

UfM/OECD Expert Meeting

Barcelona, Spain - 18 July 2011

UNCTAD

United Nations Conference on Trade and Development
Investment and Enterprise Division

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UNITED NATIONS
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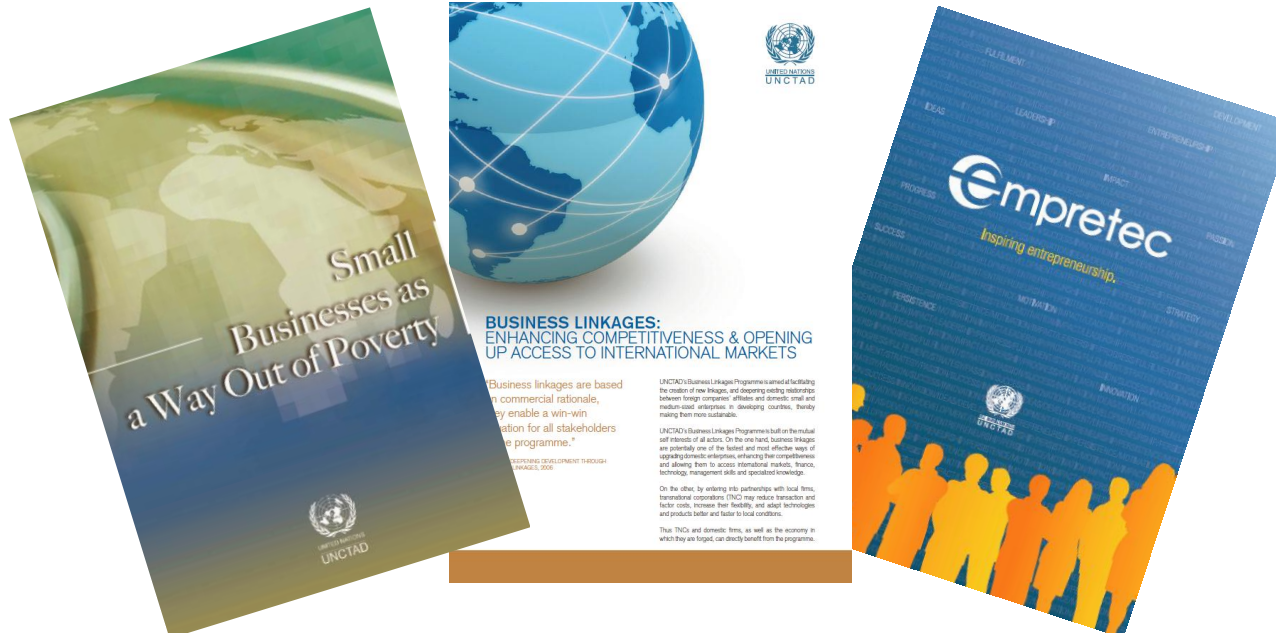
- The United Nations Conference on Trade and Development (established in 1964)
 - ▣ focal point in the UN for economic development issues
 - ▣ promotes the development-friendly integration of developing countries into the world economy
 - ▣ carries out three interrelated key functions:
 - forum for intergovernmental deliberation aimed at consensus building
 - research, policy analysis and data collection for the debates of government representatives and experts
 - technical assistance tailored to the specific requirements of developing countries



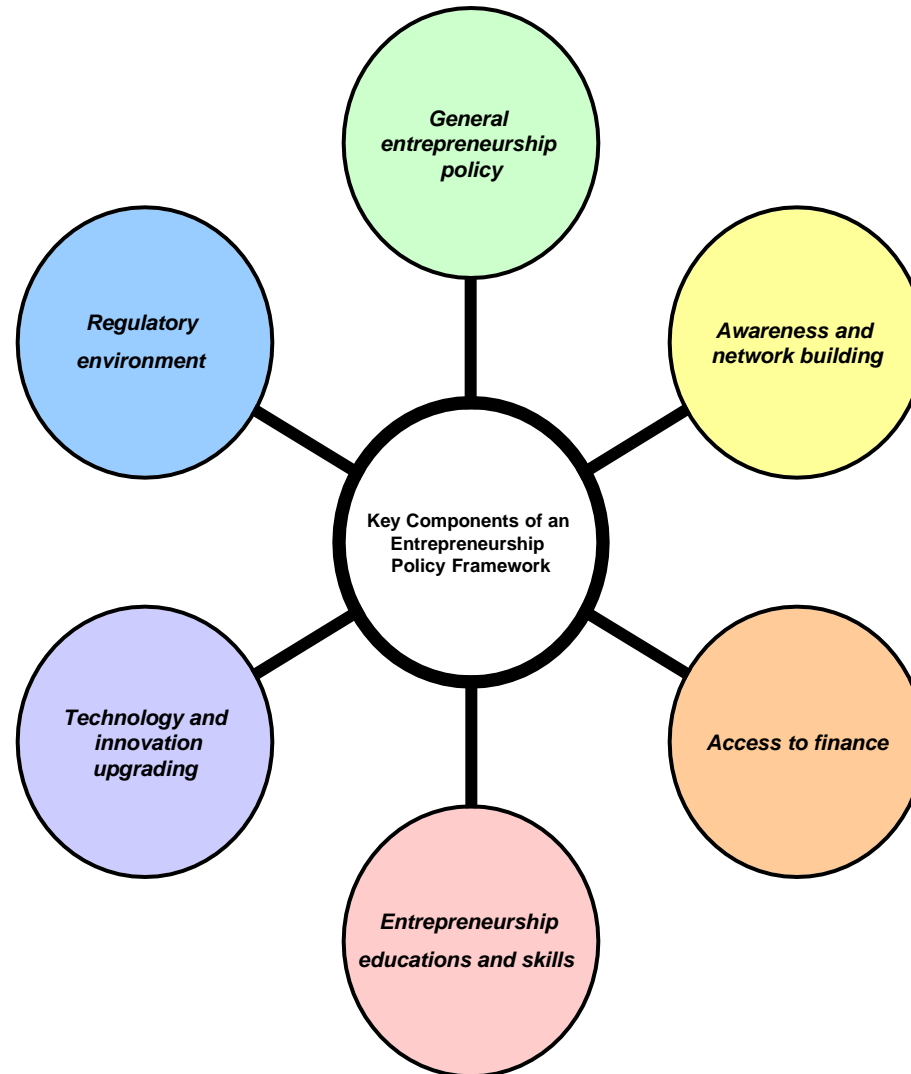
Entrepreneurship Programme

Focus on 3 areas:

- Policy advice and recommendations
- Business Linkages between local SMEs and TNCs
- Empretec – inspiring entrepreneurship



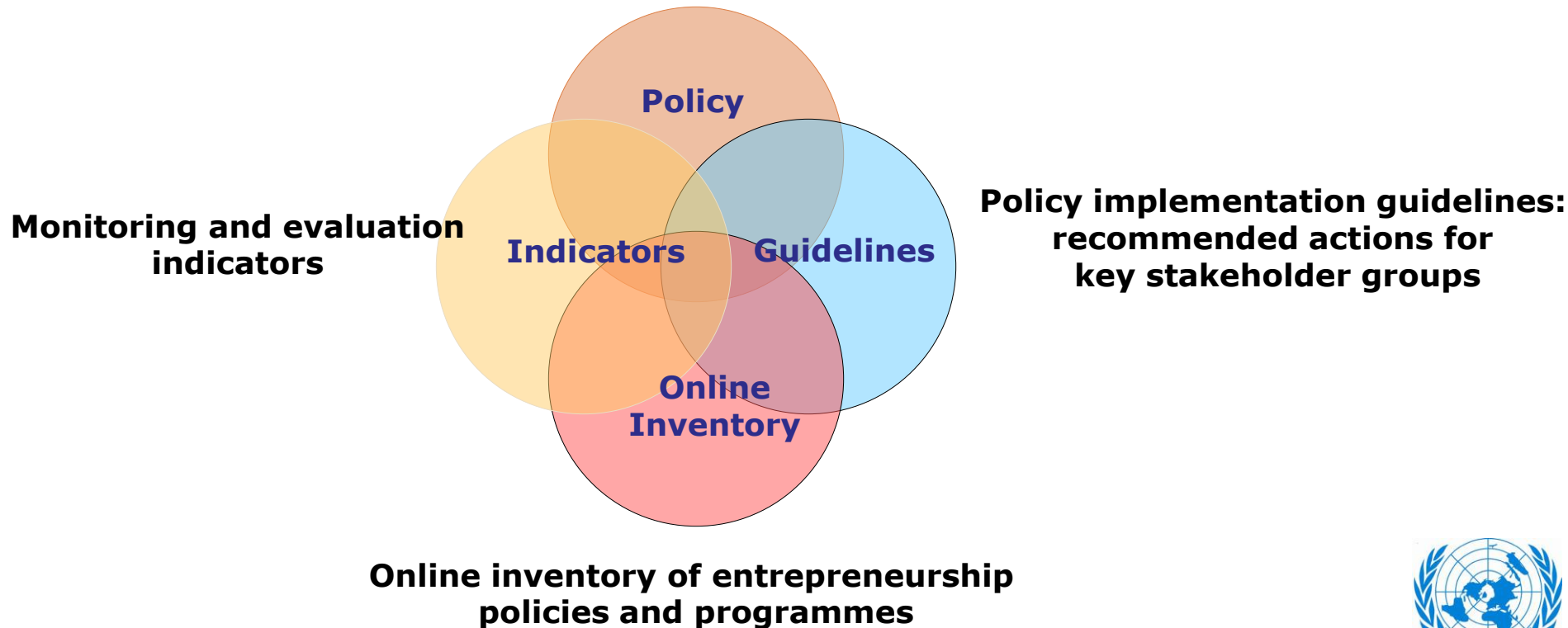
An entrepreneurship policy framework for developing countries : 6 key priority areas



An entrepreneurship Policy Toolkit for Developing Countries:

- 4 elements of the toolkit applied to each priority policy area

**Identification of policy approaches
and action areas**



The Empretec Programme

- Integrated capacity-building flagship programme of UNCTAD
- Aimed at soft skills facilitation of entrepreneurs, change of behavior and mindset
- To help them build or expand innovative and internationally competitive SMEs
- Through specific interactive coaching and advisory services
- Promotion of local sustainable institutions
- B2B training methodology to be transferred to local counterparts

Empretec products

Main:

- ▣ Entrepreneurship Training Workshop (ETW)
- ▣ Networking

Others:

- ▣ Intrapreneurship
- ▣ Business Linkages
- ▣ Women entrepreneurship
- ▣ Youth entrepreneurship
- ▣ Micro-entrepreneurs (low-literacy)

Empretec Programme Outreach

- Nearly 210,000 entrepreneurs trained
- 600 trained field staff at Empretec centres
- 350 trainers and interviewers, certified to international standards
- 17 international meetings
- 33 country programmes installed
- 27 country requests for new installations

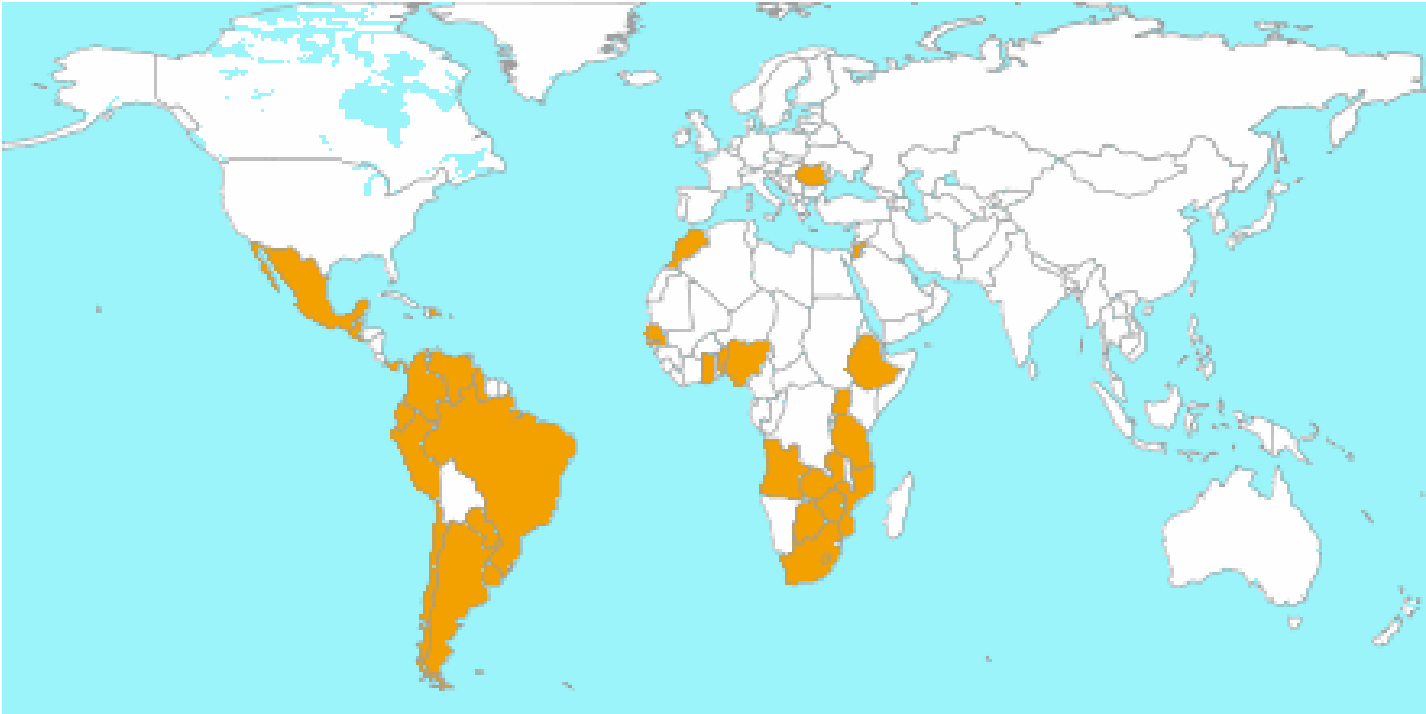
Empretec Business Impact

Selected indicators:

- ▣ 85% of participants reported marked changes in personal and business attitudes
- ▣ 80% of entrepreneurs became exporters (Chile)
- ▣ 33% of participants started a new business (Brazil)
- ▣ 900 entrepreneurs obtained credit, 65% of which are women (Ghana)

Empretec Centres In The World

Angola
Argentina
Benin
Botswana
Brazil
Chile
Colombia
Dominican Republic
Ecuador
El Salvador
Ethiopia
Ghana
Guatemala
Guyana
Jordan
Mauritius
Mexico
Morocco
Mozambique
Nigeria
Occupied Palestinian Territories



Panama
Paraguay
Peru
Romania
Senegal
South Africa

Tanzania, United Republic of
Uganda
Uruguay
Venezuela, Bolivarian Rep. of
Zambia
Zimbabwe

EMPRETEC IN THE MEDITERRANEAN REGION

Mediterranean 2000 programme:

- Jordan: close to 10 national trainers, about 600 entrepreneurs trained
- Morocco: more than 100 entrepreneurs trained
- Occupied Territories of Palestine: more than 100 entrepreneurs trained

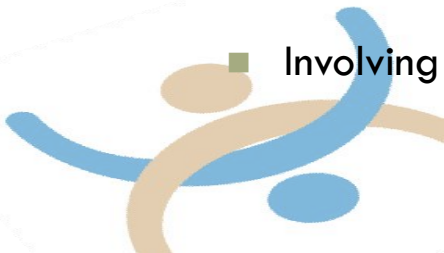


The Business Linkages Programme

- Develop local SME suppliers in developing countries by facilitating business linkages with larger national or international companies.
- Currently operational in **Argentina, Brazil, Mozambique, Peru, Tanzania, Uganda and Zambia.**

Activities:

- Upgrading local businesses to meet international standards;
- Strengthening small businesses to become dependable partners for large companies;
- Providing policy advice on improving the environment for sustainable business linkages;
- Sharing effective international business linkage strategies with the various stakeholders;
- Involving companies in cost-sharing with a view to operational sustainability.



Impact of TNC-SME linkages

- June 2008 – June 2010 (externally evaluated)
- Mozambique, Tanzania, Uganda and Zambia.
- 13 TNCs
- 137 SMEs
- Sales value between TNCs and SMEs 15% up on average (in some cases 50% up)
- 1,676 jobs created
- 1,750,000 USD loan amount obtained by 16 SMEs



SOME OF THE DONORS

- Inter-American Development Bank in Latin and Central America
- North-East Development Bank in Brazil, SEBRAE
- UNDP in Africa
- Governments of Finland, Romania, Spain and Sweden
- The Directorate-General of the Development cooperation at the Italian Ministry of Foreign Affairs
- Russian Vnesheconombank – in progress
- Contributions in kind by beneficiary countries



Empretec Initiatives

- E-mentoring platform (match.atdforum.org)
- Global Entrepreneurship Week (www.unleashingideas.org)



- Empretec Women in Business Award (EWBA)



Thank you!

For further information
www.empretec.net



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