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Participants: business management personnel

Programme participants can include persons who:

- ▶ serve as management personnel for small and medium-sized firms from diverse business sectors
- ▶ have positions as middle or senior managers
- ▶ are candidates for higher management positions
- ▶ have many years of professional experience
- ▶ are specialists in business management
- ▶ possess German and/or English language skills

In some countries, such as Russia and Ukraine, former participants have established their own networks that (a) provide mutual support in implementing the expertise gained in Germany and (b) serve as partners for German industry.

Participating German companies:

- ▶ are interested in building business contacts
- ▶ aim to expand their commercial activities in participating countries
- ▶ are small and medium-sized firms from every sector and every part of Germany

Impact on external economic activity

An evaluation of the Russian and Ukrainian programmes found that there is a 1:10 ratio between funds invested in the programme and the amount of business volume achieved.



Europe and Foreign Economics

The Manager Training Programmes

Making people fit for economic cooperation

www.bmwi.de

The Manager Training Programmes of the Federal Ministry of Economics and Technology



Making people fit for economic cooperation

- ▶ Russian Federation
- ▶ Ukraine
- ▶ Kazakhstan
- ▶ Belarus
- ▶ Uzbekistan
- ▶ Moldova
- ▶ Turkmenistan
- ▶ China
- ▶ Vietnam
- ▶ Kyrgyzstan
- ▶ India
- ▶ Mongolia

Manager Training Programmes – success stories for both advanced training and business cooperation

Since 1998, the Federal Ministry of Economics and Technology has promoted training programmes for young managers from abroad.

Through the end of 2008, ca. 4,500 managers from

- ▶ Russia (since 1998),
- ▶ Ukraine (since 2001),
- ▶ Kazakhstan (since 2004),
- ▶ Belarus (since 2006) and
- ▶ Uzbekistan (since 2006)

have received advanced training in Germany

Starting in 2006, German management personnel have also had the opportunity to undertake advanced training in the Russian Federation.

Agreements on Manager Training Programmes have also been concluded with: Kyrgyzstan, Turkmenistan, China, Vietnam, Indien, Moldova and Mongolia.

Numerous other countries have expressed interest in bilateral training programmes with Germany.

Goals:

- ▶ to impart western management practices
- ▶ to strengthen reform processes
- ▶ to foster structural change
- ▶ to build business contacts and promote cooperation with German companies

The programmes in partner countries

Before participants come to Germany for practical training, they first attend training programmes in their own countries. These programmes last several weeks and focus on modern market-oriented management techniques in combination with foreign language instruction. The training programmes are coordinated by the respective national programme partners and are conducted by leading national training institutes.

The programme in Germany:

After training has been completed in the partner country, a joint commission selects the candidates who receive further practical training in Germany. Two types of practical training programmes are offered:

- ▶ one-month specialised practical training programmes for Russian- or English-speaking management personnel
- ▶ three-month “on the job training” programmes in German companies for German-speaking participants



Programme financing in Germany

Programme funds cover the costs of stipends, transportation and accommodation for participants. Participants are also covered by health, accident and personal liability insurance during their stay in Germany.

Through the end of 2007, the Federal Ministry of Economics and Technology had provided a total of ca. € 39 million for Germany’s contribution to the national training programmes. German industry covers ca. 35 % of the costs, and the German federal states cover ca. 5 %. Partner countries cover the costs incurred in their respective countries

The organisation InWent Capacity Building International has been commissioned by the Federal Ministry of Economics and Technology to coordinate the Manager Training Programmes.