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Lifelong Learning Programme

This project has been funded with support from the European Commission. This publication [communication] reflects the views only of the author, and the Commission cannot be held responsible for any use which may be made of the information contained therein

ABOUT the project BTP II:

The project is called “Business Transfer Programme II (BTP II)” and is based on a previous BTP pilot project where a tailor made training programme in combination with a specific Screening Tool for business successors/buyers and transferors was designed and tested. BTP II is a project co-funded by the European Commission under the Leonardo da Vinci programme. The main target of the “Business Transfer Programme II” is

to update and enhance the existing curriculum and screening tool, to carry out three test runs and to adapt them to the needs of further European countries

FOR MORE INFORMATION PLEASE VISIT THE GENERAL WEBSITE:
www.btp2.eu



BUSINESS TRANSFER PROGRAMME II

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A EUROPEAN TRAINING PROGRAMME FOR BUSINESS SUCCESSORS



BUSINESS TRANSFER PROGRAMME II

As a business succession typically involves substantial changes of the business structure, many questions are raised concerning succession law, labour law, the financial situation, liability, taxes and human resources issues.

This programme offers a modern, blended learning concept, which will combine face to face trainings, project-oriented methods, E-learning, individual coaching and learning from practical experience.

CONSORTIUM

The curriculum of the course has been developed by an experienced team of training & consulting companies and researchers from seven European countries (Austria, Finland, Netherland, Poland, Portugal, Italy, and Sweden).

They formed an international project consortium to work together on a common project on the topic of business transfer for a period of two years (01.11.2010 – 31.10.2012).

TARGET GROUPS

- Family members, who want to take over an existing company within the family
- MBO's: employees who want to take over a company
- MBI's: external persons who want to take over a company

TRAINING CONTENT

The training is designed on a modular basis and combines different teaching and studying methods.

Modules of the Curriculum:

- Finance
- Legal Aspects
- Business Analysis
- Marketing
- Soft Skills
- Human Resource Management
- Communication & Negotiation

The tailor-made training contributes to the improvement of the skills of business successors/buyers to successfully handle the take-over/transfer process.

SCREENING TOOL

In addition to the training, a specific technical instrument, the Screening Tool, has been designed to meet the requirements and demands of business successors, transferors, as well as self-employed management consultants.

The Screening Tool is a support tool for the preparation phase of a transfer process and provides potential successors/transferors a first business analysis, facilitating the identification process of finding the right business and the collection of important entrepreneurial information.

It is a very flexible web-based tool, time and place independent, adapted to the needs of small and medium-sized enterprises and consists of three main parts:

- Company screening – a detailed question catalogue including questions on the general, legal, finance, marketing, human resources, location and technical infrastructure situation of the company.
- Benchmark data base which is based on a detailed summarization of relevant management ratios for specific industries
- Self-test - which consists a “self reflection” questionnaire and helps successors to reflect their own goals and visions