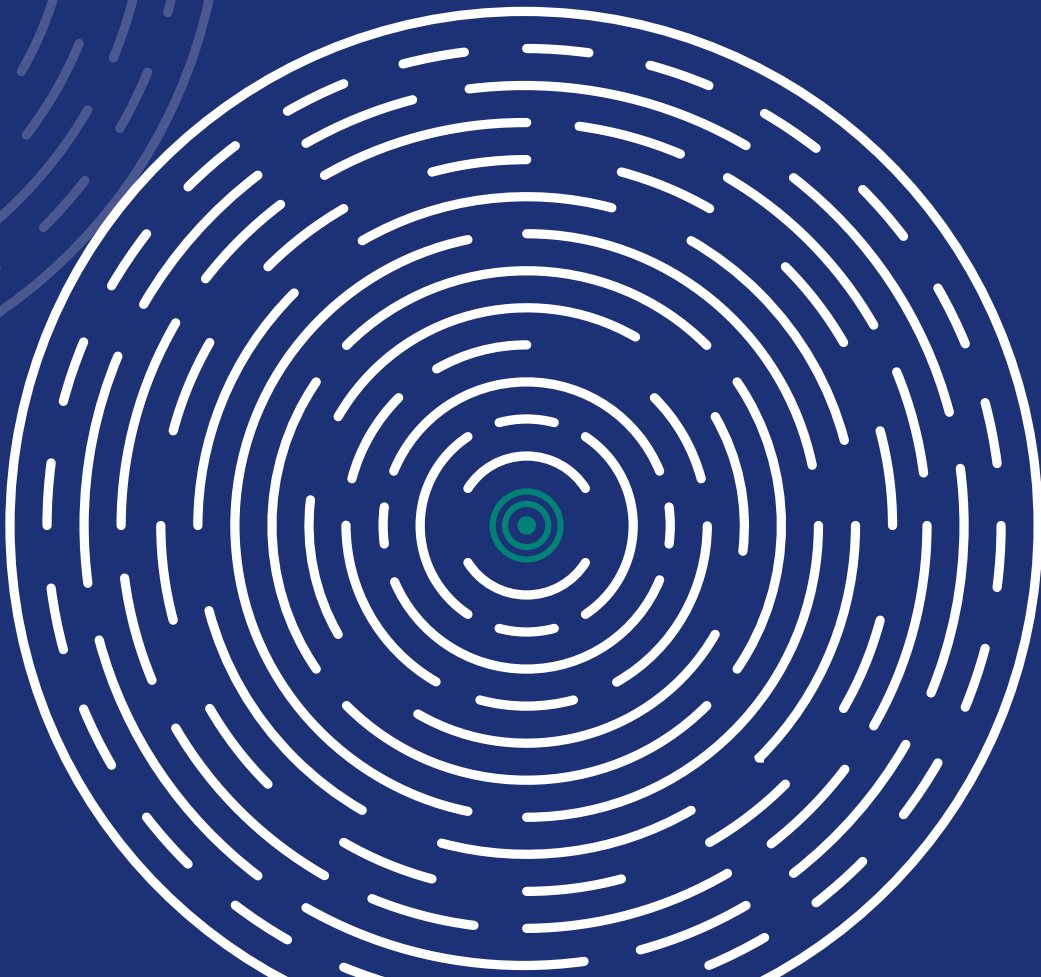




Companies and Managers together for growth



4.Manager

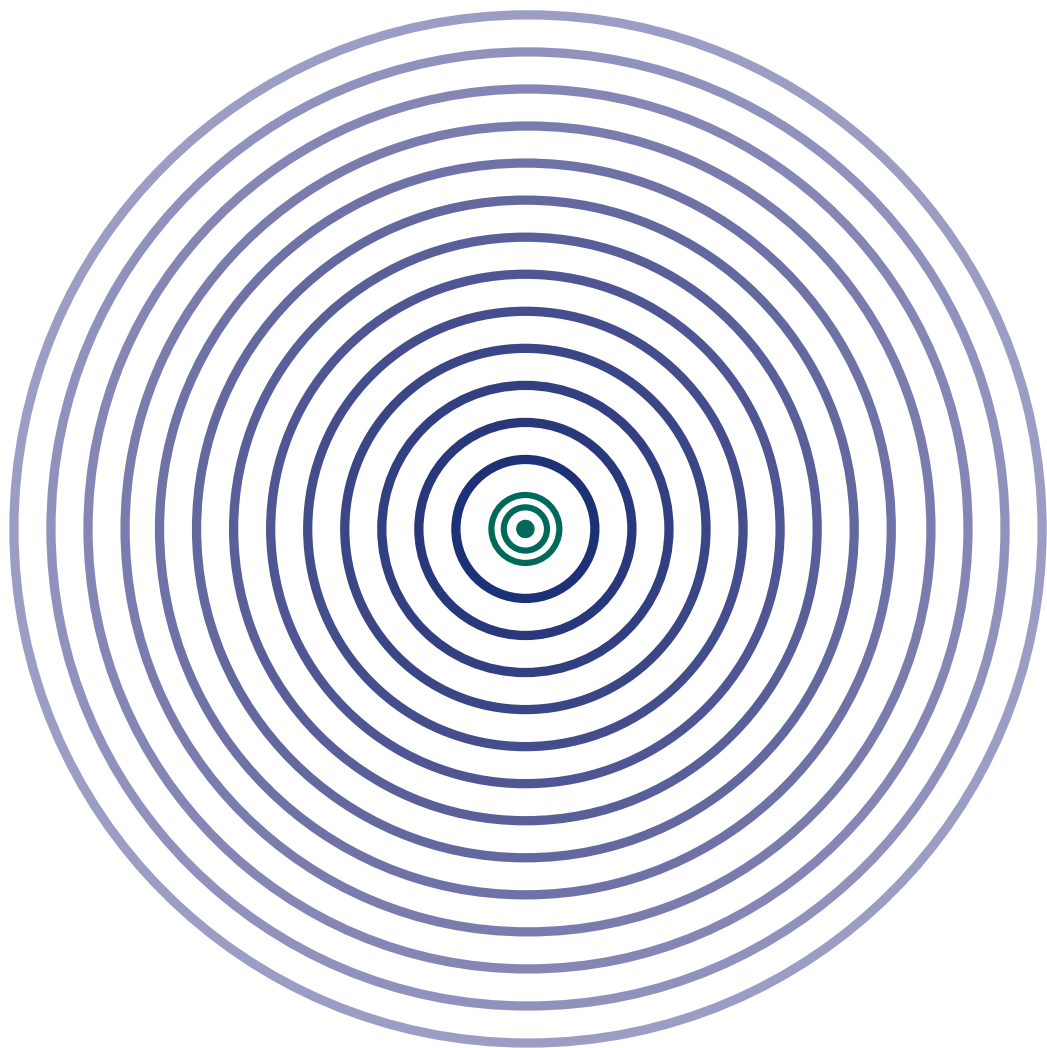
About us

4.Manager was established by Confindustria and Federmanager in 2017 to support the growth of managers and companies, with the aim of helping to generate sustainable and lasting development.



CONFINDUSTRIA

 **FEDER**MANAGER



Companies and Managers together for growth

What we do

1.

Via our **Labour Market and Managerial Skills Observatory**, we develop **studies and research** to identify **active labour market policy** strategies and actions.

2.

We implement **local and national projects** to develop a new **corporate and managerial culture**.

3.

We collaborate with **European, National and Regional Institutions** to promote managerial skills in companies.



Development
Active Labour Market Policies



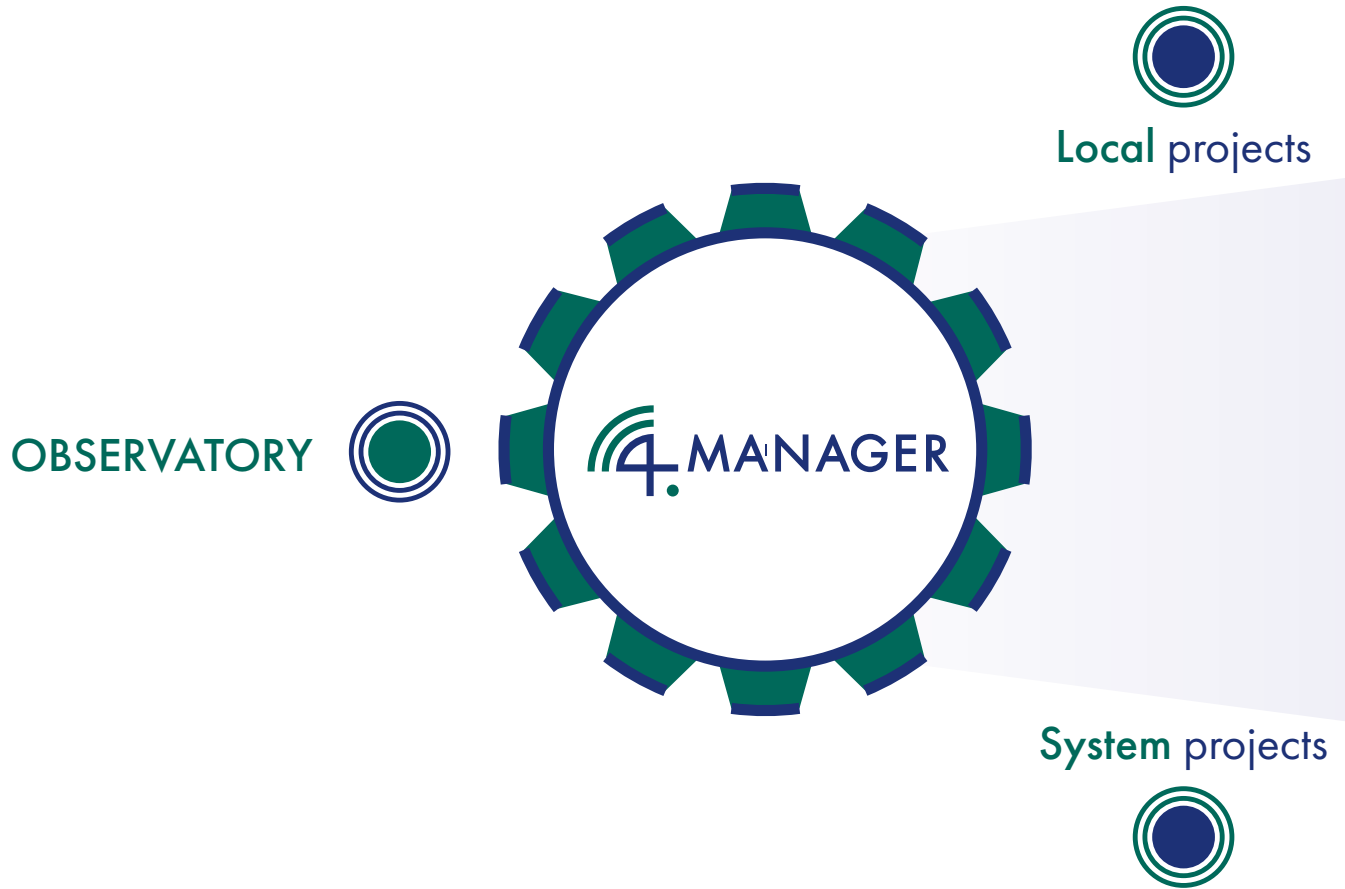
Development
Corporate Culture



Development
Managerial Skills



4.Manager transition engine...



...towards model 4.0

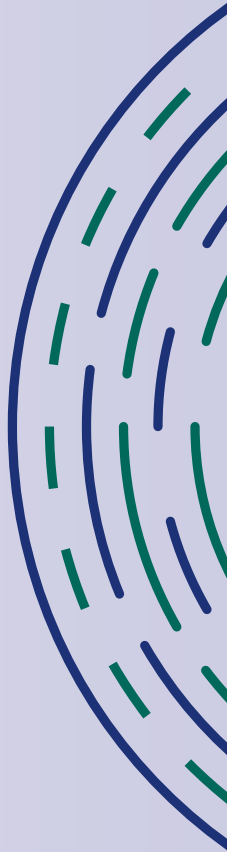
To innovate the business model

from model 3.0

Product based
Control is power
Mass production
Proactivity
Customer satisfaction
Division of labour
Bureaucracy
Risk weighting
Hard skills
Market oriented
Tangible assets
Product and/or process innovation

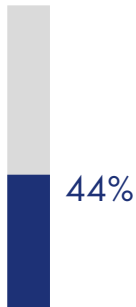
to model 4.0

Service based
Knowledge is power
Mass customization
Predictability
Customer experience
Intermingling roles
Agility
Reaction speed
Soft skills
End-customer focused
Intangible assets
Business Model Innovation

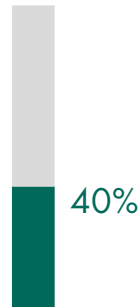


Skills mix needed to encourage Business Model Innovation processes

Soft skills



Hard and Soft skills



Hard skills



Soft skills in Business Model Innovation processes



The keywords of companies and managers





We have chosen to focus on the development of industry and on the contribution managers make to Italy's socio-economic growth. Thanks to the Association we can join forces to support the virtuous circle that recognises individual talent, and turns it into a competitive edge for companies and Italy's industrial sector as a whole.

Stefano Cuzzilla

President of Federmanager



More generally, the Association aims to support the industrial System in the process of spreading and growing managerial skills, in order to connect and facilitate internal companies relations and strengthen the production chain externally.

Vincenzo Boccia

President of Confindustria





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