



## Economic development and employment

# Centres for Advanced Technology Training and Services

### The challenge

The gradual modernisation of traditional production, services and trading structures in many developing, emerging and transition countries is not enough to make them competitive at international level. They need to make quantum leaps in technology and innovation, and for this, training is an important prerequisite. This makes these countries attractive economic partners for industrial nations and investors. High-quality training geared to practical requirements creates the foundation for an economic upswing and new employment opportunities.

### Our approach

GTZ supports the training of experts and managers in line with national and international requirements by providing tailored advice on setting up and operating Centres for Advanced Technology Training and Services. Through intensive cooperation between businesses, institutions of learning and the state, people are trained and obtain qualifications as experts and managers for modern and innovative sectors of the economy. Regionally adapted training services comprise courses for school leavers and people with and without jobs, and include initial training and appropriate, in-service continuing training options.

The Centres for Advanced Technology Training and Services fall into two categories:

*Centres for initial and further training, production and advice* support small and medium-sized enterprises with technology transfer. They advise on the introduction of new technologies, human resources and organisational development, information and contact management, and quality assurance and start-ups.

*Universities of Cooperative Education* prepare prospective experts and managers for modern, knowledge-intensive sectors of the economy. Studies are divided into theoretical and practical phases, with the practical training taking place in industry and the theoretical part at the academy.

### Our services

Our advisory services involve a holistic process that enables individuals, organisations and societies to sustainably shape and pursue their development. Our approaches are designed to meet requirements in the partner countries. Measures to support and promote the establishment and operation of technology competence centres are set up in line with needs and the situation on the ground.

GTZ's range of services covers the following aspects:

- We develop and implement promotion strategies for selected business sectors or economic areas together with our partners.
- We design sustainable models for financing to establish and operate Centres for Advanced Technology Training and Services.
- We conduct market studies and implement corresponding marketing and acquisition concepts.
- We help identify the demand for experts and managers by analysing labour markets and training needs.
- We advise our partners on how to set up a results-based monitoring system that makes it possible to steer and control the relevant processes.

Other services include advice on organisational and management development, setting up information, knowledge and quality management systems, organising consortia and institutions, business exchanges and professional symposia as well as involvement in regional and international sector networks.



## The benefits

Centres for Advanced Technology Training and Services help modernise TVET systems and economic and labour market sectors. Small and medium enterprises in particular can improve their product quality and increase both their productivity and their earnings by using new technologies and employing highly qualified experts. This makes them more competitive and lays the foundation for growth and employment.

Business development institutions find competent partners to develop economic areas and sectors. Dialogue is promoted between the public and private sectors, and between educational institutions and companies. Networks support modernisation processes, foster innovation and ensure continuous improvement. Employees of the companies secure their employability and harness new promotion opportunities.

Young people, including those from disadvantaged population groups, can obtain work related expertise that affords them new opportunities to enter the formal labour market.

## An example from the field

Our aim is to improve the performance capability of private and state technical and vocational education and training (TVET) institutes that are grouped together in the Alliance for Training Consultancy and Production of the Indonesian-German Institute IGI Alliance. This project advises the Indonesian Ministries of Education, Manpower and Industry on setting up a network of private and governmental institutes offering modern and innovative training courses. Networking takes place in the context of establishing and restructuring the training management, with business units that offer their products (production, training and advice) according to a business plan and use the resources that exist within the IGI Alliance.

The alliance networked in this way responds to labour market requirements by providing high-quality services. These focus on metal and woodworking, the processing of agricultural produce and automation technology, including office automation. Being better equipped and having more expertise, the IGI institutes offer graduates training that is more relevant to the labour market. Surveys have shown that the labour market absorption of graduates from the IGI institutes, at about 73 %, is significantly higher than that of graduates from other TVET institutes in Indonesia (22.4 %).

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