

118/G/ENT/CIP/13/E/NO1C06 Transfer of Business Call for Proposals



# Project objectives & Results Future Priorities & Challenges

Presentation prepared for



## Business Transfer Conference

Valletta, March 17<sup>th</sup>, 2017



DANA E PROJECT is an international collaborative project co-financed by the European Commission within the context of 118/G/ENT/CIP/13/E/NO1C06 Transfer of Business Call for Proposals

- ▶ DANAE Project Objectives and Content
- ▶ Training Program Objectives and Content
- ▶ The day after: Priorities & Challenges
- ▶ Additional info & Contacts



▶ DANAE characteristics

- A project co-financed by EC (total EC contribution €233.058,08)
- Duration: 18 months
- Total budget: €356.723,29

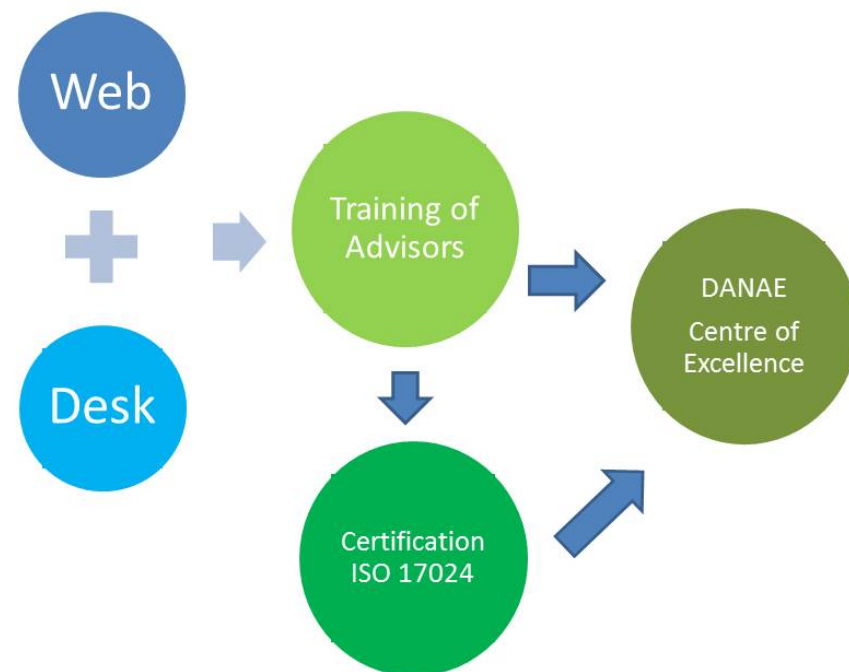
▶ DANAE Project main objective

- Project scope has been elaborated on the assumption that: provision of assistance by **specialised advisors** is a key factor for the success of a business transfer attempt.
- **Project Objective:** To create a critical mass of **adequately skilled professionals/ advisors** on Business Transfers, covering all aspects that may arise during the process (business, financial, legal, psychological, etc.) and thus being able to support the total value chain of the process as independent third parties,



▶ **Basic Components (how to achieve objectives)**

- Development of a training framework for qualified advisors on business transfer (web & desk).
- Setting up of a credible European accreditation/ certification framework for advisors on business transfer.
- Establishment of a European Centre of Excellence on business transfers, whereby all stakeholders (professionals, policy makers, academics, et al.), may benefit from specialised resources, leadership, best practices, exchange of know-how, research, continuous training and support.



▶ **Duration: 200 hours equivalent**

▶ **Entry requirements**

- 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.
- Courses held 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.

## ▶ Syllabus

Code	Module Name	Training Hours
<b>BASIC – MANDATORY COURSES</b>		
A001	Psychological insights into the functioning of SMEs	10
A002	Investment Appraisal & Company Valuation	12
A003	Alternative Dispute Resolution Mediation	12
A004	Change Management	12
A005	Strategic Alliances & Networks	10
C000	ToB Advisory Services: Content & Methodology	16
<b>SUPPLEMENTARY COURSES (3 out of 9)</b>		
B001	Managing Organisation Knowledge	14
B002	Business IT	14
B003	Supply chain management	12
B004	Strategic Management	20
B005	Product and Brand Management	12
B006	Process Innovation and Operations Management	12
B007	Human Resources Management	16
B008	Leadership and Management	12
B009	Innovation Management	16

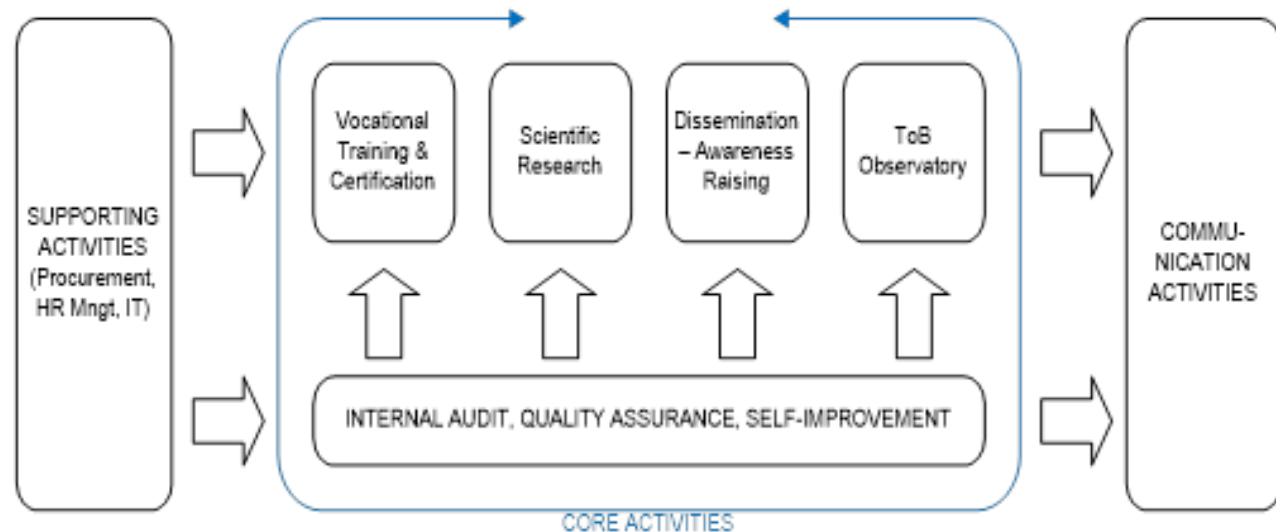
## ▶ Testing Methodology

- Formative MCQs
- Final Paper/ Case study (3.000 words)

## ▶ Certification

- **Certificate of Advanced Professional Skills on the domain of Business Transfers**

▶ **DANAE Centre of Excellence (CoE)**



▶ **Actions beyond DANAE Project:**

- Initiatives on a European level: FABUSS Project co-funded by Erasmus +
- Creation of an active eco-system for Business Transfers Promotion at a National & Regional level





**FAMILY  
BUSINESS  
SUCCESSFUL  
SUCCESSION**



- **Increasing awareness** among the Family Business Community and especially among the younger generation, of the issues that such businesses face concerning succession.
- **Preparing the “next generation”** to understand and design a Successful Succession Plan, by complementing their skills for taking over, running and developing their businesses.
- **Structuring effective Family Business governance** allowing mitigation of resistance and conflict.



- ▶ Widening and intensification of awareness activities
- ▶ Enhanced Coordination among participating actors/ stakeholders across domains
- ▶ Development of common Standards, tools and methods for acquisition of reliable data/ statistics on business transfers at a European level.
- ▶ Harmonisation & strengthening of incentives for promotion of business transfers

- ▶ Additional information may be obtained through:

<http://www.danae-project.eu/>

[innovation@acci.gr](mailto:innovation@acci.gr)

ACCI, Directorate of International Commercial Relations

7, Academias Street, GR-10672

Eleni Foti, Director

[helfoti@acci.gr](mailto:helfoti@acci.gr)

[www.acci.gr](http://www.acci.gr)



DANAЕ PROJECT is an international collaborative project co-financed by the European Commission within the context of 118/G/ENT/CIP/13/E/NO1C06 Transfer of Business Call for Proposals