

informa





Be Informed...

- ⑤ **Read** 50,000+ books and 2,000+ magazines, newspapers, journals and newsletters
- ⑦ **Discover** the latest strategies, insights and developments at over 5000 conferences annually
- ⑨ **Practise** proven techniques and become a certified expert at over 6000 training courses globally
- ⑪ **Network** with your peers, vendors and buyers at the leading exhibition in your market
- ⑬ **Create** business intelligence; data and insight on your customers, competitors, industry, products, developments, trends, news and regulation through on-line, interactive knowledge centres
- ⑭ **Be Feted** by your peers as an Informa author, subject matter expert, speaker or trainer
- ⑯ **Be Connected** with your customers and prospects by advertising in any of Informa's hard copy or electronic publications and exhibiting at or sponsoring an Informa event
- ⑰ **Be Better** at turning your organisational vision into reality by engaging with an Informa Performance Improvement business and bolstering the skills and will of your people in project management, credit, sales, service and leadership.
- ⑲ **Be Immersed** in one of hundreds of niche market sectors, interest areas and geographies.

...Be In front

Media Publication • Acta Orthopaedica • Population Studies • Urban Studies • Quarterly Journal of Speech • Acta Paediatrica • Educational Research • Ethnic and Racial Studies • Ergonomics • English Studies • Index on Censorship • Communication Education • Journal of Rehabilitation Medicine • World Archaeology • Journal of Development Studies • Social History • Third World Quarterly • Far East • Asia Studies • Acta Oto-Laryngologica • West European Political Science • Communication Monographs • Journal of Curriculum Studies • History • Critical Studies in Media Communication • Survival • Medicine & Philosophy • Regional Studies • Systematic Biology • Economy and Society • History of Photography • International Journal of Geographic Information Science • The American Journal of Bioethics • The Military Balance • International Journal of Remote Sensing • Cultural Studies • Religious Education • Inquiry • Scandinavian Journal of Gastroenterology • Journal of Sex & Marital Therapy • International Journal of Intelligence & Counter Intelligence • Quarterly Journal of Psychology • American Journal of Family Therapy • Folklore • Systemic Communications • Critical Asian Studies • Clinical Neuropsychology • Journal of Occupational & Environmental Hygiene • Equity & Excellence in Education • Studies in Conflict & Terrorism • European Romantic Review • Middle Eastern Studies • Molecular Biology of the Cell • Mind Over Mood • Cognitive Psychology: A Student's Handbook • Essential Cell Biology • Learning to Teach in the Secondary School • Spon's Architects' and Builders' Price Book 2007 • The Teaching of Science in Primary Schools • European Union Law • Research Methods in Education • Why Love Matters • Jumpstart! Literacy • The Biology of Cancer • Constitutional & Administrative Law • History of Western Philosophy • The Media Student's Book • Spon's Architects' and Builders' Price Book 2007 • The Teaching of Science in Primary Schools • Town and Country Planning in the UK • Genomes 3 • Psychology at Level • Equity and Trusts • Counselling for Toads • Every Child Matters • A Guide to Teaching Practice • From Birth to Five Years • Motivational Interviewing • Cognitive Therapy • The English Legal System • Depression • Philosophy: The Basics • Human Molecular Genetics • Design of Structural Elements • Why I am not a Christian • The Handbook of Child and Adolescent Clinical Psychology • Being and Nothingness • A Handbook for Teaching and Learning in Higher Education • Spon's Civil Engineering and Highway Works Price Book 2008 • Practical Statistics for Medical Research • Instant Notes in Biochemistry • Spon's Mechanical and Electrical Services Price Book 2008 • Games for Actors and Non-Actors • The Law of Construction Contracts - 4th Edition • The Law of Contract • Depression • Photography • Civil Liberties • Environmental Health Procedures 7th Edition • Religion for AS and A2 • Jumpstart! Contract • Understanding JCT Standard Contract • My Dearest Enemy, My Religious Ethics for AS and A2 • Getting the Most from Your Mathematical Knowledge for Primary Teachers • Road to Serfdom • Official (ISC)2 Guide to the Certified Information Systems Security Professional • Writing • Grief Counselling and Grief Therapy • Psychology: A Handbook • The Really Useful Science Book • Mindfulness-Based Cognitive Therapy for Depression • The Psychology of Language • Spon's External Works and Landscape Price Book 2008 • Cavendish Contract Lawcards • Fundamentals of the Physical Environment • A Handbook of Psychology: Key Topics • Formulation in Psychology and Psychotherapy • Ways of Learning • Developmental Psychology • Introduction to Family Studies • Archaeology: An Introduction • Psychology • Understanding and Teaching the ICT National Curriculum • Social Sciences • The Handbook of Adult Clinical Psychology • The Europa World Yearbook 2007 • The Nineteenth-Century Novel: A Critical Reader • Macroeconomics • Research Methods for Sports Studies • Reflections on Learning and Professional Development • Learning to Teach in Higher Education • Text, Cases & Materials on Contract Law • Working with Substance Misusers • Anorexia Nervosa • Modern Land Law • Introduction to Environmental Impact Assessment • Power Without Responsibility • The Handbook of Intellectual Disability and Clinical Psychology Practice • Understanding European Union Law 2007-2008

Be Informed...



Read

50,000+ scholarly publications from aerospace engineering to zoology; accurate, thorough and dependable reference works; original and advanced research books for graduate and post graduate studies; lively, imaginative and field-tested text books; readers, companions, guides, handbooks and supplementary reading.

Strategic and practical guides, handbooks, authoritative research and analysis, legal and regulatory texts, directories and market reports in a wealth of commercial and professional sectors including Telecoms & Media, Healthcare, Insurance, Law, Commodities, Maritime & Transport.

2000+ authoritative, peer reviewed journals from the Philosophical Magazine first published in 1798 to the Journal of Policy Research in Tourism, Leisure and Events in 2009.

News, comment and debate in newsletters, magazines, newspapers, websites, blogs and daily news feeds in a multitude of subjects, languages and locations.



Discover

The latest information, trends, results and competitive intelligence from leading practitioners at over 5000 conferences across every niche sector in six continents.

From content-rich must-attend industry events with multiple streams, hundreds of speakers and a thousand plus delegates, to information-packed forums on niche, breaking topics for the specialists and market innovators; find the perfect event to solve your pressing issues, benchmark with your peers, highlight what's around the corner and seize insights that will drive first mover advantage.

Network with industry leaders; sit next to your biggest hero at lunch, and have drinks with hers in the evening. Meet your peers in workshops and gala dinners; create professional and personal ties; forge relationships that will advance you and your business.



Practise

The skills and disciplines you need to succeed in your role.

Choose from over 6000 workshops, seminars and training sessions annually, covering every sector and area for professional development. You will learn what works, and what doesn't and how to apply winning tactics to your business.

Whether it is e-Business Marketing, Gas Transportation Contracts, Clearing and Settlement Systems, Contract Law, Testing for Biotechs or thousands of other niche, specialist seminars, you are guaranteed to gain first hand experience of best practice models and behaviours that are proven to deliver results.

Become certified in a myriad of professional disciplines including courses for the Certified Financial Marketer, Certified Credit Analyst, Masters Certificate in Project Management and mini MBAs in Telecoms, Maritime and Pharmaceuticals.

Informa's hands-on intensive training programmes are delivered all over the world – locally: your language, your needs, your business situation, your city.



Motexa
Tarabichi
Cityscape Asia

Bride Dubai
AGRA Middle East

Ambiente
Women's Healthcare

PABME
PS China Travel

MECOM
Retail City
PALME

Cityscape AUH
CS USA
Cityscape Dubai

Abu Dhabi Healthcare
SIM

China (Zhengzhou) International Lighting Fair

POWER-GEN & Water
Halal

CS India
MEMEX

Roadex Rail
Maritime Vietnam

MEE
International Freight Week
PALM Expo

PS Asia
PALME India
PALME Asia
INMEX China

PS Vietnam

Monaco Yacht Show
TOC Asia

Vitafoods
RORO

TOC Europe
Finished Products

TOC America
NAJAH

Total Print Expo

Cityscape China

Beijing International Boat & Marina Development Show

Network

With Buyers and Sellers meeting together in their thousands, Informa exhibitions provide the perfect annual meeting place for you to do business successfully.

Whether buying or selling a SuperYacht; property in the Middle East, China or India; Audio and Lighting; Healthcare; Print; International Freight; Fashion or any other of a host of specialist products and services, Informa exhibitions are designed to create the perfect environment to make contacts, exchange information and cement deals.

Large, targeted audiences with proven purchasing power are attracted to the high profile and exceptional quality of Informa's exhibitions making them both a highly efficient and effective forum.

Breakfasts, lunches, cocktail parties, gala dinners, award nights and charity auctions establish the ideal atmosphere to connect with new business partners and buttress old relationships.

Information sessions from conferences, seminar and workshops surrounding the exhibition provide the latest competitor intelligence, market analysis, strategies, trends and product launches.

The impact of the shows begins well before the actual exhibitions with pre-event press, marketing and networking. Post event: access to data, virtual shows, newsletters, blogs and social networking ensures that you continue to do business all the way through to next year's even bigger and better show.

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www.lloydslist.com



Create

The market intelligence you need to set strategy, increase market share, accelerate growth and deliver superior performance.

Informa's intelligence centres provide on-line data, news, tools and analysis to help you tackle key business issues: market and product development, customer and competitor tracking, channels and sales management, and corporate and strategic planning.

Key data sets cover the latest intelligence on deals, products, companies, countries and markets.

Access company profiles and forecasting models to evaluate the market landscape and benchmark industry activity. Identify important issues that impact on products, services and growth in your market. Understand corporate and strategic issues. Review the latest market indicators. Determine the market dynamics and growth potential.

Analyse the impact on your industry of changes in regulations and policy. Discover which deals are being done by whom and the opportunities that exist for you in mergers and acquisitions.

Keep up-to-date with real-time breaking news and opinions from market leading analysts and subject matter experts. Read specialist reports and briefings.

Benefit from intuitive, customisable, interactive functionality that enables you to build your own reports, customise alerts, download proven templates, ask an analyst, search for the exact data you need and create decision support tools in law, healthcare, telecoms, maritime, automotive, consumer, financial services, energy, technology and retail.

Be Feted...



Author

Publish your work in white papers, reports, journals, magazines, newsletters, books, and on-line. Benefit from experienced editors who are all subject matter experts. Dazzle qualified readers and impress your peers.

Speak

Raise your profile by speaking at an Informa event. Share a platform with your market's key decision makers and be acknowledged as an industry expert by your peers. Shape the discussion of your industry's future, position yourself and your organisation for success – and be feted.





Be Connected...

Sponsor

Raise your company's profile, create brand awareness and important thought leadership positioning to a captive audience of proven, high-ticket purchasers and decision makers, committed to spending time and money in your space.

Exhibit

Promote your products and services, and launch new ones by exhibiting at Informa's conferences and trade shows. Packed with highly targeted, proven purchasers you are guaranteed to build new relationships and develop old ones. Launching new products at the industry meeting place will ensure maximum press coverage and increased customer awareness.



Advertise

Reach your target market, build your brand, generate new leads and increase sales by advertising in Informa's hard copy and on-line magazines, newspapers, show dailies, newsletters, journals and data centres.



Be Better...

Branded customer experience
Business analysis
Business case development
Business continuity planning
Business performance management
Change management
Commercial credit solutions
Commercial sales and service
Consumer banking solutions
Consumer credit solutions
Consumer sales and service
Contact center solutions
Contract management
Customer experience
Enterprise architecture
Enterprise compliance, regulatory and risk management
Enterprise PMO
Enterprise technology migration
Executive presentation skills
Face to face selling
Facility relocation management
Genuine leadership
Independent program oversight
Information lifecycle management
Knowledge management
Maintenance, repair and overhaul
Mergers and acquisitions
Negotiation skills
Organic growth strategy
Organizational transformations
Outsourcing and vendor management
Performance culture
Pipeline management
PMO and EPMO implementation
Process refinement and optimization
Program assessment
Project management mentoring and training
Project management software implementation
Project portfolio management
Proposal writing
Prospecting
Rapid product development
Records and information optimisation
Risk management
Sales coaching
Sales strategy
Sales transformation
SPIN selling
Statements of work
Stellar customer experience
Strategic planning
Superior sales performance
Supply chain management
Talent management
Vendor selection



By applying rigorous, research-based intellectual property in distinct operational disciplines, Informa's Performance Improvement businesses cement proven best practice into globally consistent and reliable workplace habit.

Informa's models, tools, templates and proven behaviour models have all been built and optimised over decades of research with leading organisations around the world.

Diagnose

When we work with you, we start by ascertaining your current state. We diagnose the skills, practices and alignment of your people to your organisational strategy. Assessing where there are skills gaps and inconsistencies, we then plan with you how to fill them.

Customise

Taking proven best practice we adapt our models to your specific circumstances, creating bespoke programmes, competencies, tool sets and materials that meet your exact needs.

Deliver

Then we teach you how to do it. Moving seamlessly from why, to what, to how, to making it an integral part of your workday. Classes are small, interactive and hands-on; structured around adult learning methodologies; scheduled at your location for your utmost convenience. Informa instructors are all experts in their field with real-world experience as well as advanced degrees and professional qualifications. Every trainer has to pass a rigorous certification process to teach for Informa and is continually audited for excellence of delivery.

Measure

Finally, we measure the results; not just did people enjoy the training, but did it work? Are the skills and behaviour gaps closed? Is what people do now fully aligned to what the organisation is trying to achieve? Did what we determine needed to be done, get done? What is the impact? Has performance improved?

Be Immersed...

Administration • Automotive • Aircraft Finance • Aviation & Airlines • Aerospace • Biomedical • Agrochemical • Food Technology • Cosmetics • Pharmacy • Genomics • Biopharmaceutical Manufacturing • Biopharmaceutical Technology • Bio-Technologies - Delivery, Design & Discovery • Medicine • Medical Services • Computing • Project Systems • Networks • Documents & Workflow Management • Construction • Architecture • Construction • Tunnelling • Commodities • Coffee/Cocoa • Rubber • Agriculture • Energy Trading • Feed Ingredients • Grains • Steel • Timber, Pulp & Paper • Fertiliser • Fish • D... Engineering • Mechanical Engineering • General Machinery • Electronics & Electrical Engineering • Instrumentation • Cogeneration • Nuclear Energy - Management - Hazard (At... Material Processing • Corrosion Of Energy Installations • Rese... Exploration And Production • Drilling • Offshore Engineering - Re... Sea • Management Of Energy Use - Strategy/Planning • Energy Fuel Markets/Gas... Pipelines • Offshore Business Management, R&D • Offshore Environment • Earth Sci... Oil & Gas Exploration And Production • Energy (Liquid Natural Gas) • Petrochemical... Products • Lubricants • Feedstock • Bunker • Aviafuels • Gold Mining • Iron Ore Mining • Mining • Utilities • Energy Procurement And Purchase • Environment - Water • Environme... Environment - Air • Environment - Contaminated Land • Business Services • Facility Mana... Security • Car Park • Carrier Services / Postal Liberalisation • Food And Beverage • Non... Drinks • Juice • Bottled Water • Coffee • Tea • Alcoholic Drinks • Dairy Products • Milk... Products • Fruit • Vegetables • Feed & Feedstuffs • Fish • Meat & Livestock • Exotics •... Sweeteners • Potatoes • Rice • Flavours/Additives • Molasses • Cereals • Grains • Oil... Money & Finance General • Euro In Banks • Pensions And Personal Financial Prod... Business • Portfolio Management • Corporate Banking • Project... Foreign Exchange • Fraud And Security • Institutional Invest... Private Investment • Retail Banking • Securities Trading An... Technology • Plastic/Chip Cards • Electronic Banking/Di... Asset Management • International Business Opportunit... Emerging Countries • Risk Management In Banking • In... Customer Orientation In Banks • Risk Management In Ba... Money Market Mutual Funds • Knowledge Relating To Fin... Related To Computers • Financial Accounting • Management... Controlling • Budgetary Management • Fraud • Auditing • Inte... Settlement • Consolidation • Mergers And Acquisitions - Buyouts • Demergers... And Strategy • Trade Finance • Leasing • Corporate Uses Of Capital Markets • Publi... Treasury Management • Credit Management • Company Value • Government / Politi... Services • Town And Country Planning • Government Policy On Environment • Mana... Economic Development / Infrastructure • Central Government • Trade Unions • Local/R... Government • Government Policy On Health • Government Policy On Culture And Ethics... Government Policy On Transport • Human Resource Management • Management Devel... Labour Hours • Employee Communications/Skills • Workers Rep Council • Pension • Selection/Appraisal • Recruitment / Outplacement • Training & Development • Perso... Development - Managerial/Secretarial Skills • Motivation • Re-Employment • Job Ra... And Safety • Infrastructure • Damage & Accident Insurance • Life Insurance • Health... Insurance • Transport Insurance • Household Insurance • Underwriting • Internet... Travel, Tourism, Resort Marketing, Sports • Travel, Tourism, Resort Marketing • Reso... Marketing • Consumer Entertainment • Legal • Litigation - Practice & Procedure • Co... Company Law And Regulation • Competition / Cartel Law • Family Law • Criminal Law... To Education • Licensing, Patent, Intellectual Property, Trademark • Law Related To Tran... Maritime / Aviation • Liability Law • Privacy Law • Office Management • Internal Organisa... Organisational Culture • General Project Management • Management Of Professional Pr... Negotiating • Business Strategy • Manufacturing / Production • Garment Manufacturin... In Manufacture Plants • Production Techniques In Maintenance • Production Techniq... Automobile Production • Agro Alimentary And Agro Chemical Industry • Industrial... Manufacturing/Production • Exotics Production • Packaging • Marketing/Advertisi... Industrial And Business Advertising • Consumer Advertising • Direct Sales • The M... Communication • External Communication • Market Research... Marketing • Sponsorship • Fundraising • Events, Tradeshow... Customer Loyalty • Call Centre • Maintenance Managemen... Property • Conveyancing • Quality • Research & Developm... Shipping • Shipping Containerisation • Shipping Ports • Building • Ship Management / Training • Marine Service... Brokers (Sale & Purchase) • Logistics And Distribution • V... Management In Warehousing • Telecommunications • Tele... Broadcasting Technology - Tv & Radio Industry • Fibre Optic... Systems • Mobile Communications • Digital/Gsm/Cdma • Mob... Infrastructure • Services/Software • Components • Space And Satellite Eco... And Networks • Multi Media • Internet • Internet And Communications • Electroni... Retail Wholesale Food • Universities • Scientific & Medical Research • Humanities &



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Belgium

Brazil

Canada

Bulgaria

Cyprus

Chile

Denmark

China

Croatia

Czech Republic

Dutch Antilles

Estonia

Egypt

Finland

France

Greece

Germany

Ghana

Hong Kong

India

Hungary

Ireland

Kenya

Libya

Italy

Japan

Indonesia

Lithuania

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Luxembourg

Latvia

New Zealand

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Oman

Malaysia

Mexico

Nigeria

Poland

Monaco

Puerto Rico

Norway

Philippines

Russian Fed.

Qatar

Slovakia

Senegal

Taiwan

Singapore

Ukraine

Switzerland

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South Korea

United Kingdom

Tunisia

Spain

Sweden

Turkey

Trinidad, Tobago

Utd. Arab Emir.

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 New knowledge and skills
 Of insight
 Based on intelligence
 Primary research, not guess work
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 Rely on Informa to stay ahead of your customers and your competitors

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