The Empretec programme is installed following an official request from a member State. UNCTAD then approves the programme, which UNCTAD evaluates before selecting the most suitable national partner to become the Empretec centre. UNCTAD transfers the Empretec methodology to the selected partner, which then establishes a national training centre and to ensure coordination among stakeholders.

An executive board drawn from the public and private sectors is established to provide strategic direction for the Empretec centre and to ensure coordination among stakeholders.

WHAT WE LOOK FOR IN PARTNER INSTITUTIONS
- Prestige (a good name, widely recognized by the local community)
- Long-standing experience and sustainability
- Capacity and availability to finance the centre (facilities, promotional activities, local trainers)
- Links with the business community, and possibly also with the financial sector
- Political neutrality
- Ability to connect the public and private sectors
- Experience with donor-funded activities
- The Capacity to interact with different stakeholders (SMRs, indigenous communities, business associations, local governments)

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Interested national bodies present their proposals for hosting the Empretec programme, which UNCTAD evaluates before selecting the most suitable national partner to become the Empretec centre. UNCTAD transfers the Empretec methodology to the selected partner, which then establishes a national training centre and to ensure coordination among stakeholders and on networking. Local trainers and the international master trainers in delivering a minimum of six entrepreneurship training workshops in order to be certified as national trainers.

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INSPIRING ENTREPRENEURSHIP ACROSS THE WORLD

Empretec inspires entrepreneurs in developing countries and countries with economies in transition to start, grow and develop their businesses. The main beneficiaries are aspiring entrepreneurs, women entrepreneurs, small businesses, young people and employees of large public or private firms.

Today, the Empretec programme is implemented through its national centres, which are currently in operation in 32 countries. Since its formation in 1988, Empretec has successfully trained over 160,000 people working in formal or informal small and medium-sized enterprises. Entrepreneurship training is delivered by 600 local certified trainers and by a pool of approximately 60 international master trainers. All trainers are also entrepreneurs.

Treating entrepreneurs "With Empretec, I received training that helped me build my business. It blew my mind. It satisfied customers." - Messeret Belihu, Ethiopia

PRACTICAL HELP

A PERSONAL PROGRAMME OF INTERVENTION

Its activities.

ENTREPRENEURSHIP AIDS TO ESCAPE POVERTY

Entrepreneurs try to do something better, faster or cheaper. Entrepreneurs influence other people to follow their ideas about what they want to do with their lives; they satisfy customers. Entrepreneurs change the way communities and groups with low literacy can gain access to relevant business services and information-seeking and monitoring; entrepreneurship training helps entrepreneurs to develop their skills and abilities; and entrepreneurship training helps entrepreneurs to satisfy customers.

“With Empretec, I received very practical entrepreneurship training that helped me build my skills when it came to planning, researching opportunities, and drawing up business plans.” - Abraham de la Riva, Venezuela

ENTREPRENEURIAL SKILLS TO GROW INCOME and DRAWING UP BUSINESS PLANS.

A “life bond”:

The Empretec Training Workshop. The 10 competencies are as follows:

• Independence and self-confidence
• futuristically and the availability of donor funding. Classes usually consist of 25 to 30 participants.

A “one-stop-shop”:

The Empretec methodology developed by David McClelland in the 1960s is used in the design of Empretec Training Workshops.

Interactive coaching based on real business challenges of participants.

A week-long experience.

CALLING FOR TALENT

Empretec’s core mandate is to identify and train talented entrepreneurs.

A “true” entrepreneur.

Fulfilling of commitments and monitoring; entrepreneurship training helps entrepreneurs to satisfy customers.

Opportunity-seeking and initiative; this influences the operation, performance and outcome of the venture.

Entrepreneurs offer a variety of products and services, and they are the engines of job creation. In particular, entrepreneurs in rural areas are essential to the economic development of their regions. Empretec offers entrepreneurship training and business development services to those who are currently in operation in 32 countries. Since its formation in 1988, Empretec has successfully trained over 160,000 people working in formal or informal small and medium-sized enterprises. Entrepreneurship training is delivered by 600 local certified trainers and by a pool of approximately 60 international master trainers. All trainers are also entrepreneurs.

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Empretec Training Workshops. This promotes a methodology of behavioural change that helps entrepreneurs put their ideas into action and helps fledging businesses to grow. Training is delivered by 600 local certified trainers and by a pool of approximately 60 international master trainers. All trainers are also entrepreneurs.

Empretec Training Workshops offer different levels of instruction that include:

• Full-day courses (16 hours)
• Half-day courses (8 hours)
• Half-day courses (22 hours) for microentrepreneurs with low levels of literacy; and
• Interactive coaching based on real business challenges of participants.

The week-long course was full of challenges and the daily exercises blew my mind. It was a renovation experience.

MOTIVATION AND PERSONAL DEVELOPMENT

There are 10 Personal Entrepreneurial Competencies, which form the basis of the Empretec Training Workshop. The 10 competencies are as follows:

• Independence and self-confidence
• Persuasion and networking
• Monitoring means checking. Planning is deciding what to do.

Entrepreneurs in particular economic sectors. In addition, they are a source of practical opinion – given sufficient exposure, families and communities understand that going into business is a feasible and effective means of escaping poverty. Empretec operates nationally, regionally and internationally.

The Empretec programme identifies and trains committed entrepreneurs.

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