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29 May 2017, Khujand

## RAISING BUSINESS DEVELOPMENT AND MANAGEMENT SKILLS OF TAJIK TEXTILE & CLOTHING COMPANIES

*The European Bank for Reconstruction and Development (EBRD) together with the International Trade Centre (ITC), funded by the Government of Switzerland, organize a seminar on human resources management and business-plan development for local companies, working in textile and clothing sector. The event taking place today, on May 29, in Khujand is continuation of a similar seminar organized in Dushanbe on April 21.*

*This business event transfers information and knowledge on importance of applying qualitative human resources management system and strategic business planning. The event aims to help small and medium-sized enterprises increase efficiency and productivity of their businesses.*

*The key speaker Mr. Rahmat Khakulov, Director of ISD Consulting, trains participants on how to define human resource managers' role and scope of duties, as well as how to bridge effectiveness of key indicators with staff motivation. He also introduces the Tajik textile and clothing companies with benefits they can gain from strategic business-plan development and tools to construct an effective business-plan. Mr. Khakulov says: "Systematic training of entrepreneurs is the key to success of their business. Unfortunately, the majority of entrepreneurs cannot devote enough attention to their own development because of high workload and turnover, and that leads to underutilization of existing opportunities and constrains the dynamic development of business. Participation in trainings on strategic and business planning and management allows managers and business owners to define more clearly the goals and development strategies, improve the system and management methods and to look at the state of their business from the side, as well as outline ways of further improvement".*

*Local entrepreneurs also feel necessity for improving their managing skills. Shahnoza Orifova, "Maftuna" clothing company manager, and a participant of a seminar in Dushanbe conducted last week, says: "Many entrepreneurs nowadays face challenges in effective management, product and service quality improvement, competitiveness, and etc. To overcome these challenges we need to train companies. This training's agenda and program is practicable and essential for the current situation. I gained a lot of useful information on strategic and business planning from this training".*

*The EBRD informs participants on its consulting products for small business during the event. The EBRD Advice for Small Businesses supports small and medium-sized businesses both through improving access to finance and by helping them access the know-how to grow their businesses. The events financially supported by the Government of Switzerland.*

The International Trade Centre, funded by the Government of Switzerland, aims to increase the export competitiveness of the Tajik textile and clothing sector by supporting sector companies, and relevant trade support institutions from both public and private sectors.

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