



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

8TH RPD & 10TH ESSA

**“BUILDING SKILLS AND FACILITATING EMPLOYMENT IN RURAL AREAS
OF SOUTHEAST ASIA”**

21-22 NOVEMBER 2018 VIENTIANE, LAO PDR

Small & Medium Enterprise survey Banteay Meanchey Province Cambodia

Dr. Stefan Hanselmann

GIZ Head of Programme

Regional Economic Development IV



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Programme Key Data

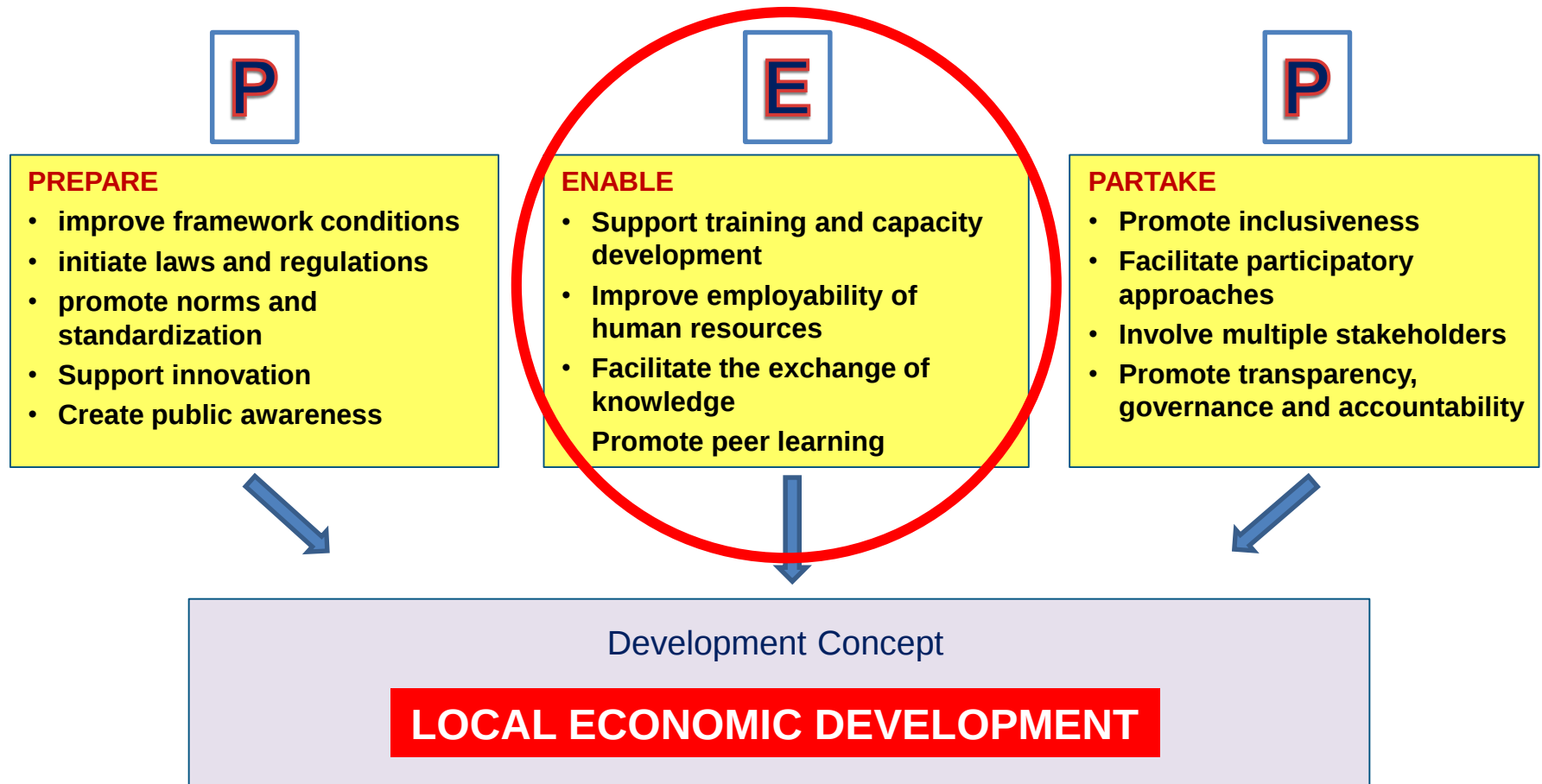
Implementation period	01.04.2018 – 31.03.2021
Commissioned by	German Ministry For Economic Cooperation and Development (BMZ)
Political Counterpart	Council for the Development of Cambodia, CDC H.E. Minister Chheng Yanara
Provinces	Banteay Meanchey, Oddar Meanchey Preah Vihear, Siem Reap (only tourism)
Programme office	Siem Reap city



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Approach





Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

SME Business survey 2018: objectives

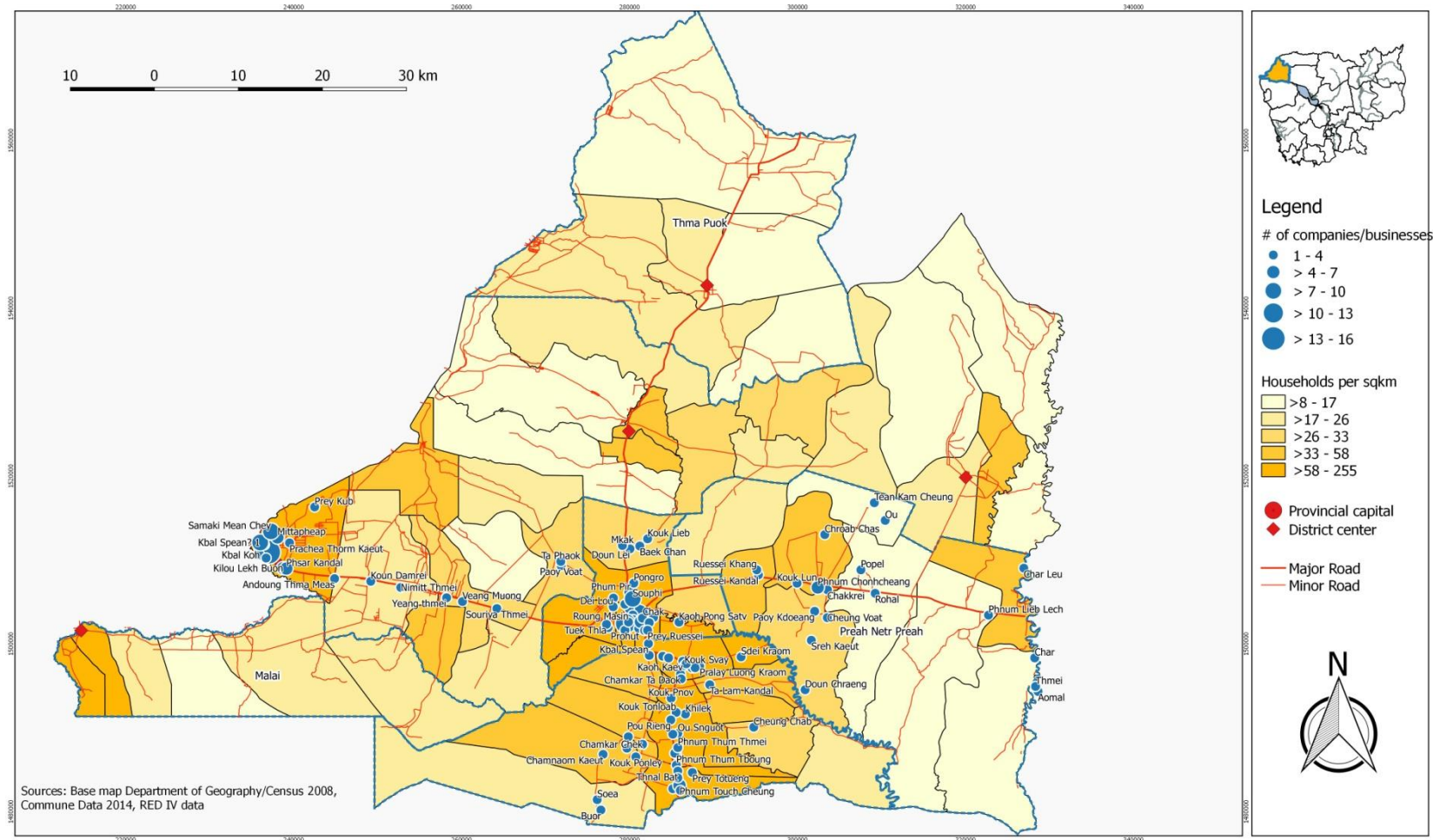
- gap analysis regarding management, skills and business environment to better target ongoing GIZ RED IV SME and skills development interventions
- analyse business demand, opportunities & challenges vis á vis TVET
- insights and inputs for Public Private Dialogue events in Banteay Meanchey province
- piloting such a study, since it has never been done for Banteay Meanchey province



Implemented by

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Locations of Surveyed Companies/Businesses in Banteay Meanchey Province 2018



Surveyed Companies: 276

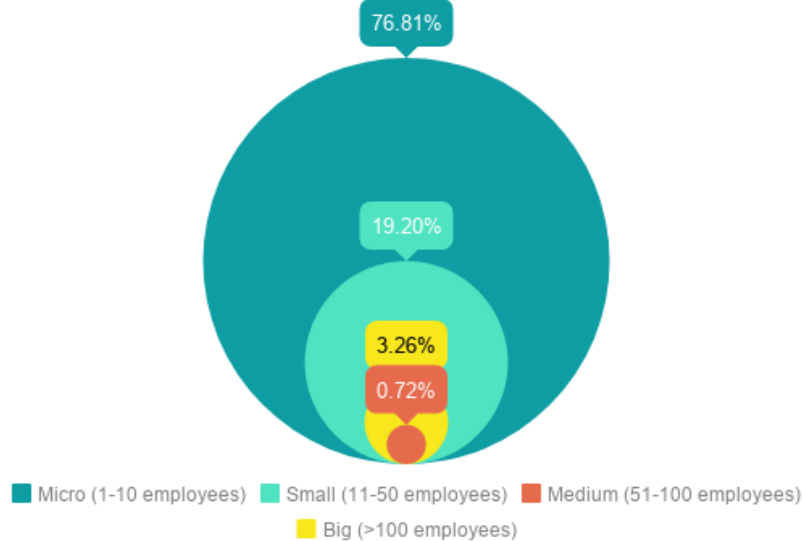
Sectors: Manufacturing & Services



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

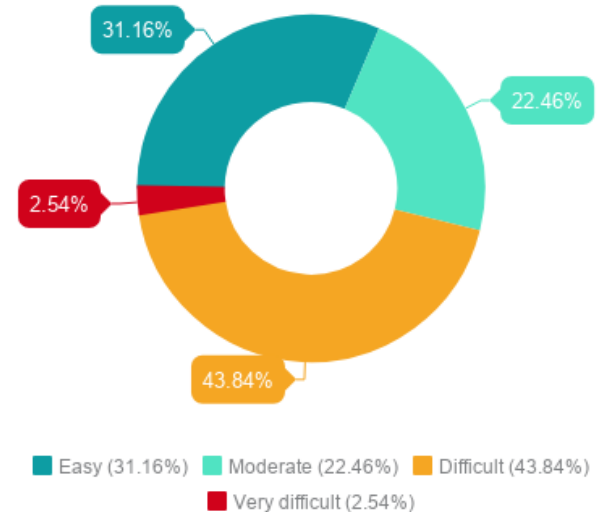
Company size



96% micro or small companies

About 50% have difficulties to recruit skilled labour

Assessing recruitment of skilled labour

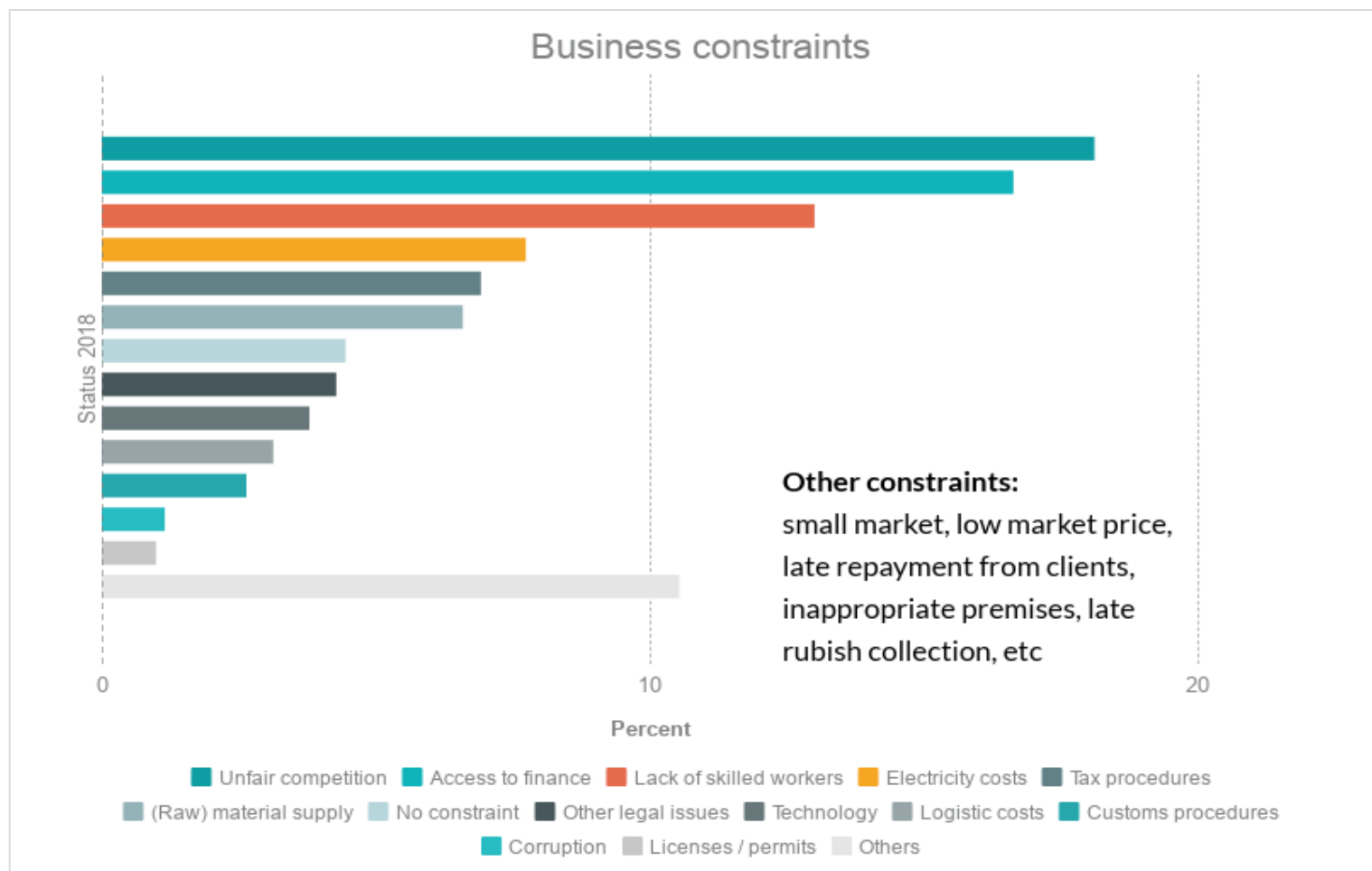




Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Market, financial and labour constraints are dominating



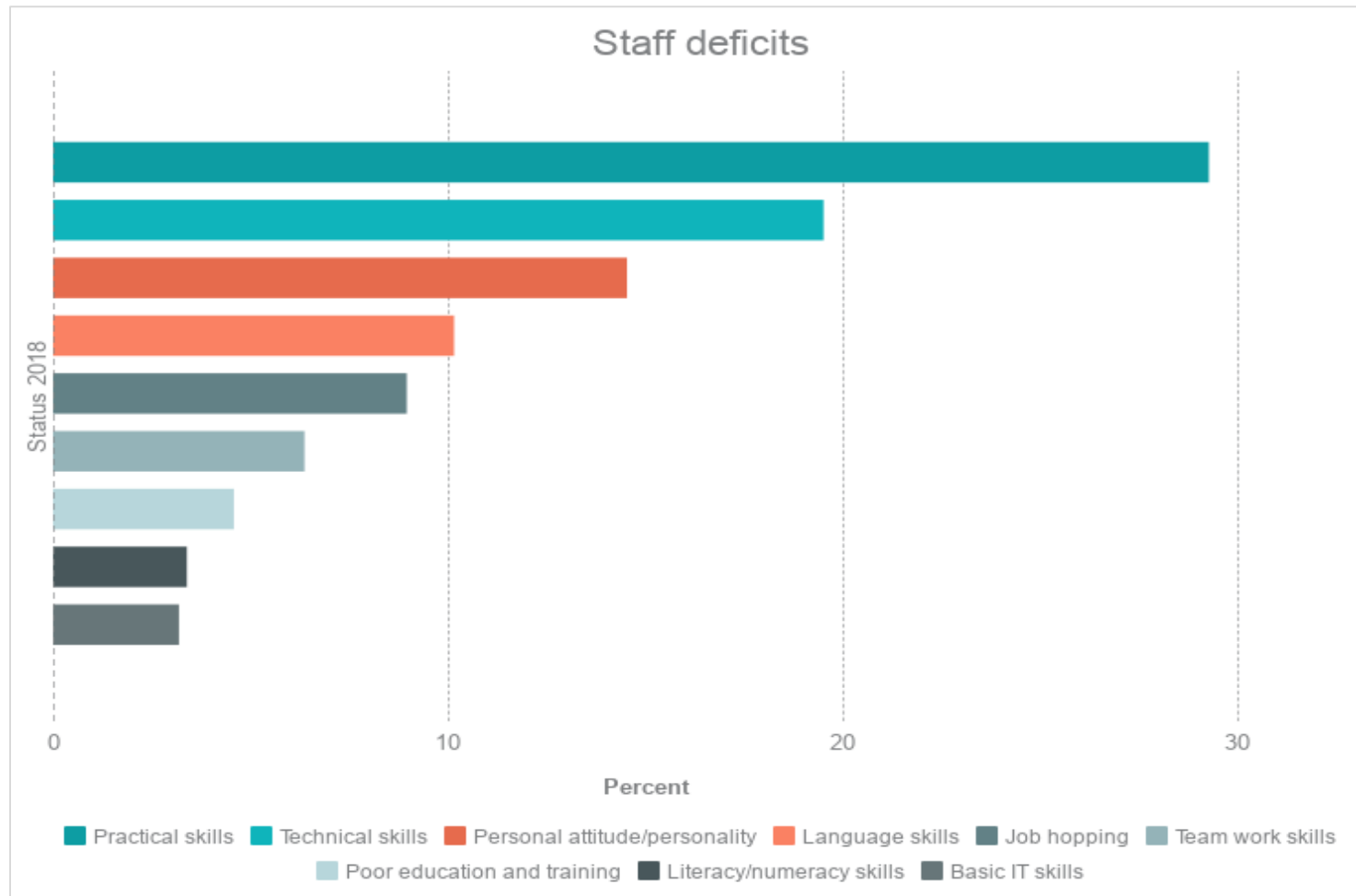


Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

major obstacles for MSMEs

Technical & practical skill deficits of employees



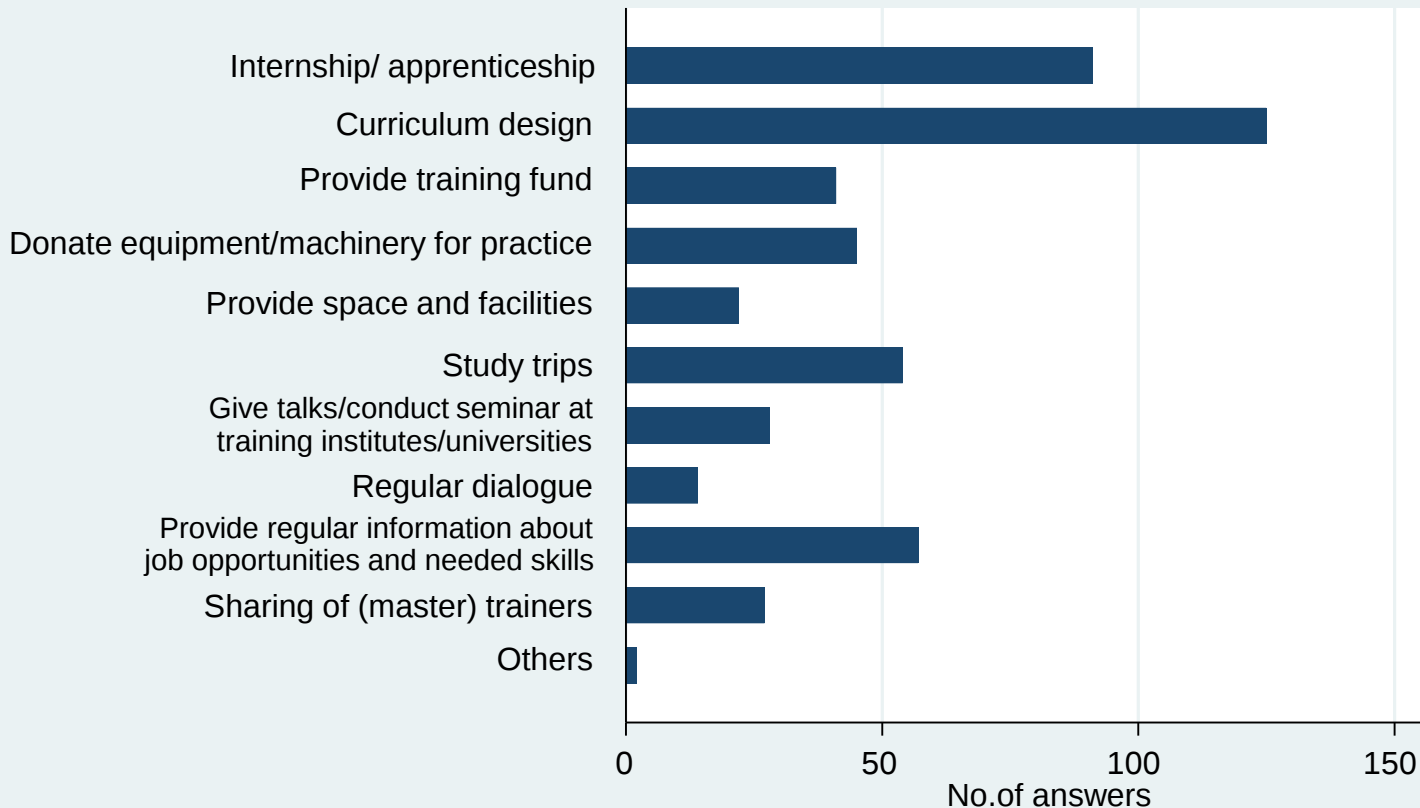


Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

**While TVET institutions are rarely used,
80 % of businesses are open to cooperate with TVET institutions**

Areas of collaboration

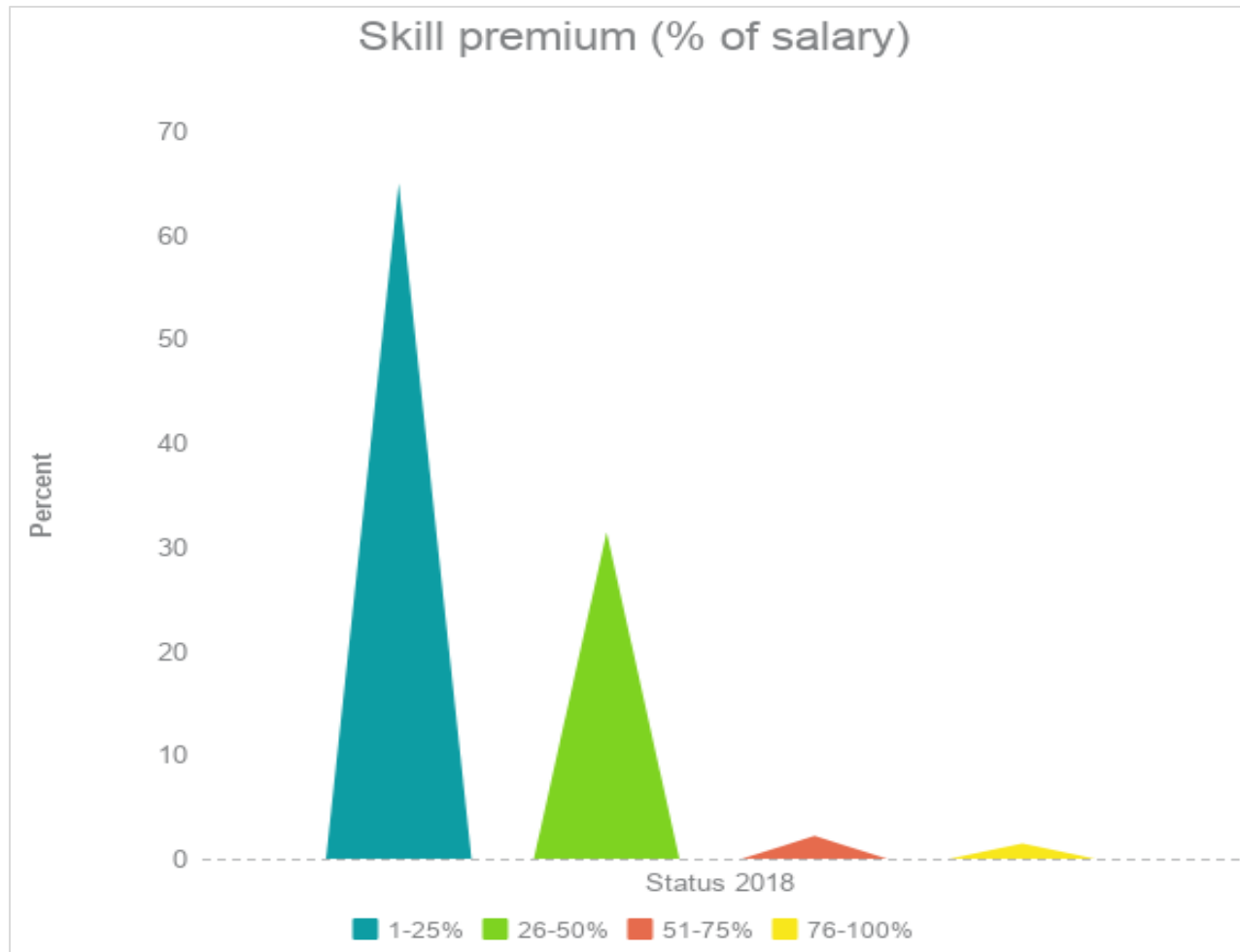




Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

TVET pays off: up to 50% higher salaries for skilled workers

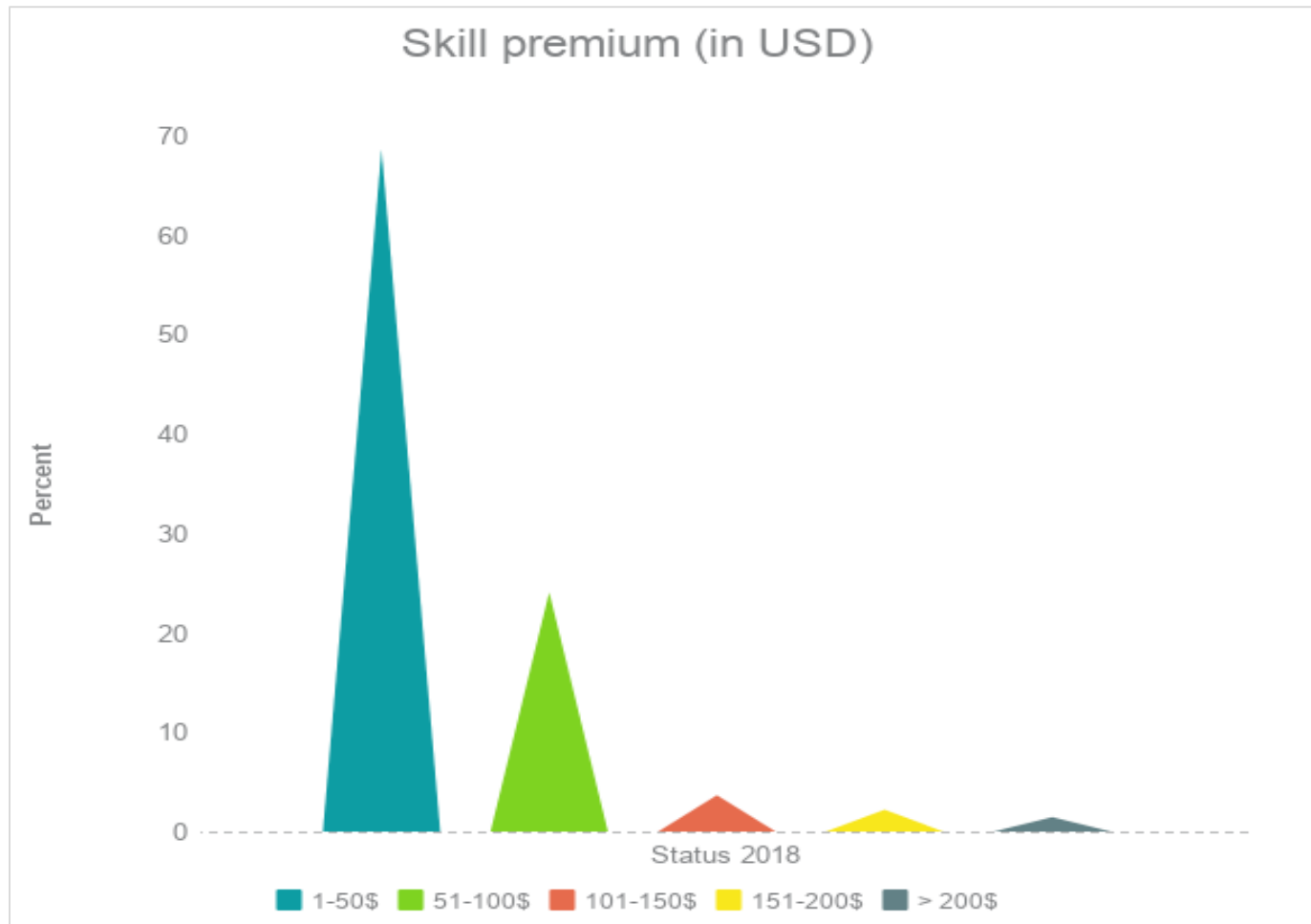




Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

25% of companies would offer up to 100 USD in higher salaries for skilled workers

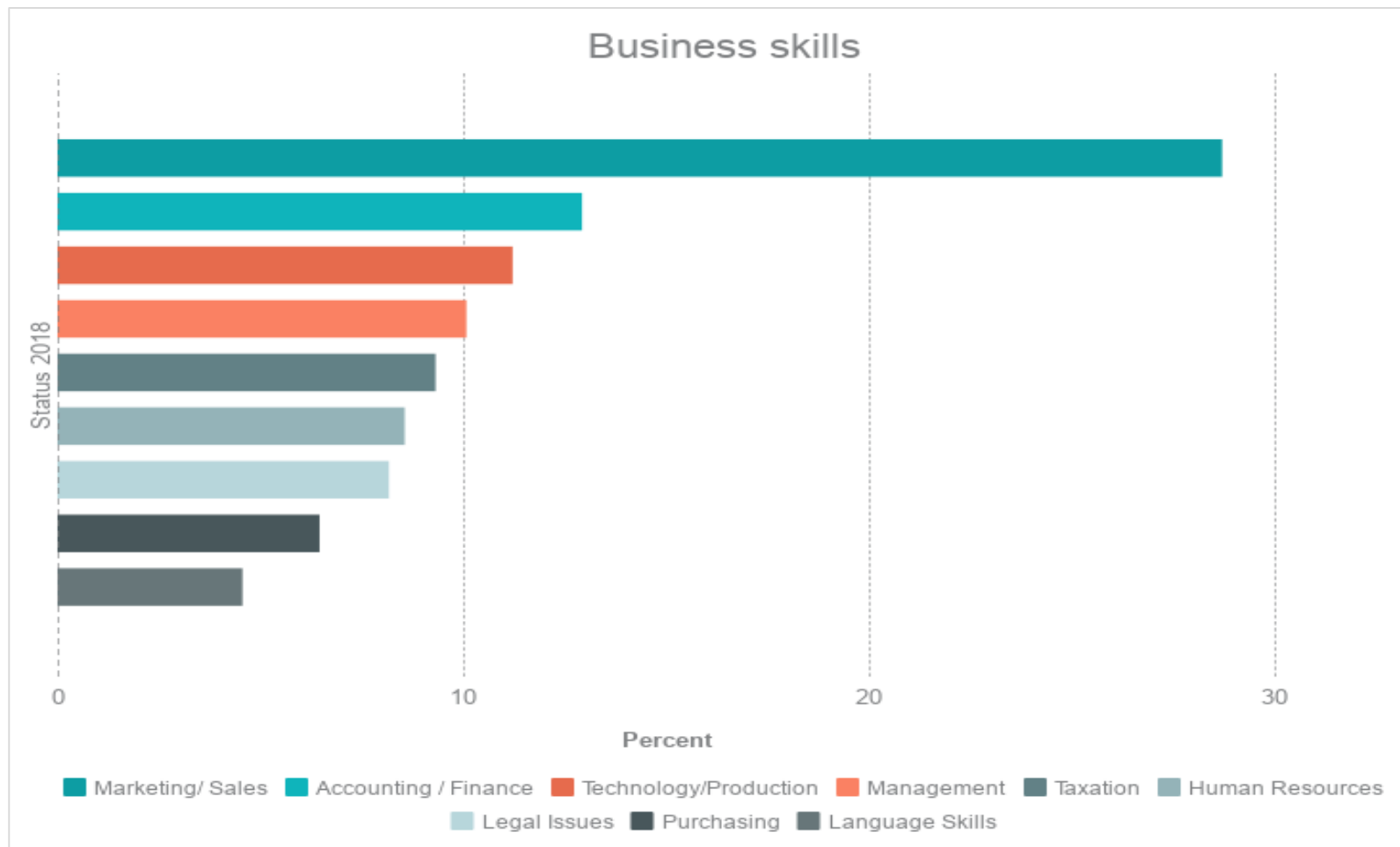




Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Most demand for business skills development in marketing & sales, finance and management

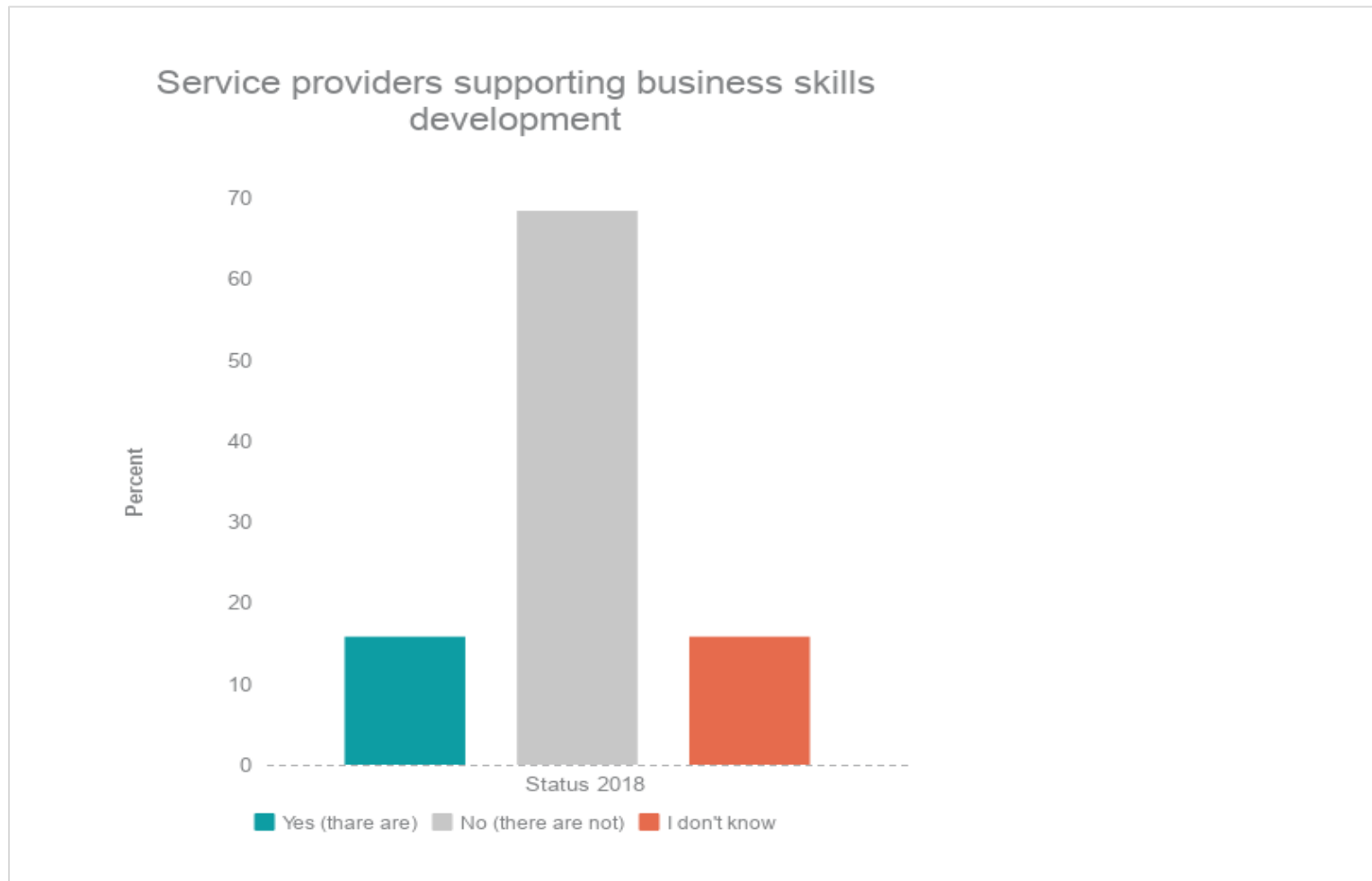




Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Only few business development service providers are available locally





Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Conclusions for GIZ program interventions

- support **cooperation between private sector and TVET institutions** for private sector driven skills development
- **assist local training providers** in delivering adapted management trainings for MSMEs
- support **organizational development of business associations** in pilot provinces
- facilitate **public-private dialogue** to improve business environment
- support start-ups and **technological leapfrogging**



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Thank you very much for your kind attention!

As a federally owned enterprise, GIZ supports the German Government in achieving its objectives in the field of international cooperation for sustainable development.

Published by

Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH

Registered offices, Bonn and Eschborn, Germany

RED IV Programme

www.giz.de