



DIMENSIONS 4,5,7 – Entrepreneurship Education, Training and Capacity Building, and Entrepreneurial Development Services



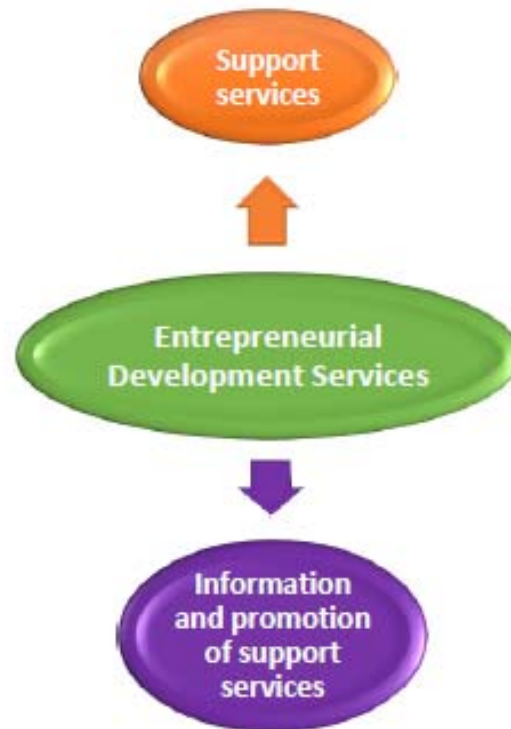
Dimensions 4&5 – Entrepreneurship Education, Training and Capacity Building

- ✓ These dimensions do have clear counterparts in the 2016 SEE Study, but they were not developed by the OECD.
- ✓ We thus suggested that SELA prepare draft questionnaires for these dimensions, which could then be counterchecked against OECD studies on education and entrepreneurship.



Dimension 7 – Entrepreneurial Development Services

- ✓ This dimension has a clear match in the SEE Index – in the SEE Index, they call this Dimension “Business support services”.



Sub-Dimension 7.1 – Support services

- ✓ This sub-dimension has a clear, although slightly confusing, match in the SEE Index:
 - In the SEE Index, coverage of support services is split into two dimensions, one of which covers support services provided by the government and the other of which covers government initiatives to stimulate private business support services.
 - *Would this distinction be useful in the LAC context as well?*
- ✓ Between the two SEE sub-dimensions, *almost all* of the proposed indicators for the LAC study are covered in the SEE questionnaire for this sub-dimension:

7.1	Support services
7.1.1	Range of entrepreneurial development services
7.1.2	Availability of entrepreneurial development services
7.1.3	Access to entrepreneurial development services
7.1.4	Support services for emerging companies
7.1.5	Action plan for entrepreneurial development services
7.1.6	Delegation of functions in terms of promotion, provision and evaluation of entrepreneurial development services



Sub-dimension: Investment readiness services provided by the government

THEMATIC BLOCK 1: PLANNING & DESIGN

Is the provision of business investment readiness services included in the government SME strategy or equivalent document?

Are the strategy elements regarding investment readiness associated with:

- an action plan
- measurable targets
- timeframe
- expected impact

If yes **Has the government carried out market research and analysis to assess the demand and supply of business investment readiness services for SMEs?**

THEMATIC BLOCK 2: IMPLEMENTATION

Does the government conduct investment readiness programmes for SMEs?

Are any of the following business investment readiness services being offered:

- Increasing demand for equity investments- investment willingness (addressing the equity aversion of companies, provide SMEs with access to information on types of financing and information on equity financing...)

- Investability (business plan development, market potential analysis, clear IP strategy, marketing strategy, human resources management...)

- Presentation and networking (preparing presentations, pitching skills, organized matchmaking events and elevator pitches...)

- Legal support services (Intellectual property rights, legal consulting etc.)

- Other

Are there any tailored investment readiness measures for start-ups?

Does the government provide information on starting and conducting a small business?

Does the government website:

- Link to the relevant public authorities

- Provide a wide range of information

- Is it updated often?

THEMATIC BLOCK 3: MONITORING AND EVALUATION

Are the investment readiness programmes, or elements of the programmes, supported by the government being regularly monitored?

Are the investment readiness programmes supported by the government **independently evaluated?**

Is there a publicly available annual report on performance?

Are there formal mechanisms for SMEs to provide feedback on the available investment readiness programmes?

Is data being collected on how many SMEs participate in the different programmes?

Are surveys used to collect information on SME needs, usage and satisfaction with the investment readiness programmes?

OPEN QUESTIONS:

Which investment readiness programmes are provided?

What type of support is offered for start-ups in particular?

Which business information is provided?

How many SME's participate in the different programmes and what is the impact of the programmes on their performance?



Sub-dimension: Government initiatives aiming at stimulation of private business support services development

THEMATIC BLOCK 1: PLANNING & DESIGN

Is stimulation of private business support services included in the government SME strategy or equivalent?
Has market research and analysis been carried out to determine which instruments should be used?
Are the strategy elements regarding stimulation of private business support services associated with:
 an action plan
 measurable targets
 timeframe
 expected impact

THEMATIC BLOCK 2: IMPLEMENTATION

Has a **budget been mobilised for the implementation of the action plan?**
How many of the actions have been implemented in line with the timeline?
How many of the targets from the strategy have been achieved?
Does the government provide co-financing for business support services?
If there is a co-financing mechanism, is it **operational?**
 If yes **Is there a formal structure to the co-financing mechanism?**
Are quality control mechanisms in place for co-financing initiatives (e.g. certificates, registration systems, (e.g. through website or B2B portal)?
Does the government conduct investment readiness programmes for SMEs?
Is there a business plan competition in the country?

THEMATIC BLOCK 3: MONITORING AND EVALUATION

Are there any monitoring mechanisms in place for the implementation of the strategy?
Are there any monitoring mechanisms in place for the implementation of the co-financing mechanism?
Is there **independent evaluation of the co-financing mechanism?**
Are beneficiaries of co-financing made public?
Are surveys used to collect information on demand for and satisfaction with private business support services?

OPEN QUESTIONS:

Which actions of the strategy have been implemented?
 Which targets of the strategy have been achieved?
 What type and percentage of co-financing is offered?



Sub-Dimension 7.2 – Information and promotion of support services

- The proposed IPPPALC sub-dimension 7.2 Information and promotion of support services does **NOT** have a clear match in the SEE version of this dimension:
 - In the SEE Index, due to the use of the new methodology, these kinds of questions are already included in the different thematic blocks of the previous dimension, especially those dedicated to Implementation and Monitoring and Evaluation.
 - We would thus propose that this sub-dimension be deleted from the LAC proposal.



Discussion of Remaining Gaps/Questions

- **Proposed IPPALC sub-dimension 7.1 Support services**
 - Additional questions on Availability of and access to entrepreneurial development services could be added to thematic blocks 2 and 3.
 - Additional questions on Support services for emerging companies could be added to thematic blocks 2 and 3 and the open questions.
 - Additional questions on the Establishment of Single Windows for entrepreneurial development services could be added to thematic blocks 2 and 3 and the open questions.
- **Public procurement**
 - Public procurement is not covered in the original IPPALC proposal – during the July meeting in Costa Rica, it was identified by countries as an important area for SMEs that should be covered.
 - In this regard, LAC countries could follow the example of the SEE Index, which includes Public Procurement as a companion dimension to Entrepreneurial Development Services.
 - In the SEE Index they have Dimension 5A Business Support Services and Dimension 5B Public Procurement.
 - For LAC, this could thus be Dimension 7A Entrepreneurial Development Services and Dimension 7B Public Procurement.

