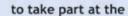
balkan case challenge



final report



WUS Austria invites exceptional students (undergraduates and postgraduates) both from state and private universities from the following study fields: law, economics, management, political sciences, international relations, information technologies and related disciplines



11000 Belgrau

phone:+381 11 2432 084



Serbia/Montenegro

12th 2007

ly for the international finals of the Balkan Case Challenge ustria, Albania, Bosnia and Herzegovina, Bulgaria, Croatia, NMIK, Moldova, Montenegro, Romania, Serbia and Slovenia!

period: Nov. 15th 06 - Jan. 20th 07

competition will be conducted in English. on and the application please visit:

challenge.org

egro Challenge or contact us directly: WUS Austria

Office Podgorica Cetinjski put bb 81000 Podgorica

phone:+381 81 245 007

Austrian Development Cooperation



Project by

wusaustria

WUS Austria invites

introduction

It is the third time that WUS Austria Belgrade and Podgorica Offices had the opportunity to organize Balkan Case Challenge sub competition for Serbia and Montenegro.

Serbia/Montenegro Case Challenge is one part of the Balkan Case Challenge project that consists of three sub competitions - Serbia/Montenegro Case Challenge, Bosnia & Herzegovina Case Challenge, Kosovo Case Challenge and Balkan Case Challenge final competition which is for the second year organized in Vienna.

Organization of Balkan Case Challenge sub competition for Serbia and Montenegro 2007 is one of the activities based on the contract regarding the financial support to the universities in Serbia and Montenegro, the contract signed by the Austrian Development Cooperation of the Austrian Foreign Ministry, World University Service - Austrian Committee (WUS Austria), the University of Belgrade, University of Montenegro, University of Arts in Belgrade, University of Novi Sad, University of Niš and University of Kragujevac.

The final competition includes students not only from countries in which sub competitions are organized but also from other SEE countries and students from Austria.

The local competition for Serbia and Montenegro is not only a qualification round for the Vienna finals, but also a case study competition of its own.

Regardless of the level, regional or local, BCC aims at bringing together the best economics, law, political and technical sciences students (related disciplines are also eligible), providing them with a practice oriented learning environment, promoting the case study method and strengthening links between higher education and economy with the special focus on students recruitment and the employability aspect.

The BCC has adopted the case study method developed as a learning tool at Harvard University in order to promote

its use in a modern, practice oriented method of learning. Another key element of the event is the potential it offers to the business sector in recruiting high-quality employees, just as it allows participants to establish contact with possible future employers.

In all categories of the Balkan Case Challenge, participants work on a case - real life or fictitious - in teams of three or four students.

English is the working language throughout the event.

The teams of students are challenged to produce solutions for a concrete case in their respective fields. Team solutions are presented by the students to a panel of academic experts and representatives of the business world, national and international institutions.

Cases are provided by experts in the fields in question or, in case of Business and ICT Competitions, by representative of companies sponsoring the competition.

serbia/ montenegro case challenge 2007

The event took place at the hotel "Park", Novi Sad from March 9 to 12, 2007. It involved 71 students who competed in teams in four different fields: Business/ Economy (Business Case Competition), Information Technologies (ICT Case), Law (Law Moot Court) and Politics/international Relations (Model United Nations Simulation). The focus of each of these sections was the case-study method.

Case Competition	Number of participants	Sex F M
Business Case Competition	18	11 7
Law Moot Court Competition	16	8 8
Model United Nations Simulation	19	9 10
ICT Case Competition	18	4 14
Total	71	32 39



Participants breakdown by universities is as follows:

Megatrend University	4
University of Novi Sad	5
University of Kragujevac	6
University of Montenegro	6
50 University of Belgrade	50

Organizing committee and pre-event tasks

The organizational committee consisted of
Miss Milica Čičovački – the event coordinator,
Mr. Dušan Korać - Business Case Coordinator,
Mr. Dragan Mihajlović - LMC Case Coordinator,
Miss Radmila Novaković - MUN Case Coordinator,
Miss Jelena Mrkaja - ICT Case Coordinator and
Mr. Goran Ostojić – WUS Austria's Regional manager
for Serbia and Montenegro.
These operational tasks consisted of:

- Fundraising
- Promotion
- Case study preparation
- Event and facility management
- · Reporting and evaluation

Case coordinators' job was to disseminate information among the students who belonged to the target group of their case competition, contact those who might be interested in applying and, upon final selection of participants, to be in contact with the selected ones and to give them all relevant information regarding the case and the competition procedure.

During the event, the organizing committee was supported by eleven facilitators whose task was to enable the smooth course of the event: Dragana Lazarević, Neda Šojić, Andrea Čolović, Marija Šojić, Milica Mrkaja, Nina Mijatović, Dijana Radenković, Dragana Špica, Nevena Buča, Ljiljana Ćuk, Ilija Bilić

Fundraising

Initially, 75% of the resources needed for organization of this event were donated by the Austrian Development Cooperation (ADC). In order to ensure this successful implementation of Serbia/Montenegro Case Challenge 2007, the remaining 25% had to be obtained throughout sponsorships from other organizations, companies and institutions.

The list of expenses related to this event is far from short. Among other things, it includes: transportation of the participants, three-day accommodation (full board) for participants and jury members, renting of the premises where the competition would take place, hiring of the assistant coordinators and other auxiliary staff, renting the necessary IT and other equipment and creation of an Internet center at students' disposal, printed material (promotion material, preparation material for the contestants, certificates etc), office supplies, awards, the expenses of the opening and closing ceremonies, etc.

For the purpose of fundraising, numerous international and local companies as well as various organizations were contacted. The task was completed successfully and WUS Austria Belgrade office managed to secure the funds necessary for the realization of the project.

Partners of Serbia/Montenegro Case Challenge 2007:

- SDC- Swiss Agency for Development and Cooperation
- French Embassy in Belgrade
- Studenica Foundation
- Foundation of Crown Prince Alexander for Culture and Education
- ComTrade
- Kolarac- centre for foreign languages
- TÜV
- International Law office "Schönherr" in cooperation with Moravčević, Vojnović & Zdravković Partners Inc.
- ERSTE bank
- Paragarf co.
- Data Status publishers
- ISIC
- EURO 26

The competition was held under the auspices of the Ministry of Sports and Education of the Republic of Serbia.

Promotion:

This was one of the most important activities. It was the duty of the organizing committee and its associates to promote the idea of Balkan Case Challenge not only among the international organizations and the business community but, even more importantly, among students and their professors and assistants, since it was very important to involve them as jury members, so that they also could get a first-hand experience with the case study methos and a stimulus to embrace and promote this teaching technique further, thus giving a new impulse to the university reform. The importance of presence of experts at an event such as BCC simply cannot be emphasized enough, especially since they come from both universities and companies involved. It is exactly this combination of theoretical knowledge and other academic skills combined with practical and labour





market oriented skills that significantly adds to the value of the event.



Through the course of promotion campaign 1000 posters and 5000 flyers were printed and distributed throughout the university centers (faculties, student dorms, student unions, youth organizations and other relevant places) of Serbia and of Montenegro.

The associates of the organizing committee made sure to visit the faculties of ALL the universities in the country. The case coordinators held presentations of the competition, while numerous student organizations were contacted. It was very important for the organizers to include students from all over the country, in which they eventually succeeded.

The information about competition was also available on approximately 30 web pages and forums as well as via approximately 50 mailing lists.

TV Metropolis as the only student TV station in Serbia, broadcasted 10 minute program about the Balkan Case Challenge once a week during the application period, and also made a 15-minute program during the event which was broadcasted one week upon its completion.

Case study preparation:

Case study preparation consisted of the following activities:

Coordination of the case study boards (company/institutions representatives and university professors)

- case creation
- proof-reading
- creating assessment sheets
- organizing application procedure (analyze the applications, organization of the selection panels, invitation of the selected participants, and creating waiting list)
- sending out preparation materials to the participants
- providing internships, scholarships and awards for winners
- contacting potential jury members
- preparing run-off of the competition (define the needs, set up the time sheets and defining the agenda)
- evaluation and post- event communication (between the winners and the organizations and companies which donate the awards)



The application period started in November and lasted until the January 28th 2007.

The application procedure was set up on line on Balkan Case Challenge web site (www.bcchallenge.org)

The registration consisted on following steps:

- 1. Student registration in an online database
- 2. Modifying application
- 3. Submitting application
- 4. Uploading university confirmation

Students also had possibility to send a hardcopy of the application to WUS Austria Belgrade Office.

After the selection of participants, selected ones needed to fill out a CV form and upload their photo in the database.

During the application period there were 240 registries in database, out of which 198 were submitted. Eventually, 72 students were selected to participate in the competition.

The selection criteria were based on the data from applications. The data in application forms generally dealt with the candidates' academic performance, extracurricular activities, working experience, interests and proficiency in English.

The preparation material was different for each case, and it was sent to the participants in various forms - packed on CD's or photocopied and bound in book form. Some of the documents were sent attached to e mails and some were put on BCC web site so that the participants can download them. Additionally, the participants were recommended to visit a few Internet sites.

Through the preparation process, the organizers made sure that the students were not left without additional information regarding the procedures or, where it was allowed, even the subject matter of the case it self.

Event and facility management:

In order to realize this project, considerable efforts and resources had to be put into the technical aspect of the preparation of the event:





Hotel arrangements (opening and closing ceremony, closing party, additional food and drink for the guests, jury members and facilitators, help desk), transport arrangements, agenda, provision of the equipment, communication between the students and the case creators, welcome packages for the participants and jury members (which included not only the printed materials, but also their ID cards, BCC folders, T-shirts, pencils and notebooks), design and printing of the special certificates of the participation, diplomas for the winners, photo and video documentation of the event, creation of the evaluation forms and modification of the score sheets.



the realization of the project

business case competition

This part of Balkan Case Challenge for Serbia/Montenegro was intended for the top Business /Economy/Management students. Among the 92 students who had applied 18 participants were selected, and they were divided in teams of three.

The case sponsor and case creator was firm TÜV which also provided an internship for the winning team. The case was dealing with making the marketing plan of TÜV in local business environment.

According to the rules of BCC for the Business case, participants did not get to see the task until the competition it self.

The case was handed out on Friday afternoon (March 9th), followed by the session of basic explanations regarding solving the case with the case creator (**Mr. Vladan Čokić** from TÜV) and **Mr. Dušan Korać** - business case coordinator. After finally reviewing the case, participants had the timeframe of just 24 hours to prepare their solutions.

The teams were permitted to bring any resource material they felt was relevant (notepads, dictionaries, industry magazines or manuals) for preparing their solutions. They also had a possibility to do on-line research both in the Internet centre in the hotel and in their rooms.

Jury of the Business case competition consisted of 6 jury members, Mr. Vladan Čokić form TÜV, Miss Viktorija Bojović M.Sc., Miss Slavica Mitrović, Miss Andrea Savić, Mr. Dejan Jakšić Ph.D., Mr. Slobodan Morača (all from Novi Sad university). During the preliminary round (Saturday March 10th) the participants were presenting their solutions (power point presentations) to the jury members. Each of six presentations lasted 20 minutes, followed by the 10 minutes Q&A session. Four teams entered the "finals" that was held next day.

While preliminary round was closed, the finals were open to the public and were observed by guests as well as other participants.

The judges provided feedback information to each team informing students on the strengths and weaknesses of their presentations.



Winners and awards:

1st place:

Milica Lazarević Vesna Ćeranić Igor Božović

Award:

Internship in TÜV

Qualification to BCC finals in Vienna

2nd place:

Igor Potkonjak Tanja Klimčuk Ana Mihajlović

Award:

Internship in ERSTE Bank

3rd place:

Aleksandar Nedeljković Dušan Stanar Mladen Radišić

Award:

Oxford dictionaries and books provided by Data Status publishers

Best Presenter:

Vesna Ćeranić

Award:

grant from Studenica foundation

Each of the participants received a certificate for participating in the Business Case Competition.

law moot court competition

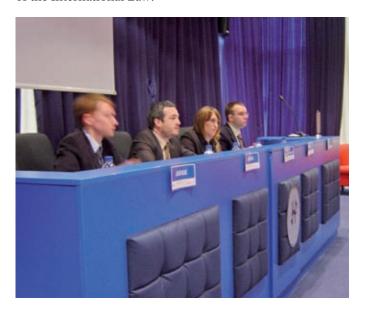
This part of the Serbia/Montenegro Balkan Case Challenge was intended for the top law students - as it was in fact, a simulation of the International Court of Justice. A total of 16 students were selected among 34 who had applied, and they were divided in teams of four.

The case was created by Professor **Thomas Skouteris** from the Leaden University in the Netherlands.

The case together with preparation materials were put on BCC web site one month prior the event. Preparation material consisted of 45 documents dealing with issues of international law. Preparation materials were open for download for participants on BCC web site, and for those who were not able to download them from web, materials were packed on CD and sent to them by post.

On Friday March 9th, the first day of the event, the students had the chance to discuss the details of the procedure with LMC case coordinator Mr. Dragan Mihajlović.

The LMC judge counsel consisted of 6 experts in the field of the International Law:



Mr. Thomas Skouteris Ph.D. (Head of the judge council), Miss Sanja Đajić Ph.D. and Mr. Bojan Tubić (faculty of Law, Novi Sad University), Mr. Milan Antonijević from the Lawyers Committee for Human Rights, Mr. Bogdan Popović Lawyer form Novi Sad, Mr. Milian Đukić Lawyer at Legal Aid office in Novi Sad of Lawyers' Committee for Human Rights.

Students started the preparation for the competition from the moment they were informed that they have been selected and during the entire course of competition until the final simulations on Sunday.

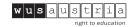


Two weeks prior to the competition, the selected participants were obliged to send memorials about the case to Mr. Dragan Mihajlović - Serbia/Montenegro LMC coordinator, in order to ensure the preparation of the participants and the best possible quality of their oral pleadings.

The competition was divided into two rounds:

Preliminary round that took place on Saturday March 10th and the final round that took place on Sunday March 11th

Each team had two trials in the first round/day, in which they had the chance to plead both as Applicant and Responded party. After their performance on Saturday, the finalists were chosen. There were two final trials on Sunday so that each of the finalists can represent both sides of the case. The applicants of one team had 40 minutes for their proceedings, 30 minutes for oral pleading and 10 minutes for answering the judge panel questions. They all had to answer the questions of the judge panel considering their points of argument.



Winners and awards:

1st place:

Uroš Živković Milica Stojanović Vuk Cucić Milica Novaković

Award:

Internship

in Schönherr Law office in Belgrade Qualification to LMC finals in Vienna

2nd team:

Duško Krsmanović Mihajlo Vučić Jelena Milovanović Veljko Radosavljević

Award:

Paragraf Net law database licenses for one year

3rd team:

Simona Otović Kosa Milićević Vladimir Teodorović Nada Nikolić

Award:

Oxford dictionaries and books provided by Data Status publishers

Best Orator:

Uroš Živković

Award:

grant from Studenica foundation

Each of the participants received a certificate for participating in the Law Moot Court Competition.

model united nations simulation

Model United Nations has a goal of deepening understanding about the United Nations, educating participants about global policy and promoting peace and the work of the United Nations trough cooperation and diplomacy. The value of the Model UN experience for a student is based on



what benefits a student can gain from participation, i.e. a unique knowledge of how the international system works. MUN has the special capability to educate tomorrow's leaders and world citizens.

Strictly speaking, this was not exactly a competition but a simulation of the United Nations Security Council.



Twenty participants were selected to participate among 39 who had applied, each representing one of twenty Council members. Five of these: China, France, the Russian Federation, the United Kingdom and the United States are permanent members, represented by two participants each. The other ten non permanent members are represented by one participant each (Qatar, Slovakia, Italy, Belgium, Indonesia, Perry, Panama, South Africa, Ghana, Congo) and are selected by the General Assembly for two-year term.

Prior to the simulation the selected students were asked to do a thorough research on the assigned country, its background and all information relevant to the world of international affairs and prepare workable policy statements.

The topic of discussion was dispute over Kashmir between India and Pakistan. In order for simulation to be as close to reality as possible, two students (last year BCC winners) were contacted to represent India and Pakistan. The delegates, in effect ambassadors to the UN Security Council, sought solutions to the crisis from the perspective of their governments. In their endeavors, they were guided by Mr. Faris Hadrović (case creator) - President of the security council and Miss Radmila Novaković (case coordinator) vice - president

Four winners were selected presenting four different categories: Winners and awards:

Most Diplomatic Delegate:

Ivana Ponjavić

Award:

language course Kolarac centre for foreign languages

Best Prepared Delegate:

Ana Selić

Award:

language course
Kolarac centre for foreign languages

Best Orator:

Dejan Tonić

Award:

language course Kolarac centre for foreign languages

Best Delegate:

Adel Abusara

Award:

grant from Studenica foundation



All four winners qualify directly to the finals in Vienna.

Each of the participants received a certificate for participating in the MUN competition.

information communication technologies case

The Information Communication Technologies Case was intended for the students of technical faculties. A total of 18 students were selected for participation among 24 who had applied, and they were divided in teams of three.



The case was created by the representatives of the BCC partner CT computers, **Com Trade Group**.

The case task was product organization and product positioning of personal business and home computers.

Two weeks prior the competition the case was distributed to the selected participants. After receiving the case, participants had an opportunity to ask for any additional information related to the case via case coordinator. Every new information received as a result of particular team's question was distributed among all other teams.

On the first day of the event (Friday, March 9th), participants had a Q&A session with the representatives of CT computers (case creators) and on the next day they had





"rehearsal" of the finals, during which each team presented some of it's ideas and was given additional instructions by the jury.

Finally, the teams gave their presentations on Sunday, March 11th. The presentations lasted for 20 minutes each and were followed by questions of the jury.

The jury consisted of 6 experts: Miss Danijela Trkulja and Mr. Danilo Govorušić from CT computers, Mr. Darko Radulović from Siemens, Mr. Zoran Budimac Ph.D., Mr. Milan Vidaković Ph.D., Mr. Đorđe Obradović M.Sc. – all form Novi Sad University

Winners and Awards:

1st place:

Marija Veličkov Božidar Marunić Nikola Dervišević

Award:

Microsoft Windows Vista operating system and language courses in Kolarac center for foreign languages. Qualification for final BCC in Vienna.

2nd place:

Miloš Bošković Miloš Stanojević Biljana Dinić

Award:

MP3 player

3rd place:

Snežana Mitrović Nebojša Petković Saša Ninković

Award:

USB flash memory

Best Consultant:

Bojana Milutinović

Award:

grant from Studenica foundation

Each of the participants received a certificate for participating in the ICT Competition

services and events

Apart from the competition itself (the term being used here in the strictest sense of the word and regarding only the ceases, students work on the possible solutions, their presentations and decisions of the jury), Balkan Case Challenge included some services that largely facilitated the course of the event and contributed to the successful finalization of the project.

Transportation:

The student transportation was covered by the organizer. Thanks to the **Crown Prince Alexander foundation for Culture and Education**, there were two buses rented for transportation of participants and facilitators (Belgrade-Novi Sad-Belgrade)

Help desk:

The help desk was installed in the lobby of the hotel and students were provided with all the information and answers to their questions. The help desk was used to handout the welcome packages to the students and guests on their arrival to the hotel.

Internet:

During the competition, an internet centre of some 15 computers and printer in hotel was placed at the participants' disposal, as well as the internet connection in their rooms and wireless internet connection in hotel lobby.

Photo and video documentation:

The event has been documented with photos and a video clip that was made by competition media sponsor, TV **Metropolis**, and was broadcasted on their TV station week after the competition was held.

Opening ceremony:



The opening ceremony took place in hotel "Park", on Friday March 9th, 2007. The key note speakers were: Mr. Goran Ostojić - WUS Austria's Regional Manager for Serbia and Montenegro, Mrs. Corina Coman - Director of the French Cultural Center and a Counsellor fot Cultural Cooperation at the French Embassy in Belgrade, Mr. Branislav Đurđev - Vice-rector for international cooperation of the University Novi Sad and the representative of the Austrian Development Agency, Mr. Hans-Joerg Hummer - Head of the Austrian Coordination Office for Technical Cooperation at the Austrian Embassy in Belgrade, who officially opened the competition.

Opening ceremony announcer was the winner of last year's sub competition for Serbia and Montenegro and final competition in Vienna **Mr. Mirko Dautović**.

Closing ceremony:

The closing ceremony was held in hotel "Park" on Sunday March 11th, 2007. The key note speakers were Mrs. Veronika Nitche - WUS Austria head office Graz, Balkan Case Challenge coordinator - and Mr. Dušan Bugarski - WUS Austria Belgrade Office - Deputy Head of Office, who officially closed the competition. During the ceremony, the winners were announced and awarded. Some of the awards were given by representatives of sponsoring companies. All winners of Serbia/Montenegro Case Challenge received EURO 26 youth cards and ISIC international students identity cards.

Closing party:

The farewell party for all the participants was organized in club "Toxic" in hotel complex, on Sunday March 11th, 2007. Students, the organizing committee, judges and guests enjoyed this party until early morning hours. The participants checked out and left Novi Sad on Monday March 12th, 2007.

Presentations:

On Saturday, March 10th participants had the opportunity to attend presentations of **WUS Austria**, **Kolarac centre for foreign languages and ERSTE bank**.

Mrs. Dragica Maksimović - Academic Information and Counseling officer from WUS Austria Belgrade office gave a short presentation of WUS Austria activities together with Mr. Adnan Harmandić from WUS Austria Head Office Graz and also gave the students basic information on Higher Education system in Austria and possibility of studying at Austrian universities.

Mrs. Vesna Polikić from Kolarac centre for foreign languages gave students a short introduction of possibilities and advantages of studying foreign language in their school, mainly focusing on German language, since Kolarac is the only school for foreign language that has a license for testing the knowledge of German language (approved by Goethe institute in Belgrade).





Finally, students also had the opportunity to learn more about credit cards and credit system in the ERSTE bank, while the ERSTE bank gave participants opportunity to order free youth debt cards.





conclusion

Instead of a conclusion we decided to put students' impressions of Serbia-Montenegro Case Challenge 2007:

"This is an excellent way of how to involve students in something that will give them fun, competition spirit and self-esteem. It was an honor to be a part of BCC" "Great possibility to improve my skills in field of business, marketing and PR"

"BCC was great and very well organized"

"It's an excellent practice for students of international relations"

"If anyone wants to get a great productive knowledge in many fields"

"Good opportunity for learning and meeting new people"

v"The problem was fantastic so new and challenging!"

"I believe that next year BCC would be even beater and wish you all the best. Thank you!"

"It was a great opportunity to learn in a different way, to get to know some interesting people and to improve my English"

"Great opportunity for new knowledge"

"Good chance for more practice, we don't have that in our faculties"



the serbia/montenegro case challenge 2007 was

financed by

Austrian



And supported by the following partners

DEZA DDC DSC SDC DIREKTION FÜR ENTWICKLUNG UND ZUSAMMENARBEIT DIRECTION DU DÉVELOPPEMENT ET DE LA COOPÉRATION DIREZIONE DELLO SVILUPPO E DELLA COOPERAZIONE



SWISS AGENCY FOR DEVELOPMENT AND COOPERATION

UDE AGENCIA SUIZA PARA EL DESARROLLO Y LA COOPERACIÓN

























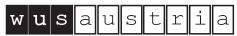


financed by

Austrian

Development Cooperation

Project by



right to education

World University Service - Austrian Committee Head Office Graz, Heinrichstrasse 39, A-8010 Graz

Local Office Belgrade
Ohridska 11, 11000 Belgrade
Phone: +381 11 243 2084
Fax: +381 11 243 8991
belgrade@wus-austria.org
www.wus-austria.org

Local Office Podgorica
Cetinjski put b.b., 81000 Podgorica
Phone: +382 81 245 007
Fax: +382 81 245 007
podgorica@wus-austria.org
www.wus-austria.org