

## Investment Promotion Agency Development

National economic development is enhanced by successful foreign direct investment promotion, SME development, innovation and export development. Communiqué International takes lessons learned from working with successful models in the EU; Eastern Europe; Middle East; Far East, Latin America and Africa. We have first-hand understanding of what works, what doesn't work, and how various approaches have contributed to sustainable models of economic development.

Communiqué International has extensive experience of developing and implementing new strategies for Investment Promotion Agencies and Governments with a particular focus on capacity building. Our Consultancy Services and Training Programmes assist and support the economic growth of developing and transition economies around the world. Our services are delivered either in-country and/or through study tours, to see successful models in operation.

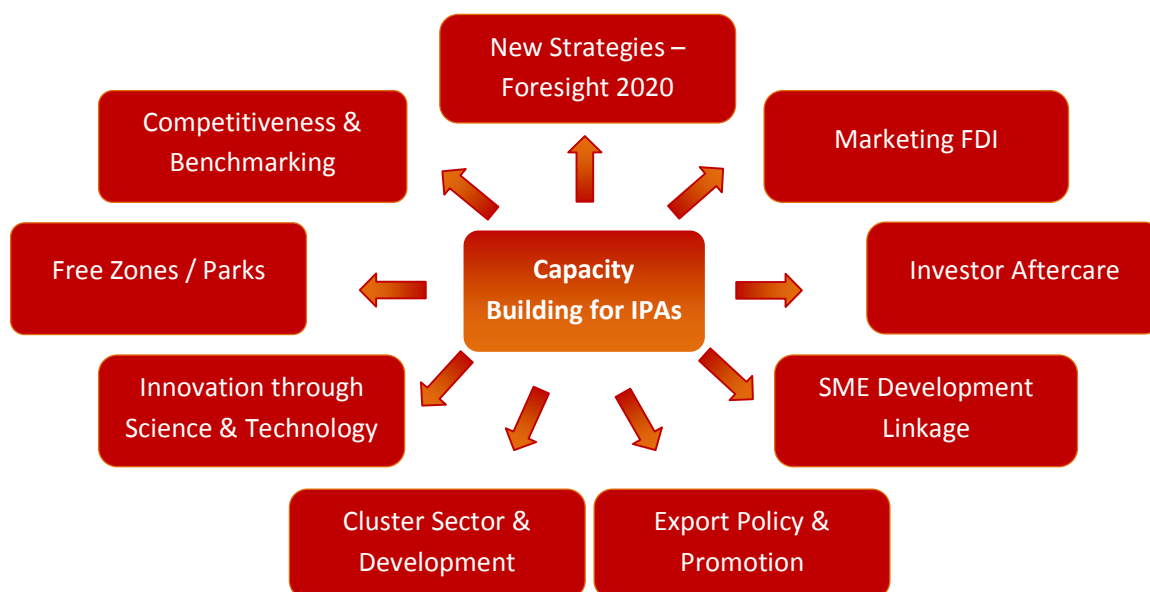
### How We Assist

We develop and implement new strategies for Investment Promotion Agencies and Governments. This entails supporting, advising and assisting government departments, state companies and national investment and business development promotion agencies. We develop long-term relationships with our clients supporting them in the implementation phases of new strategies.

### Our Approach

Communiqué International's highly experienced team of international specialists provides results-oriented strategy and advice. Our team delivers intensive training for capacity-building and the development of sustainable economic infrastructures. We do this by imparting skills at two levels – firstly, by transferring proven and successful international best practice techniques for investment promotion and secondly, by transferring complementary skill sets in the areas of Management and Leadership Development.

In the Investment Promotion area our expertise encompasses:



## Our Training Programmes

In the area of leadership and management, the development of skills that are complementary to investment promotion skills is an essential ingredient in attaining long-term success and sustainability. Our highly skilled and experienced trainers are familiar with the issues facing IPAs and address them through our Management and Leadership Development training programmes. Our training programmes are prefaced by skills-needs assessments and are specifically designed to meet the clients' requirements. They are modular in structure and can be delivered singly or in 'learning clusters'.

For further information click on any one of the following programme elements:

[Leadership Development](#)

[Project Management](#)

[Performance Management](#)

[Team Building Skills](#)

[Recruitment and Interviewing](#)

[Team Pitching for Business Skills](#)

[Training and Coaching Skills](#)

[Competitive Customer Service Culture](#)

[Negotiation Skills](#)

[Meeting Skills](#)

[Media Skills](#)

[Time Management](#)

[Presentation Skills](#)

[Listening Skills](#)

## Where Our Specialists Work

**EU** – Bulgaria, France, Germany, Greece, Hungary, Ireland, Poland, Romania, Slovenia, Spain and UK

**Eastern Europe** – Albania, Bosnia-Herzegovina, Croatia, Georgia, Kosovo, Macedonia, Montenegro, Serbia and Turkey



**The Middle East** – Egypt, Iran, Jordan, Kuwait, Oman and United Arab Emirates (Emirates of Abu Dhabi and Dubai)

**The Far East** – Indonesia and Sri Lanka

**Central and Latin America** – Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Jamaica, Panama, Paraguay, Peru, Uruguay and Venezuela

**Africa** – Lesotho, Malawi, Morocco, Mauritius, Mozambique, South Africa, Tanzania (Zanzibar), Tunisia and Zambia

### **Our Consultant Team**



**Peter Finnegan**, an Irish national, is a communications expert and is Managing Director of Communiqué International, Dublin. He designs and directs a wide range of communications, training and consulting projects for the public and private sectors. He works in Ireland, Europe, the Western Balkans and Africa. He has over 20 years experience in conducting business communications skills training workshops and seminars during which time he has developed and perfected a highly effective, practical style of knowledge transfer. Peter holds a Masters Degree in Executive Leadership from the University of Ulster & Boston College.



**David O'Donovan**, an Irish national, specialises in assisting developing countries to design national strategies and institutional structures to build competitiveness through innovation, more foreign direct investment and the development of local indigenous industry. David is a practitioner in these areas having worked for over 30 years with IDA-Ireland, the Irish Government's highly successful investment promotion agency. For the past 8 years he has worked extensively in FDI consultancy and training in Eastern Europe, the Middle East, Latin America and Africa. David holds a Masters Degree in Strategic Management from Trinity College, Dublin and a Bachelors Degree in Business Studies from University College Dublin.



**Patricio Galeb**, a Chilean national, is an agribusiness expert with over 35 years of professional practical experience of implementing the successful Chilean model of the development and export of a wide variety of Chilean agribusiness products, with particular expertise in fruits, vegetables and wine. This experience includes 20 years at Fundacion Chile, a technology transfer centre, devoted to the development and implementation of innovation programmes generating new business. While in that capacity, he played the lead role in the creation of 12 new companies, the majority of whom are important players in Chile's agribusiness export industry. He has accumulated extensive international experience in Innovation, Business Development, Training, Management, Marketing and Sales. Patricio holds a Degree in Agricultural Engineering from the University of Chile and completed the Management Development Program at Harvard University.



**Dr. Heikki Kotilainen**, a Finnish national, holds a doctorate in Technology (Mech. Eng.) from Helsinki University of Technology (Finland). For over 18 years he worked as Deputy Director General in Tekes, the Technology and Innovation Agency of Finland. He is a member of many domestic and international (EU, Nordic) technology and innovation committees and boards.

His stay in USA (1993-1995) gave him a very thorough insight into the research and high-tech industry developments in the USA (MIT, Harvard, Boston Route 128). Between 2000-2003 he was the Secretary General of the EUREKA Secretariat in Brussels running the industrial cooperation platform in Europe among 31 countries and participating in the ERA discussions from an innovation perspective. In recent years he has been involved in the strategic planning of the National Technology and Innovation Agency, Tekes as the Deputy Director General. Part of this work entails looking for the best practices in countries with leading technology and innovation policies. Following his retirement from Tekes in 2006, Heikki has lectured in many countries about technology and innovation policy and management.



**Michael O'Connell** has extensive international consultancy experience. He was HR Consultant with International Development Ireland in their 3 year transformation programme for Botswana Telecommunications Corporation, the national telecommunications organisation in Botswana. In this project he was member of a consultancy team of 15 professionals. He has also conducted a comprehensive strategic business review of Botswana Meat Commission on behalf of International Development Ireland. In this project he led a team of six professionals to conduct an in-depth analysis of all aspects of the Commissions operations and to make recommendations on its future business strategy.

As HR Consultant for the formation of Tourism Ireland he conducted a HR due diligence of the Bord Fáilte and Northern Ireland Tourist Boards operations' in 15 overseas locations.



**Aibhlín McCrann** is a Director of Communiqué International and works on the communication elements of change management and organisational restructuring. In this capacity she works as facilitator with groups of all sizes in the private, community and voluntary and public sectors. She has experience of working on Ireland's largest regeneration project in Ballymun (North Dublin); an ambitious programme of physical, economic, social and environmental regeneration. Aibhlín specialises in the facilitation of career development, CV preparation, job interview techniques and personnel interviewing skills training. Her work also includes media training, communications training, conflict management, strategy development and report preparation and publication.

**For further information contact:**

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