



More than a conference

Agora Thessaloniki provides a venue for discussion on vocational education and training issues

More than academic-oriented, it is a wide-ranging social and political debate on the future of education and training

Agora Thessaloniki unites researchers, social partners, policy-makers, practitioners, international bodies and other important players such as NGOs, the media and academia

It takes place at the European Centre for the Development of Vocational Training (Cedefop) in Thessaloniki, Greece

The conference is accompanied by a cultural programme in the beautiful surroundings of Thessaloniki

accompanying exhibition agora Thessaloniki conference

29 and 30 September 2003

CEDEFOP

Thessaloniki, Greece

Learned too much? The wrong subject?

Europe is facing an increasing problem of skills mismatches.

It will not be permanently alleviated, let alone solved, by traditional measures of active labour market policy.

Temporary work experience and recruitment subsidy programmes will be of little help.

Since skills mismatches are primarily a problem of skills which are no longer in demand (or no longer in demand at the prevailing wage rate), obviously there has to be some scope to remedy the skills problems through training and education.

It is a challenge for education and training policy to impart skills which are required in the labour market as well as improve long-term individual careers.

Experts of international repute will report on the state of education and training research today; company managers will explain how they get the skills they are looking for and why they recruit over-qualified staff; political decision makers will expound the concepts driving their work

The speakers (among others):

- Prof. Dr. Felix Büchel, Max Planck Institute for Human Development, Berlin; D
- Prof. Dr. Andries de Grip, Research Centre for Education and the Labour Market, Maastricht University; NL
- Dr. Hermann Klinger, FESTO AG & Co.KG, Esslingen; D
- Jutta Roitsch, Journalist, D
- Prof. Dr. Peter Sloane, University of Wales Swansea; GB
- Dr. Viatcheslav Vinogradov, CERGE-EI, Prague; Czech Republic
- Dimitris Zaharopoulos, Thessaloniki, GR

Will tackle (among others):

- Measuring of skills mismatches
- Skills mismatches in the knowledge society
- Overqualification, underqualification and unemployment
- Mismatch and labour mobility
- Overeducation and crowding out
- Dynamics of individual overqualification
- Human capital mismatch in Central European countries
- Employers' recruitment strategies
- The changing definition of 'suitable work'
- Overqualified taxi driver or entrepreneur of oneself

Accompanying Exhibition

Institutions, organisations, companies and associations wishing to make or maintain contacts with conference participants and showcase their services and activities, are invited to take part in the Agora Exhibition, an excellent opportunity to gain mind share among and meet with a highly qualified, targeted and influential group of individuals active in vocational education and training from over 25 countries.

Sponsoring or exhibiting at the event will enable you to be visible and to provide comprehensive information on all your activities to conference attendees. It will also promote your identity effectively and allow you to network with participants socially throughout the conference and during evening events. The exhibition is located centrally just outside the conference venue, granting you the best possible exposure.

The exhibition is managed by **ARTION Conferences & Events**, the professional congress organiser of the Agora Thessaloniki Conference. If you are interested in the exhibition opportunities, please complete and fax the attached form or contact:



ARTION Conferences & Events μ Ag. Sofias 24 μ 54622 Thessaloniki μ Greece
Tel.: +30 2310 252339 (agora line), +30 2310 272275
Fax: +30 2310 272276, +30 2310 277964
E-mail: agora@artion.com.gr

agora Thessaloniki conference

CEDEFOP, Thessaloniki, Greece
29-30 September 2003



Please return before September 18th, 2003 to:

ARTION Conferences & Events

Ag. Sofias 24, 54622 Thessaloniki, Greece

Tel: +30 2310 272275, 2310 252330

Fax: +30 2310 272276, 2310 277964

E-mail: agora@artion.com.gr

Attn: Ms. Valentini Amarantidou
Conference Co-ordinator

Exhibition Application and Contract Form

1. PERSONAL DETAILS

NAME OF INSTITUTION /ORGANISATION:			
DISTINCTIVE TITLE:			
ACTIVITY:			
ADDRESS:			
POSTAL CODE:		CITY:	
TELEPHONE:		FAX:	
VAT NO:		TAX DEPT:	
PERSON(S) STAFFING THE STAND:	(FULL NAME(S))		

2. EXHIBITION

We wish to exhibit at the agora Thessaloniki conference and reserve an:		Please add
EQUIPPED STAND		
	STANDARD STAND, 5 sq.m.	1.500,00
	ADDITIONAL SPACE: _____ sq.m. X 250,00 euro/m ² =	
STAND IDENTIFICATION SIGN (max 25 letters):		
Equipment includes: stand identification sign, lighting and standard package of 2 chairs and 1 table. Additional furniture & facilities can be provided at extra cost (shelving, PC or AV equip.)		
EXHIBITION SPACE (for custom built stand only)		
	REQUIRED SPACE: _____ sq.m. X 200,00 euro/m ² =	
No equipment included in this package, however, furniture & facilities can be provided at extra cost (shelving, PC or AV equip.)		
TOTAL VALUE OF STAND:		

3. TERMS AND CONDITIONS

- A) All the above mentioned prices include VAT.
- B) The exhibitor package includes one free entry to the conference, the welcome dinner, the official dinner, 2 lunches and all coffee breaks.
- C) The exhibitor's application is considered as binding and the exhibitor contract becomes effective upon dispatch of the confirmation. Exhibitors cancelling their participation by registered mail or fax up to 10 days prior to the first day of the conference are charged with 25% of the full stand rental charges, thereafter the full amount is payable.
- D) Upon application and not later than the 18th September 2003, the exhibitor pays the full amount of the exhibition total stand value by one of the below methods of payment, for which an invoice will be issued on the 1st day of the conference.
- E) Due to the limited number of available stands, exhibitors are handled on a first come first serve basis as to availability and location.
- F) The Organisers reserve the right to deny exhibitors under conditions
- G) Interested exhibitors should be communicating with ARTION Conferences & Events, who are managing the Exhibition on an exclusive basis, for information, invoices, payments and technical issues.

Please complete the following section:

The undersigned, legal representative of the above mentioned company, as it is being presented in the first page of the present Exhibition Application and Contract Form, have read, understood and agreed with all the terms and conditions of the present Form and agree to pay upon signing the present to ARTION Conferences & Events in its role as the Intermediary for CEDEFOP the total value of the exhibition stand, by:

(please select method of payment):

☐ **Bank transfer to the following bank account:**

Beneficiary: ARTION
Account no: 704-00-2002-004606
Swift number: CRBA GRAA
Bank: ALPHA BANK, TSIMISKI BRANCH (704), GR-THESSALONIKI

☐ **Credit Card**

I duly authorise ARTION (in its role as intermediary) to debit my credit card for the total value of the exhibition stand, as in the present and settle my debit balance **by 18th September, 2003.**

- ☐ Visa
- ☐ American Express
- ☐ Mastercard

Card no (16 digits):

Expiration date: _____(MM/YY)

Cardholders name: _____

Signature: _____

Representative's name:

Signature:

Date:

Stamp:

Please visit the official website at

<http://www.cedefop.eu.int/events.asp?Action=2&MonthF=9&YearF=2003>