The Empretec Annual Report 2013 provides an overview of activities and events, as well as some statistics of the Empretec Global Network, which comprises 36 centres across the world.

The report contains highlights and examples, selected among the many entrepreneurs supported by the centres (empretecos and empretecas), showing the programme’s outreach and impact. Each story tells about entrepreneurs’ (empretecos) passion and pride for their business. It shows how Empretec contributed to changing their lives, creating and improving their business opportunities.

All information contained in this report has been provided by individual Empretec National Centres, under their own responsibility, and has not been verified or certified by UNCTAD.

This report was prepared by Lorenzo Tosini with the assistance of Jing Shen and staff of the Entrepreneurship Section, under the supervision of Fiorina Mugione and the overall guidance of Tatiana Krylova and James Zhan. UNCTAD is grateful to all the Empretec National Centres for their inputs to this report.

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United Nations photo: Page 2-3, 8, 14-19, 22-74
PART 1: INTRODUCTION

List of Empretec Centers

Argentina
Benin
Botswana
Brazil
Chile
Colombia
Dominican Republic
Ecuador
El Salvador
Ethiopia
Ghana
Guatemala
Jordan
Mauritius
Mozambique
Nigeria
Panama
Peru
Romania
Russian Federation
South Africa
Tanzania
Uganda
Uruguay
Venezuela
Viet Nam
Zambia
Zimbabwe
Introduction to the Empretec Programme

Empretec - Inspiring entrepreneurship

Empretec inspires entrepreneurs in developing countries and 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 («intrapreneurs»).

The Empretec Programme is implemented through its National Centres, currently operating in 36 countries. Since its formation in 1988, Empretec has successfully trained over 340,000 people, helping to found or expand businesses, creating thousands of jobs in the process.

The centres also assist entrepreneurs in the preparation of business plans and in obtaining finance for their business ventures, helps to arrange mutually beneficial connections with large national and foreign companies, and builds long-lasting bonds and networks.

Empretec has been paying its positive impact over 25 years of existence since its first launch in Argentina. For example, in Brazil, where Empretec has 27 local training centres across the country, data shows that the survival rate of SMEs of Empretec graduates is almost twice higher than that of non-empretecos, and that over 65% of SMEs started and expanded with the help of the training. At the heart of the Empretec service is the Empretec Training Workshop (ETW) programme. This promotes a methodology of interactive learning where entrepreneurs put their ideas in action and act as fledging businessmen to grow. Training provision is delivered by 600 local certified trainers and a pool of international master trainers. All trainers are also entrepreneurs.

The workshop’s experience is very enriching, building an emotional bond among the participants and the network. The examples featured at the report show how entrepreneurs and empretecos (certified entrepreneurs) appreciate the relevance of the behavioural approach for entrepreneurship and the potential that it holds for promoting and strengthening entrepreneurship policies. The training programme is delivered by 600 local certified trainers and a pool of international master trainers. All trainers are also entrepreneurs.

This year in review: Highlights

- UNCTAD finalized the revision of the 6-day Empretec Trainer’s Manual, which will be released in 2014. The new manual incorporates and consolidates the adaptations the ETW has gone through over the past 25 years. It also includes a new module on innovation, and it is designed to help entrepreneurs to reinforce their business planning skills («intrapreneurs»). The manual is meant to be used by trainers, starting their Empretec certification as trainers; however it is also a reference for certified trainers adopting the 6-day training format, providing all partners with high quality training materials, and preserving the Empretec methodology.

- Entrepreneurial skills have been the topic of a high-level segment organized during the 8th session of UNCTAD’s Investment, Enterprise and Development Commission (Geneva, 29 April – 3 May 2013). Ministers and leaders discussed opportunities and challenges for enterprise development in their respective countries, particularly focusing on entrepreneurship policy as a crucial means for improving the entrepreneurial climate. Speakers endorsed UNCTAD’s Entrepreneurship Policy Framework (unctad.org/ep), highlighting its impact and requesting advice on its implementation. For instance, the Republic of Ghana requested UNCTAD’s assistance in organizing a workshop on the development of a dedicated entrepreneurship and SME policy and strategy for the country.

- The 16th International Business Forum on “Green and Inclusive Business”, organized by the German Agency for International Cooperation (GIZ), provided UNCTAD and Empretec Directors with an opportunity to contribute and participate to various sessions, with a focus on youth entrepreneurship and entrepreneurship policies (Box 1).

- The 56th Empretec Directors Meeting took place in Istanbul, Turkey, in October 2013, in parallel to the Forum (Box 2).

- UNCTAD celebrated the Global Entrepreneurship Week in November, with a town hall meeting on Youth Entrepreneurship for Development, in collaboration with the World Intellectual Property Organization (WIPO), the Youth Employment Network (IYEN), the University of Geneva and GEN-BIZ. Over 110 young participants attended the event (Box 3). UNCTAD also participated in the Annual Global Entrepreneurship Congress (Box 4).

Box 1. Highlights of the 16th International Business Forum: «Green and Inclusive Business - exploring and developing markets for sustainable growth.»

For many years, the IFB has been organized by the German Agency for International Cooperation (GIZ), on behalf of the German Ministry for Economic Cooperation and Development (BMZ), to foster dialogue among governments, the private sector, and civil society on how to promote and disseminate sustainable business models in emerging economies and developing countries. The IFB brought together over 250 participants from 74 countries and provided the Empretec network with an opportunity to participate and contribute to various sessions.

Entrepreneurship Policy: The session «Strategies, Incentives and Partnerships: Which policy options do governments have to promote green and inclusive business?» introduced workshop participants to practical government policies to promote businesses working for social and environmental impact and better meet the needs of the private sector. Empretec Uganda’s Director, Mr. Charles Okello, was one of the main speakers in this panel.

Business Linkages in Africa: Ms. Gabriel Mutumwebuka, Empretec Director, Zambia Development Agency, shared his experience on «IFB Impulse! Realizing Africa’s Wealth: How to Build Ecosystems that Foster Inclusive and Green Business in Africa and Why?» Mr. Mutumwebuka commented on his experience managing the business linkages in the joint IFB project - led by GIZ in collaboration with UNCTAD, IAFD (TCI and UNEF) - on the construction value chain to build green low and middle income housing and expand green and decent jobs.

EMPRETEC Business Networking Challenge: Ms. Xiaoma Frisq from Empretec Dominican Republic and Mr. Nana Tenetsos Bada from Empretec Ghana animated a two-day workshop which offered participants multiple opportunities for networking, enhanced their entrepreneurial skills and strengthened their commitment to sustainability, quality and efficiency. It was based on Empretec’s ‘learning by doing’ approach, introducing for the first time this methodology in Turkey. The participants had very enthusiastic feedback on the training and appreciated the relevance of the behavioural approach for entrepreneurship across different regions of the world.

The training was ranked as “outstanding” and “one main highlight of the IFB” by most of the 30 participants (full capacity) and helped gain significant exposure with the donor and IFB partner agencies present. The workshop introduced entrepreneurs and institutions attending the IFB to UNCTAD’s EMPRETEC training methodology.
Empretec 2013 Annual Report

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Empretec in numbers and selected impact indicators

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Empretec Strenthenes Training for Women Entrepreneurs

Empretec Provides Opportunities for Youth to Start their Business

Aspiring Entrepreneurs Find Their Business Ideas during the Empretec Training

Latest updates on recent centres

Voices from the heart of Empretec: Insights from the trainers

Country presentations

Empretec Centres

List of Empretec Centres

Argentina

Benin

Botswana

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Colombia

Dominican Republic

Ecuador

El Salvador

Ethiopia

Ghana

Guatemala

Guyana

Jordan

Mauritius

Mozambique

Nigeria

Panama

Peru

Romania

Russian Federation

South Africa

Tanzania

Uganda

Uruguay

Venezuela

Viet Nam

Zambia

Zimbabwe

2013

The 20th Empretec Directors’ annual meeting took place in Istanbul, Turkey. It provided a platform for a rich exchange of experiences and best practices among the 24 participants, representing 21 countries.

Participants discussed the following issues and agreed on a list of activities that would help further strengthen the Empretec network:

- Closer cooperation and better coordination at regional and global levels among all centres, including UNCTAD;
- Strengthening the training process through regional training-of-trainers;
- Development and implementation of sustainability models for the centres, including through the expansion of their portfolio of products;
- Development and implementation of impact assessment mechanisms;
- Publication of a revised Empretec Trainer’s Manual;
- Cooperation for the 2014 Empretec Women in Business Award

Box 2. 20th Empretec Directors Meeting (Istanbul, Turkey, October 2013)

Participants to the 20th Empretec Directors Meeting, Istanbul, Turkey (October 2013)

Box 3. The UN celebrates the Global Entrepreneurship Week

The United Nations community has successfully celebrated the Global Entrepreneurship Week 2013 on 20 November at the Palais des Nations, with a town hall meeting on Youth Entrepreneurship for Development, in the presence of the ambassadors of Colombia, Italy, Mexico and Portugal. The session was organized with the collaboration of both UN and non-UN partners, among them UNCTAD, WIPO, the Youth Employment Network (YEN), the University of Geneva and GENILEM. The meeting was attended by more than 110 young participants. It illustrated the extraordinary development potential of youth entrepreneurship and how it may offer a means of tackling youth unemployment, a dramatic problem that is affecting developed and developing countries alike. The keynote speaker was Prof. Raul Cuero, founder of the International Park of Creativity in Colombia. He spoke about how science, creativity and innovation are instrumental in developing a generation of dynamic and ground-breaking entrepreneurs. The forum featured a panel of entrepreneurs, each at different stages of their businesses. It also included a second panel which focused on how to leverage support network for young entrepreneurs. The panellists represented institutions including the World Economic Forum, Start-Up Chile and Unitec at the University of Geneva, among others. They underscored the importance for young entrepreneurs to interact with external actors who can help them to overcome obstacles, to learn from failures and to fully unleash their creative potential.

Box 4. Global Entrepreneurship Congress in Rio de Janeiro

UNCTAD participated in the 2013 Global Entrepreneurship Congress that took place on 18-21 March 2013 in Rio de Janeiro, Brazil. About 700 civil society representatives, entrepreneurs and policymakers from 130 countries attended the Congress and explored ways to work together to create an enabling environment for entrepreneurship, in particular for start-ups and young firms. UNCTAD presented its Entrepreneurship Policy Framework in an interactive panel that included senior experts from Brazil, the United States of America, Germany and the Aspen Network of Development Entrepreneurs and Babson College. The panel discussed policies that pay more attention to scaling up businesses. They agreed that a vibrant “start-up community” is required before getting to the point where companies can scale up. Panellists debated the role of Governments and whether a hands-off or a proactive approach would be more adequate. They suggested several regulatory measures, such as reducing red tape, enhancing skills development, implementing fiscal reforms, providing flexibility in labour policies and introducing incentives for innovation.

Box 4. Global Entrepreneurship Congress in Rio de Janeiro

Participants to the Global Entrepreneurship Congress in Rio de Janeiro, Brazil, March 2013
EMPRETEC in Numbers

342,000
Number of entrepreneurs trained since inception

750
Empretec training workshops conducted in 2013

36
Empretec Country Programmes

26
Years of entrepreneurship promotion

Key facts 1988-2014:

- 342,000 entrepreneurs trained
- 10,140 workshops conducted
- 600 Empretec trainers
- 36 Empretec installations
- 20 requests for new installations

Empretec Network's growth over 25 years:

- Empretec Network 1988-2014 in chronological order by year of installation: Argentina, Uruguay, Ghana, Chile, Brazil, Zimbabwe, Bolivarian Republic of Venezuela, Colombia, Bolivia, Panama, Ethiopia, Uganda, El Salvador, Nigeria, Mozambique, Tanzania, South Africa, Occupied Territories of Palestine, Guatemala, Peru, Jordan, Angola, Mexico, Dominican Republic, Panama, Zambia, United Republic of Tanzania, Ecuador, Peru, Russian Federation, Arab Republic, India, Saudi Arabia

List of Empretec Centres

Argentina, Benin, Botswana, Brazil, Chile, Colombia, Dominican Republic, Ecuador, El Salvador, Ethiopia, Ghana, Guatemala, Guyana, Jordan, Mauritius, Mozambique, Nigeria, Panama, Peru, Romania, Russian Federation, South Africa, Tanzania, Uganda, Uruguay, Venezuela, Viet Nam, Zambia, Zimbabwe
Selected Impact Indicators

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<th>Sales</th>
<th>3 mth</th>
<th>12 mth</th>
<th>Employment</th>
<th>3 mth</th>
<th>12 mth</th>
<th>Profitability</th>
<th>3 mth</th>
<th>12 mth</th>
<th>New businesses</th>
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<td>+10%</td>
<td>+10%</td>
<td>+10%</td>
<td>+12%</td>
<td>+8%</td>
<td>+12%</td>
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<td>Benin</td>
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<td>+10%</td>
<td>+46%</td>
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<td>+21%</td>
<td>+22%</td>
<td>+28%</td>
<td>+16%</td>
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</tr>
<tr>
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<td>+5%</td>
<td>+15%</td>
<td>+18%</td>
<td>+3%</td>
<td>+31%</td>
<td>+16%</td>
<td>+10%</td>
<td>+10%</td>
</tr>
<tr>
<td>Mozambique</td>
<td>up to +10%</td>
<td>+5%</td>
<td>+15%</td>
<td>+18%</td>
<td>+3%</td>
<td>+31%</td>
<td>+16%</td>
<td>+10%</td>
<td>+10%</td>
</tr>
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<td>Nigeria</td>
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<td>+50%</td>
<td>positive impact</td>
<td>positive impact</td>
<td>66% of participants started a new business</td>
<td>2 new businesses</td>
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<td>+100%</td>
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<td>+81%</td>
<td>+10%</td>
<td>+10%</td>
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<td>South Africa</td>
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<td>20 new businesses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tanzania</td>
<td>+15%</td>
<td>+40%</td>
<td>+3%</td>
<td>+50%</td>
<td>+5%</td>
<td>+46%</td>
<td>+10%</td>
<td>+10%</td>
<td>+10%</td>
</tr>
<tr>
<td>Venezuela</td>
<td>+15%</td>
<td>+25%</td>
<td>+20%</td>
<td>+50%</td>
<td>+5%</td>
<td>+15%</td>
<td>+10%</td>
<td>+10%</td>
<td>+10%</td>
</tr>
<tr>
<td>Zambia</td>
<td>+20%</td>
<td>+45%</td>
<td>+25%</td>
<td>+10%</td>
<td>+46%</td>
<td>+10%</td>
<td>+10%</td>
<td>+10%</td>
<td>+10%</td>
</tr>
</tbody>
</table>

Results of the Millennium Development Goals Programme (MDGs)

**VIET NAM**

Based on the final evaluation conducted among beneficiaries of the MDG programme, the Empretec training resulted in higher levels of improvement in management styles, including the completion of business plans. The introduction of new products/services, resulting in improved profitability and new jobs created, was also remarkable.

- 58 per cent of participants who attended the Empretec workshop introduced new products or services within four months from the end of the training.
- 53 per cent planned to employ more staff in the following six months and over 80 per cent of them expressed a positive outlook for their business performance in the coming six months, expecting increased profitability.
- 89 per cent of participants recognized that their businesses performed better thanks to their participation to the Empretec workshop.

According to the findings of an external evaluation conducted on entrepreneurs in the sericulture/silk value chain (focus of UNC-TAD’s intervention on the Millennium Development Goal Joint Programme in Viet Nam), the income increase of the surveyed is nearly three times higher in the sample group than in the control group.

**PANAMA**

An evaluation on 50 entrepreneurs who benefited from the Empretec programme during the MDG’s “Entrepreneurial Network Opportunities for Poor Families” has been conducted in 2012. Most of the entrepreneurs were women with micro-enterprises living in rural provinces in Panama. Additionally, the entrepreneurs also benefited from monitoring and coaching services provided by strategic partners of the Empretec Centre in Panama including Vital Voices. The evaluation showed significant improvement in job creation, access to credit as well as the creation of new enterprises.

The results included:

- New start-ups created: 31 per cent of people trained started an enterprise during the year.
- Employment generation: 66 per cent of enterprises added at least from 1 to 5 new jobs. An additional 19 per cent of firms generated more than 10 new jobs.
- Access to credit: 50 per cent of people trained obtained loans of more than US$25,000 from different sources for business development.

Source: Centro Empresarial de Desarrollo
Other Special Initiatives in 2013

Women in Business Award finalists visit Vecoplan plant in Canada

Ms. Patricia Paran Silva Giordani of Brazil, who won the 2nd prize in the 2012 Empretec Women in Business Award (WBA) in Doha, Qatar, was joined by Ms. María Carlota Guevara of El Salvador, another Finalist of the Award, on a study tour to Edmonton, in the Province of Alberta, Canada, from 17 to 23 June 2013.

The businesswomen – who competed for the prestigious Award with Finalists from Ecuador, Ethiopia, Jordan, Nigeria, Panama, Uganda, Vietnam and Zimbabwe – see the UNCTAD-sponsored study tour in recognition of their entrepreneurial achievements in their environmental services companies: Moura e Paz (Patricia) and AURORA (María Carlota).

The study tour, co-organized by environmental services company Vecoplan, entailed visiting a trade fair and conference as well as networking and informational meetings with leading companies in the field, resulting in several concrete business leads. Said Ms. Guevara: “The trip to Edmonton was like going to another world. I had the opportunity to tour the Vecoplan waste treatment centre, which uses a state of the art eco-efficient process. My entrepreneurial thinking has evolved in the blink of an eye. Hearing the experiences of other institutions and companies was very rewarding, and this is a great boon for the future of my company, the communities we work with and my country as well.”

For Ms. Silva Giordani, the greatest takeaway from the trip was the recognition that, thanks to companies such as her own, Brazil is increasingly perceived as a leader in environmental technology. “Participation in an event of this level adds security as an entrepreneur,” she said.

The businesswomen learned about Vecoplan, a leading manufacturer of state-of-the-art waste treatment plants. Ms. Silva Giordani and Ms. Guevara also visited the shop floor of Vecoplan’s Canadian subsidiary, which is owned by local businessman Brian Farrow. The trip included a visit to the company’s head office in Edmonton, which is the hub of its global operations.

Together with the Ministry of Trade and industries, UNCTAD organized a two-day High Level Workshop on the Development of a dedicated Entrepreneurship and SME Policy and Strategy for the Republic of Ghana on 19 and 20 November 2013. UNCTAD’s Entrepreneurship Policy Framework provided a baseline for the discussion between the participants, which included the main players of Ghana’s entrepreneurial ecosystem and stakeholders working in private sector development, including EMPRETEC Ghana. The success of the workshop was highlighted in the feedback of the participants who emphasized its relevance and timeliness. Malaya’s SME Master Plan was shared during the workshop and was highly appreciated by the Ghanaians as an example of a country success story. The participants divided themselves into working groups and expressed their commitment to continue work in each of the identified policy areas after the workshop. An outcome report of the workshop has been compiled by UNCTAD which will provide starting guidelines, feedback and initial recommendations for further work towards an integrated Entrepreneurship and SME Strategy.

Ad Hoc Expert Meeting on Youth Entrepreneurship

Youth entrepreneurship continued to be at the forefront of discussions this year at our annual ad hoc Expert Meeting, which focused on emporising and sharing good practices on how entrepreneurship may offer a means of tackling youth unemployment. A prominent number of experts on youth entrepreneurship from the public, private and NGO sector were present and debated on the main challenges and specific needs of the youth entrepreneurship agenda. Empretec Jordan Director, Mr. Nayeh Stetieh, brought testimonials from the Empretec network, which highlighted the challenges facing young entrepreneurs. Experts agreed on the need for concerted efforts on the national level to address youth entrepreneurship specific needs as an important way to address growing youth unemployment on the one hand, and as a facilitator of economic growth on the other as it allows capturing creativity and innovativeness of young people.

Over 20 Years of Excellence!

After the 20th anniversary of Empretec Argentina, the Empretec centres of Brazil, Ghana, Zimbabwe, celebrated their 20th birthday. The celebrations have also been marked by the launching of new initiatives to train the new generation of entrepreneurs. Congratulations!

News from the Empretec Network

UNCTAD’s 2013 Entrepreneurship Policy Framework featured in workshop in Ghana

UWE，则认为自己是“营养丰富，但又美味无比！”

她对巴拿马展现了独特的产品组合，并且不断增加对现代面包和糕点的创新。她选择了美国烘焙学院作为研究之旅的目的地，因为那里是公认的烘焙专业机构。她选择了美国作为研究之旅的目的地，因为她希望在国家层面上提高青年企业家的意识。专家们一致认为，在国家层面上解决青年企业的意识需要作为项重要任务来处理，因为它在解决青年失业和促进经济增长方面发挥着重要作用。它能帮助国家更好地管理青年失业问题和经济发展的关系。
Sister Jenny: A professional nurse turns into a persistent entrepreneur

Sister Jenny’s JEN-TIL CREAMs have followed the standard regulations and obtained the South African NAPPI so that they can be supported by various medical aids. Building on her self-confidence and networking, Sister Jenny received the personal endorsement of many high level personalities. Patients also give emotional testimonials about their healing. Sister Jenny has been recognised at the South African Innovation Summit in 2013, and secured the support of the Innovation Hub. She was a Finalist of the South African 2013 Feathers Awards. She has also received recognition as 1st Runner Up in the 2012 Africa SMME Awards and also the best and only SMME to win in the Trade Sector in the whole of South Africa. Sister Jenny is very engaged in working for the community. She started the JEN-TIL Campaigns aimed at decreasing violence and abuse in South Africa, going to stores, villages, shelters, schools and homes for child trafficked victims, teaching people how to use their hands to heal and not to harm.

Sister Jenny’s JEN-TIL CREAMs have been used by many people to heal their scars, stiff muscles and joints. The cream is filled with a fresh and aromatic scent. From healing to starting a business, it has been a tough path. Sister Jenny says: «Taking the Empretec course and learning the personal entrepreneurial competencies has been among my key success factors. I learned to establish goals and undertake systematic planning and monitoring. I just got better day by day when things were difficult for me». The Small and Medium Enterprise Development Agency (SEDA)- which hosts Empretec in South Africa- also provided Sister Jenny with coaching to improve her knowledge in financial management.

Sister Jenny and export development. The JEN-TIL TOUCH business is able to employ 11 permanent and 10 temporary staff. «Today I am able to mentor and motivate young people to create their own small businesses.»

Thiane’s luxury ethnic clothing line thrives by its innovation and creativity. She started more than 15 years ago with a vision to combine Senegalese tradition with modern creations and high quality fabrics. Since then, her company - Jour J - translated as 40 - day- is constantly developing new lines of luxury items for important events such as weddings, baptisms and gala.

The Empretec competency of opportunity-seeking has allowed her to constantly identify new rich markets, and has been the key to her success. For example, in 2006 during her pilgrimage to Mecca, she received a lot of attention for the outfit that she was wearing, which was her own creation. Right there, she realized that this was an interesting business opportunity. (She recalls: «The following year, I took the initiative to create a clothing line for pilgrims and it was a total success.»)

Another Empretec competency that she considers particularly important is «taking calculated risks.» In the earlier years as she was starting up, she took the risk to finance one of her first clothing collections, including 64 creations, for a renowned event - out of her own pocket. The risk paid off as she gained great visibility and allowed her to increase her customer base.

Today the company is based in a prestigious residential area of Dakar and employs 29 people. Thiane’s goal is to always stay ahead of her competitors, many of whom produce counterfeit versions of her creations in the black market. She has managed to overcome this obstacle by regularly launching new lines and always focusing on quality services and imaginative designs. Her ambition is to produce on a large scale and expand across Senegal and Africa. Empretec has already helped her on the right path towards achieving this goal, as shortly after the Empretec workshop she exported her creations for the first time to Cameroon.
Argentina

Martin Diaz (28) creates Lipomize, a start-up with knowledge-based innovation.

Martin was a student of Administration of the Universidad Nacional del Litoral (UNL) in Santa Fe, Argentina. The faculty’s curriculum did not offer any enterprise or entrepreneurship training. Martin says: “The entire curriculum was preparing me as a manager, to become a good employee”. However, an entrepreneurship centre operated at the University. Martin started an internship while completing his studies. After the internship, Martin continued to work at the centre as an assistant and within his functions provided assistance in writing business plans. Many of the students who came to the centre worked on scientific projects mainly with a focus on continuing research. But Martin could see that there were many projects that presented an opportunity for commercial application. He started dreaming about building a multidisciplinary team.

In 2007, Martin started to pull a team together. The trigger was a five-day event: “The Young Entrepreneurs’ Day” organized by the University. Martin pitched a idea about financial services but he met there a lot of people who had a scientific background and presented projects with higher innovation and social impact than his own idea about financial services. He felt biotechnology was a modern science with high social impact on health and human well-being at large.

Martin started to collaborate with three chemical and biotechnology experts. Martin talked about his idea of developing new business skills by attending the Empretec Centre - Argentina, the implementation of biotechnology in business. He acquired the motivation to invest time and energy to learn about biotechnology by seeking information personally, observing and networking with experts. The winning of the Innovation Award sponsored by Banco de la Nación and Empretec became the second trigger for the establishment of Lipomize, constituted then of five young partners. Martin says: “I recognize that the award was an accelerant for the start up”. Headquartered within the UNL and incubated in the Parque Tecnológico del Litoral Centro – SAFEM, “Lipomize” provides flexible and customized products for their clients. The firm uses liposomes as a vehicle for administration of nutrients, pharmaceutical drugs, and cosmetics. Martin recognizes that Lipomize’s strengths are its multidisciplinary approach and the ability to continuously build its support network.

Among the most important partners and supporters is the Argentine Foundation of Nanotechnology (FAN). Lipomize and Martin personally are committed to take into account sustainability, taking care of recycling, and ensuring long term social gains, particularly in public health.

Uganda

Peace Victoria Nyero: a young graduate with no job, builds a thriving business.

Peace, a young woman from Uganda, participated in the Business and Enterprise Start-up Tool (BEST), an attitudinal and mediating transformational programme for young people provided by Entrepreneur Uganda, Empretec’s local implementing partner. Designed to empower educated urban and rural-based populations to become engaged in economic activities, BEST is a five-day training programme which helps young entrepreneurs to build their inner confidence – a barrier that limits young’s people ability to start a business. Peace Victoria’s confidence grew, with the belief in herself giving her the boost she needed to venture into self-employment. Some important lessons learnt during the training – using resources wisely while finding ways to save money and investing back into the business – came in handy for Peace Victoria who started her poultry enterprise with $50 from her savings. With a can-do attitude and positive mind-set, Peace Victoria is operating a thriving business in a sector that is largely dominated by men and mature women in her country, proving that with hard work and the right skills and positive mind-set, young people can compete in business and succeed. She now employs six people and plans to export 10 000 eggs and 5 000 fully-modern poultry farm next year.
Aspiring Entrepreneurs Find Their Business Ideas during the Empretec Training

Colombia

Hugo Gacharna: Empretec Business Creation Exercise encourages Colombian unemployed to jump start a business

51 years old Hugo Gacharna was starting to despair after some time unemployed, solely surviving as an beneficiary of subsidies by the national insurance by CAFAM - the local Empretec host. His expectations were high when he took the Empretec course in 2012...

The business started with just home deliveries but it grew fast and Hugo is even able to export to neighboring countries Venezuela and Panama. Hugo says he continues to use the Empretec material daily: «It is very useful to refer to the Empretec manual when dealing with commercial and human resources management issues. It also helps me in the identification of new business opportunities. Empretec has changed my life. I was able to become a good manager, an entrepreneur open to new opportunities, seeking to improve quality, making use of new technologies to improve processes and services».

Brazil

Felipe Orónia: Blend Sucos e Café: Smoothie & Juice Bar

It all started with Empretec. At the time, I worked in a multinational company with excellent pay, a position of leadership, with benefits, but always having the dream of creating my own business.

I therefore took the Empretec training in 2011 and today, two years later, my dream became reality. The sleepless nights creating business plan and feasibility studies were worthwhile.

Today I can say very proudly that the “Blend Sucos & Café” is open and registered. It offers quality products such as premium sugarcane, creamed and selected fruits, vegetable smooth with fish or meat.

It is important to say that my project was made possible by what I learned in Empretec. Entrepreneurs have many behavioural characteristics, but very few develop them. The seminar challenged my limits, and showed me my potential and my ability to be the entrepreneur I am today.

I invested more equity than I had planned, but always remembering that was a calculated risk and align with my business plan. I used the network and contacts of several of my Empretec class and several Empretec helped me to set up my business, facilitating inputs and services from their own companies (painting, equipment etc). I constantly meet with my staff, to improve and find new products. I am always trying to increase my revenues, building local customers and encouraging them to purchase more of my company’s products. The result, after just three months of operation was outstanding with a high return on investment and with well-defined growth projections. So, in 2014 Blend Sucos e Café plans to open its second store and then formalize its expansion in the form of franchises.

One of Blend Sucos e Café's fresh juice products

Latest updates on recent centres

Empretec Saudi Arabia

The Empretec Saudi Arabia project aims at delivering training activities in the Kingdom of Saudi Arabia (KSA) to local entrepreneurs, ideally complementing the offer of financial and advisory services to Small and Medium-sized Enterprises (SMEs) offered by the Saudi Credit & Savings Bank (SCSB), a Development Governmental Bank and Empretec local counterpart. SCSB has launched several programmes to support and nurture SMEs in the country and officially requested UNCTAD’s assistance to install the Empretec programme in KSA.

These activities are part of a 12-month inception phase, which includes the preparation and delivery of 7 initial entrepreneurship training workshops (ETWs) in 2014 and the assistance to SCSB to set up an appropriate institutional framework to host the Empretec programme as well as to build the capacity of local trainers to deliver ETWs through an on-the-job training process leading to their certification.

Empretec India

Empretec India proceeds towards the consolidation of the programme by organizing a second workshop in Geneva, with the assistance of UNCTAD and international trainers from Brazil. Most of the 20 participants came from India to attend the workshop and were joined by a few Geneva-based young entrepreneurs. There were six different nationalities besides India: Canada, Germany, Malaysia, Portugal, Spain and Switzerland. The programme is set to start in India in 2014.

New Centres

Installations are underway in Cameroon, the Gambia, Kenya, Lesotho, Liberia, Palestine and Oman. First workshops are scheduled in 2014.
Voices from the heart of Empretec…the trainers

«Porque la emoción y ganas de triunfar de nuestros participantes es también nuestra emoción, cada taller es la gran oportunidad de renovar nuestro espíritu emprendedor.»

Rocio Zegarra Paredes, Empretec Perú

«On da nos participantes à prendre conscience que même si les techniques de gestion sont nécessaires et incontournables dans le succès d’une entreprise, c’est l’entrepreneur qui, à travers son comportement et ses aptitudes est l’artisan de la réussite de son business.»

Empretec Colombia

«Onais nos participantes à prendre conscience que même si les techniques de gestion sont nécessaires et incontournables dans le succès d’une entreprise, c’est l’entrepreneur qui, à travers son comportement et ses aptitudes est l’artisan de la réussite de son business.»

Empretec Colombia

«Lo que más disfruto de ser Instructora de Empretec tiene que ver con compartir tan de cerca las historias de los emprendedores a los que voy conociendo, y la certeza de que hay muchas personas trabajando para mejorar sus vidas.»

Santiago Sanchez, Empretec Ecuador

«Empretec es no sólo una capacidad building programa, es un «life changing experience», para los últimos 10 años, en diferentes partes del mundo, he visto Empretec cambiando no solo comportamientos y negocios, sino también las vidas de los participantes, ofreciéndoles una nueva dirección en la vida y la energía para avanzar.»

Empretec Argentina

«Those who want to change the world and who like to live different than others, come to Empretec. Is a great tool to nourish your potential.»

Empretec Argentina

«Como instructor del programa, ser parte del cambio que experimentan los participantes al salir totalmente empoderados de nuestros talleres de Empretec… it’s just priceless… I’m so grateful for it!»

Empretec Argentina
PART 2: COUNTRY PRESENTATIONS

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Botswana
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Chile
Colombia
Dominican Republic
Ecuador
El Salvador
Ethiopia
Ghana
Guatemala
Guyana
Jordan
Mauritius
Mozambique
Nigeria
Panama
Peru
Romania
Russian Federation
South Africa
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Venezuela
Viet Nam
Zambia
Zimbabwe

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Empretec provides opportunities for youth to start their business
Aspiring entrepreneurs find their business ideas during the Empretec training
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- South Africa
- Uganda
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- Venezuela
- Viet Nam
- Zambia
- Zimbabwe

**Highlights of 2013**

**Partnerships**

In 2013, Empretec Argentina strengthened partnerships with development agencies, Centers for Entrepreneurs, Technology Centers, Government Agencies at the national, provincial and municipal levels, business associations, chambers of commerce and universities.

**Business Linkages**

The business linkage programme in Argentina is run in conjunction with the Corporación Andina de Fomento (CAF) and Banco de la Nación Argentina. The programme targets the automotive, electronics and agribusiness sectors. In 2013, Empretec Argentina received a sponsorship from the Federal Investment Council to develop the programme in the regions.

**Business Linkages**

In Tierra del Fuego, for example, local SMEs are supplying large manufacturers with some electronic components such as power cables and memory cards. Moreover, two local medium-sized suppliers of electronic components, Megatech and Inarci, decided to create a joint-venture to produce all remote controls for the air conditioning, applicable to all brands, have been produced entirely in Argentina. Sales and buttons will be provided for the first time by a domestic company specialized in plastic injection. In the longer term, it is expected that a critical mass of domestic firms will be upgraded to become suppliers of more complex products, such as components for computer hardware using nano-technologies.

**Banco de la Nación Award for Innovative Businesses**

This third edition of the Award has become very popular and it is a good boost to encourage one-year-old start-ups. The awards distribute $60,000 dollars to the winners. An additional credit line is available to two-year-old start-ups providing funds for firms ready to develop new technologies.

**Monitoring and evaluation**

Empretec Argentina embarked in a survey with Empretec graduates (Empretec-Case) 30 days after completing the ETW to assess the impact it had on them. Follow-up surveys will take place after 18 months.

**Launch of new strategy**

Cepepe launched a new service: a business diagnostic strategy, FUNDES, for identifying enterprises. The strategy helps diagnose and solve business problems for entrepreneurs. It was developed according to the methodology of the Centre for Entrepreneur Development (CDE).

**Partnerships**

Cepepe established a new partnership with the CODESIC group, COWA, in a joint venture with the German consulting company IGIP, will deliver technical assistance to water supply, water resources management and sanitation to both government projects (PPFA) and small Beninese enterprises over the next three years. This partnership makes an important step towards sustainable enterprises within the framework of the Millennium Development Goal.

**Funding**

Cepepe received funds from the Dutch Cooperation for supporting initiatives on SME development regarding water sanitation.

**Regional influence**

Cepepe participated in the first formal meeting of the Regional Network for SMEs support among members of the West African Economic and Monetary Union (UEMOA). This meeting followed the regional consultation for the establishment of a SME support structure.

**E-Regulation**

The Board of Cepepe took part in a conference on building business co-suspending through e-regulations. A website, www.benin.regulations.org, is under construction, it will allow users to access information on administrative procedures, business development, payment of taxes, social security, real estate and obtain a certificate of environmental compliance. The website largely facilitates SME development by simplifying administrative procedures, avoiding corruption and reducing delays.

**Contact**

Théophile CAPO-CHICHI

Email-address: theocap50@yahoo.fr

Website: www.benin.eregulations.org

**Highlights of 2013**

- Feasibility studies and elaboration of bankable business plans to promote projects for the creation of enterprises and the development of existing enterprises, advisory and follow-up.
- Empretec ETWs
- Training for the establishment and management of enterprises—THE METHODOLOGY 101 (your business deal); CRE (create your business); and LIDYS (SCRM) methodology (improve your business)
- Research on project financing aimed at the establishment and development of enterprises and at the promotion of the private sector and SMEs, in particular
- Assistance in improving the human resource management of enterprises
- Technical assistance for construction companies

**Contact**

Ricardo Finkelsztein

Email-address: ricardofinkel@empretec.org.ar

Website: www.empretec.org.ar

**Highlights of 2013**

- ETWs in cooperation with various institutions at the national level
- Business Linkages programme
- Business planning
- Networking with entrepreneurs
### Botswana

**Name of the Centre:** Enterprise Botswana  
**Name of the Director:** Dennis Maswabi  
**Website:** www.empretec.org.ar

**Highlight of 2013**

**Products and Services**

- **Empretec Entrepreneurship Training Workshops**
- **Entrepreneurship Training** for unemployed and young graduates

**Business Coaching**

Entrepreneurship for young graduates  
The sale of unemployment amongst graduates is ever rising and this has raised concern within the country. Young people are highly creative and innovative since they are exposed to high volumes of Information and the latest Technologies. Entrepreneurs Botswana piloted a training programme for 50 unemployed graduates in 2013 and a number of participants have already started their own businesses. The intervention has also boosted the employability of graduates.

**Business Coaching Programme**

The Business Coaching Programme is targeted at SME’s and small business owners. The programme helps small business owners to recognize and appreciate their strength in developing “turn around” strategies and reaching high performance and competitiveness. Using tools like the SEBRAE Model and others, participants are capacitated to become the best they can be. This programme is being propagated by the centre in Botswana and South Africa.

**Highlights of 2013**

**Botswana**

Enterprise Botswana active in new installations  
The Empretec centre in Botswana has been (UNCTAD)’s key partner in establishing the Empretec centre in South Africa and in training South African trainers. Nine facilitators obtained their accreditation and were awarded the Empretec National Trainer’s certificates. Enterprise Botswana has also been assisting UNCTAD in organizing and delivering pilot Empretec workshops in Lesotho, with the support of the Empretec centre in South Africa and the assistance of newly accredited facilitators.

**Partnerships**

Enterprise Botswana was part of a Consultancy JV with MANNHEIM on a project to develop the National Entrepreneurship Policy for Botswana. Technical assistance was provided by UNCTAD, based on the Entrepreneurship Policy Framework. The draft policy has been completed and handed over to the Ministry of Trade, pending discussion by Cabinet.

Enterprise Botswana also maintains a strong partnership with the International Labour Organization and has participated in a number of their Academies and training programmes.

**International Recognition**

SEBRAE is 20 Year’s Old!  
SEBRAE celebrated the 20th anniversary of the Empretec Programme in Brazil. In the past 20 years, SEBRAE has contributed to the development of an entrepreneurial culture in the country. Statistics show that over 190,000 people have participated in one of the 8,000 Empretec workshops, and over 90% of the Empretec’s graduates have already started their own businesses. The intervention has also boosted the employability of graduates.

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01

Highlights of 2013

New Partnership with CORFO

The Centre has signed an agreement with the national agency for economic development, CORFO, a public-sector organization dedicated to promoting entrepreneurship, innovation and growth in Chile. According to the agreement, the Centre will start screening potential entrepreneurs based on the Empretec methodology. The agreement also envisages to introduce the Empretec training as part of the CORFO support to start-ups.

www.corfo.cl

Innovation Award for Biotechnol-
ogy Antofagasta

Maria de la Luz Osses Klein – who won the second place in the Empretec Women in Business Award in 2010 – has received a prestigious recognition. For the past three consecutive years the firm got the 3IE Prizes that recognize firms for innovation technology and entrepreneurship. Biotecnologías Antofagasta S.A is a pioneering enterprise in Chile in the area of biotechnology. It develops innovative, patent-seeking biotechnology products which focus on rendering production processes more efficient and environmentally friendly, thereby contributing to sustainable development. Named after the key mining region of Antofagasta, the company was created in 2005 to cater the mining industry, but has since expanded to other sectors, including fisheries.

Products and Services

- Technical assistance in using information technologies, containing on business planning, accounting and financial support, human resources, purchasing and inventory management and sales.
- Entrepreneurship programmes: Empretec, Agrotech, basic entrepreneurship
- Management programmes for enterprises operating in the production of goods and services sector.
- Modular programmes in business administration and skills: basic accounting and inventory management.

02

Highlights of 2013

Regional Expansion

CAFAM extended its operations in the region and it boosts new regional centres in Costa Caribe, Antioquia, Valle and Bucaramanga.

National trainers development

In collaboration with other Empretec centres in Latin America, CAFAM is training the new generation of Empretec trainers: Ms. Jacqueline Fernández – Colombian certified master trainer and among the first group of Empretec trainers – is leading the process. A call for applications has been launched and the training will start in 2014.

Working with unemployed

CAFAM has initiated a special programme to offer Empretec training to selected unemployed people, receiving subsidies. The first results have been amazing.

The Business Creation Exercise gives an opportunity for Empretec’s workshop’s participants to start their businesses. Testimonials by two participants, both in their 50s, demonstrated that as early as 3 months after the workshops their firms increment 30 percent. From job seekers, these entrepreneurs transformed themselves into job creators and from self-employment opportunity, these two firms increased their workforce by 10%. One firm is also exploring export markets, with a focus on neighbouring countries, such as Panama and Venezuela.

Table of Empretec Centres

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Towards the future

International Network

www.empretec.cl

Email-address:
info@empretec.cl

Website:
www.empretec.cl

Name of the Centre:
Centro de Emprendimiento e Innovación Empresarial

Name of the Director:
Carlos Roberto Cortés Martínez

Year of Inception:
1996; moved to Cafam in 2007

Staff Members:
14

Number of Entrepreneurs Trained since inception:
1.500

Number of Empretec Workshops since inception:
75
01

Products and Services

- Entrepreneurship Training Workshop (ETW)
- Internship Training Workshop (ITW)
- Training for Micro-entrepreneurs
- Women Entrepreneurship
- Youth Entrepreneurship
- Access to short training courses and ITW
- Information services

02

Highlights of 2013

Institutional Developments

The Vice-Ministry on Small and Medium Enterprises took the lead in developing a strategic development plan for the Em- pretec Centre. According to the plan, which has been validated by UNCTAD, the Ministry will lead the national expan- sion of Empretec training activities. It will continue collaborating with international stakeholders, including the current host the Latin America Technology Institute (ITLA), and the National Promotion Agen- cy (CEI RD).

Partnerships

ITLA, maintained with ITLA RD and UC-Dy- namiq to launch new business support products to market.

Diversifying services

Centro Empretec RD has focussed its ef- forts to diversifying its services to new training products, focusing on curriculum design. There are also plans to increase the number of national trainers and cri- teria for the selection of facilitators have been established.

Fundraising

IFU has reached an agreement with the Brazilian Cooperation Agency (ABC), for international cooperation in 2014.

Fairs/events

IFUA organized a Trade Fair for entrepre- neurship during the Global Entrepreneurship Week.

Study Tours

Staff Representation in the training course: Enabling Private Sector Growth and Attracting FD (Foreign Ministry, Sri- lanka), a delegation also participated in the Global Entrepreneurship Congress (GEC 2013).

International Events

Lead Trainer, Xiomara Frías participated to the International Business Forum held in Istanbul, Turkey, delivering the Business Networking Challenge to a group of entrepreneurs.

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Empretec Centres

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Jordan
Mauritius
Mozambique
Nigeria
Panama
Peru
Romania
Russian Federation
South Africa
Tanzania
Uganda
Uruguay
Venezuela
Viet Nam
Zambia
Zimbabwe

Ecuador

Empleo y Desarrollo (ETW)

Network of contacts

Monitoring and Control

Focus on Technology

CONQUITO promotes technology ad- vances in Small and Medium enterprises. Its business linkages products attract technology-based entrepreneurs na- tionally with potential of high growth, and link them with angel investors. CONQUITO for the third year is the organizer of the largest technology event in Ecuador and one of the largest in the world. The event is a platform to bring innovation, creativ- ity, science and digital entertainment to- gether. Various workshops, conferences and competitions are contested.

Entrepreneurship as a social res- ponsibility

CONQUITO organized the World Summit on Social Responsibility, This large event attracted 20 experts from 5 continents. With a focus on ethics, the event pro- motes analysis, reflection and debate on Social Responsibility, and stimulates thought on the role of entrepreneurship in SR.

Support to SMEs

CONQUITO is successful in integrating different aspect of the society in its en- trepreneurship promotion. CONQUITO registered a socialization event for the se- cond quarterly business survey of SMEs at one of the best universities in Ecuador. Each panelist provided insights on the si- tuation of SMEs enterprises in Ecuador, CONQUITO also participated in the study tour “Latin American Investment Forum for Entrepreneurs (Kamex SMEs 2013); “Venezuela Mexico” which explored the latest trends in the development, growth and financing of SMEs in regional emer- ging markets.

Green Businesses

In 2013, CONQUITO started to promote green business. It participated to the “International Business Forum—Green and Inclusive Business—Expanding and Developing Markets for Sustainable Growth”. During the event, companies, governments and civil society discussed on how to promote, develop, and expand sustainable business models in develop- ing countries.

Partnerships

To promote innovation and entrepre- neurship at the national level, agree- ments with several institutions have been concluded, one with Faculty (City of Knowledge), one with ABC (Agency for Entrepreneurship and Innovation), as well as one with MCTEC which is a multinational telecommunications sector that has a programme dedicated to en- trepreneurship.
El Salvador

Name of the Centre: FUNDEMAS
Name of the Director: Haydeé de Trigueros
Email-address: direccion ejecutiva@fundemas.org
Website: www.fundemas.org
Year of Inception: 2000
Staff Members: 4
Number of Entrepreneurs Trained since Inception: 3,458
Number of Empretec workshops since inception: 148

Products and Services

- Entrepreneurship Training Workshops for entrepreneurs, SMEs, young entrepreneurs, microenterprises
- Entrepreneurship training for Women

Highlights of 2013

FUNDEMAS reviews its ISO 9001 certification

In 2012, FUNDEMAS was first awarded and certified by the certification body PQA for the world leader certification of quality systems ISO 9001. During 2013, FUNDEMAS evaluated and updated its policies and procedures established by PQA to ensure quality of each of its various stakeholders and maintained the certification.

International Networks

During 2013, FUNDEMAS made alliances with international aid agencies, through which partnership projects and discussions encouraged sharing of experiences with the private sector. These agencies include the Inter-American Development Bank (IDB), the German Agency for International Cooperation (GIZ), the Agency for International Development (USAID), the Embassy of the United States of America and the Grand Duchy of Luxembourg.

Innovation, Innovation!

FUNDEMAS avoids innovation. In 2013, the Business Bureau Ecoefficiency was created to exchange ideas, practices and Corporate Social Responsibility (CSR) projects to benefit the environment. The Business Bureau Ecoefficiency aims to engage and empower businesses to implement actions to measure, reduce, compensate and adapt their environmental impact, thus contributing to sustainable development.

Sustainability projects
- CSR training
- Mentoring Training Workshops

Name of the Director: Dugassa Tessem
Email-address: dhugaastess@gmail.com
Dugassa Tessema, DG, MSME Agency

Products and Services

- Training: EIOs, Kazi, financial management, marketing management, micro business identification, business counselling, entrepreneurship, production control and management, INCOTERMS, export management and training of trainers of courses.
- Research: the role of private sector on women’s economic empowerment, micro-enterprise and small enterprise development constraints and policies in Ethiopia, application of Kazi methodology in the Ethiopian metalworking and engineering industry sector.
- Consultancy: institutionalization of the Kazi-based performance improvement system, strategic business planning, business process re-engineering, production management and time management.

Training and Services

The UDP in Ethiopia, Empretec Ethiopia, organized the annual event «Week of CSR 2013», focusing on CSR trends and practices to motivate entrepreneurs in El Salvador to adopting responsibly business practices, networking and adoption of a management model.

A training cycle has been developed to exchange CSR trends and tools for its member companies. Through these sessions FUNDEMAS shared its thoughts on creating image for social projects, generate dialogue with the community, how to set sustainability business plan, etc.

Publications

Four publications were published in 2013: The Practical Guide for SMEs CSR, Real Practices for Increased productivity, the Constitution of Companies on Practices of CSR in the Community, the Contribution of Foundation and NGOs to Community Development; and State of CSR in El Salvador in 2013.

Participation in business meeting

FUNDEMAS participated in the first «Week of the Social Responsibility», organized by the Technological University of El Salvador. The meeting invited Mr. Juan Pipo as guest speaker. Mr. Pipo is a professor and specialist in CSR, who teaches students about the importance of CSR in the business world today.

Collaboration with USAID

Empretec Ethiopia cooperated with USAID on an Economic Strengthening Project. Empretec Ethiopia managed the implementation of the project in 120 towns in 2013. Support for women entrepreneurs.

ECE partnered with a USAID project to train and provide technical support to vulnerable women, mainly commercial sex workers and female petty traders.

Consultancy

In 2013, ECE developed new consultancy programmes, namely the institutional capacity gap assessment services, and the corporate diagnostic studies.

Study Tours

Empretec Ethiopia plans on visiting Vietnam, Empretec Center for exchanging best practices and training experiences.
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Guyana
Jordan
Mauritius
Mozambique
Nigeria
Panama
Peru
Romania
Russian Federation
South Africa
Tanzania
Uganda
Uruguay
Venezuela
Viet Nam
Zambia
Zimbabwe

Name of the Centre: EMPRETEC Ghana Foundation
Name of the Director: Nana Tweneboah-Boateng
Email-address: empretex2006@yahoo.co.uk
Website: N/A
Year of Inception: 1990
Number of Entrepreneurs trained since inception: 33609
Number of Empretex Workshops in Ghana: 123

Number of Entrepreneurs trained since inception: 33609
Number of Empretex Workshops in Ghana: 123

Products and Services

- Provision of entrepreneurship training workshops.
- Provision of management training programmes.
- Market and product research.
- Business planning.
- Application of ICTs in enterprise management.

Successful Entrepreneurs representing Empretex at International level

EGF collaborated with UN Women South Sudan to provide entrepreneurship training and business mentorship to women entrepreneurs.

EGF works with UN Women East and Horn of Africa on extending entrepreneurship training to all the centres under the unit.

EGF partnered with the Federal Government of Ethiopia UNDP in 2013 to provide entrepreneurship training to a total of 1300 entrepreneurs.

EGF conducted feasibility studies to establish Empretex centres in Gambia and Kenya.

Regional Cooperation

EGF has extended its regional cooperation:
- EGF collaborated with UN Women South Sudan to provide entrepreneurship training and business mentorship to women entrepreneurs.
- EGF works with UN Women East and Horn of Africa on extending entrepreneurship training to all the centres under the unit.
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Dominican Republic
Ecuador
El Salvador
Ethiopia
Ghana
Guatemala
Guyana
Jordan
Mauritius
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Products and Services

- Specialized capacity-building programmes geared towards coping for the garment industry.
- Specialized management programmes in oil and gas and risk assessment and management for the insurance industry.
- Entrepreneurship training for women micro-entrepreneurs and small-scale entrepreneurs.

Important Trainings

- Specialized capacity-building programmes for the garment industry.
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Empretex Strengthens Training for Women Entrepreneurs

Overview

Latest updates on recent centres

New Empretex Centres

Country presentations

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Botswana
Brazil
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Products and Services

- Provincial training for entrepreneurs, business leaders, NGO workers, and women.
- Business planning courses for NGOs.
- Financial planning courses for entrepreneurs, business leaders, NGOs.
- Entrepreneurial advisory services for entrepreneurs, business leaders, NGOs, and women.

Successful Entrepreneurs representing Empretex at International level

The fame of EGF has spilled beyond its national borders. In 2013, selected Guatemalan Entrepreneurs participated in the International Trade Fair in Ghana. They also participated in the Export Fair in Liberia, Business Fair and Thap.

Study Tours

In an effort to increase awareness about the Ministry of Economy of Guatemala for funding from the University of Texas USA, evaluated different national institutions for the development of youth entrepreneurship and NGOs.

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- Business planning courses for NGOs.
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**01 Products and Services**

- **Venture Out – Women Programme**
- **Supply Chain Management Programme**
- **Customer Service Workshop Series**
- Packaging and labelling for International Markets
- Taking your Business to the Next Level

**02 Highlights of 2013**

**New Trainings/ Initiatives**

In 2013, Empretec Guyana dedicated to expanding its services to entrepreneurship. New initiatives include:
- **Customer Service Workshop Series** to enhance the customer delivery for Customers Services Representatives, Supervisors and Managers in the public and private sectors.
- **Operations Management Service Workshop** where trainees are trained on how to manage the company’s daily activities in an efficient manner.
- **Inventory Management Workshop** focused on effectively and efficiently managing their inventory/stock using the best practices to reduce costs.

**Partnerships**

Empretec Guyana continued to offer Supply Chain Management Programme on behalf of Ministry of Trade. The programme is a Modular Learning Program consisting of 12 core modules and 6 supplementary modules.

It was launched as an International Certificate in 2011. In 2013, the Small Business Bureau has signed a Memorandum of Understanding with IFC to develop trainings for MSMEs on Business Skills. The Georgetown Chamber of Commerce and Industry has collaborated with Empretec Guyana on actively promoting the centre’s training programmes among its members.

**Women Initiatives**

The Venture Out Women Programme has trained around 140 women entrepreneurs flocked to take the Entrepreneurship Training Workshop, nearly half of them also participated in the Youth Entrepreneurship Programme. BDC is making entrepreneurship a new trend to follow in the region!

**Regional Expansion**

In 2013, BDC expanded collaboration with both private and public sectors in the Arab world. In the Sultanate of Oman and Saudi Arabia, hundreds of entrepreneurs flocked to take the Entrepreneurship Training Workshop, nearly half of them also participated in the Youth Entrepreneurship Programme. BDC is making entrepreneurship a new trend to follow in the region!

**Provision of technical and marketing assistance**

- **Product and process development**
- **Market outreach linkages and backward linkages**
- **Export development and International Buyers missions**

**Specialized Capacity Building Programmes**

- **Get access to the worldwide equity market consisting of experienced Angel Investors and SME funds**
- **Improving the financial management of SMEs**

**Ecosystem in Jordan**

“Ecosystem in Jordan” was another event that linked entrepreneurs and SMEs to business development service providers. Panels included Business Development Services for women and Jordanian fresh graduates, financial services from the Cairo Amman Bank, Jordan Ahli Bank, and Micro Fund for Women, and Mentorship and Access to Markets. Building an entreprenuers-friendly ecosystem greatly boosts the confidence of Jordanian entrepreneurs and encourages more entrepreneurs including women.

Empretec Jordan celebrated its 50th ETW

Empretec Jordan has successfully marched to its 50th Entrepreneurship Training Workshop 20 new Empretecos joined the Empretec family from 28 September to 3 October 2013, in Jordan, on the occasion of the 50th ETW.
2013 Empretec Annual Report

Preface
Note - Acknowledgements

Introduction
Introduction to the Empretec Programme
Empretec in numbers and selected impact indicators
Other Special Initiatives in 2013
Empretec Strengthens Training for Women Entrepreneurs
Empretec Promotion Opportunities for Youth to Start their Business
Aspiring Entrepreneurs Find Their Business Ideas during the Empretec Training
Latest updates on recent centres
Voices from the heart of Empretec:...the trainers

Country presentations

Empretec Centres
List of Empretec Centers
Cambodia

Mauritius

Name of the Centre: Empretec Mauritius
Name of the Director: Sanjay G. Mungur
Email address: smu@empretecmauritius.org
Website: www.empretecmauritius.org
Year of Inception: 2000
Staff Members: 12 Full-time and 45 part-time
Number of Entrepreneurs Trained since Inception: 887
Number of Empretec workshops since inception: 58

Products and Services
- Capacity Building & Trainings: ETW, Women empowerment, Business Leadership
- Technical Assistance: Business Process Re-engineering, Studies
- Project Management: CPP & Implementation, support to Intermediary Organizations
- Business Development & Value added services: Company incorporation, Industrial Strategies, Supply Chain Integration, Transfer of technology

Trade, Investment Facilitation & Regional Integration: Business Linkages, partnerships development, Investment, policies
CSR and Social Integration: CSR Plans, linkages with the vulnerable, poverty alleviation
Environmental and Sustainable Development (EMD): best practices, renewable energy
SMG Supports Business development, Access to finance, Clustering, Franchising

Sanjay G. Mungur
Name of the Director:
Name of the Centre:

Mozambique

Number of Empretec workshops since inception: 01

Highlights of 2013
Outstanding Outcomes
In 2013, 116 entrepreneurs and start-up grass root entrepreneurs have been trained, among which 16 unemployed already started their business.
- Consolidation Workshops
Empretec Mauritius has gained substantial fame thanks to its successful operations. There are 347 successful programmes currently operating.
With a view to consolidate the learning of Empretec training, EMF conducted a PEC Consolidation workshop for 24 ETWs alumni from 2000, 88% of the participants evaluated the PEC Consolidation Workshop as excellent.
- Women with Low Literacy Levels
On an effort to fight against poverty, EM developed a sensitization workshop for around 600 women and low literacy group. The tailored-made workshop included training for stress management, basic life skills, behaviours development and local competencies.
- Green Business
With a focus on sustainability, EMF spearheaded on a new training on green enterprises. 27 entrepreneurs have been trained and three of them started a green business with photovoltaic technologies (solar panels that convert sunlight directly into electricity).
- Fund-Raising
Since from 2009, EMF has embarked on several other activities funded by local, regional and international institutions. Thanks to EMF’s track record, it has linked up with several other organisations in Africa to support them in their endeavour to obtain funding. Collaborations have been initiated with Empretec Ghana, Nigeria, Benin, Botswana, Mozambique, Tanzania, Zimbabwe, etc.
- CSR and Social Integration
The programme started in 2010 (a few hundred Tons of barley in 2011 year period. The main objective of the programme was to support the establishment of barley processing plants in the region, which allowed EMF and farmers to expect an even more productive year in 2011 (form about 100 smallholder farmers).

Argentina
Benin
Botswana
Brazil
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Colombia
Dominican Republic
Ecuador
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Ethiopia
Ghana
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Guyana
Jordan
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Mozambique
Nigeria
Panama
Peru
Romania
Russian Federation
South Africa
Tanzania
Uganda
Uruguay
Venezuela
Viet Nam
Zambia
Zimbabwe

02

01

01

02

Products and Services
- Entrepreneurship Training Workshop (ETW): Corporate ETW and Marketing Assistance
- Specialized capacity building programmes and advisory services
- Agribusiness: business linkages programmes and backward linkages services
- Women and youth entrepreneurship development and advisory services
- Corporate performance improvement programmes and improving Financial Management for SMEs
- Marketing outreach programmes and trade fairs assistance

Sanjay G. Mungur
Name of the Director:
Name of the Centre:

Mozambique

Number of Empretec workshops since inception: 01

Highlights of 2013
Agribusiness business linkages development programme for SMEs and the corporate sector
With the participation of UNCTAD and FIC, one of the most important Mozambican national NGO doing with the sustainable community development, Enterprise Mozambique Foundation (EMF) partnered with APDG, a Gaza Province NGO, on the implementation of a pioneering initiative to foster commercial agribusiness in the Gaza Province. Some 50 selected entrepreneurs were involved in this initiative; they received training and assistance with the organisation of their business and action plans as well as mentoring during the whole 2010. In Rotanda, Manica Province, EMF is implementing UNCTAD’s Business Linkages Programmes with smallholder farmers and 120s (a brewing company, subsidiary of SABMiller) on barley production. 2010 was a very promising year, which allowed EMF and farmers to expect an even more productive year in 2011 (form about 100 smallholder farmers).

Sanjay G. Mungur
Name of the Director:
Name of the Centre:

Mozambique

Number of Empretec workshops since inception: 01

Highlights of 2013
Entrepreneurship Training Workshop (ETW): Corporate ETW and Marketing Assistance
- Specialized capacity building programmes and advisory services
- Agribusiness: business linkages programmes and backward linkages services
- Women and youth entrepreneurship development and advisory services
- Corporate performance improvement programmes and improving Financial Management for SMEs
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Name of the Director:
Name of the Centre:

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Number of Empretec workshops since inception: 01

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Nigeria

Name of the Centre: Empretec Nigeria Foundation (ENF)
Name of the Director: Owariyi Bobmanuel Duke
Email address: owaridiuk@yahoo.com
Website: www.empretecnigeriafoundation.org
Year of Inception: 1999
Staff Members: 9
Number of Entrepreneurs Trained since Inception: 680
Number of Empretec workshops since inception: 30

Products and Services
- Corporate governance workshop
- Productive organization culture
- Modular Learning System on Supply Chain Management (MILSCM)
- Specialized business management full development courses
- Export management training programme
- Entrepreneurship training workshop

Highlights of 2013
Supply Chain Management
In July 2013, ENF launched a six-day Supply Chain Management for SMEs to improve the efficiency and effectiveness of SMEs in their contribution to the overall profitability of Transnational Corporations (TNCs). The programme was designed in conjunction with the International Trade Centre (ITC) as a Modular Learning System. The launching ceremony took place in Lagos and brought together key representatives from ITC, US-government agencies, top Nigerian government officials, private and public organizations across major industries.

Comprehensive Entrepreneurship Policy
In 2013, CEDE developed the following initiatives:
- CEDE collaborated with national agencies for developing a national entrepreneurship policy.
- CEDE organized conferences and workshops with the industry sector; development of a joint action plan for advocacy and communication.
- CEDE strengthened the relationship with Chamber of Commerce, which has proposed to the CAR (Comisión Andina de Fomento).

In November 2013, the 7th edition of the Latin American Quality Awards acknowledged the work of CEDE in promoting entrepreneurial leadership in the country.

Focus on Women
CEDE has special programmes on women. Together with its ally Intel Technology, CEDE has an online platform for Spanish-speaking women, which allows them to exchange ideas when designing business plans.

In 2013, CEDE initiated a platform “Virtually Connected” with its traditional ally, WeAmericas. The platform is a tool for its kind partners to connect women entrepreneurs on a shared network.

Support entrepreneurship in Costa Rica
CEDE is in the implementation of the project “Design and implementation of an extra-walls incubator for cultural enterprise” in the city of Limón, which aims at developing the entrepreneurship capacity in the city of Limón. CEDE helped launch an extra-walls Cultural Entrepreneurship Incubator, developed and strengthened cultural enterprises, and prepared an action plan for follow up activities on technology upgrading.

Former WBA winner invited to an important international forum
The winner of the 2010 Women in Business Award, Melissa De Leon, attended the first Geneva Dialogue on Post-2015 Sustainable Development Agenda as a special guest. Mrs. De Leon praised the work of CEDE and the national entrepreneurship ecosystem, which enabled her company to expand and set up a larger facility in a free trade zone.
Peru

**Name of the Centre:** Centro Empretec IPAE

**Name of the Director:** Ava Alencastre Begazo

**Email Address:** aalencastr@ipae.pe

**Website:** www.ipae.edu.pe

**Year of Inception:** 2010

**Staff Members:** 4

**Number of entrepreneurs trained since inception:** 712

**Number of Empretec workshops since inception:** 53

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**Products and Services**

- Training entrepreneurial behaviour workshop, business planning and management.
- Advisory services: fiscal, accounting, financial and commercial advisory, business analysis, improvement plans.
- Commercial activities for enterprises: business clinics, participation in conferences.

**Highlights of 2013**

**Expansion of services:** In 2013, IPAE expanded its network to three regions of the country: Lima, Puno, and Arequipa. 142 entrepreneurs and businessmen have been trained.

IPAE also partnered with Empretec Venezuela to design and develop new training workshops.

**Empretec IPAE welcomes its new trainers!**

In line with building capacity of accredited trainers, IPAE is proud that UNCTAD certified 2 additional trainers, Roco Paredes and Carmela Vise Zegarra as certified national trainers. The certification has been validated by master trainers from Empretec Argentina and delivered by UNCTAD. The new trainers are now responsible for the trainings in northern Peru.

**Rewarding entrepreneurship**

As an effort to encourage innovation and cultivate entrepreneurial environment, IPAE organized the Sixth Business Ideas Competition. The nationwide competition attracted 2,109 participants, among which creative, viable and sustainable ventures were awarded.

During the 2013 Global Entrepreneurship Week, IPAE also organized three national contests, namely business ideas, plans and innovation. IPAE gave best possible to the winners to help them start up.

New pilot case on value chain in the mining sector

A pilot project in the mining sector indicated new pilot case in the La Florida region, with the goal of increasing local jobs and building a value chain. Funded by the Canadian cooperation, the pilot project trained 100 local suppliers of services in the value chain and management.

**IPAE partnerships**

IPAE actively supporting other initiatives that promote entrepreneurship:

- With the Ministry of Production
- With the Ministry of Education
- As a panellist at regional Discussion Scholarship program, supporting talented but economically disadvantaged youth
- As an expert committee or jury at various national competitions promoting entrepreneurship

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**Country presentations**

**Empretec Centres List of Empretec Centres**

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Nigeria
Panama
Peru
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South Africa
Tanzania
Uganda
Uruguay
Venezuela
Viet Nam
Zambia
Zimbabwe

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**Name of the Director:**

**Website:**

**Email address:**

**Number of Entrepreneurs Trained since Inception:**

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**Name of the Director:**

**Website:**

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**List of Empretec Centers**

Zimbabwe
Peru
Zambia
Uganda
Uruguay
Venezuela
Viet Nam
Zambia
Zimbabwe

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**Products and Services**

- ETW in English
- ETW in Romanian
- Support for business setting—youth and new start-ups
- Networking and access to entrepreneurial education services

**Following a 12-year UNCTAD’s involvement of Empretec activities in Romania, the General Directory for SMEs and Cooperatives has been certified by UNCTAD as the Romanian Empretec Centre.** UNCTAD will continue backstopping the centre, by providing advisory and quality control services and ensuring its integration into the Empretec Global Network.

**Name of the Centre:**

**Name of the Director:**

**Website:**

**Email address:**

**Number of Entrepreneurs Trained since Inception:**

**Number of Empretec workshops since Inception:**
Empretec Russia celebrates its 10th workshop!  In 2013, the first Russian International trainer, Mr. Dmitri Croitor, who also holds the centre, was certified. Three other trainers are anticipated to be certified in 2014. This is an important milestone for Empretec Russia, and it is thanks to the cooperation of UNCTAD with Vnesheconombank, KPMG Russia, the Department of Science, Industry Policy and Entrepreneurship of the Moscow government, as well as with SBO “Small business of Moscow”, TsAGI of Russia, and its regional agencies on export development, and other organizations.

Highlights of 2013

• In 2013, SEDA hosted a Round Table Conference: Taiwan (China) and Small Entrepreneurship Development - Africa, which proved a valuable platform for entrepreneurship development. As a representative of the National Entrepreneurship Development Agency (SEDA) will collaborate with SEDCO projects and continue to play a vital role in the creation of competitive SMEs and innovative and green enterprises.

Mentoring

• Access to markets
• Access to finance
• Fundraising

Funding

• First national trainer certified!

Products and Services

Empretec: Entrepreneurship Training Workshops (ETWs)

Number of Empretec Workshops since inception: 10

Country Strategy 2013-2016. The Strategy aims at improving the regulatory, institutional and infrastructural framework for economic development. As a representative of the national entrepreneurship development support agency, SEDA will collaborate with SEDCO projects and continue to play a vital role in the creation of competitive SMEs and innovative and green enterprises.

Partnerships

• SEDA has partnered with the Swiss Economic Cooperation and Development (SECO) in developing the South Africa Country Strategy 2013-2016. The Strategy aims at improving the regulatory, institutional and infrastructural framework for economic development. As a representative of the national entrepreneurship development support agency, SEDA will collaborate with SEDCO projects and continue to play a vital role in the creation of competitive SMEs and innovative and green enterprises.

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Products and Services

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Funding

• First national trainer certified!
Tanzania

Name of the Centre: Small Industries Development Organization (SIDO)
Tanzania Investment Centre (TIC) - Business Linkages

Name of the Director: Ms. Omari Bakari (SIDO) Mr. Juliet Kairuki (TIC)
Email address: dg@sido.go.tz (SIDO) juliet.kairuki@tic.co.tz (TIC)
Website: www.sido.go.tz www.tic.co.tz

Year of Inception: 2004 (TIC); 2009 (Business Linkages)
Staff Members: 3 (SIDO); 2 (TIC)
Number of Entrepreneurs Trained since Inception: 428
Number of Empretec workshops since inception: 16

Highlights of 2013

Training
In 2013, 720 trainings were conducted, including both technical and non-technical ones.

Partnerships
Under the organization of the Ministry of Trade and Industries, SIDO worked in collaboration with different donors like JICA Tanzania, KOICA Tanzania, Government of India, Government of China, UN Women, and ITC.

Increasing recognition
SIDO has organized 3 national exhibitions and participated in 7 international Trade Fairs.

Business Linkages
The Tanzania Investment Center, which is the implementing partner of the Business Linkages programme in the country, conducted two targeted capacity building interventions for selected suppliers in the agribusiness and mining sectors, which consists of two entrepreneurship training workshops. Health checks and upgrading plans have been developed for a selected number of suppliers, such as distributors of Vodacom Tanzania (TLC sector). Two sensitization campaigns have been launched in the coastal area of Tanzania to further promote the programme.

An evaluation undertaken on the group of suppliers linked with Vodacom showed an outstanding growth of their business operations up to 700 percent. They also created new jobs, in some cases quadrupling the work force they employed before the intervention and doubled the efficiency of their productive processes, which led to the expansion and diversification of their business.

Products and Services

• Marketing and information technology programmes
• Financial advisory and credit services

Uganda

Name of the Centre: Enterprise Uganda

Name of the Director: Charles Odoi
Email address: charles.octre@enterprise.co.ug
Website: www.enterprise.co.ug
Year of Inception: 2001
Staff Members: 14
Number of Entrepreneurs Trained since Inception: 1427
Number of Empretec workshops since inception: 59

Expanding training services
After 13 years, Enterprise Uganda has become an internationally recognized brand for entrepreneurship training. Since inception, over 1330 entrepreneurs have benefited from training. In 2013, training services have expanded to farmers and youth.

Business linkages for farmers
EUg has focused on improving farmers’ livelihood by offering business linkages in the country. In 2013, EUg worked with 22 partner institutions to deliver agribusiness training with farming as a business. 7 farmers’ organization received Governance and leadership training under the business linkage program with Nile Breweries.

Youth Entrepreneurship

• The BEST Programme
The BEST programme is specifically tailored to youth, providing youth with training in entrepreneurship and business skills. In 2013, Enterprise Uganda conducted seven BEST programmes. The five-day BEST training equips the youth with the confidence and practical skills to start and run successful enterprises.

Highlights of 2013

• The Northern Uganda Youth Entrepreneurship Programme (NUYEP) is a highlight of this year’s achievement. Enterprise Uganda succeeded in striking a partnership with the Youth Business International (YBI) of M.K to implement the Northern Uganda Youth Entrepreneurship Programme (NUYEP) sponsored by DFID. This project will target 10,000 youth (aged 18-35) and their households in five different regions of northern Uganda. MOU with ACCA.

A new partnership is established between EUg and ACCA. The MOU agrees to mentor SMEs and offer entrepreneurship and financial literacy training. Participation in International events
EUg participated in the Global Entrepreneurship Summit organized by YBI which was attended by over 50 countries worldwide. EUg staff also participated in a conference organized by Making Change International, a US based institution supporting youth entrepreneurship.
**Uruguay**

**Name of the Centre:** Association Empretec Uruguay  
**Name of the Director:** Paola Albé  
**Website:** www.empretec.org.uy  
**Year of Inception:** 1999  
**Staff Members:** 12  
**Number of entrepreneurs trained since inception:** 2100  
**Number of Empretec workshops since inception:** 107

**Products and Services**

- Effective organization, time management, efficiency and self-management.  
- Business plan development and implementation; advisory, specialized consultancy.  
- Project Management, services management.

**Highlights of 2013**

- President calls for training of trainers. In response to the lack of expert support for entrepreneurs, in 2013, the cabinet of Presidency called for trainings of trainers. Empretec Uruguay developed a methodology of creating and strengthening networks, which has been chosen by the presidency to be used in selected training. Under the guidance of the presidency, training institutions delivered Training of Trainer (ToT) and coached the local teams in small communities and cities. The training strengthened the trainer’s capacity to care for and support entrepreneurs.

- Building Incubators. Empretec Uruguay worked on a programme of support for business incubators. It consists of three parts:  
  - Behavioural Area: Behaviours of achievement, Planning; behaved, Behaviours of confidence and power management.
  - Management Area: Planning organization + control + running + settings, Difficult Conversations, Conflict Management.
  - Commercial Area: Marketing & Sales, Customer Protocol (as a process), Dealing with complaints.  

- An interactive audiovisual guide. The National Agency for Research and Innovation together with the Ministry of Industry and the Ministry of Tourism hired Empretec Uruguay to develop the content of an interactive audiovisual guide to raise awareness and motivate entrepreneurs. The programme runs into 10 modules, which cover behavioural aspects, business opportunities, support networks, profile and validation of the idea, plan development, etc. The link to the audio guide can be found here: http://www.empretec.gub.uy/la-centros-emprende-do and http://www.innovaturismo.gub.uy/php/modulos.

- Empretec Programme. The successful examples of the Empretec Programme.

**Partnerships**

- University of the Western Plains  
- Acoinv Private Business Foundation  
- Yacambu University  
- Technopark BUSINESS incubator  
- Fundapyme (NGO)  
- Organization of /participation in fairs, events  
- Global Entrepreneurship Week participation to events organized by YPO-Lima Peru

**Relaunch of Empretec training**

Thanks to the new partnerships with NGOs and universities, Empretec Venezuela has trained 70 new entrepreneurs and developed follow-up services, providing business plan development and take-maker coaching to all participants. The Centre also introduced short courses adapted to the different audiences.
Viet Nam

Name of the Centre: Vietrade
Name of the Director: Do Kim Lang
Nguyen Thi Minh Thuy (Managing Director)

Email address: empretec.vietrade@gmail.com
Website: www.viettrade.gov.vn/empretec
Year of Inception: 2010
Staff Members: 3
Number of entrepreneurs trained since inception: 254
Number of Empretec workshops since inception: 12

Four years ago, after three years of introduction by UNCTAD, the Empretec Centre in Viet Nam was officially established in 2013. At the fifth session of the UNCTAD Investment, Enterprise and Development Commission, Viet Nam and UNCTAD signed a Memorandum of Understanding to officially establish the Empretec Centre in Viet Nam— the 34th such centre worldwide and the first in Asia. This establishment marks a milestone for Vietnamese entrepreneurs. So far, 254 business owners and entrepreneurs from different sectors have received the Empretec certificate.

Business Networking Events
Between 2011 and 2013, five business networking events have been held in Hanoi and other provinces. Three events took place in Hanoi: • Marketing Solution for SMEs • Enhancing Company’s Branding in Crisis Period • Business Health Examination One event in Hui Binh Province: • Online Business- a cost efficiency solution for SMEs One event in Thanh Hoa Province: • Export Promotion Skill

Highlights of 2013

Four years! Since inception:
Number of Empretec workshops: 12
Number of entrepreneurs trained: 254

Zambia

Name of the Centre: Zambia Development Agency (ZDA)
Name of the Director: Gabriel Musentekwa
Email Address: gmusentekwa@zda.org.zm
Website: www.zda.org.zm
Number of entrepreneurs trained since inception: 148
Number of Empretec workshops since inception: 9

The Green job Programme will be showcased at the World Investment Forum held in October 2014 in potential investors as a highlight of entrepreneurship development in Zambia.

Youth Entrepreneurship
The centre further strengthened its support for Youth Entrepreneurship. In 2013, the centre initiated the entrepreneurship skills development programme for young people who are qualified for the Youth Development Fund administered by the Ministry of Youth Sports and Child Development. Two trainings were conducted in 2013.

National Trainers
The centre can be proud that has organized four national trainings until the Regional Training of Trainers Workshop held in South Africa in April 2013. The trained in 2013 and successfully conducted 8 ETWs.
Products and Services

- Entrepreneurship Training Workshop (ETW)
- Corporate entrepreneurship training
- Microentrepreneurship training
- Youth Entrepreneurship training
- Advisory and counseling services
- Customer care
- Financial Management
- Research into the SME sector
- Information Dissemination
- Project Management
- Supply Chain Training

Highlights of 2013

20 years Anniversary!
Empretec Zimbabwe celebrated its 20th anniversary in 2013. For almost two decades, Empretec Zimbabwe has spearheaded the growth of a strong entrepreneurial culture and has become a reference in the country on matters of business development, entrepreneurship and economic development.

Present at the celebration ceremony were the Financial Services Chief Executive Officer, Kenias Mafukize and the Empretec Executive Director Busi Bango. 21 awards were handed out to honour successful entrepreneurs.

Empretec Zimbabwe empowers youth
Empretec Zimbabwe empowers youth through four programmes: ETW, the micro-entrepreneurship training, the Basic Enterprise Start-up Tool training, and the Internal Savings and Lending training. Each benefitted 490, 730, 605 and 440 young entrepreneurs, respectively.

This year, Empretec Zimbabwe embarked on a project to empower youth, which included an ETW as well as training on business management skills.

Farmers
Empretec Zimbabwe reached out to the most vulnerable population in rural communities. Two types of workshops were developed: The micro-entrepreneurship preparation trained 120 farmers, and the food processing and packaging training workshop benefitted 60 farmers.

Partnerships
Empretec Zimbabwe has welcomed numerous partnership and cooperation request from various tertiary institutions, vocational training centres, Polytechnic training centres, NGOs working with farmers and churches and universities.

Global Entrepreneurship Week
Empretec Zimbabwe is one of the top 20 partners and national co-host of the Global Entrepreneurship Week. In 2013, it successfully rolled out various events, campaigns, conferences and awards, all designed to raise awareness on the importance of entrepreneurship on people's lives. It will be participating in the Global Entrepreneurship Congress in 2014.
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<tr>
<th>Country</th>
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2013 Emretec Annual Report

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Empretec in numbers and selected impact indicators
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Empretec Strengthens Training for Women Entrepreneurs
Aspiring Entrepreneurs Find Their Business Ideas during the Emretec Training
Latest updates on recent centres
Voices from the heart of Emretec... the trainers

Country presentations

Empretec Centres
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Argentina  Benin  Botswana  Brazil  Chile  Colombia  Dominican Republic  Ecuador  El Salvador  Ethiopia  Ghana  Guatemala  Guyana  Jordan  Mauritius  Mozambique  Nigeria  Panama  Peru  Romania  Russian Federation  South Africa  Tanzania  Uganda  Uruguay  Venezuela  Viet Nam  Zambia  Zimbabwe

List of Empretec Centers

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