



Certificate

Fit for Partnership with Germany

Mr Raúl Roca

has successfully participated in the

**Manager Training Programme
of the**

**Federal Ministry for Economic Affairs and Climate Action
of the Federal Republic of Germany
with the United Mexican States.**

The Programme was carried out by the German business training centre IMAP GmbH and included training sessions, company visits and individual meetings with German companies (B2B), both in Germany and in virtual form.

The training took place between April and December 2022. The stay in Germany took place from 13 June to 24 June 2022.

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is the general manager and coordinator of the Programme.

The Manager Training Programme is funded by the Federal Ministry for Economic Affairs and Climate Action (BMWK) of the Federal Republic of Germany.

Bonn, December 2022

Anne Jach-Kemps

Head of Manager Training Programme
Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH



Babette Bolz-White

Senior Project Manager
Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH



Competencies

Fit for Partnership with Germany

The participant has taken part in the Manager Training Programme and deepened the competencies in the following areas:

Business Administration

1. Basics in Leadership
2. Human Resource Management
3. Quality Management
4. Marketing, Logistics
5. Innovation, Change Management
6. International Project Management
7. Global Business Process Management

Foreign Economic Cooperation

8. Intercultural Management
9. Presentation of home company
10. Searching for international partners
11. Negotiations with international partners
12. Preparation of request and development of a draft contract
13. Preparation of business idea and business plan
14. Basics of German economy

The participant was trained in above mentioned topics, exchanged experiences with German managers and negotiated business cooperation with German companies.