



Lebanese – German Cooperation

## OVERVIEW

The Republic of Lebanon and the Federal Republic of Germany focus their bilateral technical cooperation on: Environmental Protection, Reform of the Water Sector and Vocational Education and Small & Medium Enterprise Promotion.

The DSME Promotion program (Dual System, Meister, Small & Medium Enterprises) strives at improving the technical education in Lebanon by strengthening its practice & market-oriented aspects. To achieve this objective, the program pursues a 5-pronged approach: Rendering advisory services for decision makers, implementing the DS & Meister programs, assisting in developing the Training of Trainers and providing support for Small & Medium Enterprises' (SMEs) development. Implemented in Lebanon since 1995, the DSME program boasts more than 25 schools adopters of the DS, graduating yearly 400 skilled students to the labor market.

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DSME  
Dual System, Meister, Small & Medium Enterprises

BMZ



Bundesministerium für  
wirtschaftliche Zusammenarbeit  
und Entwicklung

THE FEDERATION  
OF CHAMBERS OF COMMERCE,  
INDUSTRY & AGRICULTURE IN LEBANON



50 Years of BMZ

Building the future.  
Let's join forces.

Public-Private  
Partnership:  
the Key to Success

## SMALL AND MEDIUM ENTERPRISE DEVELOPMENT

Promotion of Vocational Education and  
Small and Medium Enterprise Development

Lebanon

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

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## SME DEVELOPMENT IN THE CONTEXT OF COOPERATIVE VOCATIONAL EDUCATION AND TRAINING

The SME Component of the DSME Program aims to strengthen selected intermediaries of the private economic sector, such as chambers, industrial associations and relevant NGOs, in their capacity as service providers for SMEs and as promoters of the SME interests in the cooperative vocational education and training, also known as the "Dual System".

The Dual System is regarded as the backbone of German Industry, securing a workforce of sufficient availability and high qualification. For some years now, this concept has also been available in selected schools in Lebanon (see list at [www.dsme-lb.com](http://www.dsme-lb.com)).

The distinctive concept of the Dual System means that the training of young, skilled specialists for the Lebanese economy takes place in two different, but equally important, training places: schools and companies. Dual System education and training melts traditional school teaching with direct, hands-on experience and know-how transfer at a company that is partnered with the school. On average, the training is divided between two days at school and three days in nearby companies and workshops for practical application.

## THE KEY TO QUALITY: PUBLIC-PRIVATE DIALOGUE IN VOCATIONAL TRAINING

Active private sector involvement in vocational education and training is a key prerequisite for students graduating from the Technical and Vocational Education and Training (TVET) to meet the needs and requirements of the economy and the labour market. Without constructive and fruitful dialogue between the TVET system and the private economic sector, no sustainable development can be achieved.

The DSME Program supports the Public-Private Dialogue by bridging administration and policies with practice. It provides the framework in order to share experience, identify success factors and major obstacles, define needs, and transfer know-how between the private economic sector and the vocational training system.

## WHO ARE OUR PARTNERS AND HOW DO WE SUPPORT THE SMEs?

The SME component supports selected intermediaries of the private economic sector in their mission to serve SMEs, with special focus on human resource development. The partners are the Federation of the Chambers of Commerce Industry and Agriculture in Lebanon, the Association of Lebanese Industrialists, as well as other relevant NGOs and business networks.

Our main methodological approach is Capacity Development. This means that our focus is placed on strengthening the abilities of individuals and organizations to make effective use of the available resources, in order to achieve their own goals in SME promotion on a sustainable basis.

Capacity Development is implemented in two ways:

- The development of personal and institutional capacity in partner structures
- Direct practical support in the context of selected joint pilot activities

## WHAT DO WE OFFER TO OUR PARTNERS?

- 1 We pave the way for intermediaries to become more involved in initial and further vocational training
  - Intermediaries are supported in preparing and conducting analyses concerning the demand for further training of SME employees
  - Concepts are developed for specific short-term technical and managerial courses in cooperation with the schools; pilot courses are designed and implemented
- 2 We enhance the Public-Private Dialogue between TVET and the SME sector
  - Intermediaries are supported in preparing and conducting regular round-table meetings with public institutions and schools at regional level
  - Results and findings from these round-table meetings are transferred into action plans
  - Selected pilot activities are implemented
  - Recommendations are summarized and distributed to the political level

- 3 We develop the capacity of intermediaries regarding human resources development
  - Dual System know-how of the staff is improved
  - Methods are developed to transfer generally expressed needs regarding human resources development into definite proposals and activities
- 4 We assist intermediaries to further develop their service offer to the SMEs and to improve the relationship towards their members
  - Intermediaries are supported in selected networking activities; e.g. the creation of business networks, support to cluster initiatives, etc.
  - Business Information Services (BIS) are strengthened
  - Pilot measures are designed and implemented
  - Concepts are developed and implemented for better customer (member) relationship management



## HOW COULD YOU PARTICIPATE IN OUR ACTIVITIES?

Currently, the DSME Program is supporting the following specializations: industrial mechanic, industrial electric, car mechanic, heating and sanitary, metal construction and maintenance, woodwork, restaurant service and production cook (see also [www.dsme-lb.com](http://www.dsme-lb.com)).

If you operate a company for which these professions are of interest, and if you wish to be actively involved in the professional development of one of the most important assets of the economy – the human capital – please get in contact with one of our main partners:

- Federation of the Chambers of Commerce, Industry and Agriculture in Lebanon ([www.cci-fed.org.lb](http://www.cci-fed.org.lb))
- Dual System Unit of the Directorate General for Vocational and Technical Education in Dekwaneh ([www.dsme-lb.com](http://www.dsme-lb.com))

If you are an institution involved in SME development and interested in our priorities, please contact the DSME Program.