

Certificate

Ms Olha Makushina (Nesteruk)

has successfully participated in

Partnering in Business with Germany

the Partnership programme for business cooperation of the Federal Ministry for
Economic Affairs and Climate Action of the Federal Republic of Germany

with Ukraine

and deepened competencies required for successfully doing business with German companies. The Programme was carried out by the German business training centre ICU Business Consulting GmbH (ICUnet) and included training sessions, company visits and individual meetings with German companies (B2B), both in Germany and in virtual form.

The training took place between June 2023 and April 2024, including a two-week stay in Germany.

Bonn, April 2024



Anne Jach-Kemps

Head of Programme
Partnering in Business with Germany
Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH



Svitlana Stepashchenko

Senior Project Manager
Partnering in Business with Germany
Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH

'Partnering in Business with Germany'
is an instrument to promote foreign
trade and investment by the



Federal Ministry
for Economic Affairs
and Climate Action



Partnering in Business
with Germany

'Partnering in Business with Germany' is
implemented on behalf of the Federal Ministry
for Economic Affairs and Climate Action by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Competencies

The participant has taken part in the *Partnering in Business with Germany* Programme and deepened the competencies in the following areas:

Business Administration

1. Basics in Leadership
2. Human Resource Management
3. Quality Management
4. Marketing, Logistics
5. Innovation, Change Management
6. International Project Management
7. Global Business Process Management

Foreign Economic Cooperation

8. Intercultural Management
9. Presentation of home company
10. Searching for international partners
11. Negotiations with international partners
12. Preparation of request and development of a draft contract
13. Preparation of business idea and business plan
14. Basics of German economy

The participant was trained in above mentioned topics, exchanged experiences with German managers and negotiated business cooperation with German companies.

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