



www.igc-controlling.org

**International
Group of
Controlling**

Dear IGC-Members!

We are very happy to provide you with the most recent information from IGC and wish all members a successful and relaxing summer.

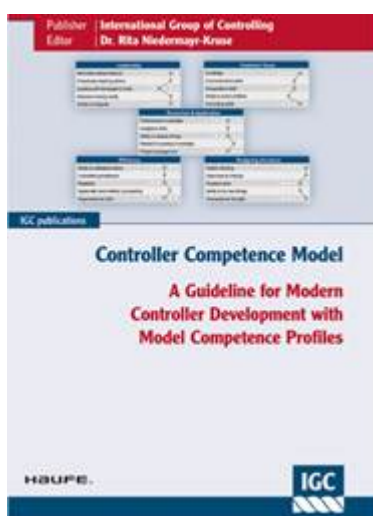
Klaus Eismayer, Ronald Gleich, Heimo Losbichler, Klaus Möller, Rita Niedermayr
Management Board of IGC

1.) IGC Inside

Controller Competence Model

We are proud to announce that the English translation of the Controller Competence Model has finally been published and is available at Haufe:

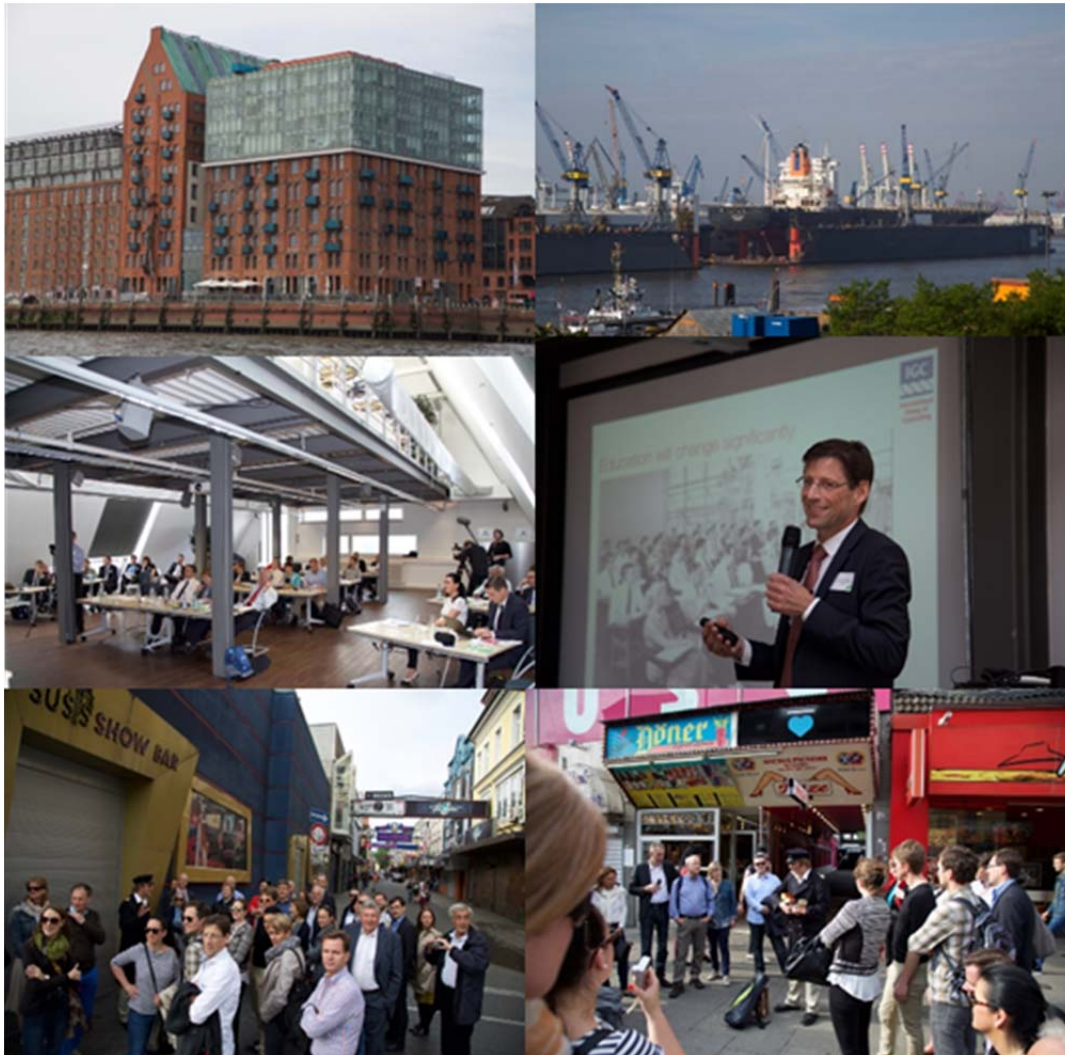
<https://shop.haufe.de/ProductDisplay?storeId=10205&productId=77751>



General Assembly 2016 in Hamburg - Review:

On May 21st, the IGC held its general assembly in Hamburg. Our great thanks go to Peter Sinn, Corporate Planning for a perfect meeting and his generosity. 35 participants - representing 14 member organizations – enjoyed the hospitality in CP's wonderful office with a scenic view of the Port of Hamburg. The agenda included inspiring presentations, in particular the comparison of the current state and trends in controlling and the controller profession in the U.S., South-Ease-Europe, the German speaking countries and, for the first time, the Netherlands. It was a great pleasure to welcome the Chairman of the Vereniging van Registercontrollers (VRC), Amsterdam. It was also our great honor to again welcome Raef Lawson, Vice-President Research from the IMA Institute of Management Accounting, who came all the way from the US to attend the general assembly.

The annual meeting gave a great overview of the new projects within the IGC, in particular the revision of the Controlling Process Model. Finally, the annual meeting drew a clear picture of the significant changes ahead of us caused by the rise of online-learning and the agenda of business schools in the field of lifelong learning.



New IGC-Video

We are very pleased to provide you with the link to a video about the IGC and its members. Our special thanks go to Peter Sinn who sponsored the video. The video gives a great picture of what the IGC is, who the members are and why it is worth becoming a member.

<https://www.igc-controlling.org/about-us/on-video.html>

New Members

We are delighted to announce that VCR, Amsterdam has become a member of the IGC. Welcome Henri von Horn.

Advertising Option for IGC-Members

Controlling International, a special annual issue of the Controller Magazine, gives your organization direct access to the international community of controllers unlike any other magazine. IGC-members can build brand awareness and promote products and services internationally to business education stakeholders.

IGC-members who are interested in gaining international attention can take advantage of a special offer and place ads in the upcoming issue of Controlling International. For information on advertising packages, contact the new editor-in-chief Conrad Günther. Sample ads can be seen here:

<https://www.haufe.de/download/controller-magazin-spezial-international-2015-controller-magazin-317476.pdf>

Advertising rates and specs are posted in Haufe Mediacenter:

https://mediacenter.haufe.de/fileadmin/Downloads/Mediadaten/2016/2016_PRINT_CM.pdf

Controlling International will be published in September 2016.

Controlling Process Model 2.0

As discussed at our annual assembly in Hamburg, we would like to give you an update on what the revised "IGC controlling process model 2.0" is going to look like. You can find the general structure of the model and a project schedule in the attached presentation. We are looking for supporters of the project! Please give a short notice to thomas.gackstatter@unisg.ch until **07/29/2016** and indicate for which process you would like to offer support (members only).

2.) Interview

The majority of controllers do not care much about corporate auditing and the respective control structures. However, new - more entrepreneurial and risk controlling oriented - approaches are being introduced by large international companies. In this issue we provide an interesting interview of Klaus Möller with Bayer AG's Head of Corporate Auditing, Rainer Schwarz (members only).

3.) Trends and Studies

We have discussed the strong impact of online learning at the annual meeting in Hamburg. One specific trend in online learning is gamification: using the principles of games in education (why we enjoy playing cards or football, etc.). Thus, we would like to provide two links that give interesting views and examples of gamification.

<https://www.youtube.com/watch?v=6wk4dkY-rV0>

<https://www.youtube.com/watch?v=v5Qjuegtiyc>

4.) Literature Review

Controlling of business functions like sales or manufacturing is an important part of controllers' work with a growing number of jobs. Big Data and analytical tools in particular bring new opportunities for a better and faster controlling. Thus, we wish to draw your attention to three valuable books about sales performance excellence and sales controlling.

- a) Sales Excellence: Systematic Sales Management, Author: Homburg C., Schäffer H., Schneider J.
- b) Data Driven – How Performance Analytics Delivers Extraordinary Results, Author: Deanborn J.
- c) Customer Analytics for Dummies, Author: Sauro, J.

The literature review is provided by Prof. Ronald Gleich from the European Business School and you can find it in the attachment (members only).

5.) Articles

Sustainability is one of most used buzzwords in business in the recent past. Today, many business leaders try to increase shareholder value while at the same time taking care of the environment and society. New reporting initiatives and standards like Integrated Reporting (IR), the Global Reporting Initiative (GRI) or the Sustainability Accounting Standards Board try to motivate and help companies to disclose more than financial information to all stakeholders and use this information for better decisions inside the company. We are glad to provide you with the most recent information of IMA on that subject.

<http://sfmagazine.com/post-entry/june-2016-the-next-frontier-in-sustainability/>

6.) Important dates

IGC-Meetings:

Jan 21st: Board Meeting, Munich

May 19th: Board Meeting, Scopje, Macedonia
May 20th: General Assembly, Scopje, Macedonia

Selected Conferences offered by our members
(please let us know your most important conferences for the next newsletter)

2016:

Sep 20/21: Controller Forum Stuttgart, Horvath & Partners, 30th anniversary
Nov 8th: 4th ICCI International Controlling Conference in Croatia
Nov 10th: Big Data Conference, Horvath & Partners, Stuttgart
Nov 18th: Controlling Insights Steyr, ICV, Steyr – Austria
Nov 26th: Controlling Competence Stuttgart, ICV

2017

Mar 02/03: Österreichischer Controllertag, ÖCI, Wien
Apr 26th: Controlling Conference, Altius, Croatia
May 15/16: Controller Congress, ICV, Munich
Jun 17-21: Annual Conference, IMA, Denver

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