

Economic Cooperation in Healthcare Industry

Partnering in Business with Germany

The Programme contributes to:

- the entry of Uzbek enterprises into international markets
- increase the competitiveness of Uzbek enterprises
- improve skills and competencies of Uzbek managers in the field of foreign trade and international economic cooperation.

Benefits for participants of the Group Programme in Healthcare Industry:

- to get to know companies that sell medical devices, materials and technologies
- to get to know companies that provide software services for medical facilities
- to familiarize yourself with the equipment, materials and technologies in German medical facilities
- to learn how medical technologies are applied in German healthcare facilities
- to get to know different aspects of the management of healthcare facilities
- to make contacts with German medical facilities and find reliable partners for further professional communication.

The Programme offers participants the following:

- a combination of digital and face-to-face learning formats and methods
- support in the development of their economic cooperation projects and ideas to implement changes at their enterprises
- a compact two-week stay in Germany
- thematic business in practice visits to German enterprises
- B2B meetings.

Programme phases:

- Preparatory phase (incl. application process, screening, interviews)
- Onboarding: a two-week-introductory phase (including a face-to-face two-day introductory workshop)
- Training phase: a six-week-online-training + a two-week-stay in Germany
- Implementation phase: six months
- Networking event: two days
- Post-programme activities.



Partnering in Business with Germany is highly demanding, as participants are actively involved in co-shaping the learning process and are responsible for the results of their cooperation ideas and change projects in their enterprises. The programme format combines online and in-person units (blended learning). Group learning, tandem partners and a variety of coaching techniques create an environment of mutual learning and exchange and foster active skills development (social learning). Specially designed for this format, the “PG Campus” digital learning and communication platform hosts online training modules, allows participants to communicate with one other, and helps the German training centres provide guidance throughout the learning process.

Partnering in Business with Germany comprises 160 hours of group programme and approx. 40 hours of self-study and independent work.

The Programme is primarily aimed at top and middle-level executives from:

- Enterprises that sell medical machinery, materials, technologies and software in their local markets
- Manufacturers of medical machinery, technologies and software
- Public and private healthcare facilities
- Authorities responsible for the technical equipment of healthcare facilities and the provision of technology for these facilities.

Businesses, clinics and practices in the fields of dentistry, pharmaceutical industry and medical tourism are excluded. Executives from these fields can participate in economic programmes for cross-industry groups.

Programme participants will have the opportunity to:

- get to know Germany as a business location
- familiarize themselves with German equipment, materials and technologies and purchase what they need
- conclude contracts for the supply of products, materials and services from German companies
- acquire intercultural management competencies that help them to establish cooperation with German companies
- gain practical experience in negotiating with German partners
- become part of an international business community with exclusive access to alumni from 17 partner countries of the Programme.

This Group Programme in the field of Healthcare Industry offered by *Partnering in Business with Germany* is conducted in **English**.

Prerequisites:

- a correct and complete completion of the application form and all supporting documents
- a specific and concise presentation of the participant's cooperation ideas and goals during the selection interview
- timely completion of all tasks demanded by the Programme, including the preparation of a presentation of the own enterprise, regular work on a cooperation project, maintaining and filling out the required documentation on the PG Campus platform, independent search for potential German partners and preparation of B2B meetings in Germany
- active participation in all online events on the PG Campus platform, as well as in all modules of the Programme.
- Application forms should be sent to:

→ Certificates of successful completion of the Programme are awarded to participants who have fulfilled all its conditions and requirements.

<p>'Partnering in Business with Germany' is an instrument to promote foreign trade and investment by the</p>	<p>'Partnering in Business with Germany' is implemented on behalf of the Federal Ministry for Economic Affairs and Climate Action by</p>	
 <p>Federal Ministry for Economic Affairs and Climate Action</p>	 <p>Partnering in Business with Germany</p>	 <p>giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</p>