

AID-FOR-TRADE CASE STORY

SPAIN

CAPACITY BUILDING AND HUMAN CAPITAL TRAINING COURSE FOR THE ADMINISTRATIVE UNITS IN CHARGE OF TRADE FACILITATION IN COUNTRIES TARGETED BY ENHANCED INTEGRATED FRAMEWORK PROGRAMMES.

Fundación Centro de Estudios Económicos y Comerciales (CECO).

CECO is a non-profit organisation, attached to the Spanish Ministry of Industry, Tourism and Trade.

CASE STUDY: CAPACITY BUILDING AND HUMAN CAPITAL TRAINING COURSE FOR THE ADMINISTRATIVE UNITS IN CHARGE OF TRADE FACILITATION IN COUNTRIES TARGETED BY ENHANCED INTEGRATED FRAMEWORK PROGRAMMES.

DATES: 27th October- 27th November, 2010.

OBJECTIVES: Fostering skills on the management of public initiatives for business internationalisation.

FINANCING: Spanish contribution of 241,100 €.

PROMOTED BY: Fundación Centro de Estudios Económicos y Comerciales (CECO). CECO is a non-profit organisation, attached to the Spanish Ministry of Industry, Tourism and Trade.

TYPE: Trade Policy and Regulation (Trade Facilitation); CRS 33181 (TPR).

DESCRIPTION: **Four week-training course.** It consists of visits to different Spanish institutions and companies with activities related to internationalisation and trade, combined with on-site classes on trade capacity building, internationalisation, and trade development. It also includes the visit to other important business cities in Spain besides Madrid (Barcelona, Bilbao, Sevilla, and Valencia).

Participants are selected within the priority countries pointed out by the Secretary of State for External Trade in Spain, through the Spanish Economic and Trade Offices abroad (Spanish diplomat representations abroad also participate on the selection process in those countries where there is not Economic and Trade Offices representation).

The initiative promoted by Spain is coherent with the Spanish support given to the Enhanced Integrated Framework. Regarding this, the training course aims at selecting and training those participants who could act as Focal Points in the Development Programmes supported by the Enhanced Integrated Framework in their countries.

EVALUATION: In what concerns organisation, timing, and logistics, the training course turned out just as planned. However, by participant request, extraordinary activities related to internationalisation were included in the agenda at the end of the course.

At the end of the training course, participants were requested to fill an evaluation questionnaire on the following issues: general interest of the course, suitability, utility, expectations versus content, visits and activities, speakers, professionalism, organisation and duration. The average punctuation was 8,57 out of 10.

Finally the attitude, interest and qualification of participants and companies involved in the training course were greatly satisfactory.