

# Focus on Project Management

## 1-2 December 2022 / Manchester, UK

### Day 1, Wednesday, 30th Nov

#### Pre-conference Focus on Technology

**15:00 - 15:30**

*Welcome coffee*

**15:30 - 17:30**

*LBS Suite workshop*

Anna Kozubek

Senior Business Manager at  
LBS Suite

**18:00 - 19:30**

*Welcome drinks*

### Day 2, Thursday, 1st Dec

#### Conference day

**9:00 - 9:30**

*Open registration & welcome coffee*

**9:30 - 10:00**

*Event Opening / PM Training & Certification*

**10:00 - 10:30**

*Learn. Unlearn. Relearn*

Miruna Pavoni

Pavoni Studio

**10:30 - 11:00**

*Coffee break*

**11:00 - 12:30**

*Upgrade your 'Business Savvy' skills through efficient human connection - part I*

Zoran Metikoš

Business Growth Consultant  
& Educator, Profecta BDI

**12:30 - 14:00**

*Lunch*

**14:00 - 15:30**

*Community building or just vendor management / Sell without selling and break new boundaries*

Arancha Caballero

Managing Director, Nuadda

Thomas Edwards

Silver Flamingo Global SFG,  
FluentSales LLC

**15:30 - 16:00**

*Coffee break*

**16:00 - 17:30**

*Better your business through your community / I don't do sales workshop - How PMs can effortlessly increase revenues*

Arancha Caballero  
Managing Director, Nuadda  
Thomas Edwards  
Silver Flamingo Global SFG,  
FluentSales LLC

**19:30 - 0:00**

[Networking dinner](#)

## Day 3, Friday, 2nd Dec

### Conference day

**9:00 - 9:30**

*Morning coffee*

**9:30 - 11:00**

*Sell without selling and break new boundaries / Community building or just vendor management*

Thomas Edwards  
Silver Flamingo Global SFG,  
FluentSales LLC  
Arancha Caballero  
Managing Director, Nuadda

**11:00 - 11:30**

*Coffee break*

**11:30 - 13:00**

*I don't do sales workshop - How PMs can effortlessly increase revenues / Better your business through your community*

Thomas Edwards  
Silver Flamingo Global SFG,  
FluentSales LLC  
Arancha Caballero  
Managing Director, Nuadda

**13:00 - 14:30**

*Lunch*

**14:30 - 16:00**

*Upgrade your 'Business Savvy' skills through efficient human connection - part II*

Zoran Metikoš  
Business Growth Consultant  
& Educator, Profecta BDI

**16:00 - 16:30**

*Coffee break*

**16:30 - 16:55**

*Talk ain't cheap!*

Richard Brooks -  
Keynote  
Richard-Brooks.com

**16:55 - 17:15**

*Event recap & closing*