

**Overview**

**Training / HRD / HCD Projects – I.M.M.A.**

(1990-to date)

Year	Project Title	Country/ Region
2018	Support to GIZ VET programme in India on the setup and processes of the German Dual TVET System	India
2018	Support to GIZ and its partner in developing a study on improving internships for students in Uganda (in the frame of the GIZ programme YouMatch)	Uganda (Germany)
2018	Development of an e-Learning Programme for German Craftsmen on options, tasks, responsibilities and objectives of being included in development cooperation project	Worldwide (Germany)
2017-2018	Support to AIZ in GIZ in developing their portfolio of offers and services within GIZ	Germany
2018-2024	Establishment of the University Namibia Campus in Katima Mulilo and development of MSc. BSc. PhD programmes on Wildlife Management & Eco-Tourism (KfW)	Namibia
2017-2019	Support to 12 Mongolian Associations and Chambers in order to develop a favourable business environment for SME in Mongolia (incl. project management, 6 workshops, 3 conferences, various consulting and coaching missions) (EBRD)	Mongolia
2017	Training-of-Trainers for the Centre of Excellence and Training for Sustainable Forestry in Vietnam (DFS on behalf of BMEL)	Vietnam
2017	Development of a training concept and related training material for a GIZ internal training programme on "Procurement above the EU threshold value"	Germany
2017	Support to GIZ in planning and Implementation of the "African Governance Days" with a special focus on the development and implementation of an integration concept to integrate 150 face-to-face and 150 virtual participants; moderation of the conference in Ghana	Ghana
2016/2019	Planning and implementation of Training-of-Consultants workshops worldwide for the EBRD Small Business Support Programme (EBRD)	Worldwide
2016 / 2017	Planning and implementation of human resource development measures for GIZ staff in Afghanistan incl. two workshops on "Innovative approaches to conflict resolution" (GIZ)	Afghanistan
2017	Tutoring / Online Facilitation of an online training course for GIZ internal experts on "Management of Virtual Communities" incl. development of online learning environment, tutoring of 23 participants during the eight-week course	Germany / worldwide
2016	Development of an e-Learning course on "Management of Virtual Communities) incl. training concept, curriculum, training material, tutoring concept	Germany
2016	Planning and facilitation of a strategy development management team meeting of the Academy for International Cooperation (AIZ) of GIZ	Germany
2016	Planning and implementation of a workshop for GIZ-Community Managers on "Successful Strategic planning for Community Management (GIZ)	Germany



Year	Project Title	Country/Region
2016	Workshop for experts of the Mongolian National Chamber of Commerce and Industry on ValueLinks methodology for value chain promotion	Mongolia
2016	Study tour incl. Training-of-Trainers workshops for Indian Public Administration training institutes on project management., leadership, e-learning and competency based training (jointly with oneworld Consultants)	India / Germany
2015/ 2016	„Lernen und Kooperieren mit Neuen Medien“; Support to the Centre for eLearning and Interactive Multimedia (CeLIM) of the University of Namibia including development of an action plan, implementation of first eLearning courses, etc. (GIZ)	Namibia
2016	„Coastal and Marine Biodiversity; Conservation and Management“ project, Development of eLearning modules (GIZ)	India
2015	Planning and implementing a workshop on Project Management (focus on tendering and development of offers) for the "The Greater Tumen Initiative (GTI)" in Beijing. (GIZ)	China
2015	Planning and Implementation of a training programme for representatives of CEFTA country chambers on needs assessment and monitoring and evaluation (DIHK)	Eastern Europe
2015	Support to the programme "Support for the Harmonisation of Economic and Trade Legislation with EU acquis" by supporting the Albanian School for Public Administration (ASPA) in developing E-Learning resources. (GIZ)	Albania
2014- 2015	Planning and Implementation of the EBRD Programme "Women in Business" on behalf of EBRD incl. training material development for five courses (30 modules), training methodology development and implementation of training measures for 2000 participants (EBRD)	Eastern Europe and Central Asia
2014- 2015	Planning and implementation of the programme "Support to Mongolian Business Associations" on behalf of EBRD incl. support for 15 business associations, training measures, coaching etc. (EBRD)	Mongolia
2014	Planning and Implementation of a Blended Learning Human Capacity Development programme on Project Management and Leadership for the Ministry of Lands and Resettlement, Namibia (GIZ)	Namibia
2014	Development of a Human Capacity Development Strategy (HCD) for the programme "Good Financial Governance in Africa" of GIZ including a joint planning workshop in South Africa (GIZ)	Africa
2014	Development of a Human Capacity Development Strategy (HCD) for the Sector Programme "Education and Vocational Education (in fragile States)" of GIZ	Worldwide
2014- 2015	Planning and implementation of a technical assistance programme to support the transition in Yemen with special regard to organizational and leadership development in the Office of the Presidency (GIZ)	Yemen
2014	Support in the development and setup of an Alumni Network in the Western Balkan States for alumni of the (Zoran-Djindjic Scholarship Programme- GIZ)	Balkan States
2014	"Internationale Handwerksmesse München - IHM" (International Craft Trades) - Moderation of a workshop „International vocational training cooperation in Southeast Europe“	Germany
2014	Team Building Workshop in the frame of the "Food Security Programme for Linking Relief to Rehabilitation and Development in Afghanistan" for 12 participants from Afghanistan in Dushanbe (GIZ)	Tajikistan



Year	Project Title	Country/ Region
2013/ 2014	Support to participants of long term training "Innovative regional/local economic development and trade promotion in SADC" during the implementation of transfer projects in home countries (GIZ)	SADC, Germany
2013/ 2014	Support to GIZ for the organisation and implementation of a study tour/learning journey "E-Learning /ITMS" for 12 leading administration officers from South Africa	Germany
2013/ 2014	Preparation of a Leadership Journey in the frame of the project "Improved agricultural water productivity to enhance adaptation to climate change" to strengthen leadership competencies of the stakeholders involved (GIZ)	Egypt
2013/ 2014	Human Capacity Development (HCD) Needs Assessment for the Water Sector in SADC incl. planning of a HCD intervention architecture for the Water sector in SADC and the SADC Secretariat (GIZ)	Botswana (SADC)
2013/ 2014	Project Planning and intervention architecture development of REDD+ in SADC incl. needs assessment, development of a pre-selection study for a Centre of Excellence for REDD+ in SADC, planning mission and planning workshop (GIZ)	Botswana (SADC)
2013	Development of an E-Learning Module on E-Learning Management and Strategy Development (GIZ)	Germany
2013	Implementation of an E-Learning Course on "Introduction to E-Learning for the Project "FORCLIME" Indonesia in order to plan for E-Learning interventions in the Indonesian Forestry Sector. (GIZ)	Indonesia
2013	Planning mission and development of a human capacity development programme on change management and leadership (GIZ)	Yemen
2013	Planning and implementation of a capacity development programme for the Namibia Statistics Agency (NSA) consisting of workshops and online trainings	Namibia
2013	Management and Leadership training as well as introduction of online collaboration and E-Learning for IAEA	Austria
2013	Implementation of three workshops on tourism development, export promotion and marketing in the frame of a regional economic development project. (GIZ)	Uzbekistan, Kyrgyzstan, Tajikistan
2013	Planning of an Alumni-Conference for former GIZ ILT participants in Ulaanbaatar, Mongolia, aiming at establishing a professional network; development of a best practice sample for network management workshops of GIZ	Mongolia
2013	Implementation of a planning workshop in the partnership project between chambers from CEFTA countries and sequa	Bosnia & Herzegovina
2013	Capacity Development and Leadership Development for the Institute for Peace and Security Studies of the African Peace and Security Architecture (APSA) on leadership and management (programme development, pilot training, internal leadership development)	Ethiopia
2012	ASEAN Port Management Change Leadership Programme Conduction of four trainings on Change Management, Leadership. Project Management and Organisational Analysis for Managers from 12 ports form the ASEAN region	Germany/ ASEAN
2012	ict@innovation E-Learning Development Development of an E-Learning course on Free and Open Source Software (FOSS)	SADC / Germany
2012- 2013	APSA – Leadership Training; Planning and Implementation of a leadership training programme for Ethiopian managers and leaders incl. two face-to-face training sessions and one eight week E-Learning programme	Ethiopia



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2012-2013	Long-term training Programme for junior managers from the SADC region on "Export Promotion and Regional Economic Development" (GIZ)	SADC
2012	Planning and implementation of E-Learning Marketing and E-Learning Business Planning Workshops (GIZ)	Georgia
2012	Planning and implementation of a Soft-Skills and Moderators' Training Programme for GIZ staff in Mongolia and the GIZ Country Representatives' Office in Mongolia (3 workshops)	Mongolia
2012	Planning and implementation of a one week study visit/study tour for Mongolian procurement managers from the petroleum sector incl. company visits and workshops (National agency of petroleum Mongolia)	Germany / Mongolia
2012	Planning and implementation of a one week study visit/study tour for Mongolian human resource managers (banks and telecom) on human resource development methodologies and techniques incl. company visits and workshops (HR Counsel Mongolia )	Germany / Mongolia
2012	Moderation of a project planning workshop and a workshop on Impact Monitoring for participants from ten Balkan states (CEFTA countries)	Turkey, CEFTA
2012	Training for SME (export sector) in the field of Export Marketing for export to EU markets during the fair "Made in Moldova" (DIHK)	Moldova
2011-2012	Training of Consultants of BiBB to enable these to work in Development Cooperation in future (three workshops and supervision, coaching) (BiBB)	Germany
2011	ProNet – Developing an Alumni-Network of Trainers and Experts for Economic Development in South East Europe (GIZ)	South East Europe
2011	Management and Leadership in District Health Management Workshop (GIZ)	Philippines
2011-2012	Long-term training Programme for junior managers from the SADC region on "Export Promotion and Regional Economic Development" (GIZ)	SADC
2010	Development of three online training modules for InWEnt's E-Academy on "Balances Scorecard", Presentation Skills" and Negotiation Skills"	Germany
2010	Chamber Marketing Workshop for participants from CEFTA countries in Southeast Europe (DHIK)	CEFTA
2010	Blended Learning programme "Tutoring of E-Learning Communities in Africa" for participants from five African countries from Statistical Offices (GIZ)	Ethiopia, Uganda, Côte d'Ivoire, Ghana, Tanzania
2010-2011	Regional Economic Development for Central Asia - Component Export Promotion": Training development and implementation, capacity building, human resource development, institutional strengthening, training-of-trainers (InWEnt)	Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan, Turkmenistan
2010	Training of Online-Tutors (GIZ)	Germany
2010	Development of E-Learning Modules on health, economics, management, environment etc. topics for the InWEnt E-Academy	Worldwide
2009	Institution Building and Human Resource Development for E-Learning, project management and implementation of a Central Asia Portal, three time four months eLearning (InWEnt)	Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan
2009	Training-of-Consultants Workshop for BIO Staff aiming at developing consulting skills amongst the participants (InWEnt)	Tajikistan



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2009	Development of an Information and eLearning Portal for the Top-Manager Macedonia Programme of InWEnt	Germany, Macedonia
2009	Human Resource Development Training for the Vietnamese Health Sector, development and implementation of a one week training programme (InWEnt)	Vietnam
2009	Support to Business Development Service Providers and development of a BDSP market in three rural regions (GTZ)	Mongolia
2009	Training-of-Trainers Workshop for Business Development Service Providers.(GTZ)	Mongolia
2009	Planning and implementation of a training programme for 500 Afghan civil servants incl. development of training programmes, online recruitment and online training for international coaches, delivery of training, project management (UNDP)	Afghanistan
2008	eLearning Capacity Building 2008 – development of online courses “eCoaching and eCollaboration” / “eCoordination in development projects” (InWEnt)	Germany
2008	Third phase of CSLD leadership training (senior leaders and emergent leaders) (UNDP)	Afghanistan
2007	Moderation of two-week seminar “International Cooperation – Dialogue Seminar and Skills Training” including workshop conduction “Basic Argumentation and International Negotiation Techniques”	Germany
2007	Implementation of trainings “Skills Enhancement”, “Team Forming” and “Customer Relations” for staff members of IAEA	Austria
2007/ 2008	Training and consultancy for planning and implementation of the “Orientation Training Programme” for coaches and consultants in the civil service of Afghanistan (UNDP)	Afghanistan
2007	Planning and execution of a Business Plan Competition to promote SME in three provinces of Mongolia (training and consulting ) GTZ	Mongolia
2006/ 2007	Support to the Development Gateway to improve e-learning activities	Mongolia
2007	Revision of the online training programme “Introduction into development policy”	Germany
2007	Revision of the “Management Skills Suite” (online training)	Germany
2007	Second phase of CSLD leadership training (senior leaders and emergent leaders)	Afghanistan
2006/ 2007	Conception, preparation of training material for trainings to promote SME. Preparation of a trainers handbook and implementation of training of trainers as well as start-up trainings	Bosnia & Herzegovina
2006	Execution of three trainings “Skills Enhancement” for staff members of IAEA	Austria
2005/ 2006	“Civil Service Leadership Development” Programme Planning and execution of a leadership development training to promote the Afghan civil service (for approx. 550 participants from 15 ministries for top leaders, senior leaders and emergent leaders)	Afghanistan
2006	Conception, planning and implementation of an “Consultants’ Certification Scheme”	Mongolia
2006	Conception, planning and implementation of workshops for future local moderators including certification and foundation of a Mongolian moderators’ network	Mongolia
2005	Workshop on Change Management for Vocational Education Institutions	Germany
2005	Trainee programme St. Petersburg Workshops on “Moderation and Communication Techniques”	Russia / Germany
2005	Regional Chamber Promotion Project Planning and conduction of a workshop in the fields of intercultural competences for employees from SME and MNCCI	Mongolia



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2005	Introduction to the use and implementation of Project Management Software within a larger GTZ-Project in Mongolia	Mongolia
2005	Planning and implementation of a ten days study tour to Germany for human resource managers of Mongolian SME	Mongolia / Germany
2005	Planning and implementation of two study tours for the Privatisation Authority of Jordan to Germany and Austria	Germany / Austria / Jordan
2005	Development of a modulised training programme on management for junior bank managers (private Bank)	Mongolia
2005	Regional Chamber Promotion Project Planning and conduction of a workshop in the fields of HRD, personnel management for employees from SME and MNCCI	Mongolia
2005	Trainee programme St. Petersburg Workshops on "Marketing and marketing management"	Russia / Germany
2005	Five workshops training programme for a supermarket chain in Bosnia and Herzegovina on training of trainers, finances, procurement, logistic, marketing and customer orientation	Bosnia and Herzegovina
2005	Workshop for the it@ab IT consultant network in Lake Malawi, Malawi on cooperation, internal organisation, product development, business planning and human resource development	Malawi
2004	Trainee programme St. Petersburg Workshops on "Time management", "Presentation techniques", "Conflict management/mediation"	Russia / Germany
2004	Workshop for the it@ab IT consultant network in Maputo, Mozambique on business planning	Mozambique, SADC
2004	Adaptation of an e-learning module on "Basics of International Development Cooperation"	Germany
2004	Organisation, preparation, monitoring of a workshop for consultants in Tirana	Albania
2004	Training/coaching of staff of a Mongolian NGO in business planning, capacity building, etc.	Mongolia
2004	Workshop for trainers and consultants of a Mongolian Business Development Service Provider on marketing HRD management and training-of trainers	Mongolia
2004	"TRADE AFRICA - Intra SADC Export Promotion Programme" Planning and conduction of 3 workshops in for SADC states with local trainers	Mozambique, Tanzania, Malawi, Zambia
2004	Trainee programme St. Petersburg Workshops on „Market investigations and market analysis", "Time management", "Presentation techniques" "Conflict management/mediation"	Russia / Germany
2004	Workshop on how to register with international Consultants databases, tendering and project appraisal	Germany
2004	MARI\$SA - Training of Business Development Service Providers (Planning Phase)	SADC
2003/ 2004	Development of business plans and trade co-operations for SME in Mongolia (private enterprises)	Mongolia
2003	AIDS Workplace Programme in Southern Africa (AWiSA) - Development of Online-Activities	Germany/ SADC
2003	Practical Training Programme St. Petersburg Workshops: "Introduction International Marketing" and "Implementation of international Business Co-operations"	Russia / Germany
2003	Advanced Training for Business Advisors (PROCESS) - Development of Online-Activities	Germany / SADC



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2003	Practical Training Programme St. Petersburg Workshop: Introduction International Marketing	Russia / Germany
2003	Workshop: Selection of Participants for a long-term Training Programme in Germany	Mongolia
2002-2003	Hamburg-Shanghai Management Trainee-Program Long-term Training for Managers (Bank, Insurance, Telecommunication and Environment) from Shanghai	China / Germany
2002-2003	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy – Mongolia"	Mongolia / Germany
2002-2003	"TRADE AFRICA – Intra SADC Export Promotion Programme" Planning and conduction of 25 workshops in five SADC states with local trainers	Mozambique, South Africa, Tanzania, Malawi, Zambia
2002-2003	"TRADE AFRICA – Training in Export Promotion" Long term training programme for 15 participants from five SADC states	SADC / Germany
2002	Workshop "Initiation of business co-operations"	Bosnia and Herzegovina
2002	Workshop "Feasibility Studies"	Bosnia and Herzegovina
2001-2002	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy – Mongolia"	Mongolia / Germany
2001	Economic development promotion Mongolia Workshop "Identification of development projects"	Mongolia
2001	Economic development promotion Mongolia Workshop "Organisation and management of development projects in the private sector"	Mongolia
2001	Economic development promotion Mongolia Workshop "International Marketing"	Mongolia
2001	Economic development promotion Mongolia Workshop "Production management and initiation of business co-operations"	Mongolia
2001	Economic development promotion Mongolia Workshop "Environmental management"	Mongolia
2000-2002	Long-term training "TOP-Namibia – Import substitution and export promotion for SME in Northern Namibia"	Namibia
2000	Economic development promotion Mongolia Workshop "Organisation and management of development projects in the private sector"	Mongolia
2000	Economic development promotion Mongolia Workshop "International marketing"	Mongolia
2000	Economic development promotion Mongolia Workshop "Management of trade fairs"	Mongolia
2000	Economic development promotion Mongolia Workshop "Identification of development projects"	Mongolia
2000	Economic development promotion Mongolia Workshop "Train the trainers"	Mongolia
2000	Economic development promotion Mongolia Workshop "Environmentally compatible management and marketing"	Mongolia
2000	Economic development promotion Mongolia Workshop "Communication and presentation techniques"	Mongolia
2000	Economic development promotion Mongolia	Mongolia



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	Workshop "Production management and initiation of business co-operations"	
2000	Training of Mongolian trainers in the field of "Socio-economics and business management and administration"	Mongolia
2000	Economic development promotion Mongolia Workshop "Management of Trade Fairs"	Mongolia
2000	Economic development promotion Mongolia Workshop "Status assessment and development of strategies in business"	Mongolia
2000	Economic development promotion Mongolia Workshop "Human resource management and leadership"	Mongolia
1999 - 2001	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy - Mongolia"	Mongolia / Germany
1999	Identification of training programmes for the development of SME in Namibia	Namibia
1999	Workshop on international tender procedures and bid preparation	Germany
1999	Workshop on project evaluation for SADC investment promotion agencies	RSA
1999	Workshop on international marketing and international negotiating techniques to prepare entrepreneurs for participation in Africa-Asia Business Forum	Zanzibar
1999	Workshops on national tender procedures and bid preparation	Namibia
1999	"Management and organisation of manufacturing and service industries (1999-2001)" Introductory workshop / trainee qualification	Mongolia
1999	Economic development promotion Mongolia Workshop "Identification of development projects"	Mongolia
1999	Economic development promotion Mongolia Workshop "Export promotion and international marketing"	Mongolia
1999	Training of Mongolian trainers in the field of "Socio-economics and business management and administration"	Mongolia
1999	Economic development promotion Mongolia Workshop "Communication and moderation techniques"	Mongolia
1999	Economic development promotion Mongolia Workshop "Management of trade fairs"	Mongolia
1999	Economic development promotion Mongolia Workshop "Status assessment and development of strategies in business"	Mongolia
1999	Economic development promotion Mongolia Workshop "Human resource management and leadership"	Mongolia
1999	Economic development promotion Mongolia Workshop "Environmental management"	Mongolia
1998 - 2000	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy - Mongolia"	Mongolia / Germany
1998 - 1999	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy - Mongolia"	Mongolia / Germany
1998	Conceptualisation, planning and implementation of industries extension service pilot programme, including workshops on project identification and project implementation, feasibility studies and market analysis in Oshakati Region	Namibia





Year	Project Title	Country/Region
1998	"Management and organisation of manufacturing and service industries (1998-1999)" Introductory workshop / trainee qualification in Mongolia	Mongolia
1997 - 1998	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy – Mongolia"	Mongolia / Germany
1997	Workshop on the identification, planning and implementation of projects in Katima Mulilo	Namibia
1996	Workshops for senior management officers "International furniture marketing"	Philippines / Vietnam
1996	Workshops on project management and international marketing for participants from Namibia, Lesotho, Swaziland	Namibia
1996	"Management , organisation and planning of industrial and service industries – Mongolia" - Introductory / trainee qualification workshops in Mongolia - Workshop in Germany	Mongolia
1996	"Management, organisation and planning of the industrial sector in the market economy – Mongolia" Introductory workshop / trainee qualification in Mongolia	Mongolia
1996	"Development planning" Workshop for top level officials of democratic parties	Mongolia
1995 - 1997	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy – Mongolia"	Mongolia / Germany
1995 - 1996	"Management and organisation of manufacturing and service industries – Mongolia" - Introductory / trainee qualification workshops in Mongolia - Workshops in Germany - Evaluation workshop in Mongolia	Mongolia / Germany
1995	"Management, organisation and planning of the industrial sector in the market economy – Mongolia" Introductory workshop / trainee qualification in Mongolia	Mongolia
1995	Seminar - International marketing in investment and development planning for officers of governmental planning agencies, trade associations and private businesses	Namibia
1995	"Export marketing for furniture products from Vietnam"; 2 workshops in Vietnam	Vietnam
1994 - 1996	Long-term training programme "Management, organisation and planning of the industrial sector in the market economy – Mongolia"	Mongolia / Germany
1994 - 1996	Long-term training programme "International marketing – Philippines / Vietnam" Furniture sector	Philippines / Vietnam / Germany
1994-1998	Planning and implementation of a training centre for the timber and furniture industry	Malaysia
1994-1995	"Substitution of imports and development of local/regional markets" - Training needs assessment - Execution of practice-oriented workshops	Tonga
1994-1996	Training of local government officials to improve sectoral education planning and monitoring	Sierra Leone
1994	„Management, organisation and planning of the industrial sector in a market economy – Mongolia" Introductory workshop (trainee qualification) in Mongolia	Mongolia
1994	Short-term seminars "Foreign trade in the market economy" for technical and management staff	Mongolia



Year	Project Title	Country/Region
1994	"International marketing – furniture" Introductory workshop / trainee qualification in Vietnam and the Philippines, including company visits	Philippines / Vietnam
1993 - 1994	Long-term training programme "Foreign trade in the market economy – Mongolia"	Mongolia / Germany
1993-1998	Technical assistance to promote beekeeping - Development and implementation of extension training for local agricultural field staff - Development, planning and implementation of apprentice training scheme for beekeepers - Training local laboratory technicians in honey quality control and certification	Jamaica
1993	Senior Management Workshop "International Marketing - Indonesia/Philippines" Furniture sector	Indonesia / Philippines
1993	Senior Management Workshop "International Marketing - Indonesia/Philippines" Food Sector	Indonesia / Philippines
1993	Planning of production processes, plant layout and equipment in furniture manufacturing - Workshops and hands-on training in Indonesian furniture companies - Workshops and hands-on training in furniture companies in the Philippines	Indonesia / Philippines
1993	"Train the Trainer" programme Training of Indonesian trainers in international marketing and export trade techniques	Indonesia
1993	Training in surface finishing techniques in furniture production – Indonesia / Philippines - Workshops and shopfloor training in Indonesian furniture companies - Workshops and shopfloor training in Filipino furniture companies	Indonesia / Philippines
1993	Training needs analysis to promote exports in the furniture industry in Vietnam	Vietnam
1993	Planning, organisation and implementation of two-weeks' seminar in review methods for investment promotion projects	Lesotho
1993	Short-term seminar "Foreign trade in the market economy" for technical and management staff	Mongolia
1992	Training programme "International marketing of furniture – Indonesia / Philippines" - 1 workshop in Indonesia - 2 workshops in the Philippines	Indonesia / Philippines
1991 - 1993	Long-term training programme "International Marketing – Indonesia / Philippines" Furniture sector	Indonesia / Philippines / Germany
1991 - 1993	Long-term training programme "International Marketing – Indonesia / Philippines" Food sector	Indonesia / Philippines / Germany
1991-1993	Training of management staff of Lesotho National Development Corporation (LNDC) in investment planning and investment monitoring	Lesotho
1991	Transfer of marketing know-how relating to EU markets in developing Asian nations; "Train the Trainer" workshop in Indonesia in co-operation with UNCTAD and ITC	Indonesia
1991	"International Marketing – Indonesia / Philippines" Furniture sector	Indonesia / Philippines



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	Introductory workshops (selection of participants) in Indonesia and the Philippines,	
1991	"International Marketing – Indonesia / Philippines" Food sector Introductory workshops (selection of participants) in Indonesia and the Philippines	Indonesia / Philippines
1990	Upgrading skills of local management and workforce in furniture and toy production plants to rationalise and streamline production processes, product quality and quality control, construction of jigs and templates, marketing	Guyana
1990	Training of technical and administrative management of a timber industry complex in methods of work organisation, production management, financial management/accounting, computer-supported progress monitoring	Indonesia
1989-1990	Training needs assessment and development of detailed training programme for regional government officers in collecting/evaluating basic industrial data for the determination of regional development potential	Indonesia
1988 - 1990	Long-term training programme "International Marketing – Indonesia / Philippines" Sectors: Furniture / Foods	Indonesia / Philippines / Germany

**Clients:**

- African Development Bank (AfDB)
- Aga-Khan-Foundation
- Asian Development Bank (ADB)
- Bundesinstitut für Berufsbildung (BiBB)
- Capacity Building International, Germany (InWent)
- Carl Duisberg Gesellschaft e.V. (CDG)
- Centre for Development of Enterprises (CDE)
- Chambers of Industry and Commerce
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
- European Bank for Reconstruction (EBRD)
- European Union (EU)
- Foundation for Economic Development and Vocational Training (SEQUA)
- Gesellschaft für Technische Zusammenarbeit GmbH (GTZ)
- International Atomic Energy Agency (IAEA)
- International Finance Cooperation (IFC)
- International Trade Centre (ITC)
- Islamic Development Bank (IDB)
- Kreditanstalt für Wiederaufbau (KfW)
- South East Europe Enterprise Development (SEED)
- TACIS (EU)
- World Bank (WB)
- and private-sector clients