



ΚΥΠΡΙΑΚΟ
ΕΜΠΟΡΙΚΟ ΚΑΙ
ΒΙΟΜΗΧΑΝΙΚΟ
ΕΠΙΜΕΛΗΤΗΡΙΟ

ΕΓΚΥΚΛΙΟΣ

Λευκωσία, 09 Δεκεμβρίου 2015

ΠΡΟΣ: Όλους τους ενδιαφερόμενους

ΑΠΟ: Λεωνίδα Πασχαλίδη, Ανώτερο Διευθυντή

ΘΕΜΑ: Κατάρτιση Συμβούλων για Μεταβιβάσεις Επιχειρήσεων (Business Transfers)

Κύριοι,

Επιθυμούμε να σας πληροφορήσουμε ότι το Ευρωπαϊκό Πρόγραμμα DANAΕ που εφαρμόζεται από το ΕΒΕ Αθηνών προσφέρει τη δυνατότητα σε όσους ενδιαφέρονται και πληρούν συγκεκριμένα κριτήρια να συμμετάσχουν σε κατάρτιση μέσω του διαδικτύου (web training) σε σχέση με μεταβιβάσεις επιχειρήσεων και να πιστοποιηθούν ανάλογα.

Για περισσότερες πληροφορίες και δηλώσεις συμμετοχής παρακαλείσθε όπως συμβουλευθείτε τα συνημμένα.

Με εκτίμηση,

Λεωνίδας Πασχαλίδης
Ανώτερος Διευθυντής
Τμήμα Εκπαίδευσης και Ευρωπαϊκών Προγραμμάτων

/ΓΒ

INVITATION TO PARTICIPATE IN A WEB TRAINING SESSION ON SME BUSINESS TRANSFERS

The Athens Chamber of Commerce and Industry, in collaboration with the London South Bank University, Université Catholique de Lyon and IST College are pleased to invite you to participate to **DANAE European Web Training Sessions for Advisors in Business Transfers**.

Successful trainees will be the first ones in the EU to possess an **EU-wide certification** on Transfer of Business Advising, fully compliant to **ISO 17024 standard** and they will join a **pool of Advisors in Business Transfers recognised by the European Commission**.

Registration and participation to the DANAE European Web Training Sessions is **free of charge**.

Applications are accepted until **Monday, 21st of December 2015**. Courses will be accessible via the web after **Monday 18th of January 2016**.

More detailed information is provided below.

The Context

Micro enterprises and **family businesses** constitute by far the backbone of the European Economy and Society. Out of a total 20,4 million enterprises in Europe in 2012, 92% (i.e. over 18,7 million) are **micro enterprises**, which employ over 37 million people (≈29% of total European workforce) and create an aggregated turnover of over 1,2 trillion euros. At the same time, **family businesses** are estimated to make up for more than 60% of total European companies, employing approximately 40% of the total European workforce and generating an aggregated turnover of over 1,0 trillion euros.

A **business transfer** is understood as a transfer of ownership of an enterprise to another person or enterprise, resulting to the continuous existence and commercial activity of the enterprise. In most micro and many small & medium-sized companies, the transfer of ownership (or 50+% of shares) is coupled by the transfer of the management function.

Quite often, very small or family-owned businesses change hands (or cease to exist) for a variety of reasons other than pure economic considerations, such as personal decisions (retirement, change of profession, etc.) or even incidents affecting the entrepreneur.

It is estimated that each year, an average 450.000 businesses, employing over 2 million people (4,5 persons on average) change hands in Europe. At the same time, it has been estimated that **Europe is losing approximately 150,000 firms representing over 600,000 jobs each year, due exclusively to inefficiencies in business transfers**.

As a result, **Transfer of Business (ToB)** has been placed within EU objectives to promote smart, sustainable and inclusive growth. This is particularly evident within the Small Business Act¹ where business transfers are specifically mentioned under the first principle: "To create an environment within which entrepreneurs and family businesses can thrive and entrepreneurship is rewarded".

DANAE Project

DANAE Project is based on the assumption that the provision of assistance by **specialised advisors** is a key factor for the success of a business transfer attempt. In this context, DANAE project main objectives comprise the following:

¹ *Communication from the European Commission 'Think Small First — A Small Business Act for Europe', COM/2008/0394 final*



- **Creating a trans-European training framework for advisors** with diverse skills and expertise in business transfer, as a means to develop a competent pool of skilled professionals, specialised in the field of business transfers,
- **Developing a credible European accreditation/ certification framework** for advisors in business transfer, as a means to provide businesses wishing to engage in a business transfer process, with a reliable pool of credible certified advisors.
- **Creating a European Centre of Excellence** in the thematic area of business transfers, whereby certified professionals in the field of business transfers, accredited organisations, policy makers, academics, et al., may be provided with - and assisted by - specialised resources, leadership, best practises, exchange of know-how, research, support and continuous training and improvement of skills.

DANAE Training Program

Scope and Contents

The **Athens Chamber of Commerce and Industry** is currently accepting applications from professionals active in the wider field of business promotion and support in the EU (e.g. independent business & financial advisors, Chambers' of Commerce and Industry personnel, etc.) to participate in the forthcoming **DANAE European Web Training Sessions for Advisors in Business Transfers**, due to commence on **January 18th, 2016**.

DANAE European Web Training Sessions for Advisors in Business Transfers have been built collaboratively by DANAE Project partners, namely:

- The London South Bank University (<http://www.lsbu.ac.uk/>)
- Université Catholique de Lyon (<http://www.univ-catholyon.fr/>)
- Independent Studies of Science and Technology (<http://www.ist.edu.gr/>)

DANAE European Web Training Sessions for Advisors in Business Transfers will cover a wide array of thematic topics involved in the **ToB** process, such as:

- Change management
- Investment appraisal
- Innovation management
- Psychological parameters involved in SME transfers
- Managing Organisational Knowledge
- HR management
- SME transfers key issues and processes

After successful conclusion of DANAE training sessions, all participants will receive a **Certificate of Completion fully compliant to the ISO 17024 standard**, thus becoming the initial team of specialised professionals possessing an EU-wide certification on Transfer of Business Advising recognised by the European Commission.

Participation to **DANAE European Web Training Sessions for Advisors in Business Transfers** is free of charge.

Applicants' profile

Ideally, prospective candidates should possess the following academic and professional background:

- A degree in Economics/ Business Administration or in a relevant discipline, accompanied by relevant professional experience of at least one (1) year, OR



- A degree in Science (e.g. natural sciences, engineering, IT, etc.), accompanied by professional experience in a business discipline of at least three (3) years, OR
- A degree in Social Sciences (e.g. sociology, anthropology, etc.), accompanied by professional experience in a business discipline of at least three (3) years, OR
- Completion of the Essential and Fundamental levels of the ACCA professional examinations/ CIMA examinations, accompanied by professional experience in a business discipline of at least four (4) years, OR
- Diploma in Management or other equivalent qualification accompanied by professional experience in a business discipline of at least six (6) years.

However, given the pilot character of **DANAE European Web Training Sessions for Advisors in Business Transfers**, applications from interested professionals not fully covering the above profiles will also be considered.

All courses will be delivered in English. As a result, participants to DANAE Training Sessions should possess a **competence in English**, indicatively equivalent to IELTS level 6.5 or TOEFL 610.

How to apply

Interested candidates should fill in the attached form and send it by mail, to the following addresses:

- innovation@acci.gr
- irm@ist.edu.gr

Please note that, due to external factors, we may not be able to process applications arriving in the above mailboxes after **Monday, December 21st, 2015**.

Any queries, can also be forwarded to the above mailboxes.

Looking forward to receiving your applications, we remain at your disposal for any queries.

Kind regards

Eleni Foti

Director of International Commercial Relations/ ACCI

DANAE Project Coordinator



APPLICATION FORM
FOR PARTICIPATION TO DANAE WEB TRAINING COURSES ON BUSINESS TRANSFERS

1. Contact Details

Mrs. Mr. Dr.

First Name:

Surname:

Address:

Country of Origin:

Citizenship:

Phone:

Mail:

Skype:

2. Academic Qualifications

| Type of Degree | Academic Institution | Department | Subject | Year of award |
|----------------|----------------------|------------|---------|---------------|
| | | | | |
| | | | | |

3. English Language

Level of competency (fair/good/very good/excellent):

Existing qualification(s):

4. Professional Experience

| Position | Employer | Subject/ Main duties | Period (month/year) | |
|----------|----------|----------------------|---------------------|----|
| | | | From | To |
| | | | | |
| | | | | |
| | | | | |



This project is co-funded by the European Union

5. Interest to participate

Please indicate why you would be interested to participate in the DANAE Web Training Courses on Business Transfers of micro enterprises and family businesses (desirable limit: 60 words)

6. How did you find out about DANAE Web Training courses?

| | |
|--------------------------------|--|
| Web | |
| Chamber of Commerce & Industry | |
| Other (please indicate): | |

I hereby declare that the information contained in the present Application for Participation to DANAE Training Courses is correct.

| | |
|-------------------------|------|
| Full name and signature | Date |
|-------------------------|------|

After duly filling the application, please print it, sign it, scan it and send it to us by mail at:

- innovation@acci.gr
- irm@ist.edu.gr

Please note that we may not be able to process applications arriving in the above mailboxes after **Monday, December 21st, 2015**.



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