



Mexico-Netherlands Strategic Programme for Energy Executives Training (EET)

Introduction

The Mexico-Netherlands Strategic Program for Energy Executives Training (EET) is an exchange program for Mexican managers in the energy sector. The program offers a combination of a training, in Mexico, and business exposure, in the Netherlands. The aim of the EET program is to encourage cooperation between Mexican and Dutch parties in the energy sector.

The program deepens the participant's understanding of the unique selling points of the Dutch energy sector and how this could be applied in the Mexican energy sector. It also strengthens the skills of the participants in successfully developing international business relations, and cooperating with Dutch partners in particular.

The program is an initiative of the Dutch Ministry of Foreign Affairs together with the Netherlands Enterprise Agency (RVO). Global Gas Networks Initiative (GGNI) is program operative. The program is part of a Memorandum of Understanding on Energy between Federal Republic of Mexico and the Kingdom of the Netherlands.

Outline of the program

The program consists of the following phases:

1. registration and selection of candidates;
2. international business development training in Mexico;
3. matchmaking;
4. international business development training in the Netherlands;
5. business exposure program in the Netherlands:
 - a. an internship program with an energy sector company in the Netherlands;
 - b. a business development program in the Netherlands;
6. prolonged business support.

1. Registration and selection of candidates

You can apply by sending your application package to the Embassy of the Kingdom of the Netherlands in Mexico-City. Also, Dutch companies may invite Mexican managers to participate in the program. Dutch companies inviting Mexican managers for participation, commit themselves to (1) facilitate a traineeship for their candidate(s) in the Netherlands and (2) arrange the registration of their candidates.

Your application is reviewed by the Embassy of the Kingdom of the Netherlands and RVO. An interview is part of the review. The interview is conducted by teleconference, in English, and may take half an hour.

Three weeks prior to the start of the training program in Mexico, you will be informed on the outcome of the selection procedure.

2. International business development training in Mexico

This part of the program focuses on a range of aspects related to doing business in an international setting and in the Netherlands specifically, and on personal development.

The main subjects in the program are:

- how to do business in an international setting and in the Netherlands;
- Corporate Social Responsibility, local capacity/content development;
- Unique Selling Points of the Dutch energy sector;
- identifying opportunities for the Mexican energy sector;
- international business development;
- presenting your organisation and your business proposals in the Netherlands;
- best practices in Health, Safety and Environmental management;
- best practices in Corporate Social Responsibility;
- cultural aspects in international business;
- international Human Resource Management;
- the experience of Dutch companies working in Mexico, e.g. Shell and Boskalis.

3. Matchmaking

During the registration and selection phase, a start will be made with matching your business goals with suitable business parties in the Netherlands. During the International business development training program in Mexico we will gauge your needs and preferences in more detail to help us focus our efforts. We will keep you update on the progress continuously.

4. International business development training in the Netherlands

This 1-week program takes places in the Netherlands. The training is introducing new subjects and elaborating on some of the subjects discussed during the training in Mexico. In addition, the training provides direct exposure to Dutch business through field visits and presentations by Dutch entrepreneurs.

The main subjects in the program are:

- visit to the harbour of Rotterdam;
- visits to energy business development centres in the Netherlands;
- creating business ventures;
- balancing the role of renewable energy and fossil fuels;
- the Dutch energy market and the role of the European Union;
- the experience of Mexicans working in the Netherlands;
- identify three major business opportunities for your organisation.

Again, ample time is spent on cross-cultural and business cultural aspects, with an emphasis on traditions and customs in the Dutch (business) community to make sure that your traineeship or your business development visits meet your expectations.

5. Business exposure program in the Netherlands

The objective of EET is that, after you have completed the program, you feel fully comfortable doing business in an international setting and with Dutch companies in particular. To give you the opportunity to test the knowledge you gained during the two training programs, the EET continues with a 2-week business exposure program in the Netherlands.

You can opt for a traineeship in one company in the Netherlands or for a program of business development visits in the Netherlands.

a. Traineeship

If a Dutch company invited and registered you as participant in the EET program, this company will be your host company. The company will organise your trainee program and will provide full board and lodging, and domestic travel.

If you registered yourself as participant in the EET program and have chosen for a traineeship, we will do the matchmaking together with you. Together, we will give our best endeavours to find you a host company that suits your business needs. The host company will organise your trainee program. You may have to pay for your stay yourself. The costs are € 950 per week and cover full board and lodging, and domestic travel.

If, despite your and our best endeavours, no host company can be found, you may opt to join the 2-week program of business development visits in the Netherlands.

b. Business development visits

During the 2-week program of business development visits, we will do the matchmaking together with you. We will tailor a program in which you get in contact with Dutch companies and entrepreneurs, who are interested in meeting you to exchange ideas and leads for joint business development.

The costs for this unique program are € 950 per week, covering full board and lodging, and domestic travel.

6. Prolonged Business Support

In the program, the participant is asked to select 3 major business opportunities. Through coaching, EET staff supports you turning your business opportunities into real business, even after you have finalized the program.

Profile of participants

EET participants are Mexican managers active in the energy sector, preferably age 28 to 40 and at least 3 years of (international) management experience. They are to master the English language well and have graduated from an institution for higher education. The participants are to have the aim to develop business cooperation with Dutch counterparts.

The program is also open to managers working in the Mexican public sector (civil servants). Up to 5 places are available to civil servants. The total number of participants for the program is limited to 20.

Financial arrangements

During the training in Mexico, full board and lodging will be provided for. Travel to and from the training location is at your own cost.

During the training in the Netherlands, full board and lodging, and domestic travel will be provided for. Travel to and from the Netherlands is at your own cost.

During the traineeship in the Netherlands, the Dutch host company will provide full board and lodging, and domestic travel. A host company may suggest different terms. If so, we will discuss them with you first.

If you have opted for participating in the business development visits, we charge € 950 for full board and lodging, and domestic travel, per week.

Planning 2018

Activity	Duration	When
Registration & selection candidates		February-April, 2018
Notification to candidates		May 28, 2018
Training in Mexico	1 week	June 18-June 22, 2018
Matchmaking		February-August, 2018
Training in the Netherlands	1 week	August 20-24, 2018
Business exposure program	2 weeks	Augustus 27-September 7, 2018

How to apply

In order to register as an applicant for the EET, please send your application package to the Dutch Embassy in Mexico City.

Information

For more information about the EET-program in general or the Mexico EET-program 2018, please contact:

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