



Public Private Dialogue Newsletter



A 3-day work on the Communication and Negotiation Strategy to Improve Public Private Dialogue

The Chamber of Commerce and Industry of the Republic of Moldova informs you that in the framework of the East Invest 2 project, in cooperation with the European Association of Small and Medium Enterprises and Handicrafts (UEAPME) and with the financial support of the European Commission through EU-ROCHAMBERS, organizes a workshop working with a 3-day work on the Communication and Negotiation Strategy to Improve Public Private Dialogue, to be held from April 25-28, 2017.



Public
Private
Dialogue
Network

Positioning Seminar

Center for Competition Georgia
03-07.04.2017

Contact: mariam.kuchuloria@ppd-network.org

Negotiation and Mediation Seminar

German Azerbaijani CCI, Azerbaijan
10-14.04.2017

Contact: nazanin.javadova@ppd-network.org

Negotiation and Mediation Seminar

Moldovan CCI, Moldova
24-28.04.2017

Contact: Marin.roscovan@gmail.com

PUBLIC PRIVATE DIALOGUE Newsletter

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During April 3-7 East Invest Activity block was held on the topic of Positioning. On April 3 was the PPD Discussion between parliamentarians, members of the government and private sector on the topics : Challenges of PPD, Insolvency, Trademarks, Taxes, Construction. During 4-6 April 3 days seminar on positioning was held for the associations and business support organisations. On April 7, Meeting of coordinators of working group and round table regarding Regional Position Paper was held.

For more information please visit : <https://www.facebook.com/PPDGEO/>

People of the Week

Zhanna Tarasevich



Tarasevich Zhanna Kazimirovna is co-chairman of the Board, Director of Business Union of Entrepreneurs and Employers named after Professor Kouniavski (BUEE).

Main responsibilities: general management of the BUEE under the statute, as co-chair of the Board she is responsible for working with state authorities at national and regional level as well as with international organizations.

Work record and principal duties:

Since April 2010 Business Union of Entrepreneurs and Employers named after Professor Kouniavski, Director.

January 2008 - March 2010 Business Union of Entrepreneurs and Employers named after Professor Kouniavski, Project Director.

December 2006- December 2007

UNDP In The Republic Of Belrus, The UNDP Initiative "Global Compact", Consultant/Broker

2006 Business Union of Entrepreneurs and Employers named after Professor Kouniavski, Director

November 1995 - February 2002 Assistant to the president, leading SME expert, Business Union of Entrepreneurs and Employers named after Professor Kouniavski

September 1991- November 1995 (still working halftime) Trainee teacher (1 year), assistant at the chair of economy and agricultural-industrial business management, Belarusian State Economic University

Silva Mesropyan



Mrs. Silva Mesropyan is an Executive Director and Board Member of IMC Armenia (Institute of Management Consulting of Armenia). She has Certified Management Consultant (CMCE) by Institute of Consulting (UK) and CEFE certificate and OVOP Advance certificate by JICA. Silva is specialized in business development services, such as market research and surveys, business training delivery, start-up business development, project management, business planning and development, strategic planning and development, event management, business process management, management consulting (internal and external), sponsorship and fundraising, marketing strategy and planning, marketing campaigns and promotion, etc. Silva is highly specialized in project management of international projects.

Silva is selected as Local Expert in scope of PPD network project (East Invest 2) by European Commission. She has list of trainings, which are delivered in Armenia and other countries, such as Georgia, Moldova and Ukraine.

The main topics of training are: Business Planning, Marketing, Start-up business development, Membership, Analytics, Positioning, Project Management, Negotiations, Management, etc. Since 2005 Silva has participated in executive trainings and study tours in many countries, including countries like UK, Scotland, Italy, France, Germany, Georgia, Poland, Belgium, The Netherlands. She has launched own consulting company (Mill Consulting Center), which is specialized in business development services. Besides this she is cooperating with ERDSC (Economic Research and Development Support Service) as in-house expert and project coordinator. She is also producer of entertainment projects, such as films, which were successfully presented in all cinemas in Armenia, Russia, US, Canada.

Mrs. Mesropyan has more than 10 years of experience in field of business development services and has worked with EBRD, ETF, World Bank, USAID, CARE International, OECD, OSCE, IFAD and other international companies. She is co-author of 4 books; one of them is well known "How to start a business in Armenia". As well as she has participated number of local and international professional trainings. Silva Mesropyan has studied Finances and Credits at Armenian State Agrarian University. Mrs Mesropyan is fluent in English, Russian and Armenian.

Contact: Silva Mesropyan -silvamesropyan@gmail.com

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The workshop will provide participants with the opportunity to learn new efficient negotiation technologies that will later help them in the communication and negotiation process between central authorities and the public-private sector, and to strengthen effective relations between the government and the business environment on a reciprocal basis. Beneficiaries will also gain knowledge about advocacy and lobbying to protect the interests of its members.

The event will explain what negotiation is, what are the fundamental principles of the negotiation process; the right order in negotiation techniques; the way of promoting the interests of Business Associations and its members in the process of negotiating with state authorities; the successful negotiation process algorithm; ways of managing the dialogue process; successful negotiation practices; skills to develop and use the different tactics of the negotiation process to achieve the desired outcome. Target group: Representatives of Business Associations from all regions of the Republic of Moldova, including the Transnistrian region.



Lecturer: International Experts from EU Countries. Working languages: English and Russian (assured translation).

Format: The workshop will be conducted in an interactive communication format, including the course part.

Venue: CCI of RM, MD-2004, bd. Stefan cel Mare and Sfint, 151, Conference Hall, et. 2 If you are interested in taking part in the seminar - workshop, please fill in the questionnaire (Romanian / Russian version).

Deadline for submission of applications: 19 April 2017

Additional information: CCI of RM, Business Development Directorate,
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Contact: camera@chamber.md