

## SEPneT

The Small Enterprise Promotion Network (SEPneT) is a network of more than 200 experts from over 70 countries specialized in SME issues. SEPneT was founded in Leipzig in November 2003 as a joint initiative of the University of Leipzig, the Technical University of Dresden and the University of Applied Sciences Brandenburg. The alumni network brings together scholars, experts and practitioners from a wide range of countries, academic fields and areas of professional expertise. Its mission is to become a networking and information platform for those alumni engaged in formulating multi-faceted policies, strategies and best practices concerning SME promotion worldwide.

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## Workshop Organizers:

### University of Leipzig Small Enterprise Promotion and Training Program

SEPT is a research and training program which combines theory and practice in the promotion of SMEs in Africa, Asia, Europe and Latin America. The SEPT Master's program prepares participants for the promotion and development of SME and general entrepreneurship knowledge.

### University of Applied Sciences Brandenburg Technology and Innovation Management

The program focuses on the basic studies of Technology and Innovation Management, as well as Engineering Management and Technical Consolidation.

### Dresden University of Technology Faculty of Education Institute of Vocational Education

This Master's course provides graduates from developing countries with pedagogic and didactic qualifications in the area of vocational training and continued education. It also includes a basic introduction into the science of education as well as a specialisation related to different aspects of pedagogy.

### Institute of Finance Management Dar Es Salaam

The IFM is an institution of higher learning offering post-graduate and training courses in business management. Since 1972, more than 7,500 students have graduated and the institute has gained an international reputation for the quality of its courses.

Welcome to:

The 4th International  
SEPneT Workshop  
March 13 - 17, 2006  
Dar Es Salaam, Tanzania

ENHANCING THE  
COMPETITIVENESS OF SMEs  
THROUGH NETWORKING

CALL FOR  
ABSTRACTS

Sponsored by:

**DAAD**  
Deutscher Akademischer Austauschdienst  
German Academic Exchange Service



### Enhancing the Competitiveness of SMEs through Networking

SMEs in developing countries are often unable to capture new market opportunities. Networking offers a chance for individual SMEs to improve their competitive position. Inter-firm cooperation gives rise to a collective learning, where ideas are exchanged and knowledge is shared in a collective attempt to improve product quality and occupy more profitable market segments. Networking among enterprises, institutions, and local policy makers strengthens collective actions that can trigger economic growth.

The topics that will be addressed are:

- The economic benefits of inter-firm cooperation
- Factors determining the development of effective horizontal cooperation among SMEs
- The role of networks in the diffusion and adoption of innovations
- Policies to improve SME inter-firm linkages
- Learning and the role of institutions

#### International Conference

##### Day 1 – 2

Participation in the International Conference:

“Enhancing the Competitiveness of SMEs in the Global Economy: The Role of Networking”

#### SEPneT Workshop Session

##### Day 3 – 5

This workshop session is structured into three sections:

1. Discussion on the relevance for developing countries of SME networking
2. Presentation of countries cases
3. Panel discussion and team work

#### Sponsorship

Thanks to the friendly support from the DAAD, we are able to cover the cost of about **20 participants from developing countries** to take part in the workshop. The scholarship will be granted to applicants who have studied in Germany.

Travel and accommodation costs of participants will be reimbursed. Reimbursement is, however, subject to available funds.

The registration fee of €100 covers access to all sessions, the welcome reception and coffee breaks. This fee will not be covered by the scholarship

#### Application

To apply, please send by e-mail:

1. A recent CV of applicant
2. An abstract (200 to 250 words) of your proposed topic in English

Ms. Ingrid Fromm  
fromm@uni-leipzig.de

Deadline for abstracts: **Jan. 5, 2006**

The working language of the workshop is English. All the selected presentations will be held in English.