

CEFE TOT

COMPETENCY BASED ECONOMIES THROUGH FORMATION OF ENTREPRENEURS
TRAINING OF TRAINERS

What is CEFE?

CEFE is a comprehensive set of action-oriented training instruments using experiential learning methods to develop and enhance the business management and personal competencies of a wide range of target groups.



The TOT enhances the ability of service providers to capacitate MSMEs for

INCOME GENERATION | JOB CREATION | BUSINESS GROWTH

MSMEs report
30% INCREASE IN INCOME & TURNOVER
claimed by 98 % of entrepreneurs with 1-2 employees and 100% of entrepreneurs with 6-10 employees
after going through a CEFE training



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Venue for the TOT

The Training Center for Tropical Resources and Ecosystems Sustainability (TREES) is the training venue for the CEFE TOT. It is situated inside the campus of the University of the Philippines, Los Baños.

TREES is located next to the Makiling Forest Reserve, a backdrop of a 4, 244 hectares open for hiking, camping, birdwatching, and other outdoor activities.



Graduates of this value-packed program report that CEFE training is useful for



For further details, you may contact
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CEFE TOT

FROM JULY 18 TO AUGUST 13, 2016
AT TREES, UP LOS BAÑOS, LAGUNA



VALUE YOU GET FOR YOUR INVESTMENT

TRAINER SKILLS

UNLOCKING PEOPLE'S ENTREPRENEURIAL COMPETENCIES
GENERATING AND SCREENING BUSINESS IDEAS
PREPARING A COMPLETE BUSINESS PLAN
PRESENTING A BUSINESS PLAN TO BANKERS
EXPERIENTIAL TRAINING SKILLS
PROGRAM DESIGN SKILLS

LINK TO LOCAL, REGIONAL AND INTERNATIONAL
NETWORK OF CEFE TRAINERS

INTENSIVE RESIDENTIAL TRAINING



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What's in it for you?

1st step to certification as CEFE trainer

Joining local and international network of
CEFE trainers

Confidence and excitement to implement
a CEFE Program

Clear implementation plans
Business plan to set up or grow a business
Own a CEFE consultancy business

Possible qualification to attend free
overseas CEFE ToT

Trainers of CEFE ToT

RENE
RESURRECCION
Chief CEFE Trainer
Philippines

ANJI
RESURRECCION
International Adviser
CEFE International

JOVAN
STALEVSKI
CEFE Trainer
CEFE Macedonia

Check us out! Visit our websites
WWW.PASSIONFORPERFECTION.NET
WWW.CEFE.MK/EN

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Course Content

MODULE 1. INTRODUCTORY MODULE

- Group dynamics
- Entrepreneurship & economic development
- CEFE philosophy
- Course overview

MODULE 2 . EXPERIENCING A CEFE BUSINESS CREATION COURSE

Module 2.1 Unlocking Competencies

- Personal entrepreneurial qualities
- Dynamics of risk taking
- Keys to personal learning and development
- Learning from successful entrepreneurs
- Strategering

Module 2.2 Matching Person with Project

- Identifying business potentials
- Macro and micro screening of project ideas
- Tools for assessing project potentials

Module 2.3 Actual Business Planning

- Preparing the marketing plan
- Preparing the production plan
- Preparing the organization and management plan
- Preparing the financial plan

Module 2.4. Viability Test

- Presentation of business plan to evaluators

MODULE 3. TRAINING OF TRAINERS : CONCEPTS AND SKILLS

- Roles, functions and qualities of trainers
- Adult learning principles
- Training cycle: TNA, training objectives,
curriculum design, session planning,
logistics management, preparing visual aids
- Training methods and techniques
- Experiential learning
- Processing drills

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MODULE 4. ACTUAL IMPLEMENTATION OF CEFE SESSIONS

- Practicum sessions on a live group
- Feedback on trainer skills and personal style

MODULE 5. INTEGRATION AND CONCLUSION

- Other CEFE tools (Entreseries, BEST Game)
and instruments (LRED, Value Chain, Compass)
- Marketing CEFE
- Monitoring and evaluation
- Follow up measures
- Personal action planning

Your Investment

Time
August 1 - 27, 2016
Four weeks of full-time training

Tuition Fee
Php 50,000
For live out participants
includes 3 meals & 2 snacks for 24 training days
materials

Php 70,000
For live -in participants
full board and lodging for 27 days
materials