict case competition



TEAM A
Ismet Selimovski
Macedonia
Ss.Cyril and Methodius
University of Skopje
Comp. Arch. and Networks
1987
Graduation in 2010



TEAM B
Gabriel Policiuc
Romania
Alexandru Ioan-Cuza
Informatics
1986
Master in 2010



TEAM C
Mirko Simanic
Bosnia and Herzegovina
Slobomir P University
Information Technologies
1986
Graduation in 2009



TEAM D
Kamer Vishi
Kosovo
University of Prishtina
Computer Engineering
1986
Graduation in 2008



TEAM E
Aleksandar Matic
Bosnia and Herzegovina
Slobomir P University
Informatics Economy
1986
Graduation in 2001



TEAM F
Mirsen Mutabdzija
Montenegro
University of Montenegro
Electronics, Telecomm.
and Computers
1984
Graduation in 2009

Tijana Milovanovic
Bosnia and Herzegovina
Slobomir P University
Comp. Networks and
Telecommunication
1986
Graduation in 2009

Erita Skendaj
Albania
University of New York, Tirana
Computer Science
1986
Graduation in 2009

Lija Kondric
Slovenia
University of Ljubljana
Business Informatics
1988
Master in 2011

Dragan Tomic
Bosnia and Herzegovina
Slobomir P University
Projecting of Information Technologies
1986
Graduation in 2009

Cleonela Serban
Romania
Alexandru Ioan Cuza
Computer Science
1986
Graduation in 2009

Monika Moraliyska-Ivanova
Bulgaria
Univ. of National and World Economy
European Economic Integration,
Telecomm. and ICT
1982
PhD in 2010

Yavor Ganchev
Bulgaria
New Bulgarian University
Management in Telecommunications
1983
Master in 2010

Zlatko Lakisic
Bosnia and Herzegovina
Dzermal Bijedic
Information Technology
1984
Graduation in 2010

Klesti Hoxha
Albania
University of Tirana
Informatics
1986
Graduation in 2009

Venkata Potapragada
Austria
Univ. of Klagenfurt
Information Technology
1984
Master in 2009

Dragan Knezevic
Montenegro
University of Donja Gorica
Informatics Economy
1988
Graduation in 2010

Faruk Pasic
Bosnia and Herzegovina
Sarajevo School of Science
and Technology
Computer Science
1988
Graduation in 2010

comtrade ict case competition

Vangel Krstevski

Macedonia
Ss.Cyril and Methodius
University of Skopje
Computer Architectures and Networks
1988
Graduation in 2010

Deni Spasovski

Macedonia
Ss.Cyril and Methodius Univ. of Skopje
Internet and Mobile Technologies
1987
Graduation in 2009

Ivaylo Dimitrov

Bulgaria
Technical University of Sofia
Informatics
1987
Master in 2010

Matija Piskorec

Croatia
University of Zagreb
Computer Science
1986
Master in 2010

Bojan Cincur

Montenegro
Mediterranean
Univ. of Montenegro
Software Engineering
1984
Graduation in 2008

Nikola Jovanovic

Serbia
University of Nis
Information Technology
1986
Master in 2010

Nadia Kaloyanova

Bulgaria
Technical University of Sofia
Project Management
1985
Master in 2010

Penka Stoyanova

Bulgaria
New Bulgarian University
Business Administration
1983
Master in 2010

Doriana Delija

Albania
University of Tirana
Computer Science
1987
Master in 2010

Diomid Revenco

Moldova
Technical University of Moldova
Public Catering and Management
1986
Graduation in 2009

Gorica Tapandjieva

Macedonia
Ss.Cyril and Methodius
University of Skopje
Computer Science
1987
Graduation in 2009

Viktor Todorovski

Macedonia
South East European University
Business Informatics
1987
Master in 2010

Djordje Rankovic

Serbia
University of Nis
Software Engineering
1986
Master in 2010

Vladimir Matovic

Serbia
University of Belgrade
Inf. Systems and Technology
1987
Graduation in 2009

Nenad Mancevic

Serbia
University of Nis
Information Technologies
1987
Master in 2011

Bojan Popovski

Macedonia
South-East European University
IT Management
1987
Graduation in 2009

Sergiu Plotnicu

Moldova
Technical University of Moldova
Telecommunication
1986
Master in 2009

Alexei Panin

Moldova
UTM
Information Technology
1988
Master in 2011

TEAM G



TEAM H



TEAM I



TEAM J



TEAM K



TEAM L



law moot court

The Law Moot Court is a simulation of a trial before the International Court of Justice. The teams are presented with a fictitious dispute between two states. The main aim of the LMC competition is to provide the law students with the possibility to gain in-depth understanding of the International Public Law and the procedural issues before the International Court of Justice.

The 2009 Law Moot Court brought together 32 outstanding law students from South-Eastern Europe and Austria. The participants represented – in international teams of four members – the states in the dispute through oral pleadings before a panel of judges. These pleadings were based on the application to the International Court of Justice that the students needed to prepare and submit in the form of memorials prior to the competition. The judge panel consisted of three to five legal experts from universities, Austrian and international institutions that ensured a professional approach to the case solving and a high level of legal debate.



The Case of Agraria and Industria

The parties to this year's dispute, Industria and Agraria, were asking the Court to determine the responsibility of states for preventing a contagious virus from becoming a pandemic across national frontiers. The Court was also asked to decide on the limits of the freedom of third states to intervene in situations when a pandemic across borders has occurred. The case was written by Thomas Skouteris, an expert in International Public Law from the American University in Cairo.



Previous ICT Cases

2008: Environmental Law

2007: Environmental Law

2006: Environmental Law

2005: Human Trafficking

2004: Territorial Law

2003: Illicit Trafficking

law moot court



TEAM A Aleksandra Djordjevic
Serbia
University of Nis
Law
1983
Master in 2009



TEAM B Adela Vllamasi
Albania
University of Tirana
Law
1986
Graduation in 2009



TEAM C Natasha Stamenkovik
Macedonia
Ss.Cyril and Methodius
University of Skopje
Law
1987
Master in 2010



TEAM D David Moscovici
Romania
University of Bucharest
Law
1988
Graduation in 2010

Johannes Frank
Austria
University of Graz
Law
1983
Master in 2009

Lazar Pop Ivanov
Macedonia
Ss.Cyril and Methodius
University of Skopje
Law
1987
Graduation in 2009

Violeta Tsoleva
Bulgaria
University of Sofia
Law
1987
Master in 2011

Lidija Sovilj
Serbia
University of Belgrade
Law
1985
Graduation in 2009

Antitsa Krastanova
Bulgaria
University of National and World
Economy
Law
1986
Master in 2010

Lidija Pejcinovic
Serbia
University of Belgrade
Law
1986
Graduation in 2009

Eugenia Mocanu
Moldova
State University of Moldova
Law
1985
Graduation in 2009

Erveina Bashuri
Albania
University of Tirana
Law
1985
Graduation in 2010

Raluca Moldovan
Romania
Babes Balyai
Law
1985
Graduation in 2009

Adnan Sarajlic
Bosnia and Herzegovina
University of Tuzla
Law
1986
Graduation in 2010

Ivan Rasic
Serbia
University of Nis
Law
1985
Master in 2009

Nikolay Dragov
Bulgaria
University of Sofia
Intern. Relations
1985
Master in 2010

Martin Aleksoski
Macedonia
Ss.Cyril and Methodius
University of Skopje
Law
1986
Master in 2010

Roxana Catea
Romania
University of Bucharest
Law
1987
Graduation in 2010

Thomas Moik
Austria
University of Graz
Law
1985
Master in 2010

Vesna Poposka
Macedonia
Ss.Cyril and Methodius
University of Skopje
Law
1988
Graduation in 2009

Dafina Bucaj
Kosovo
University of Pristina
Law
1989
Graduation in 2011

Timco Mucunski
Macedonia
Ss.Cyril and Methodius
University of Skopje
Law
1989
Master in 2009

Flaka Xhelili
Kosovo
University of Prishtina
Law
1989
Graduation in 2011

Rina Starova
Albania
University of Tirana
Law
1989
Graduation in 2011

Silvi Duni
Albania
University of Tirana
Law
1987
Graduation in 2010

Evin Thana
Kosovo
University of Prishtina
Law
1987
Graduation in 2010

Maya Hristeva
Bulgaria
University of Sofia
Law
1986
Master in 2010

Agron Krasniqi
Kosovo
University of Graz
South East European Law &
European Integration
1987
Graduation in 2010

Nedim Kulenovic
Bosnia and Herzegovina
University of Sarajevo
Law
1987
Graduation in 2009

Selma Selimovic
Bosnia and Herzegovina
University of Tuzla
Law
1986
Master in 2010

Elena Lazar
Romania
University of Bucharest
Law
1987
Master in 2010

Alexandra Neacsu
Romania
University of Bucharest
Law
1987
Graduation in 2010

TEAM E



TEAM F



TEAM G



TEAM H



model european council

The Model European Council is an authentic simulation of the European Council. Students were assumed the roles of heads of states or governments of the member states of the European Union. By doing so they learn to know their influence in the Union and its bodies and form coalition with their closest allies to prevail their interests in the discussion. The Model European Council was held for the second time in the frame of BCC and replaced the Model United Nations which was held in the previous years

The 38 students of international relations, political sciences and other social sciences that participated in the 2009 MEC were divided into teams of two representing 19 member states of the European Union.



model european council

Students were assigned the task of shadowing a selected head of state/government or foreign minister while discussing the European Union's (EU) Common Foreign and Security Policy (CFSP).

Common foreign and security policy is the second pillar of the European Union. As part of the second pillar, the Member States inform and consult one another within the Council on any matter of foreign and security policy and at the same time ensure that their national policies conform to the common positions.

Consequently, the discussions within the Council brought about heated exchanges and lively debates on issues ranging from whether Member States should act individually or collectively, ensuring energy security, gradual breakdown of national standing armies in favour of an EU army, and civilian and military interventions for conflict prevention and international crisis management.

As a newly established, imperfect and fragile policy in need of strengthening and deepening, the CFSP as a topic provided ample opportunity for the students to engage actively in assuming the positions and defending national interests of the Member States they were representing with the common aim of defining a true common European ambition.

Model European Council/Model United Nations

2008: EU Expansion and Visa Policy

2007: The Situation in Côte d'Ivoire and Liberia
(Model United Nations)

2006: Border Tensions between Eritrea and Ethiopia
(Model United Nations)

2005: Israeli Palestine Crises (Model United Nations)

2004: Iran Nuclear Crisis (Model United Nations)

2003: Middle East Water Crisis (Model United Nations)



model european council



Nusret Berisha
Kosovo
Univ. of Prishtina
Political Science
1983
Graduation in 2010



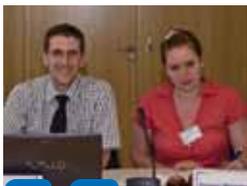
Tarik Ajanovic
Bosnia and Herzegovina
University of Sarajevo
Law
1988
Graduation in 2011



Elona Xhaferri
Albania
University of Tirana
Soc., Pol. Science
1984
Graduation in 2006



Gabriela Radu
Romania
National School for
Pol. and Adm. Studies
International
Conflict Analysis
1985
Master in 2010



Matthias Zagler
Austria
University of Graz
Engl. and Am. Studies
1981
Master in 2009

Elis Bechir
Romania
National School of
Pol. and Adm. Studies
Conflict Anal. and Resol.
1984
Master in 2010

Julija Vitanova
Macedonia
Ss.Cyril and Methodius
University of Skopje
Political Science
1988
Graduation in 2010

Luka Zivic
Slovenia
University of Ljubljana
European Studies
1986
Master in 2010

Alen Toplisek
Slovenia
University of Ljubljana
International Relations
1988
Graduation in 2011

Kristina Harjung
Serbia
University of Belgrade
International Relations
1988
Master in 2011



Ivor Sutalo
Slovenia
University of Ljubljana
European studies
1987
Graduation in 2010



Olimpija Hristova
Macedonia
Ss.Cyril and Methodius
University of Skopje
Political Science
1988
Graduation in 2010



Violeta Pencheva
Bulgaria
University of National
and World Economy
Political Science
1987
Graduation in 2010



Fatlum Demiri
Kosovo
Am. Univ. in Kosova
Busin. Mangm -
Public Policy
1987
Graduation in 2009



Ismail Hoxha
Albania
University of Tirana
Economics
1986
Master in 2009

Enisa Begic
Bosnia and Herzegovina
University of Sarajevo
International Relations
1988
Graduation in 2010

Mirza Trozic
Bosnia and Herzegovina
Sarajevo School of Sci. and Tech
Pol. Science and
Intern. Relations
1989
Graduation in 2011

Artan Mehmedi
Austria
University of Vienna
EU, Intern. Politics
and Pol.Economy
1984
Master in 2009

Olga Barcari
Moldova
Deusto University
Arts in Euroculture
1984
Master in 2009

Iva Vlahovic
Montenegro
University of Donja Gorica
Economics
1988
Graduation in 2010

model european council

Petar Zivkovic
Serbia
Univ. of Singidunum
Business
1988
Graduation in 2011

Geanina Turcanu
Romania
Central European Univ.
Political Science
1984
Master in 2009



Marko Sosic
Montenegro
Univ. of Montenegro
European Studies
1987
Master in 2010

Olivia Plesanu
Romania
Nat. School of Pol. Sc. &
European Administration
1987
Graduation in 2010



Vladimir Erceg
Serbia
University of Belgrade
International Relations
1982
Master in 2010

Elena Terzi
Moldova
Acad. of Econ. Studies
of Moldova
World Econ. and
Intern. Econ. Relations
1988
PhD in 2009



Zlatan Sehic
Bosnia and Herzegovina
University of Sarajevo
Management
1986
Graduation in 2009

Elena Stojanovska
Macedonia
St. Kliment Ohridski
Bitola
Public Administration
1987
Graduation in 2009



Velimira Nedelcheva
Bulgaria
University of Sofia
International Relations
1986
Graduation in 2009

Elvin Destanovic
Macedonia
Ss. Cyril and Methodius
University of Skopje
European Law
1988
Master in 2010



Aleksandar Ramovic
Serbia
Anglo Amer. Univ.
International Relations
1984
Graduation in 2010

Militza Angelova
Bulgaria
University of Sofia
International Relations
1985
Graduation in 2009



Vlada Ciobanu
Moldova
State Univ. of Moldova
Political Science
1988
Graduation in 2009

Flavia Dobre
Austria
Dipl. Acad. of Vienna and
University of Vienna
Master of Advanced
International Studies
1986
Master in 2010



Blajena Dimitrova
Bulgaria
University of Sofia
Intern. Relations, Law
1988
Graduation in 2010

Enida Hrbat
Bosnia and Herzegovina
University of Sarajevo
International Relations
1987
Master in 2008



Melisa Prolaz
Bosnia and Herzegovina
University of Sarajevo
Financial Management
1986
Master in 2010

Vanesa Haladzova
Bulgaria
Nottingham Trent Univ.
Inter. Relations,
Europ. Stud. and Spanish
1988
Graduation in 2010



sub-competitions



Country: **Albania**

Local Coordinator: **Ermal Nazifi, Orsiola Kurti**

Partner Organisation: **University of Tirana**

Date: **May 2-3, 2009**

Place: **University of Tirana, Faculty of Economy**

Partners: Ande LM, ICT Education, Peace Corps Volunteers, DM Consulting, Agna Group, TPK Solutions, American Chamber of Commerce, Tonucci Legal Studio, Puto Partners, United Nations Volunteers, Beyond the Barriers Association

Spotlight: **Alban Net ICT Case**

"Alban Net" was prepared by one of BCC partner companies in Tirana: ICT Education Studio. BCC students were required to develop the structure of an Internet Service Provider based on some requirements, and enable hardware and software to run on a dynamic webpage that would contain a complete client database.



Country: **Austria**

Local Coordinator: **Jasmin Moser, Andreas Krammer**

Date: **May 18-19, 2009**

Place: **FH Joanneum**

Partners: FH Joanneum, Land Steiermark, Facultas, University of Graz, Contrast, Career Center University of Graz

Spotlight: **Model European Council – Austria**

The topic of the Model European Council was the Common Foreign Security Policy of the European Union (CFSP) including European security and defense policy and European security strategy. The jury members were Faris Hadrovic, Haris Hadrovic and Mateja Simpovic.



Country: **Bosnia and Herzegovina**

Local Coordinator: **Sumeja Tulic**

Partner Organisation: **SUS BiH**

Date: **May 9-10, 2009**

Place: **Sarajevo**

Partners: British Council, ABS Bank, Wolf Theiss, Access Centre, Centre for Interdisciplinary Studies, Centre for Human Rights, Red Bull

Spotlight: **Successful Partnership with a local organization, SUS BiH**

SUS BiH (World University Service – BiH Committee) is the main local partner of WUS Austria activities in BiH. SUS BiH benefited greatly from the partnership with WUS Austria when implementing BHCC 2009. On the issue of SUS BiH internal capacities, SUS BiH staff is involved in organizing BHCC and gained a valuable experience in organising a dynamic and challenging event such as BHCC and the know-how of obtaining needed financial means from companies.

sub-competitions

Country: **Bulgaria**

Local Coordinator: **Stanimira Taneva (NBU), Teodor Voinikov**

Partner Organisation: **New Bulgarian University (through Career Development Centre)**

Date: **April 28-30, 2009**

Place: **Sofia, New Bulgarian University**

Partners:/Partner Organizations: Mobiltel Bulgaria, Nestle Bulgaria, Bulbank, CEZ Bulgaria, AIMS Human Capital/ Accelerate HR, BNP PRIBAS Personal Finance, Integral, DSK Bank, HP Global Delivery Service, SAP Labs Bulgaria, HRCR, Invest Bank, DANONE Bulgaria, Sofia University of St. Kliment Ohridski, T&D Law Firm, Partner structures within NBU, Career Development Centre, Economics and Business Depart., Telecommunications Depart., Political Science Depart.

Spotlight: **ICT Case Study, developed by Telecommunications Department at NBU**

The participants had to find solutions for the new Directive for audio-visual media services, replacing the "Television without boundaries" Directive. With a European Commission's decision, December 31, 2011, is designated to be "the day switch off", when analogue television networks in all countries in the EU will have to be stopped. What are the problems that television signal consumers will be facing as of 01.01.2012 and what are the possible solutions to these problems?

Country: **Kosova**

Local Coordinator: **Mjellma Carabregu**

Date: **April 17-19, 2009**

Place: **American University in Kosova, Prishtina**

Partners: USAID Kosovo Private Enterprise Program, Management & Development Associates, American University in Kosovo, Kosovar Civil Society Foundation, Kosovar Stability Initiative, Rotary Club Peja, Ombudsperson Institution in Kosovo, Radio Dukagjini, Raiffeisen Bank Kosovo, LINK, KIPRED

Spotlight: **USAID KPEP Business Case Competition**

This year the Business Case Competition was supported through the Kosovo Private Enterprise Program, financed by the USAID. The USAID Kosovo Private Enterprise Program (KPEP), a four-year initiative launched in October 2008, aims to stimulate competitiveness of Kosovo's private sector economy. This \$17.8 million program is implemented by Booz Allen Hamilton, a global strategy and technology firm committed to delivering enduring results.

Country: **Croatia**

Local Coordinator: **Darija Gujic**

Partner Organisation: **AIESEC Zagreb**

Date: **May 9-10, 2009**

Place: **Hotel Porin, Zagreb**

Partners: Crnogorski Telekom, Business School of Zagreb, Kompas, Lidl, First Fitness & Squashtower

Spotlight: **AIESEC Croatia**

AIESEC is the world's largest student-run organization. Active in over 1700 universities across more than 107 countries and territories, our international platform enables young people to explore and develop their leadership potential for them to have a positive impact in society. LC Zagreb has 80 active members who work in teams and on different projects. In addition to BCC, our most important projects are the Spring Leadership Development Congress (SLDC) 2010 and Young Entrepreneurs in Croatia (YEC).



sub-competitions



Country: **Macedonia**

Local Coordinator: **Miso Dokmanovic**

Partner Organisation: **Institute for Strategic Research and Education - ISIE**

Date: **April 10-12, 2009**

Place: **Skopje**

Partners: Secretariat for European Affairs of the Government of Macedonia, Austrian Airlines, Ministry of Information Society of the Republic of Macedonia, 4ward Thinking, Business Start – up Centre (Ss. Cyril and Methodius University), EU Info Centre in Skopje

Spotlight: **E-consultancy Portal - Case sponsor: Ministry of Information Society of the Republic of Macedonia**
The E-consultancy portal represents a portal for the experts' and consulting companies' community, which can be classified within different domains. The participants were asked to develop architectural design for software and the business logic of the portal that will provide automatic references for the most suitable expert or consulting company to the user seeking for advice and lacking the information about which expert or consulting company would be most helpful to him/her.



Country: **Moldova**

Local Coordinator: **Irina Aga**

Partner Organisation: **Student Alliance from Moldova**

Date: **April 10-12, 2009**

Place: **Chisinau, Free International University of Moldova**

Partners: Mobiasbanca- Groupe Société Générale, StarNet- Internet Solutions Provider, Oxford Educational Centre Moldova, National Youth Council of Moldova, Centre for International Cooperation, ULIM, Free International University of Moldova, the Institute for the Social Initiatives Development "Viitorul"

Spotlight: **BIZ Case - Mobiasbanca SA**

The reformation and consolidation of the credit system is one of the factors that can stimulate national economical growth. In this context, the case study proposed by the partner company was based on research concerning how to reduce the percentage of the problematic/outstanding credits from the loan portfolio, taking as a case study BC Mobiasbanca SA.



Country: **Montenegro**

Local Coordinator: **Zorica Boskovic**

Partner Organisation: **University of Donja Gorica (UDG)**

Date: **April 18-19, 2009**

Place: **Podgorica**

Partners: UDG, AVON, Expo Commerce, Center for Civic Education, Austrian Airways, Crnogorski Telekom, SAGA

Spotlight: **Crnogorski Telekom BIZ Case Competition**

Crnogorski Telekom, the leading provider of telecommunication services in Montenegro, was the case creator for the BIZ competition in the frame of MNCC09. The main assignments for the students were: to perform industry analysis in the telecommunication sector in MNE, to evaluate potential customer demand for high capacity broadband services (higher speed internet access, high definition television) and to recommend the appropriate technological platform to Crnogorski Telekom, which will most effectively and efficiently meet customer needs.

sub-competitions

Country: **Romania**

Local Coordinator: **Simona Varga**

Partner Organisation: **ELSA Bucharest, WUS Romania**

Date: **May 9-10, 2009**

Place: **Bucharest - Faculty of Law**

Partners: Contrast Management-Consulting, Perform HR / Mojjobs.ro, Pentalog High Tech, Generation Europe Romania, ResourceCenter for Public Participation, Bucharest Faculty of Law, ActiveSoft

Spotlight: **BIZ Case (created by the Economics and Business Department at the NBU)**

The case was shared by BCC Bulgaria and proved to be very valuable. The case presented a fictional company involved in the production and trade of steel products. It briefly presented its structures and assets and described three situations where decisions had to be made based on certain facts. The decisions were related to strategies to reduce the impact of the economic crisis, acquisitions and human resources.



Country: **Serbia**

Local Coordinator: **Milica Cicovacki**

Date: **April 25-26, 2009**

Place: **Belgrade**

Partners: VIP, Delta DMD, Kolarac centre for foreign languages, Schönherr law office in cooperation with Moravcevic, Vojnovic and Zdravkovic, Dr Zoran Đindjic Fund

Spotlight: **Delta DMD BIZ and ICT case**

Delta DMD BIZ case

Due to budget optimization and cost cutting, it has become necessary for Delta DMD to control and monitor fuel consumption of vehicles belonging to managers and sales agents.

BIZ case participants had to act as managers of the company, finding solutions for measuring results (cost cutting), measuring satisfaction of employees, and suggesting some internal PR activities that could contribute to a better pattern of acceptance and understanding in this matter.



Country: **Slovenia**

Local Coordinator: **Nena Cvetkovska**

Partner Organisation: **IEDC - Bled School of Management**

Date: **April 2-3, 2009**

Place: **Bled**

Partners: IEDC, GreCo International, Faculty of Economics in Ljubljana, Faculty of Law in Ljubljana

Spotlight: **GreCo International BIZ case**

The case provided by GreCo International intended students to come up with new and innovative ways for marketing a specific company in the financial sector, such as GreCo International. Before presenting the final solution, students were supposed to conduct market research concerning the main competitors of GreCo International in Slovenia and to find best-case practices for marketing their main business activities. The solutions provided by students were very innovative and feasible, which satisfied the company representatives.



winners and awards

LAW MOOT COURT

First Place

Lidija Sovilj Serbia
Erveina Bashuri Albania
David Moscovici Romania
Nikolay Dragov Bulgaria

Second Place

Flaka Xhelili Kosovo
Thomas Moik Austria
Elena Lazar Romania
Maya Hristeva Bulgaria

Best Orator

Nedim Kulenovic BiH

ERSTE GROUP BUSINESS CASE COMPETITION

First Place

Matija Marijan Croatia
Aleksandra Krstevska Macedonia
Marius Dan Croitoru Romania

Second Place

Alexandru-Bogdan Moraru Romania
Radica Kasirska Macedonia
Dardan Sylaj Kosovo

Third Place

Mihai Mosneanu Romania
Marko Lutovac Montenegro
Jelica Matijevec Serbia

Best Consultant

Marko Lutovac Montenegro

COMTRADE ICT CASE COMPETITION

First Place

Doriana Delija Albania
Ivaylo Dimitrov Bulgaria
Nenad Mancevic Serbia

Second Place

Zlatko Lakisic BiH
Erita Skendaj Albania
Gabriel Policic Romania

Third Place

Viktor Todorovski Macedonia
Alexei Panin Moldova
Nikola Jovanovic Serbia

Best Consultant

Viktor Todorovski Macedonia

MODEL EUROPEAN COUNCIL

Best Diplomatic Skills

Alen Toplisek Slovenia

Best Lobbying Skills

Tarik Ajanovic BiH

Best Rhetorical Skills

Elena Terzi Moldova

Best Teamwork

Vladimir Erceg Serbia
Elena Terzi Moldova
Gabriela Radu Romania
Alen Toplisek Slovenia

Best Impersonator

Petar Zivkovic Serbia

Awards for the best individual of each competition:

Participation in the European Forum Alpbach 2009 "Trust" provided by ERSTE Foundation

The Forum Alpbach brings together academics and professionals, scientists and practitioners working in a variety of fields and disciplines of the social and natural sciences, as well as politicians and artists.

BIZ Award for Winning Team:

„Discover Management Program at IEDC – Bled School of Management“ (July 2010) provided by IEDC – Bled School of Management

The Discover Management Program is a highly international program offered by the Bled School of Management for young university graduates with diverse educational backgrounds. It is an intensive nine-day seminar that allows university graduates to gain an insight into managerial concepts and practice (www.iedc.si).

LMC Award for Winning Team:

„Paid Internship at the Energy Community Secretariat in Vienna“ & „Attendance of St. Galler Conference on Energy“ provided by the Energy Community Secretariat

One member of the winning team (selected by a representative of the hosting institution) will be offered a paid three month internship at the Energy Community Secretariat in Vienna. The other three members of the winning team are offered the opportunity to attend the annual St. Galler International Conference on Energy in Switzerland in October 2009.

Additional Award:

One Month Research Visit at the University of Graz

The Austrian Federal Ministry of Science and Research offers to the winning team of LMC a one month study visit at the Institute of International Law and International Relations at the University of Graz.

ICT Award for Winning Team:

„Microsoft Packages“ provided by MICROSOFT

MEC Awards:

„International Civilian Peace-Keeping and Peace-Building Training Program 2009“ presented by ASPR (Austrian Study Center for Peace and Conflict Resolution) in Austria

The ASPR aims to contribute to the promotion of peace and peaceful conflict resolution and to the dissemination of practical ideas for peace, including its developmental and environmental aspects.

7th International Debate Academy Slovenia

It is the most international British Parliamentary Debate Training in the world with a distinguished training group from all over the world.

recruitment of high potentials

The BCC, as recruitment event, offered the participants the possibility to introduce themselves to the companies and institutions which were looking for new employees in the region. The participation was of particular interest for companies that focus their business activities to South-Eastern Europe.

RECRUITMENT OF HIGH POTENTIALS

The Balkan Case Challenge aims at strengthening links between higher education and economy with a special focus on students recruitment and the employability aspect. The following components bring together outstanding students from South-Eastern Europe and Austria and companies with focus on or from South-Eastern Europe:

1. Recruitment Events and Job fair Career Forum South-Eastern Europe
2. CV Database
3. Jobs & Internships

PARTICIPATING COMPANIES AND INSTITUTIONS AT THE CAREER FORUM SOUTH-EASTERN EUROPE:

- Erste Group
- Porsche Holding
- Wolf Theiss
- ISG Personalmanagement
- A.T. Kearney
- ICG Infora
- Master in South East European Law & European Integration
- FH Joanneum
- WU ZBP Career Center



partnership and recruitment

The Balkan Case Challenge offers companies, organisations and institutions a range of options for cooperation. Besides supporting the project in-kind, by providing an internship for the participating students, through being present at the event as judges or jury members, by holding workshops or by providing awards for the winners etc., there is also the opportunity to support the Balkan Case Challenge financially:

CV-Database:

The online database with 600 CVs of participants was created in order to facilitate the matching of the participants and the sponsoring companies and institutions. Each curriculum vitae informs about the educational background, work experience and extracurricular activities of current and former participants of the Balkan Case Challenge.

For more information please visit
<http://www.bcchallenge.org>
or contact
Ms. Jasmin Moser
jasmin.moser@wus-austria.org
Phone: +43 316 38 22 58-16
Fax: +43 316 93 17 51

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PARTNERSHIP LEVELS BCCIO*

COMPETITION PARTNER

Competition holds the company's name
Provision of the subject for the competition
Unlimited job announcements on the BCC website and in the eBCC-Newsletter
Provision of jury members to the competition
Stand at the Job fair: 50% reduction of fee

€ 10.000

PREMIUM PARTNER

Workshop/Company Presentation
10 job announcements on the BCC website and in the eBCC-Newsletter
Stand at the Job fair: 30% reduction of fee
BCC database access: BCC Finals + Sub-Competitions
Provision of 1 jury member to the competition

€ 6.000

ADVANCED PARTNER

Company marketing materials in the welcome packages
5 job announcements on the BCC website and in the eBCC-Newsletter
Visibility in the BCC newspaper enclosure
Stand at the Job fair: 20% reduction of fee

€ 4.000

PARTNER

BCC database access: BCC finals
Logo/name of the company on the promotion material
Logo and link of the company on the BCC website
Attendance of the high potentials' performance

€ 2.000

PARTNERS OF THE BCC 2009

The Balkan Case Challenge 2009 is *financed by*

Austrian
Development Cooperation

In the implementation of the Balkan Case Challenge WUS Austria is depending on the cooperation with partners that support the event financially or in-kind.

WUS Austria would like to express its gratitude to all responsible persons in the below mentioned institutions and companies. Additionally we would like to thank all judges and jury members, who dedicated their free time to the Balkan Case Challenge! The Balkan Case Challenge 2009 would not have been possible without this accumulated expertise and support!



ERSTE Stiftung



derStandard.at/Karriere



Über sich hinaus wachsen.



Fühlen Sie sich zu Neuem berufen?
Und wie stellt sich Ihr Job dabei an?
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Die Zeitung für Leser

austrian development cooperation

ALL THANKS TO EDUCATION

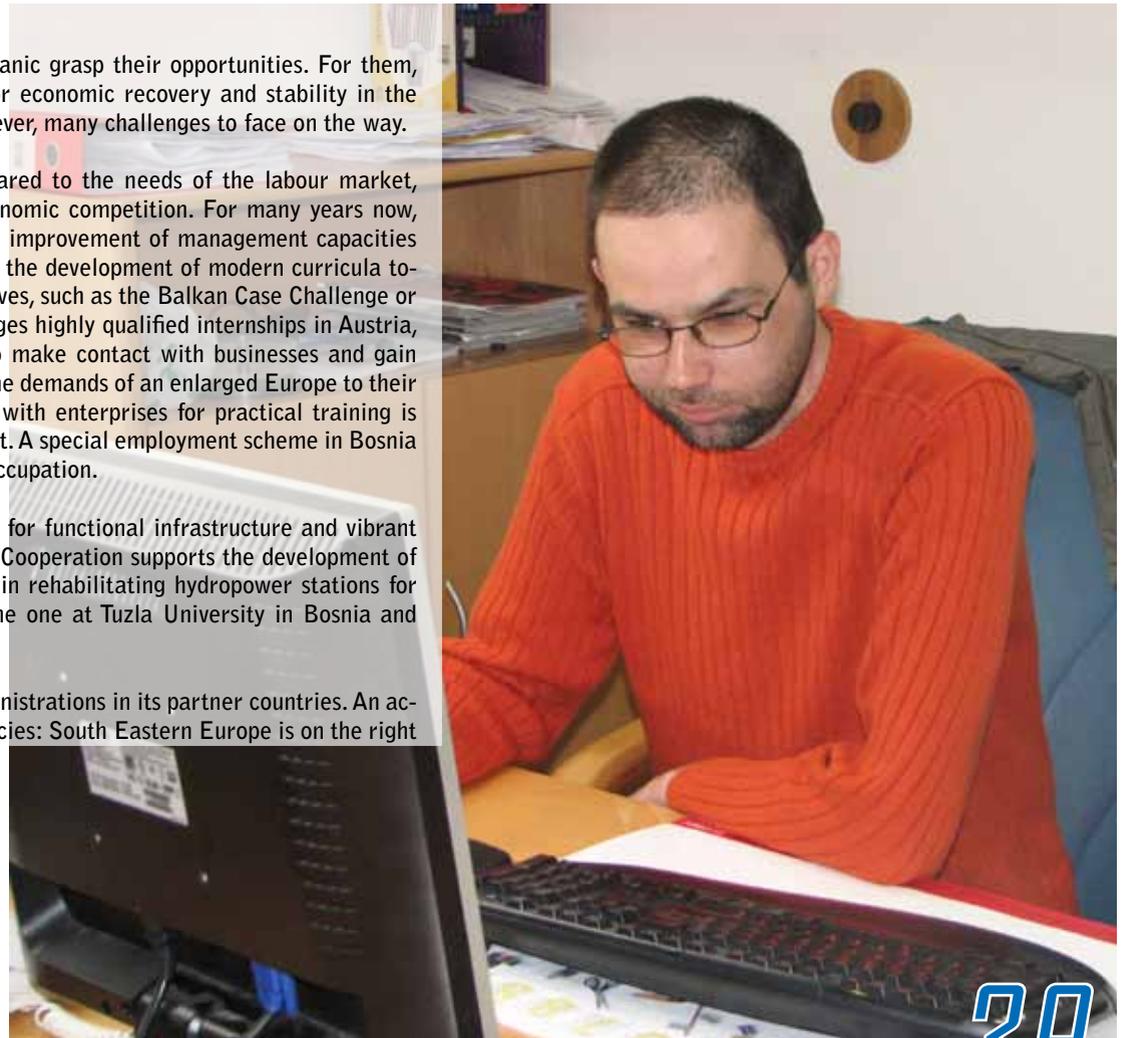
Kristijan Smiljanic has finally made it. The 28-year-old is now the proud owner of a small company that develops special software solutions for internet shops. The "Business Start-up Centre" established at the University of Tuzla in Bosnia and Herzegovina, with Austrian assistance, helped him a lot on his way to becoming a successful entrepreneur. That is where the qualified electrician learnt the commercial skills he needed to draw up an own business plan. He now works with a staff of seven developing tailor-made computer programmes.

Young people in South Eastern Europe like Kristijan Smiljanic grasp their opportunities. For them, joining the European Union affords a concrete prospect for economic recovery and stability in the whole region. This goal is a great motivator. There are, however, many challenges to face on the way.

One of these challenges is a modern education system geared to the needs of the labour market, which is essential to be able to keep pace with global economic competition. For many years now, Austrian Development Cooperation has been promoting the improvement of management capacities in educational institutions, the repatriation of scientists and the development of modern curricula towards European standards in South Eastern Europe. Initiatives, such as the Balkan Case Challenge or the Serbian programme, Experiencing Europe, which arranges highly qualified internships in Austria, offers students and university graduates the opportunity to make contact with businesses and gain practical experience. They can familiarise themselves with the demands of an enlarged Europe to their professional advantage. In vocational schools, cooperation with enterprises for practical training is also an important step to prepare youth for the labour market. A special employment scheme in Bosnia has enabled many young people to successfully take up an occupation.

Creating new jobs and securing income, however, also calls for functional infrastructure and vibrant small and medium-sized enterprises. Austrian Development Cooperation supports the development of water supply in Moldova, for example, and assists Albania in rehabilitating hydropower stations for reliable electricity supply. Business start-up centres like the one at Tuzla University in Bosnia and Herzegovina help to advance private-sector growth.

Austria also supports far-reaching reform to modernise administrations in its partner countries. An active civil society is emerging to reinforce the young democracies: South Eastern Europe is on the right road to a peaceful, stable and united Europe.



Austrian

Development Cooperation

interview

INTERVIEW WITH ERHARD BUSEK

Dr. Erhard Busek recommends the value of curiosity to students in discovering Europe for themselves. In the following interview, the expert for Eastern Europe relates his involvement with this area and discusses the current state of the economy and of education in the Balkan countries, the strengths of the young generation, and the future of Europe.



Dr. Busek, you are very involved in the causes of Eastern and South-Eastern Europe – why?

Dr. Erhard Busek: The countries of Eastern and South-Eastern Europe are just as 'European' as we are. We survived the difficult period after 1945 and, since 1989, we have been able to achieve integration with all of Europe. We all have a European responsibility because we are also the ones who have benefitted from this situation.

Do you find there are more similarities to Austria or more differences?

There are more similarities between these countries and Austria than there are differences. For example, there is more of a cultural memory of the old monarchy in these areas than there is in Austria. Of course, this is a type of reinvention of the past, but it is also a reference point for the Europe of the future. In common between the two regions are our efforts and our capacities, not to mention the fact that once, for a time, it was possible to live together as a group. What separates us are our prejudices.

What do you think of the current economic situation in South-Eastern and Eastern Europe?

Unfortunately, these countries are seen as suffering under the situation. The international Monetary Fund had to admit that it used incorrect numbers for its prognosis; President Strauss-Kahn apologized for this.

Do you think the economic crisis is having a negative impact on the development of these countries?

Of course the economic crisis has an influence on these countries, but the implications of reduced wealth and development in these countries is also smaller. To put it bluntly: they live 'closer to the bone' than we do. On the other hand, this means that now is the time for those investing in infrastructural and energy solutions to start a positive trend in economic development. The European Commission and European banks have allocated the considerable sum of 25 billion euro for such an endeavour. The emigrants from these countries who now feel themselves at home in our job market pose a special problem. Interestingly, not as many have returned to their homelands as was expected, but the consequences of this are not as dramatic as some had feared. Of course, these families are earning less, but not dramatically so.

What do you think of the status quo in education and economics?

The status quo in education and science is somewhat modest. Traditionally there has not been enough funding for these areas and the EU has also been reluctant to help for a long time. Mobility programs have succeeded, which is also good for science. In education, an exchange system is needed, as well as a better education program for teachers, the adoption of Bologna and, of course, better quality preparation and foundation for teachers of lifelong-learning.

What steps might be taken to provide help?

The European Union's mobility program is of paramount importance. However, the visa problem must be solved if this is to be a success. There is a need for action to fund teaching and research, although resources are limited, of course. However, some things have begun to change.

What should be done to encourage well-educated people to come back to the Balkans?

Of course, there are economic incentives to keep people in a country, but a certain underlying attitude also needs to be present.

How important is WUS Austria in this regard?

The work of WUS Austria is not only important, but it has also produced an amazing amount of results in the past few years. One can only be thankful for such projects like the Balkan Case Challenge.

What sort of results do such projects have?

They allow young people to become better informed and they provide a network for their futures, which is extremely important.

If you were to give students a piece of advice, what would it be?

Be curious enough to want to discover all of Europe and develop a sense of empathy, because it is only through this that we can learn to understand each other.

What do you wish for the future of this region?

I hope these countries can gain membership in the EU and also that the citizens of every EU-country understand what wealth lies in this region.

What do you think Europe will look like, politically, in thirty years?

I would just be happy if all the countries in South-Eastern Europe were fully integrated into the EU by 2014. One hundred years since Sarajevo 1914, that would be an epic success. How Europe will look in thirty years will be determined by Europeans themselves. I simply hope they understand that the nationalistic state has no place in a European vision of the future.

Interview by FOURWAERTS, published in DER STANDARD on June 27, 2009

Dr. Erhard Busek is a board member of the Institute for the Danube Region and Central Europe, President of the European Forum Alpbach and Rector of the FH Salzburg. From 2002 to 2008, he was the special coordinator of the Stability Pact for South-Eastern Europe. This ex-Vice Chancellor, and retired Minister of Science and Minister of Education has written many books and articles on the subject of the European Union, Eastern Europe and globalization.

impressions

IMPRESSIONS OF PARTICIPANTS, JURY MEMBERS AND PARTNERS



Marko Lutovac:

The BCC is really something great for every student in the whole region.

Faris Hadrovic, MEC Case Creator:

BCC is a collection of like-minded individuals of different backgrounds. It's a melting pot of various different backgrounds and nationalities and ethnicities. They all come together with a common aim, to discuss a common topic, compete and perform. The performance of the students was very good, they were very dedicated: Hours of research prior to the competition, but also hours of hard work and sleepless nights during the competition itself.



Flavia Dobre, MEC:

It definitely gives us a feeling of how difficult it actually is to come to consensus with 19 countries involved. I think it is very realistic, because it reflects the difficult process of decision making in the European Union. The primary reason for which I actually came here, was to gather as many social experiences as possible and I definitely think, that the BCC has fulfilled this goal of mine.



Elvin Destanovic, MEC:

It is really hard to sit on a table and bear the burden of let's say 10 million citizens and make a decision for them.

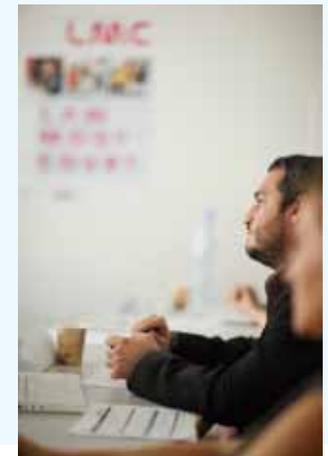
Boris Marte, ERSTE Foundation:

No matter what nation, no matter what ethnicity, it is fun to work together!



Natasha Stamenkovik, LMC:

You feel like a real lawyer practicing the law.



impressions/statistics

Zlatko Lakisic, ICT:

These are very real-life cases and the solutions that we are making are very viable solutions, they are not anything imaginary, they can be implemented tomorrow.



Karin Breitfuss, Porsche Holding:

We are very interested in traineeships and internships with people from those countries and this is the best opportunity to get in contact with these people.

Dan Croitoru, BIZ

The most important thing is the networking and the relationships we have made. Because in time, this is what lasts. This is what changes us in the future. How would I advertise BCC? Best case study competition ever!

Matija Marijan, BIZ:

It's definitely the people, who are the most important thing. Because I mean, getting a case, analyzing it, presenting it, you can pretty much do it in front of a mirror. Interacting with people, learning from them and just making friends is the most fun and probably the most important part.



Petra Szvastics, Erste Group:

You have here 12 different countries from the Balkan and the best and eager students. Therefore it is a great opportunity for Erste Group to participate and to get in contact with these people.

Alexei Panin, ICT:

It will be one of the best experiences in my life.

STATISTICS

ENHANCED CAREER OPPORTUNITIES



GREATER OPPORTUNITY TO NETWORK WITH STUDENTS FROM OTHER EUROPEAN COUNTRIES



GREATER OPPORTUNITY TO NETWORK WITH COMPANY REPRESENTATIVES FROM OTHER EUROPEAN COUNTRIES



DIFFERENT UNDERSTANDING OF DIFFERENT EUROPEAN CULTURAL VALUES



IMPROVED COMMUNICATION SKILLS



IMPROVED DECISION MAKING SKILLS



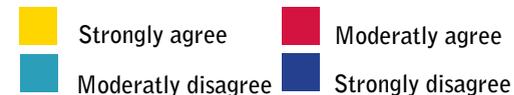
I LEARNED SOMETHING NEW



IN THE LONG RUN, GREATER COOPERATION BETWEEN SOUTH-EASTERN EUROPEAN COUNTRIES



0 % 25 % 50 % 75 % 100 %



n.a.
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s keine reichen ht sehr

n **Erzie- chaft?** (swesen ehm ge- e finan- zt, auch weigert, die Mo- ivieren, ist. Im ich not- bildung, und na- in der feranke-

en hel- er Euro- :heiden- setzung sa-Prob- darf be-

Zur Person

Dr. Erhard Busek ist Vorstandsvorsitzender des Instituts für den Donauraum und Mitteleuropa, Präsident des Europäischen Forums Alpbach und Rektor der FH Salzburg. Von 2002 bis 2008 war er Sonderkoordinator des Stabilitätspaktes für Südosteuropa. In zahlreichen Büchern und Artikeln behandelt der ehemalige Vizekanzler, Wissenschaftsminister und Unterrichtsminister a.D. Fragestellungen zur Europäischen Union, Osteuropa und der Globalisierung.



auch Bildungs- und Forschungseinrichtungen geschaffen werden, die überregionale Kooperation schaffen.

Was muss getan werden, dass gut ausgebildete Menschen zurückkehren?

Natürlich sind es die ökonomischen Voraussetzungen, die Menschen im Land halten, aber auch eine positive Grundeinstellung gehört dazu.

Wie wichtig ist vor diesem Hintergrund die Arbeit von WUS Austria?

Wie wird Europa in dreißig Jahre politisch aussehen?

Ich wäre schon zufrieden, wenn 2014 alle Länder in Südosteuropa in die EU integriert sind. 100 Jahre nach Sarajevo 1914 wäre das geradezu ein mythologischer Erfolg. Wie Europa in 30 Jahren aussehen wird, das bestimmen die Europäer selbst. Ich hoffe nur, dass sie begriffen haben, dass mit dem Nationalstaat allein kein Staat für die Zukunft zu machen ist.

Südosteuropa und Österreich ihr Können beim anschließenden Career Corso knüpfen Kontakte zu Unternehmen geknüpft werden.

Gudrun Ostermann

Unternehmen sind in Wertep... Die Suche nach neuen... itern ist dabei derzeit kein... sa. „Auch wenn ein Unterne... n Moment keine offenen Po... en hat, ist es wichtig, schon... die Zeit danach zu den... eint Almir Kovacevic, Gescl... hrer der World University... ice (WUS) Austria. Bereit... erten Mal findet der vom WU... nisierte Fallstudienwettbe... alkan Case Challenge (BCC... m abschließenden Recru... rent Career Corso South Ea... urope in Wien statt.

Das Besondere an dieser Re... ng-Messe sei die Möglichkei... en Studierenden intensiv in... kt zu treten, erklärt Kovac... ur die besten Studenten... ölf Ländern aus Südoste... nd Österreich können an der... od der Messe teilnehmen.“... otz schwieriger Zeiten k... icht früh genug begonnen... m, Kontakte zu den best... n zu knüpfen, ist er überze... Auch wenn das Kontaktk... t. In Kürze treten sie vor... Gericht, um am Internatio... ehenden Juristinnen sind... noch stolz auf eine El... ngsquote von zehn Prozent... ch darauf, dass die Teilne... i der BCC 2001 mittlerweile... if mittleren Führungsebene... nden sind.

ünftige Entscheidungssträ...

Die Geschäftsmodelle...



Führungskräfte von morgen

Sie zählen zu den Besten an ihrer Hochschule. Sie haben den Willen zu siegen. Sie wollen als Team bestehen. Die größten Talente aus Südosteuropa und Österreich zeigen bei der Balkan Case Challenge, was sie können.

ehenden Juristinnen sind... In Kürze treten sie vor... Gericht, um am Internatio...

Der Wettbewerb

140 Studierende, exzellent in ihrem Fach der Rechtswissenschaften,

winken als Preise Stipendien, Praktikantenstellen und Möglichkeiten zur Weiterbildung. Damit würdigt die BCC

tungen, sondern un... erenden auch in ih... flichen Laufbahn.

KARRIERE

115

wichtige „Mindset“ und strukturelle Revisionen

Mbt: "WUS Austria" organizon garën studimore "Rasti s

Fituesit shkojnë në garën fin

ANITA KADRIU

Prishtinë, 13 janar - Studentët kosovare do të kenë mundësi që edhe këtë vit të dëshmojnë aftësitë e tyre në një garë me studentët nga vendet tjera evropiane. Organizuar nga "WUS Austria" për të pestën herë me radhë do të mbahet gara studimore "Rasti sfidues i Kosovës", në të cilën do të marrin pjesë studentët e Universitetit të Prishtinës, kurse fituesit e kësaj gare do të përfaqësojnë Kosovën në finalen - "Rasti sfidues i Ballkanit" që do të mbahet

tyre. But Dedaj, udhëheqës i "WUS Austria" në Kosovë, tha se kjo garë synon hapjen e mundësive dhe perspektivave të reja studentëve të shkëlqyeshëm duke i forcuar lidhjet në mes të edukimit dhe punësimit. Gjysmëfinalja e kësaj gare në Kosovë do të mbahet në disiplinat: simulimi i gjyqit; gara e rastit të biznesit; modeli i Këshillit të Evropës dhe teknologjia informative dhe komu-

kriterëve të përcaktuara dhe jenë studentët të shkëlqyeshëm në përfundim të studimit fushën e ekonomikut, dre shkencave politike apo shk teknike. Seleksionimi i kand bëhet duke u bazuar në para



BCC09*

Balkan Case Challenge



jaben e für die vier BCC it, Politik, Informa & basiert auf einem

fidues i Kosovës"

ale në Vjenë

tyre akademike, aktivitetet jashtëmësimore si dhe njohjen e gjuhës angleze. Afati i aplikimit do të zgjasë deri më 15 shkurt, dhe bëhet përmes postës elektronike në adresë të "WUS Austria".



10. Finale der Business Case Challenge

WUS AUSTRIA ORGANISATION ZAMIRBEN ZA VEITE GRAADNOE



de

skladina organizacija WUS Austria izlozavala je 24. i 25. aprila na Univerzitetu u Gorici student-takmicenje „Montenegro Case Challenge 2009“ (ucenje kao organ-ov) kao polufinale za regionalno aprilsko takmicenje „Balkan Case Challenge 2009“.

Dovala takmicenje je jos jedan nacini na koji sko TS Austria dokazuje istrajnost u svojoj negro jeri da aktivno promovise Bolonsku

Studentët kosovarë do të sfidohen në ditë në Austri në muajin korrik, të këtij projekti "Balkan Case Challenge" (Rasti sfidues i Ballkanit) të organizohen nga Vusi austriak. Në sfidimin ballkanik do të marrin pjesë shtetet e Evropës Juglindore si dhe vetë nikoqirja Austria. But Dedaj, udhëheqësi i zyrës së Vus Austria në Prishtinë, në një konferencë shtypi të mbajtur të martën në Prishtinë, ka pohuar se kjo është fazë e re dhe shumë e rëndësishme për studentët kosovarë dhe në përgjithësi për rajonin, sepse krijon mundësi që të shkëmbehen përvojat dhe dituritë që i kanë fituar studentët në institucionet arsimore, gjegjësisht në universitet. "Aplikuesit duhet të jenë studentë të universiteteve, vlen edhe për bachelorët dhe masterët, dhe ata duhet që të njohin gjuhën angleze, por edhe njohja e gjuhës gjermane është përparësi", ka

dierenden die Möglichkeit, ihr theoretisches Wissen praktisch anzuwenden. Sie werden in der ersten Runde in vier Disziplinen unterteilt: Business Case Competition für Studierende der Wirtschaftswissenschaften,

bcc in the media

Auch die neunte Challenge ist in vier Disziplinen unterteilt: Business Case Competition für Studierende der Wirtschaftswissenschaften,

hen, können sich noch bis 15. Februar für die Challenge bewerben. Der Balkan Case Challenge wird durch die Entwicklungszusammenarbeit finanziert und ist in vier Disziplinen unterteilt: Business Case Competition für Studierende der Wirtschaftswissenschaften, Kroatien, Mazedonien, Moldau, Montenegro, Österreich, Rumänien, Serbien, Slowenien) statt. Die Gewinner qualifizieren sich für das

der BCC - zahlreiche Fälle als Jurymitglieder. Die Balkan Case Challenge wird durch die Entwicklungszusammenarbeit finanziert und ist in vier Disziplinen unterteilt: Business Case Competition für Studierende der Wirtschaftswissenschaften, Kroatien, Mazedonien, Moldau, Montenegro, Österreich, Rumänien, Serbien, Slowenien) statt. Die Gewinner qualifizieren sich für das

Bildung macht's möglich

Kristijan Smiljanic hat es Der 28-Jährige ist Inhaber Firma, die spezielle Soft

12 studentë në fusha e biznesit, drejtësisë, teknikës dhe modelit të Këshillit Evropian. Dedaj ka thënë se projekti mundëson hapjen e perspektivave të reja studentëve të shkollës së arsimit të lartë të Kosovës. "Projekti 'Balkan Case Challenge' është një mjet i qëndrueshëm për lidhjen e arsimit të lartë dhe punësimit në Evropën Juglindore dhe se pjesëmarrësit mund të dëshmojnë se Ballkani është për integrim", është shprehur ai.

СТУДЕНТСКО ТАКМИЧЕЊЕ НА УНИВЕРЗИТЕТУ ДОЊА ГОРИЦА Познати путници за Беч

Подгорица, 25. априла - Студенти Мирсен Мутабиџија, Драган Кнежевџић, Марко Лутовац, Ана Бошковић, Марко Сошћић и Ива Влаховић, са Универзитета Црне Горе, Универзитета Медитеран и Универзитета Доња Горлица, директно су се пласирали у финале регионалног такмичења, које ће се од 6. до 11. јула одржати у Бечу. Они су победници такмичења у три дисциплине, које је протеклих дана у Подгорици организовала међународна организација "Wus Austria", за студенте завршних година црногорских високошколских установа. На финал-

ном такмичењу учествоваће студенти 12 земаља, међу којима и најбољи из Црне Горе. Такмичење на коме је знање одмјеравало претходна два дана 17 студената у просторима Универзитета Доња Горлица, базирано је било на методи "проучавања случаја", што подразумева симулацију суђења пред Међународним судом правде, засједња Европске комисије, надметање у познавању информационог технологија и светских економских токова. -Основни циљ такмичења је унапређење црногорског високошколског об-

разовања. Креатори такмичења полазе од чињенице да је студентима неопходно пружити прилику да знање стечено на факултетима примјене на реалне случајеве и опробају се као адвокати, дипломате, економски експерти или менаџери. Поред овога, циљ нам је да повежемо представнике различитих компанија са академском заједницом, што подразумева да стручњаци из домаћих и међународних фирми креирају случајеве које ће студенти покушати да riješe, istaknuto je iz organizacije "Wus Austria".



Студентско такмичење „Montenegro Case Challenge 2009“ ПРИПРЕМА ЗА ВЕЛИКЕ КОМПАНИЈЕ



Горе), други је Драган Кнежевџић (Универзитет Доња Горлица), а трећи Бојан Ђилџур (Универзитет Медитеран). У бизнис дисциплини најбољи је био Марко Лутовац (Универзитет Црне Горе), на другом мјесту је Ана Бошковић (Универзитет Доња Горлица), а трећем Мајда Керџијевић (Универзитет Доња Горлица). Такмичари су пред стручним жиријем одговарали на теме које су им унапријед

neritojmë shtet he kjo bëhet m ajo.

wus austria

Who we are

World University Service (WUS) Austria is a politically independent, non-governmental organization committed to the promotion of the human right to education on the basis of academic freedom and university autonomy. Since its establishment in Graz in 1983, WUS Austria has been working on the promotion of this aim in various countries all over the world. Today the organization has a strong regional focus on the countries of South-Eastern Europe. While this area remains at the centre of WUS Austria's work, the organization is now transferring its knowledge and experiences to projects in other regions of the world.

What we believe in

Our vision is to be a competent partner for the development of higher education, which we believe is a key factor in the socio-economic and political advancement of every society. Therefore we are aiming to increase the quality of higher education in accordance with European and international standards. Our mission Provision of jury members to the competition is to establish solid and sustainable structures for a strong role of universities in society.

The services we provide

Sustainable development of higher education goes beyond the university level. Responding to this, we at WUS Austria work together with the public sector and the economy, as well as civil society. Our activities mainly lie in: Higher Education Development, Linking Higher Education & Economy, Arts & Culture and Higher Education & Human Rights. Within these areas we provide essential services, including:

- Development of new and innovative project ideas
- Professional management of projects
- Fostering knowledge and technology transfer
- Networking activities, and
- A broad range of consulting services

How we work

We ensure a high level of sustainability by applying both a top-down as well as bottom-up approach from the policy level to the individual level. We cooperate with many different partners such as higher education institutions, companies and individual experts on a national, regional, European and international level. The main principles guiding all our activities are:

- Ensuring sustainability and local ownership
- Ensuring a high level of cooperation and partnership
- Fostering sustainable development through capacity and institution building
- Promoting Academic solidarity, human rights as well as peace and stability

Interested in working or cooperating with us?

For more information about WUS Austria please visit our website www.wus-austria.org or simply contact office@wus-austria.org.



A SELECTION OF PROGRAMS

Experiencing Europe

Experiencing Europe: Serbian Young Professionals in Austria – Zoran Djindjic Internship Programme aims at giving excellent final-year university students and young graduates from Serbia the possibility of gaining three months of valuable work experience in Austrian companies and public institutions. The project offers the participants new perspectives for their career by establishing contacts with relevant companies and applying/expanding their knowledge. The participating companies/institutions are made aware of the potential of Serbia as economic partner and its contributions to European integration.

Experiencing Europe is a cooperation between the Dr. Zoran Djindjic Fund and the Austrian Development Cooperation and is implemented by WUS Austria.



Brain Gain Program Plus

The BGP has become one of WUS Austria's most popular projects in recent years. The Brain Gain Program was designed to give universities in Bosnia and Herzegovina, Kosovo, Montenegro and Serbia the possibility to invite emigrated academics from their region to fill the gap in the local teaching capacity. Since 2007, the new BGP+ has been enriched by a research module and guest lecturers can stay from one week up to a whole semester at their host university.



Labour Market Oriented Study Programs

Since 2007, WUS Austria has been engaged in the development of labour-market-oriented study programs in Bosnia and Herzegovina, Kosovo, Montenegro and Serbia. Faculties which can provide evidence that their proposed study program is needed by the local society and labour market receive a grant that enables them to develop and implement this program.

The need for the program has to be proven through establishing cooperative partnerships with Austrian higher education institutions as well as with companies, consortia or institutions, as potential future employers of graduates.

Competence

Competence addresses the link between higher education and the economy as one of the most crucial issues in the four western Balkan target countries. The main objective of the project is the development and advancement of procedures and tools for assessing and improving the match between skills developed by higher education institutions and those required by the labor market in the four western Balkan partner countries.

In each of the four target countries, Competence and Observation Centers (COC) will be established which will serve as a national knowledge transfer system and as training centers for higher education institutions and relevant stakeholders, and as service centers for their home university institutions.

For more information please visit www.wus-austria.org.



THE TEAM OF THE BALKAN CASE CHALLENGE 2009



Coordination: **Jasmin Moser, Andreas Kramer**

Competition Coordination: **Ines Suh (BIZ), Mateja Simpovic (MEC), Mona Ladler (LMC) and Alina Dedic (ICT)**

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www.bcchallenge.org



Coming soon...

10bee*

...July 2010 in Vienna

The Balkan Case Challenge (BCC) is a case study-based competition and recruitment event with the aim of furthering excellent students from South-Eastern Europe by strengthening links between higher education and economy with a special focus on student recruitment and the employability aspect. In the Balkan Case Challenge, a successful project financed by the Austrian Development Cooperation, 140 students from twelve countries meet and compete in four disciplines:

Business Case Competition

Law Moot Court

Model European Council

ICT Case Competition

More information on

www.bcchallenge.org

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