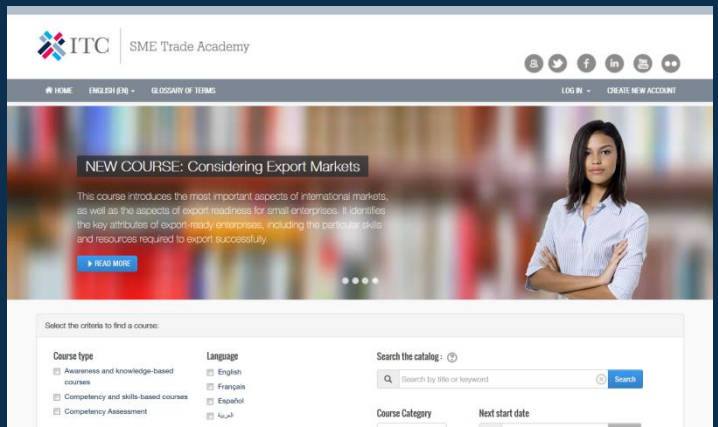


# PARTICIPANTS SPEAK

# SME TRADE ACADEMY



## The SME Trade Academy Participant Reviews

The ITC SME Trade Academy Participant Reviews are the result of a series of interviews conducted in the second half of 2016 among course participants having successfully completed at least 5 online courses. They aim not only to showcase the practical benefits of online learning for ITC beneficiaries, but also to illustrate the difference which ready access to online educational and training materials can have in the lives of individuals.

The following interview has been lightly edited for clarity and brevity.

### Testimonial – Win Thein

Win Thein is a Senior Advisor for CARE International in Myanmar. With over 10 years of agricultural policy experience working with Myanmar's government, Mr. Thein now coordinates with key stakeholders in both the public and private sectors to work on various elements of Myanmar's agricultural policies, including analysing possibilities to improve the livelihood of farmers and trappers in Myanmar, evaluating the appropriateness of existing rules and regulations related to seeds/seedlings, fertilizers and chemicals for rubber, and analyzing the existing varieties of rubber planting materials and their suitability for Myanmar's Mon state.



"I heard about the SME Trade Academy directly from the ITC experts and the national consultants who were collecting information for Myanmar's National Export Strategy," stated Mr. Thein, who has successfully completed 11 courses on the Academy. He kindly shared his story with us.

**'ITC's E-Learning courses are very helpful for people in developing countries. They help us gain awareness of developed countries' requirements for imports, as well as the kind of quality and quantity they need.'**

Win Thein, Senior Advisor, CARE International, Myanmar

### Q1: Did you find the course which you followed relevant to your professional activities?

The reason why I need to learn is that I need to contribute to my country by helping to develop the SME sector. Like many developing countries, Myanmar is still struggling to move forward, and the SME sector could be the essential part of our country's economic engine. As a development practitioner, I have to internalize trade-related skills and knowledge in order to teach and share them with local stakeholders, mainly market players who play major roles in their different sectors.

Of course, I think that the courses which I have taken are really helpful for me and my stakeholders, as well as my colleagues. As a Senior Advisor, I have to share my knowledge to regularly build up my colleagues' capacity. I can say that the courses which I took really contributed to this.

## 25%

of SME Trade Academy participants are from LDCs





## Q2: Please tell us your thoughts about your E-Learning experience with the SME Trade Academy

To be honest, I was not always able to study regularly after enrolling on the courses because of my limited time. However, I am still trying to learn as much as I can. I am grateful for your understanding that people are not always free to learn at all times, especially in developing countries.

ITC's E-Learning courses are very helpful for people in developing countries. They help us gain awareness of developed countries' requirements for imports, as well as the kind of quality and quantity they need.

One of our limiting factors is the Internet connection, but it is getting better in my country. I would love to continue to learn more from the SME Trade Academy, and would really appreciate it if the Academy could arrange more special courses and learning programmes, rather than simply the general courses that are mostly on offer.

**'Investment is not just about physical infrastructure, or direct investment in factories. Investment is also about any country's biggest asset – its people. Investing in human capital and building skilled work forces is key to success in the 21st century. This is why we will continue to focus on building skills for trade through the SME Trade Academy.'**

Arancha Gonzlez,  
Executive Director of the ITC

## Introducing the SME Trade Academy

ITC's SME Trade Academy offers a series of online courses and access to educational materials on a range of trade-related topics. It aims to provide staff in trade and investment support institutions (TISIs), small and medium enterprises (SMEs) and policymakers with access to vocational training in order to assist them in their daily activities.



**Browse the SME Trade Academy course catalog and enroll to any course free of charge at:**

**LEARNING.INTRACEN.ORG**

### FOR MORE INFORMATION CONTACT :

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