

TRAINING IN SMALL BUSINESS MANAGEMENT

(TC-01-01-05-9)

EXECUTIVE SUMMARY

Executing agency:	Instituto Peruano de Administración de Empresas (IPAE) [Peruvian Business Administration Institute].	
Beneficiaries:	The direct beneficiaries will be the approximately 4,500 participants in the specialized course on the development and management of business projects. The companies where the graduates work and the institutions that enter into contracts to implement the model will benefit indirectly.	
Objectives:	The general objective of the project is to develop a flexible program to provide training in the management of small businesses, based on new methods and materials and a hands-on approach. The specific objectives are to: (i) establish a supply that responds to demand; (ii) ensure permanent quality levels and standards in the training process; and (iii) expand the supply of training for young entrepreneurs.	
Description:	The project will have two components: (i) improvement of the management training model for small business. This component will adjust and validate the proposed curriculum, train teachers, develop educational materials and incorporate innovative elements such as procedures for crediting prior experience and technical assistance for graduates, and (ii) development of information systems and promotion and dissemination activities. This component will provide the institute with the capacity to establish a computerized system for tracking graduates. Market studies will be performed to explore the possibility of establishing similar programs and identify strategic partners. Training materials will be provided for students and teachers and equipment will be procured to supplement installed capacity. An international seminar will be held to share experiences having similar objectives.	
Financing:	MIF (Facility II)	US\$405,000
	Local counterpart (IPAE):	US\$275,000
	Total:	US\$680,000

Execution timetable:	Execution period:	36 months
	Disbursement period:	42 months
Special contractual clauses:	Appointment of the project coordinator will be a condition precedent to the first disbursement (paragraph 4.3).	
Exceptions to Bank policy:	None.	
Environmental and social review:	The Environment and Social Impact Committee reviewed and approved the project at its meeting on 26 January 2001.	