**ANEXO A**

**Argentina**

**Labor Markets Division (SCL/LMK)**

**SUMMARY of TERMS OF REFERENCE FOR TECHNICAL COOPERATION**

AR-T1223

**Context and need for TC support:** The technical cooperation "Human Capital Development to improve the Competitiveness of the Textile Industry in Argentina" seeks to improve the competitiveness of the textile industry in Argentina and increase the quality of jobs through the development and upgrading of skills in the workforce. Specifically, it aims to: (i) develop a training program adapted to the demands of firms; and (ii) students and teachers training.

**Component I**

**Consultancy 1.1:** Research on trends and global perspectives in technology applied to textile production, with emphasis on the Korean case.

**Activities:**

* Compile the main trends in technology in the world for spinning, weaving and dyeing, with emphasis on the analysis of the technology used by the textile industry in the Republic of Korea.
* Identify the technical characteristics of current technology regarding the use of energy, water, inputs, employment and skills.
* Analyze the progress of different applications to textile production of developments included in the Industry 4.0, and its impact on the organization of textile production worldwide.
* Identify opportunities and challenges for the development of technology applied to textile production in Argentina.
* Identify the capabilities required for the operation of current technology, and that which is expected to be implemented in the coming years.

**Characteristics of the consultancy:**

* **Type of contract and modality:** Individual national or international consultancies, lump sum.
* **Contract duration:** 7 months
* **Location:** Buenos Aires, Argentina
* **Person in charge:** Graciana Rucci (SCL/LMK), [gracianar@iadb.org](mailto:gracianar@iadb.org)
* **Requirements:** Professional in economics, administration, engineering or related branches with 10 years of experience in the textile sector

**Consultancy 1.2:** Survey of Argentine textile companies in terms of unsatisfied demand for skills and main barriers to the incorporation of technology.

**Activities:**

* Identification of the managers of the production sector in the main textile companies in Argentina.
* Conduct interviews in order to collect information on the current situation of industrial technology applied to textile production.
* Inquire in the interviews about the skills needs and characteristics required for employees, differentiating levels of training for the management of the machinery of the sector.
* Identify with the interviewees the obstacles and difficulties encountered by companies in hiring employees for the industrial production of textile products, distinguishing between those specific to formal and technical training.
* Prepare a document that compiles the needs of the textile industry for each link, and define training proposals based on the basic requirements identified in the interviews.

**Characteristics of the consultancy:**

* **Type of contract and modality:** Individual national or international consultancies, lump sum.
* **Contract duration:** 10 months
* **Location:** Buenos Aires, Argentina
* **Person in charge:** Graciana Rucci (SCL / LMK), [gracianar@iadb.org](mailto:gracianar@iadb.org)
* **Requirements:** Professional in the areas of economics, administration, sociology or related, with 5 years of experience in the development of diagnostics and qualitative studies. Previous experience in the textile sector will be valued.

**Consultancy 1.3:** Development of curricular contents for the training program and validation with textile firms in Argentina.

**Activities:**

* Design the curricula for the training program, including: (i) definition of subject areas, hours by subject and timetable of courses; (ii) identification of subjects with practical and theoretical content; (iii) define the profile for applicants and graduates; and (iv) teaching profiles and requirements for the selection of teachers.
* Validate with the educational institution (University of San Martin) the proposed training program, the design of the curricula and the phases of implementation.

**Characteristics of the consultancy:**

* **Type of contract and modality:** Individual national or international consultancies, lump sum.
* **Contract duration:** 6 months
* **Location:** Buenos Aires, Argentina
* **Person in charge:** Graciana Rucci (SCL/LMK), [gracianar@iadb.org](mailto:gracianar@iadb.org)
* **Requirements:** Professional with at least 10 years of experience in the areas of engineering, chemistry or related, with experience in teaching and research in the textile sector.

**Consultancy 1.4:** Design and arrangements for the implementation of the training program for teacher.

**Activities:**

* Selection of the Korean educational institution with which the program will be developed
* Identification of the knowledge and techniques that will be transferred by the Korean textile educational institution through teacher training.
* Agreement with the educational institution (UNSAM) and the Korean educational institution on the scope of the training, the proposed model of technology transfer and the phases of implementation.

**Characteristics of the consultancy:**

* **Type of contract and modality:** Individual national or international consultancies, lump sum.
* **Contract duration:** 4 months
* **Location:** Buenos Aires, Argentina
* **Person in charge:** Graciana Rucci (SCL/LMK), [gracianar@iadb.org](mailto:gracianar@iadb.org)
* **Requirements:** Professional with at least 10 years of experience in the textile sector.

**Component II**

**Consultancy 2.1: Consultancy for design a learning plan for students in the firms.**

**Activities:**

* Design a learning plan for students in the firm
* Support the firms involved in the general pedagogical aspects
* Design a learning assessment plan
* Monitor the training processes in the workplace to verify that the learning objectives are met

**Characteristics of the consultancy:**

* **Type of contract and modality:** Individual national or international consultancies, lump sum.
* **Contract duration:** 6 months
* **Location:** Buenos Aires, Argentina
* **Person in charge:** Graciana Rucci (SCL/LMK), [gracianar@iadb.org](mailto:gracianar@iadb.org)
* **Requirements:** Professional with a master’s degree in economics or related fields, with a minimum of 5 years of experience in monitoring and evaluating social programs.