



CEFE Start-up

In Brief

CEFE is well known for its start-up training. Started over two decades ago it is the basis of each Training of Trainers and comprises a wide range of exercises starting with Entrepreneurial Competences and following the CEFE Ladder until the participants have complemented their business plans. Most trainings are combined with a 'bankers' panel'. Bankers are invited to simulate a credit appraisal sessions and to give later on recommendations.



Deliverables

CEFE start-up has been applied in different ways. The average training days are ten. It is advisable to split the training course into two halves.

1st week training

- Entrepreneurial Competence
- Business Idea Sourcing
- Market and Marketing
- Break: Market Survey Conduction

2nd week training

- Production Efficiency
- Organizational Management
- Basic Finance Understanding
- Financing Plan
- Bankers' Panel

Instruments

Structured Learning Exercises, Case Studies and Role Play – all embedded in CEFE experiential methodology.

Duration of Service

Average training duration 10 training days.
Also in short term

In Practice

CEFE Start-up Rwanda – Kuremera Program

CEFE Rwanda Ltd. has conducted a training program for 1,040 participants in 2012. The course content considered business plan preparation and start-up skills.

An impact analysis has shown that

- A. 32.4% created a business (= 327 businesses)
- B. 50.9% improved their existing businesses (= 532 businesses)
- C. Only 7.8% are still unemployed (= 82 persons)
- D. 931 additional jobs (apart from the participants themselves) were created, = almost 1 additional job per participant

If you are interested, please contact:
Marlinde Elisabeth Baerenz
coordination@cefe.net