EXPORT PROMOTION TRAINING FOR CANDIDATES FROM DEVELOPING COUNTRIES

ITALY

Training facilities in export promotion available in Italy for candidates from developing countries are at present offered by two government controlled agencies, i.e.: Italian Institute for Foreign Trade (ICE) and IRI (Institute for Industrial Reconstruction). The Foreign Trade post-graduation courses held by the ICE at its Head Office in Rome (21, Via Listz, EUR), since 1965, of the duration of six months (January-June), are destined mainly to Italian candidates with suitable qualifications (University degree, etc.), in which five foreign candidates from developing countries can be enrolled. These five posts reserved to foreign trainees are also covered by scholarships for subsistence expenses of the amount of 70,000 lire per month, contributed by the Ministry of Foreign Trade.

Candidates from foreign countries are requested to apply to ICE in accordance with the enrolment regulations, stating their names, age, place of birth and latest address. The following requisites are prescribed: (a) age not above thirty; (b) University degree (University, date of graduation and marks to be stated); (c) knowledge of foreign languages, particularly Italian, indicating courses followed; (d) other qualifications and diplomas, if any.

The standard programme of the 1966 course is herewith attached.

It will be noted that the course is of a practical character and that visits to government and private institutions and industries have been scheduled in addition. Four candidates from developing countries are following the 1966 course, two of which from Colombia and two from Argentina. Lessons are held exclusively in Italian and a working knowledge of the Italian language is therefore essential.
Foreign Trade Courses held by the Italian Union of Chambers of Commerce and Training Facilities offered to Candidates from Developing Countries

In addition to the export promotion training facilities offered by the two government agencies (Italian Institute for Foreign Trade and the IRI Industrial Holding Government-controlled group), outlined in the Memo submitted to the GATT International Trade Centre, the Italian Union of Chambers of Commerce (Unione Italiana Camere di Commercio, 26 Via Piemonte, Rome) also offers possibilities of enrolment in its courses to candidates from developing countries.

These facilities have been introduced in the last two years. The number of candidates admitted is not established, however last year a trainee from Colombie was accepted and a scholarship was granted to him (80,000 lire per month), while in 1966 a trainee from Guinea is following the course, but his expenses have been covered by his Government.

Qualifications for candidates include: (a) University degree; (b) age not above thirty; (c) knowledge of the Italian language; (d) satisfactory outcome of an oral informal examination for admittance.

The duration of the courses is from November to May and an examination is held at the end of the session.

The programme of the courses include the following subjects:

- Economic mathematics
- Statistical methods applied to economic factors
- Economics, also applied to the running of enterprises
- Organization of enterprises, in relation to productivity and profitability
- Techniques and methods of commercial distribution
- Market research and surveys
- Theory and policy of economic development
- Problems of agricultural and industrial development
- Credit in industrial development
- Fiscal system in relation to productivity
- Analysis of economic trends
- Economic planning
- European Economic Community
- International Economic Agencies.

In addition a course of English language is held, both for beginners and more advanced candidates.

Practical exercises are also included in the session and visits to industrial plants in Continental Italy, Sardinia and Sicily.