

# Economic Cooperation in Food – Smart Farming

## *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 Food – Smart Farming:

- to get familiarized with the latest technologies and services, as well as current trends, challenges and opportunities in the field of smart farming and food production in Germany
- to learn how to adapt these technologies to the Uzbek market
- to meet manufacturers and consultancies who will demonstrate German products, technologies, systems and services regarding: a) Organic farming; b) Sustainable agriculture and certification of agricultural products; and c) The entire spectrum of the food industry from fruit and vegetable production to meat production.

### 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:

- Industrial companies, services and consultancy firms that work in the agricultural sector and wish to implement innovative German developments in the fields of smart, precision, spot and vertical farming in their enterprises
- Technology companies which are looking for software for use in smart farming or have their own relevant developments that might be of interest to German partners
- Food industry enterprises: producers of dairy, meat, fruit and vegetables, flour and cereals, bakery, confectionery, oil and fat and other food products,
- Enterprises-suppliers of agricultural products, including to international markets.

Enterprises should be interested in cooperating and establishing contacts with manufacturers and suppliers of technological equipment for smart agriculture, food industry, mechanization and automation of production processes, packaging, storage and transportation of food products.

## 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 Food / Smart Farming 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: [lyailya.orkovski@giz.de](mailto:lyailya.orkovski@giz.de) (cc: adriana.nunes-haenel@giz.de)

**→ 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>	
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