

FOCUS GERMANY

Tailor-made Programmes for Corporate Delegations, Investors and Businessmen



Within the framework of our Focus Germany programme, we offer a range of tailor-made research and practical training seminar programmes for corporate delegations, investors and businessmen including visits to international companies as well as to ministries, public authorities, educational establishments, consumer organisations and other related institutions. The programme covers innovative aspects of German economic life, society and state-of-the-art industry and technology which have traditionally enjoyed worldwide renown. Such visits may also be coordinated to coincide with important international trade fairs taking place in Germany. A particular focus is placed on laying the foundations for international business relations as well as preparations for investment projects. If specified, the programme may include tailor-made consultancy on aspects of the German business world as well as detailed advice on important aspects of the tax system relevant to investors and businesses. Below is a selection of themes available for such international exchange programmes – further areas of business research are available on demand:

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| <ul style="list-style-type: none"> o Alternative and Solar Energy in Building Projects o Automobile manufacture o Banks, Stocks and Company Financial Management in Germany o Civil Engineering and City Planning o Culture and Event Management o Architecture and Sustainability in Urban Development o Educational infrastructure (Vocational & Primary to Tertiary) o Environmental Management and Protection of Resources o German export industry o Heavy Industry (Metallurgic Engineering) | <ul style="list-style-type: none"> o Hospital Management and Public Health o Innovative Floristry and Floristry management o Innovative Social Work Management o Innovation in the German Chemical Industry o Management and Sustainable Development Economics o Mechanical Engineering Management in Germany o Protection and Management of Intellectual Property o Public Services & Utilities (Railway, Water, Gas etc.) o Taxation and Tax Consulting o Tourism Managementother subjects available on request |
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The programmes are mainly practice-oriented but may include elements of business-related consultancy if specified. The standard length of the course is 1 week but this may be extended to cater for specific needs. Participants will be accompanied by an interpreter and/or industry expert, where specified, for the duration of the stay. In addition to the business-related programme, a tailor-made leisure programme may also be arranged to meet the requirements and interests of the participants. Activities may range from a standard city tour to the organising of a round of golf at a local Berlin club. We offer all forms of accommodation as well as round-the-clock support service.

The package consists of various modules which may be chosen to make your tailor-made programme (per one week):

- **Application module:** visa documents including health and liability insurance coverage with no excess payable
- **Business seminar module:** 40 hours* of seminars, company visits etc. (including interpreter and expert-guide)
- **Excursions module:** 2 half-day excursions (each 4 hours) and 1 full-day excursion including entry fees and guide
- **Accommodation & Airport-Transfer module** 7 days and 6 nights accommodation with half-board)

| Prices include 19% German sales tax | Number of Participants | | | | |
|---|---|-------|-------|-------|-------|
| | Under 12 | 12-14 | 15-19 | 20-25 | 26-30 |
| Application Fees including visa invitation + document courier fee + insurance package | 50 € | | | | |
| ONE Week INTENSIVE: 40 hour programme of seminars and visits to related companies and institutions including seminar and teaching material | 7800 € per group | 650 € | 600 € | 550 € | 500 € |
| 2 half-day excursions and 1 full-day excursion (touristic programme) including entry fees and guide (optional extra) | 138 € | 99 € | | 66 € | |
| Transfer to/from airport or railway station to accommodation. Transfer by public transport included if booking accommodation programme. | Otherwise 250 € for one-way transport of group by luxury coach or taxi from accommodation to airport including guide. | | | | |
| Consecutive translation of all seminars by interpreter and translation of all seminar documentation | from 1000 €- per week (20 hours) depending on language | | | | |
| Accommodation including B&B or half-board | Prices vary according to season as well as quality of accommodation required. Please let us know your requirements so that we can send you a tailor-made quotation. | | | | |