

1. Workshop „Doing Business International“ 17th November 2008, 13 – 18 h at Handwerkskammer Hamburg

Participants

1. Janowski, Leszek (HWK Warschau Stadt)
2. Rynowiecki, Stefan (Hwk Warschau Stadt)
3. Ciurliene, Rima (IHK Penevezys)
4. Döding, Lucyna (HP)
5. Fügel, Kathrin (HWK Schwerin)
6. Hogeforster, Dr. Max (HP)
7. Jefremienko, Władysław (HWK Szczecin)
8. Kazakevičius, Vytautas (IHK Panevėžis)
9. Sulzycki, Zbigniew (HWK Szczecin)
10. Vorpahl, Christiane (HWK Schwerin)
11. Chromicz, Marcin (HWK Wrocław)
12. Cygert, Tadeusz (HWK Słupsk)
13. Fedorchuk, Aleksandr (IHK Minsk)
14. Grund, René (HWK Cottbus)
15. Grzybowski, Karol (HWK Opole)
16. Hordejuk, Józef Jacek (HWK Białystok)
17. Klyshevich, Tatjana (Minsk Department of BelCCI)
18. Ludewig, Marianne (BA Hamburg)
19. Ładziński, Zbigniew (HWK Wrocław)
20. Paprocki, Adam (HWK Łódź)
21. Szajda, Wiesław (HWK Danzig)
22. Wika, Tomasz (HWK Poznan)
23. Irene Bastron (HP)

English and Polish powerpoint presentation available at
<http://www.hanse-parlament.eu/mediabiq/816A.pdf>

The participants introduced themselves, reporting on their person, function and organization.

1. Summary of Project

The objectives of the project, to support SMEs to increase their international activities by drafting a further training course, test it practically and then transfer it to all partners, were summarized again. The practical test run will be implemented at the Chamber Schwerin, who initiated the project. Some partners, particular from Poland, pointed out, that it would also be very helpful to have a first test run in their country.

2. Partner Agreement

The Partner agreement was discussed and other formal issues, like eligible costs, were presented. It was stressed out, that all accommodation and travel costs for the workshop will be compensated and the partners should keep all expenses related invoices, like boarding tickets etc. The partner agreement was given to the project partner. Some project partner signed it directly, while others promised to send it by postal service.

3. Discussion „What is important for such a course“

The partners discussed in two working groups, what factors are important to establish a successful course in their respective region.

- The Chamber Schwerin reported, that they will document the development of the course and that this might be helpful for the other partners when it comes to the realization in their country. This idea was very much welcomed by the participants.
- The training of employees within the chambers was mentioned to be of importance.
- The practical training abroad was considered important.
- A pool of experts to choose from was highlighted as an good idea.

4. Status of current course in Schwerin

The current status of the course in Schwerin was presented. The curricula has been developed and the separate modules were debated. The marketing started and the flyer was printed just before the workshop. The flyer was given to all participants.

The course will take place from 2. February 2009 – 20. July 2009, twice a week, from 4 – 8h15 p.m.

5. Discussion „How to secure the transfer“

In two working groups the partners discussed, what it needs to transfer the presented course or an adapted version to their regions.

- Importance to recruits tutors with a practical background
- openness for bilateral contacts
- open the course for international participants (if they speak the language of the course)
- exchange of experience between different participants

6. Further Procedure

The next workshop should take place after the first test run, probably in Schwerin, Summer 2009.

The third and final workshop, 2010, could take place in Szczecin, Warsaw or Riga. It was recommend that the staff, responsible for the training courses, should take place at the next workshops, so that their need for training can be evaluated.