



Trend Chart on Innovation in Europe

DE 46

General presentation of the measure/scheme/action/regulation

Country

Germany

Geographical coverage, national or regional (state region)

(National)

Title of the measure

Promotion of Information and Training Sessions

Information Source/Reference

www.bawi.de/frameset_aufgaben.html

Overview (nature, main goals)

This programme covers the costs for managers of SMEs as well as new firm founders, self-employed workers and members of independent professions to attend information and training sessions given by external consultants and know-how trainers. The main object is to disseminate new management techniques and thus raise absorption capacities and competitiveness of SMEs.

Action Plan objective addressed by measure

I.4. Innovation & Management
III.5. Absorption of Technologies by SMEs

Administering agency

[Bundesamt für Wirtschaft und Ausfuhrkontrolle \(BAFA\)](#)

Frankfurter Straße 29-31, Germany

Phone: +49-6196-908-0

Fax: +49-6196-908-800

Web Site: www.bawi.de

Name of the manager(s) responsible for the implementation of this measure with address, fax, phone

AFP

13-15 Place de la Bourse, France

[Ludwig](#)

Bundesamt für Wirtschaft und Ausfuhrkontrolle (BAFA)

Frankfurter Straße 29-31, Germany

Phone: +49-6196-905-570

Fax: +49-6196-905-800

e-mail: foerderung@bafa.de

Description of Scheme

General Information

Reference to legal basis (e.g. act, public document, ...)

Directives from December 19, 1991, last change on December 6, 2000 (BAnz Nr. 240/0 Directives on the promotion of information and training sessions for leaders of small and medium enterprises as well as enterprise founders, June 26, 1997, issued by the BMWi

Does the measure receive central funding or regional funding?

Central

Start date

1977

Expected date of completion

indefinite, extended in 2001

Previous measure (name, date, links with the current measure)

no

Reasons for launching/modifying the new measure

lack of knowledge in sophisticated management practices in SMEs. lack in innovationmanagement, knowledge absorption and knowledge-management

Have any of the main features of the measure/scheme/action/regulation changed during its implementation

There were several changes in the directives since the programme started in 1977, the

Search



Publications



Who is Who



News



Links



Search



Contact Us



FAQ



Disclaimer

last change was made in 1997 (new directive of June 26th, 1997). In 2001, a new directive will be launched.

What is the predominant role of the government?

Regulator, funding source

Target Group

Who are the target groups of the measure?

SMEs/Industrial SMEs
Public Authorities/Organisations
Other
Managers

Organisation and Implementation

Organisation and Structure

Applications must be sent to one of the seven so-called "Leitstellen". Application must be placed within 3 months after ending of an information and training session. Decision on public promotion is made by the Federal Agency for Economy and Exports. Subsidies for training and information costs of a maximum of Euro 334 per day and a maximum of 4 days.

What are the criteria for eligibility?

Information and training sessions must offer written seminar material. Sessions for SMEs may cover all aspects of how to manage a firm efficiently and effectively. Sessions for new firm founders must refer to the specific problems of new firm foundations. Formal applications must consist of a list of participants and their field of activity within their firm and a report on the results achieved. Applications are evaluated by the "Leitstellen".

What is the mode of delivery of the measure?

Direct subsidies for costs of information and training sessions

Financing : Overall budget allocated to the measure

Not available, the programme is being extended periodically, there is no definite ending of the programme foreseen, and thus there is no overall budget allocated to the measure.

Financing : expenditure per year

1999: 3.24 mill. Euro, 2000: 3.3 mio. Euro

Financing : other budgetary sources (additional financing)

There are several programmes promoting information dissemination and training courses for SMEs on the level of the Länder.

Results

Result Measurement

What are the main indicators for the measurement of the results ?

no indicators mentioned in the programme

Where an evaluation has taken place, what were the main results achieved?

From 1977 to 1999, more than 1 mio. individuals participated in approx. 78.000 information and training sessions. In 1998, half of the participants were self-employed, 17 % unemployed. The quality of sessions is assessed as good - depending on the indicator used - for 66 to 82 %. Only 2 % of participants stated that the sessions were not useful. 58 % of participants knew that the session was funded by public funds. 53 % stated that the price of the session was a major criteria for the decision to participate or not. see Jahresstatistik Beratungs- und Schulungsförderung 1999 (Annual Statistics 1999 BAW: http://www.bawi.de/frameset_aufgaben.html) and "Erfolgskontrolle Schulungsveranstaltungen" (Success control training courses), http://www.bawi.de/frameset_aufgaben.html

If no official evaluation has been undertaken, have there been any indicators of success?

see II.a.2

Observations

Which mechanisms seem to function well in the measure?

All mechanisms seem to function well as the training and information sessions and their organisation and their contents have to compete on the market. Thus, sessions not meeting demand will lack demand and will not receive public funding. There are doubts, however, on the additionality of funding, as 34 % of participants in 1998 explicitly stated that the price of the session was not relevant for their decision to participate, i.e. the reduction in prices by public funding did not affect private decisions.

Which mechanisms seem to be less successful in the measure?

see II.b.1

Are there any other measures planned or in operation as a follow up to this measure? Direction of the planned measures? Objectives? Target groups?

The programme ends on June 30, 2001, but it will be extended. The new directives have not been published, yet.

