

# Mastering Your Journey to Board Mandates

Are you a new Independent Director or an Executive getting ready to take on board mandates? Or an experienced Director who wishes to reposition on the market and is looking for new challenges?

Based on our expertise as executive search consultants, working with clients and board candidates, we will help you define and master your own effective strategy to look not just for any mandate, but the right mandates for you.

## Format



One full-day session within a group of maximum ten participants.

One half-day follow-up session to apply the learnings to your own situation.

→ Session 1 March 16, 2023 | 9:00 am—17:00 pm

→ Session 2 March 30, 2023 | 13:30 pm—17:30 pm

Sofitel Grand- Ducal  
Hotel  
35 rue du Laboratoire,  
1911, Luxembourg

### 1 Find Your Unique Value Proposition as a NED

Identify the specific added value that you can bring to a board and fully define your Unique Value Proposition based on your experience, expertise and soft skills.

### 2 Branding and Self-Promotion

With a clear vision of what you offer as an iNED, brand yourself as such and promote yourself on the market.

### 3 Network Efficiently

Discover how to network efficiently and develop an effective strategy to convince boards that you are the member they are missing.

### 4 Test Your Pitch and Interview

Learn to pitch yourself as an iNED and participate in the simulation of an interview for a board position, based on a real-life business case.

### 5 Powerful Learning Interactions

Join other top-level professionals (iNED and C-suite) for our highly interactive sessions and hear from full-time iNEDs about their journey to building a full portfolio.

[For more information](#)

✉ [gabriela.nguyen-groza@amrop.lu](mailto:gabriela.nguyen-groza@amrop.lu)

☎ +352 661 58 85 58

# Testimonials

## “ INTERNATIONAL, HANDS-ON

Excellent training bringing together a hands-on toolkit of “do’s and don’ts”, valuable insights into the recruitment process for NEDs and the opportunity for our group to directly exchange with two independent directors on how to be successful in obtaining board mandates. Our group represented various countries, industries and profiles while sharing a passion to learn and the courage to exchange openly on the challenges we each faced! I highly recommend this programme to any aspiring independent Board director!”

Lydia Malakis  
CEO  
MEAG LUXEMBOURG

## “ COMPREHENSIVE, INTERACTIVE

A comprehensive overview of the role of an independent director covering how to find opportunities, key responsibilities and challenges that comes with it.

The sessions were interactive and engaging, and case studies were particularly useful to develop thought process to start the journey as an independent director. Extremely valuable views and concepts for finding board mandates and guest speakers who are experienced independent directors. Highly recommend the program to an aspiring independent director or individuals wanting to gain a deeper understanding of the role.”

Harjeet Singh  
Director- Enterprise Finance  
Performance FIDELITY LUXEMBOURG

## “ TARGETED, PRACTICAL, EFFECTIVE

The NED program opens the window to senior executives to the world of independent directors and offers the tools to candidates to decide whether to enter this world and how to be best prepared for the journey.

The practical approach, the effective workshops, together with a diverse team of executive participants, and the appropriate guests allowed a well-rounded view of this world.”

Spyros Gaitanos  
Group Corporate Finance  
Director MAILLIS GROUP

## “ POWERFUL

This 2-session workshop has been very useful in my journey to board mandates. Indeed, it gave me practical and relevant guidance/tips to define my Unique Value Proposition as well as my selling pitch.

The various simulation exercises were very powerful to practice and test my leanings, particularly in the second day session. Finally, concrete advice on how to network efficiently as well as the testimony by a full-time director have been very inspiring to me.”

Anabela Lourenço  
iNED

## “ INSIGHTFUL

Well-organised program for independent board directors that I found very insightful, practical and useful, including the interactions with the participants and the use of case simulations.

Crafted over two days with a break in between, it gave me the opportunity to reflect on the learnings from the first session and how to pursue this pathway further.”

Adrian Samareanu  
Global Chief Digital Officer & Group  
SVP VOLVO FINANCIAL SERVICES



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