



**SINGAPORE THIRD COUNTRY
TRAINING PROGRAMME**

10 – 16 December 2008

SINGAPORE

**SUPPORTING SMEs TO SUCCEED IN LOCAL MARKETS:
SINGAPORE'S EXPERIENCES AND LESSONS FOR THE
COMMONWEALTH**

With liberal markets the norm in CDCs, SMEs in many sectors are under threat. Markets hitherto available only to locals are being successfully exploited by others. Singapore has a pragmatic approach of supporting SMEs to succeed locally, then regionally and finally internationally. This workshop provides a complete picture of the policies, strategies and institutions that are used to accomplish this. Focusing on local markets, the workshop will explore how Government Procurement, Business Linkages with MNCs and other actions that create the market space for SMEs; can be used to catapult SMEs to local success. CDC experiences with SME programmes that 'set-aside' opportunities for SMEs will provide a unique perspective as well.

The objective of the Workshops is to upgrade the capabilities of senior public and private sector practitioners and their institutions to develop and implement appropriate policies and strategies for SME development. They provide an exchange platform for Commonwealth Developing Countries (CDCs) to engage in discussions and share solutions to the key SME development issues which inhibit their national competitiveness.

This workshop is part of the ongoing Enterprise Competitiveness Series of Singapore 3rd Country Training Programmes; and aims specifically to: review Singapore and CDC frameworks for formulating successful Micro, Small and Medium Enterprise (MSME) strategies for MSMEs; demonstrate how successful strategies can enhance the development of MSMEs; and share practical knowledge and lessons learnt in SME development in both the public and private sectors.

Participant Profile

Workshop will be conducted over 6 days with senior personnel from SME Government Agencies, SME Business Associations and similar organisations. A maximum of 25 candidates will be recruited. Participants' attendance will need to be approved or acknowledged (in the case of private sector participants) by their Governments. They are expected to have a university degree or similar and have worked at least 5 years in a relevant role.

Singapore support to local firms covers a broad spectrum of programmes, activities and incentives. The workshop will mainly focus on the policies, institutions and practices used in Singapore to create the ideal conditions for businesses to succeed and grow. It will explore the efforts to promote SME access to local markets through Government Procurement and Business Linkages with the Private Sector.

Presentations include an: Overview of Singapore SME policies and practises; Review of the business support schemes that build capacity of SMEs; Review of the Government Procurement Programme – Gebiz; Review of MNC Business Linkages programmes, including the technical support provided; and HR staffing and training. Off-site visits to institutions engaged with this type of work are undertaken and SMEs benefiting from the programmes are normally invited to share their experiences first hand.

Participants selected for the award are required to prepare a Country Report on MSME development in their respective country. The Country Report is an integral and compulsory part of the programme and will be reviewed prior to the workshop. One Country Report deemed by ComSec to best convey the challenges and lessons will be converted into a mainstream presentation and included in the main agenda. All other Country Reports are reviewed and discussed in dedicated sessions throughout the course.

To be considered for an award...

- 1. Complete and return the Pre-Registration Form for attention:**

Elvis Gannon

Fax: +442077476307

e.gannon@commonwealth.int

- 2. Your request will be considered by the Commonwealth Secretariat and the Government of Singapore. If all the criteria are met and there are places available you will be invited to formally participate.**

PRE-REGISTRATION FORM:

**Supporting SMEs to Succeed in Local Markets: Singapore's Experiences and
Lessons for the Commonwealth**

Singapore, 10 - 16 December 2008

Commonwealth Country:	
Surname:	Organisation:
Name:	Your designation:
Gender:	Organisation Address:
Home Address:	
	Telephone:
	Fax:
Home Telephone:	E-mail:
Other E-mail:	Name of Head of Organisation:
Will your Organisation pay for the Airfare to Singapore? Yes / No If No, please justify why ComSec should contribute to this on your behalf...	
<i>Please attached a brief CV</i>	

Additional information will be requested only after an initial award has been made