EURAM 2019
EXHIBITORS' INFORMATION

EURAM 2019
Exploring the Future of Management

ISCTE IUL
Instituto Universitário de Lisboa

European Academy of Management
EURAM

26-28 June
Lisboa, Portugal

European Academy of Management
EURAM

For additional information, go to http://www.euramonline.org/annual-conference-2019.html or send an email to euram2019@iscte-iul.pt

EURAM in brief

About the European Academy of Management (EURAM)

The European Academy of Management (EURAM) is a professional community of engaged management scholars and reflective practitioners - open, inclusive, international and cross- cultural.

EURAM places a strong emphasis on multidisciplinary theoretical perspectives and methodological pluralism, and promotes critical examinations of the historical and philosophical roots of management theory and praxis.

EURAM aims to enhance the quality of research, improve its relevance for responsible and effective practice, and contribute to the social and political discourse on management. EURAM is recognized as the academic association of management in Europe, becoming a reference for management scholars. EURAM has around 1200 members per year.

EURAM Annual Conference

Every year, the EURAM annual conference takes place in a different city in Europe in June. The Doctoral Colloquium precedes each conference.

A university or scientific institution in Europe hosts the Annual Conference, which is a strategic way of achieving EURAM's objectives. Specifically, this helps in the continued evolution of an open, inclusive, international and cross-cultural EURAM community of engaged scholars. As such, EURAM supports scholars in designing, producing and disseminating higher quality and impactful research at each stage of their career. Moreover, it influences the development of management education and provides platforms and networks for the dialogue between scholars, reflective practitioners, and policy makers.

The EURAM Conference has been held in Reykjavik (Iceland), Glasgow(Scotland), Paris (France), Warsaw (Poland), Valencia (Spain), Istanbul (Turkey), Rotterdam (The Netherlands), Tallinn (Estonia), Rome (Italy), Liverpool (UK), Ljubljana (Slovenia), Paris (France), Oslo (Norway), Munich (Germany), St Andrews (Scotland), Milan, (Italy), Stockholm (Sweden) and Barcelona (Spain).

19th EURAM Annual Conference (Lisbon)

About Lisbon

Located in western Portugal on the estuary of the Tagus (Tejo) River, it is the westernmost capital city in continental Europe and serves as the country's chief port, largest city, and commercial, political, and tourist centre. The city's name is a modification of the ancient Olisipo (Ulyssipo), and its founding has been attributed to the legacy of Ulysses (Odysseus), the hero of Homer's Odyssey; to Elisha, purported to have been a grandson of the Hebrew patriarch Abraham; and, more credibly, to Phoenician colonists. Lisbon owes its historical prominence to its natural harbour, one of the most beautiful in the world.

Once a remote outpost on what was thought to be the farthest edge of the known world, Lisbon had established itself as a centre of operations for Portuguese exploration by the 15th century. The city centre was destroyed by an earthquake in 1755 but was rebuilt by the Marquês de Pombal. This seagirt city of multicoloured houses and elegant parks and gardens is no longer the capital of a vast overseas empire. It has been reconstructed as a bustling modern metropolis. Lisbon was designated a European City of Culture in 1994, and in 1998 it hosted the World's Fair (Expo '98). That event sparked the city's biggest renewal project since the rebuilding that followed the 1755 earthquake, including the construction of Vasco da Gama Bridge and other extensive upgrades of the city's transportation infrastructure. The fair also was the primary catalyst for the construction along the Tagus River of an oceanarium, marinas, hotels, commercial complexes, and entertainment venues.

The general outlines of the city remain as they have for hundreds of years. Lisbon is still a city of balconies and vistas. Some of the most striking of the latter can be seen from the miradouros, the terraces maintained by the municipality on seven of its hillsides.

For centuries Lisboetas have discussed the symptoms of an affliction they believe to be endemic in their city: saudade ("melancholy"), a state of anxiety tempered by fatalism that is said to be reflected in fado ("fate"), the melodic but deeply emotional folk songs that can still be heard in specific restaurants, mainly in the historic quarters of Alfama and Bairro Alto.

Conference Theme: *Exploring the Future of Management: Facts, Fashion and Fado*

Organisations, as open systems embedded in a larger open system that we usually call environment, establish bi-univocal relationships that mutually impact each other. Thus, the need for us to continuously study, discuss and understand not only both systems but how they influence one another. What are the main trends in the environment? How will

current and future demographic and technological developments affect organisations and their societal role?

Artificial intelligence, Big Data, demographic imbalances such as, in the case of Europe, a decreasing and ageing population are deeply transforming the way we understand and manage organisations. What will work look like in the years ahead? How much of what we do will be replaced by robots and what will the interaction between these and humans be? How to manage such challenge? How to finance such system and keep social order?

The last few years have been marked by a number of migration movements that not only transform and enrich the human landscape of many countries, but appear to be a long-lasting trend. How to qualify and integrate these migrants in the workplace? How to manage an increasingly diverse and multicultural workforce? Couple this with the challenge of robotisation and scholars will have multiple reasons for wanting to continue their mission of probing into and exploring the future. Management is about doing things through people. Who are these new people? The behaviour of organisations vis-à-vis the society is increasingly scrutinised and its impact cannot be ignored. Strategy, behavioural sciences, business and society, networks, services and global value chains, entrepreneurship and innovation… these and many other topics can and will be discussed during EURAM 2019. We hope that EURAM 2019 will be a forum where new propositions and answers will be debated, where new theories will be exposed to address the many problems that challenge organisations and their management.

Who attends the EURAM Annual Conference?

The EURAM Annual conference is a meeting place for more than 1,200 academicians and practitioners, from all over the world, comprised of professors, Ph.D. students & assistants, and practitioners. As shown below in the graphic, the EURAM membership as of 2017 reached 1,300.

EURAM MEMBERSHIP 2001-2018
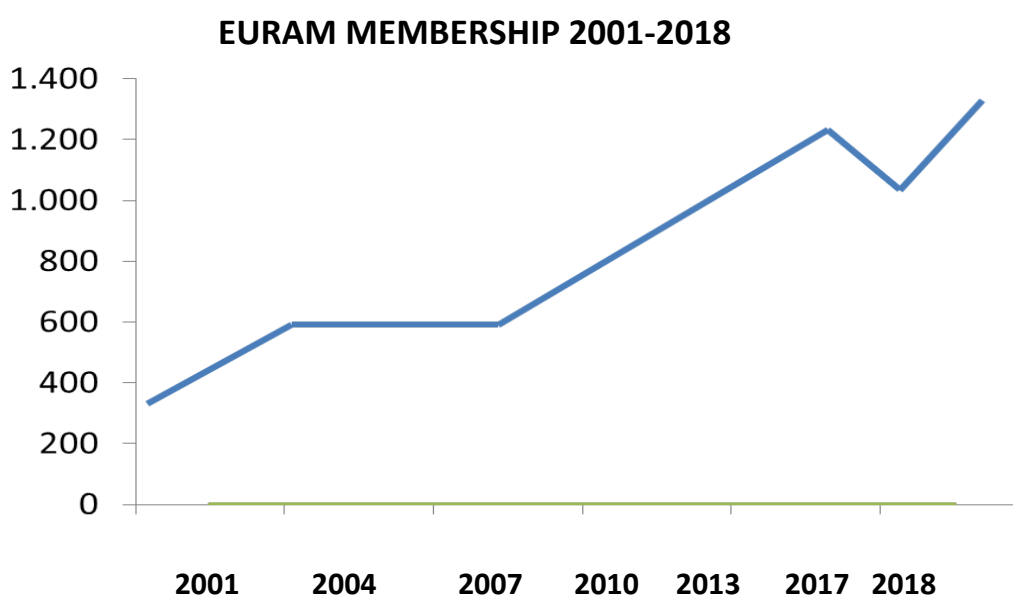
Approximately 10% of EURAM members are from non-European countries while 750 members are from Germany, Italy, Spain, France, and the UK representing the five countries with the highest membership.

EURAM Exhibition Packages

Exhibitor Package at EURAM 2019 Annual Conference

Exhibitor stand options	Standard fee (€)	Earlybird discount fee* (€)
Stand in the area close to the coffee breaks, including complimentary advertisement of ¼ page in the EURAM 2019 Conference Programme and two complimentary passes for stand managers (Wed-Fri)	1,300	1,040
Upgrade to advertisement ½ page in the EURAM 2019 Conference Programme	1,450	1,160
Upgrade to advertisement 1 page in the	1,600	1,280

EURAM 2019 Conference Programme		
Two stands including advertisement ½ page in the EURAM 2019 Conference Programme	2,000	1,600
Discounted inserts for the delegate bags when an exhibitor stand is purchased	150 (price per insert)	140 (price per insert)
Books ONLY (5 titles max.)	125 (price per title)	115 (price per title)
Satellite table in the lunch area (i.e. exhibitor table in the lunch area during the lunch-time)	+200 (per day)	+160 (per day)
VIP EXHIBITOR OPTION Two stands including 1-page advertisement in the EURAM 2019 Conference Programme, one insert in the delegate bags and a satellite table in the lunch area (two days)	2,500	2,100

*Early Bird Discount Fee applies if you book your Exhibitor Stand by Friday 29 March 2019.

Detailed information for exhibitors

Each Exhibitor booking includes the following:
- One long covered table (0,9 x 1,8 x 0,76 m) (six feet) plus 3 chairs;
- General lighting, power and wireless connection to the internet;
- Two complimentary passes for stand managers (which includes refreshments and lunch). Additional badges may be purchased for €50 each (max. two additional badges per exhibitor);
- Dedicated exhibitor page on the EURAM 2019 conference website with your organisation's name and logo, enabling you to target your communication to delegates;
- Pre-conference publicity as an exhibitor;
- Branding at the Conference i.e. your organisation's name and logo on the signage as an exhibitor;
- Acknowledgment in the EURAM 2019 Conference Programme as an exhibitor (printed and online);
- A discount on inserts at €150 per insert (normally €250), allowing your organisation to reach delegates directly by providing information on the product and services offered. Each delegate will receive a conference bag upon registration;

Other Information

Venue information - The exhibition floor plan will also be circulated in early 2019. The exhibition area will be located at the ISCTE - Instituto Universitário de Lisboa (ISCTE-IUL), close to the coffee break area: delegates going to the plenary sessions and the meeting rooms will pass the exhibition space. All exhibitors must comply with the rules regarding use of space at ISCTE-IUL.

Logistics - Instructions on where to send the display items will be sent to you upon receipt and confirmation of your booking form. Any materials you wish to be returned must be sent back by your organisation.

EURAM will provide on its website information useful to exhibitors regarding logistics issues (e.g. administrative requirements for shipments and delivery processes).

Allocation process for exhibitor space - Exhibitors who also sponsor EURAM will have priority in selecting their space. The remaining spaces will then be open to all other exhibitors. The key contact in your organisation will be notified by email when the allocation process for exhibitor space is open. The space allocation will operate on a first-come basis.

"Books Only" option - Exhibits will be offered to exhibitors who would like to have books and other titles on display but are unable to attend the Annual Conference. The cost is €125 per title with a maximum of five titles allowed per publisher/author. You may send copies to give away, or "Display Only" copies. You may send as many order forms, brochures, and/or catalogues as necessary. Order forms must include a fax number where attendees can send filled out forms. EURAM is not responsible for returning completed order forms. Instructions on where to send the materials will be sent to you once your payment is processed. We will ensure as best as possible that an ample supply is available during exhibition hours. At the end of the Annual Conference, the display books will be donated to charity. If you require items to be returned, you must provide shipping supplies and instructions with your materials. EURAM is not responsible for the loss or damage of materials

*** Please note that the exhibition space chosen by exhibitors during the space allocation process is not guaranteed until full payment has been received by EURAM***

Exhibitor badges - The payment for each exhibitor stand will include two complimentary passes for stand managers. Additional badges for stand managers may be purchased for 50€ each. Exhibitor registration will be onsite at the main conference registration desk. Exhibitor badges will be provided at that time. Exhibitor representatives will not be permitted to enter the exhibition area without a valid exhibitor badge.
Exhibitor personnel are welcome to attend all EURAM sessions as a "regular" attendee except in cases where there are additional charges, e.g. Get together activities, social dinners, gala dinner.

Raffles - A great way to promote exhibitors and to attract delegates to come to the exhibits area is to hold daily raffles during the coffee breaks. Exhibitors are encouraged to donate prizes/gifts to be raffled off during those times.

Installation and dismantling of Exhibitor Space - Exhibitors may set up their display stands on Tuesday 25 June 2019 from 14:00 pm. All exhibitor stands must be dismantled on Friday 28 June 2019 from 16:30 onwards.

Security and Liability - EURAM and the ISCTE-IUL will take special precautions to safeguard each exhibitor's property during the Conference. However, EURAM and ISCTE-IUL specifically disclaims any and all liability. Exhibitors assume all responsibility and liability for their property, personnel, and employees. Exhibitors should insure their exhibits and display materials.

Purpose Clause - EURAM reserves the exclusive right to determine the relevance of the organisation's product and refuse a prospective exhibitor the right to exhibit. The organisation has to offer a product or service of specific value to EURAM members.

Payment - Once you have made a booking, you will be issued an invoice for the full amount. Full payment will be required within 30 days and in any case always before the Conference starting day (26 June 2019).

Cancellation Policy - All cancellations must be made in writing to EURAM. EURAM shall retain:
- 50% of the exhibitor fee if cancellation is received less than one month prior to the Conference
- 100% of the exhibitor fee, if the cancellation is received by EURAM less than two weeks prior to the Conference.

EURAM assumes no responsibility for having included the name and information of the cancelled exhibitor in the Conference Programme or any other materials. EURAM also reserves the right to amend the exhibitor stand plan if required by the host venue for logistical or safety reasons. The exhibition area will be based in the main breakout area where the coffee breaks are served, thus being in the centre of the Conference's socialising and networking activities and will also ensure a good level of footfall and delegate engagement throughout the event.

Important Dates for Exhibitors

Date		Event
15 March		Floor plan available will be available
29 March		Early bird registration as an exhibitor
13 May		Deadline to be listed in the printed program as an exhibitor or sponsor
13 May	2019	Deadline for purchasing exhibit space
21 May		Deadline for payment of exhibit
25 June		Check in and setup starts
26 June		Exhibit Area opens to all attendees
28 June		Exhibits Area closes and booths are dismantled for check out

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SPONSORSHIP / PUBLISHER AREA APPLICATION FORM

Organisation Name   :

Address   :

Phone   :

Fax   :

Contact Person(s)   :

Mobile Phone Number   :

Email   :

Notes   :

Invoice Details   :

Sponsorship Type   : ……………………………………………………..

Sponsorship Fee   : …………………………………………………………

Payment Form:

□ Bank Transfer (Please attach a copy of the bank draft to this form)

Bank Name   : T.Garanti Bank.A.S.

Brunch Name   : Esentepe Brunch (347) Istanbul

Acc. Holder   : Dekon Kongre ve Turizm Hiz. A.S.

Acc. Number (€)   : 9084407

IBAN number (€) : TR37 0006 2000 3470 0009 0844 07

Swift Code   : TGBATRISXXX

□ Credit Card Payment

□ VISA □ Mastercard

Name of Cardholder :

Card Number   : .... (16 digits)

Expiry Date   : .... / ....

CVC Number   : ....(last 3 digits on signature panel)

Date

   :   Signature: