



## 2015 RENT Annual Conference, Zagreb

### Pre-Conference Policy Forum

18<sup>th</sup> November 2015

Chair person: Slavica Singer, professor emeritus, J.J. Strossmayer University of Osijek

### Success and Failures in SME Business Transfer

#### **Objectives:**

*A business transfer represents transfer of ownership of an enterprise to another person or enterprise that ensures continuity of existence and commercial activity of the enterprise. Business transfers can be implemented within the family, through management buy-outs (sales to non-family management / employees), and sales to outside persons or existing companies. In many cases, business transfers are triggered by the entrepreneur's retirement. Earlier transfers are often influenced by personal decisions, changes in competitive environment, or incidental situations. Business transfer is a complex process, even more for smaller enterprises where the incumbent owner plays a dominant role. Successfully transferred businesses outperform start-ups with respect to survival, turnover, profit, innovativeness and employment. Despite that, national policies on entrepreneurship tend to focus on start-ups and neglect the complexity of issues and professional support entrepreneurs might need in the process of business transfer. The Policy Forum will look at the challenges in national business transfer ecosystems.*

#### **Programme:**

14.30-14.50: **Welcome**

Slavica Singer, Chair RENT 2015  
Helle Neergaard, ECSB President  
Silke Tegtmeier, ECSB Board Member  
Ministry for Entrepreneurship and Crafts – Croatia (TBC)

14.50-15.20: Lex Van Teefelen, Professor of Finance and Firm Acquisition, HU Business School Utrecht

**Avenues to Improve Success in SME Business Transfers: Reflecting Theories, Research and Policies**

15.20-15.45: Eddy Laveren, ECSB Board Member for Entrepreneurship Policy and Professor of Financial management and Entrepreneurship at the University of Antwerp  
**Succession Planning for Family Businesses: 10 Best Practices**

15.45-16.00: Mirela Alpeza, CEPOR – SMEs & Entrepreneurship Policy Centre Zagreb / Assistant Professor in Entrepreneurship, J.J. Strossmayer University in Osijek  
**Are Croatian Entrepreneurs Aware of Business Transfer Challenges?  
The Evidence from first Business Transfer Barometer Study in Croatia**

**Coffee break: 16.00 –16.15**

16.15- 17.00: Panel discussion:  
**Success and Failure in Business Transfer Policies: Lessons Learnt from National Business Transfer Ecosystems in Finland, France, Sweden, Spain and Croatia**

**Moderator:** Eddy Laveren, University of Antwerp

**Panel members:**

*Slavica Singer, professor emeritus, J.J. Strossmayer University in Osijek, Croatia*

*Juha Tall, Seinäjoki University of Applied Sciences, Finland*

*Erno Tornikoski, Grenoble School of Management, France*

*Susanne Durst, University of Skövde, Sweden*

*Andreu Blesa, Jaume University, Spain*

17.00-17.15: Workshop chair: Overall conclusion and invitation to the welcome reception

Participants are invited to join the pre-conference welcome reception at the Technical Museum, Zagreb.

**Practical information:**

Conference location: Croatian Chamber of Commerce, Rooseveltov trg 2, Zagreb

There is no registration fee, but pre-registration is necessary.

Policy Forum will be held in English.

To register send an e-mail to: [malpeza@cepor.hr](mailto:malpeza@cepor.hr)

Registration deadline is November 11<sup>th</sup>, 2015