



TOGETHER
for a sustainable future

OCCASION

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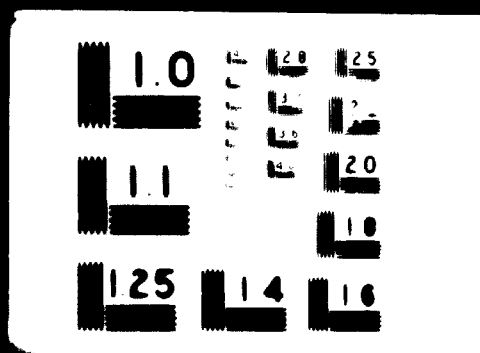
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I O F I

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Field of study

Integrated industrial management techniques and systems

Industrial management with emphasis on production management, marketing and financial management, and management control. Industrial planning, control, organization and co-ordination in the management process. In-plant training in steel, cement, mechanical and electro-mechanical, ship-building, food processing, telecommunications and transportation industries.

Industrial co-operatives

Industrial co-operative forms of enterprise organization, their management and economy, construction and integration of industrial co-operatives. In-plant training in industrial co-operatives in text, clothing, furniture, sporting goods or handloom glass-blowing industry.

Organization of standardization

Basic principles of standardization, metrology, quality theory, economics of standardization, organization and management of standardization societies in developing countries. Standardization in engineering, light industry, food, metallurgical industry, etc. Practical work in laboratories, standardization organizations and industry. Study visits to various factories and institutions.

Quality control

Basic concepts of quality control, inspection, statistical methods in quality control, metrology, organization of quality control specifications, manufacturing, planning for quality, economic aspects of quality, motivation for quality, etc. Practical training in industry on specified aspects of quality.

Object of studies

Industrial Information (for developing countries where industrial information facilities have been developed with UNIDO advice and UNDP financing)

1. Contrast experience obtained over the past years in the establishment and operation of industrial information facilities in developing countries
2. Discuss basic policy issues and formulate recommendations on governmental responsibilities in the field of industrial information
3. Discuss desirable forms of bilateral as well as multilateral assistance to such facilities, in particular that provided by UNIDO.

2nd training programme on the production and application of synthetic fibres

Lectures, practical classes, plant visits and in-plant training.

Venue

Istituto per la Ricostruzione Industriale IRI, Rome, Italy

1/2 months

March

English, French, Spanish

Polish Central Union of workers' Productive Co-operatives Warszawa, Poland

1/2 months

July

English, Spanish

Government House Union of Soviet Socialist Republics

4 months

March

English

Ali-UMI

Lidingö, Sweden Svenska Arbetsgivareföreningen SAF

1 month

March

English

Object of studies

1. Contrast experience obtained over the past years in the establishment and operation of industrial information facilities in developing countries
2. Discuss basic policy issues and formulate recommendations on governmental responsibilities in the field of industrial information
3. Discuss desirable forms of bilateral as well as multilateral assistance to such facilities, in particular that provided by UNIDO.

Object of study

Applications to: Industrial Information Section, UNIDO, P.O. Box 700, A-101 Vienna, Austria

Participants to be nominated by governments. English

where necessary for Textile Industry Vienna, Austria Applications to: Participants, Petrochemicals and Petrochemicals Industries Section UNIDO, P.O. Box 707 A-101 Vienna, Austria

October 1977 Approx. 4 weeks

The candidates should be engineers or scientists in technical fields, with a degree, diploma or equivalent and with at least 3 years of production experience. They should have responsible managerial posts. Their work in industry or government organizations must be directly concerned with the production, planning and development of synthetic fibres. English

CHEMICAL INDUSTRIES (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date; Duration	Qualifications; Language requirements	Last date for receipt of applications	Fees
Hydrocarbons (continued)	Scientific and technical courses: Mathematics; Physics; Prospecting for and production of natural hydrocarbons; geological surveys and geophysical prospecting; applied geo-chemistry; mechanical exploration; exploitation of the fields. Hydrocarbon transport and distribution. Processing and the study of the nature and properties of hydrocarbons. Petro-chemistry. Scientific and technical problems of the other traditional sources of power and of atomic power. Economic situation; industrial economy and price; industrial organization of production and distribution; relations with the personnel. Business management policy; management technique; production technique and organization of production and distribution; internal statistics of an enterprise; marketing. Theoretical and applied accounting. Business statistics and market research; internal statistics of an enterprise; marketing.	Scuola di Studi Superiori S. Donat, Milano, Italy 20097 Milano, Italy	October 1967 3 months	University degree Italian or English	31 August	To be arranged
Plastics property measurement	Mechanical property measurements; chemical property measurements; physical property measurements; plastic products evaluation.	National Industrial Standards Research Institute 199, Dong Seong Dong, Chongno-Ku, Seoul Republic of Korea	To be arranged	College Graduate with majors in chemical engineering or chemistry. English	-	To be arranged
Inorganic chemicals	Stand reference material (inorganic chemicals).	National Industrial Standards Research Institute 199, Dong Seong Dong, Chongno-Ku, Seoul Republic of Korea	To be arranged	B.Sc. English	-	To be arranged
Plastics technology	Plastics processing.	Federal Chemical and Ceramics Corporation Ltd. NSC Building, P.O. Box 111, Karachi, Pakistan	March 1967 To be arranged	Engineering and management staff of industries engaged in the manufacture and processing of plastics. The course will also be open to staff of research and academic institutions. English	February	-
Industrie pétrolière	Techniques concernant les gisements pétroliers; procédés d'extraction et de récupération secondaires; forage à différentes profondeurs et dans différentes conditions de gisement. Méthodes d'extraction du pétrole brut, sondes et forages (Direction générale du forage et de l'extraction). Analyse des matières en vue de la création de raffineries, examen des huiles et des produits dérivés, analyse du pétrole brut (Institut de recherches pour le raffinage du pétrole, Floesti). Raffinage complexe du pétrole brut, production de combustibles et de lubrifiants et de matières de base pour l'industrie pétrochimique (Direction générale du raffinage du pétrole). Aménagement des installations pétrolières.	Ministère du pétrole Bucarest, Roumanie en collaboration avec divers instituts notamment l'Institut de recherches du Ploiesti	Variatie	Expérience et formation d'ingénieur ou de technicien. Français, éventuellement anglais, allemand ou russe	-	A discuter
Laboratoires chimiques	Physique, mathématiques, chimie, français, travaux pratiques de laboratoire.	Centre de recherches industrielles en Afrique centrale (CRIAC) Lacoutaah (Zaire)	Janvier 1967 5 mois d'études suivies de 2 mois de stage dans des laboratoires d'essais et de recherche du CRIAC.	Fin de la 4ème année postprimaire scientifique (1 an avant les humanités scientifiques). Français	Septembre	US\$20 par mois pour les non-Zairois

AUTOMATION AND ELECTRONIC DATA PROCESSING (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencement Date	Qualification: Language requirements	Last date for receipt of applications	Fee
Low-cost automation	Introduction to low-cost factory automation; approaching automation; automation in the national setting; automation and industrial management; automation, its social and economic impact; automation and labour problems. Automation and engineering aspects: the available means for automation; universal standards used in designing automatic control systems; fundamentals in designing automatic control systems; analytical approaches in designing control systems; criteria for selection of technical means for automatic control systems; automation and methods engineering. Laboratory and in-plant exercises; design of practical automatic control circuits; simulation of automatic control circuits; debugging of automatic control bugs; in-plant visits; in-plant exercises; designing automation for production operation. Advanced production management; statistics as applied to business; calculus as applied to production management; optimum operation models; forecasting models; planning; scheduling and critical path; materials handling.	Institute for Small-Scale Industries, University of the Philippines (UPISSI) - SSS Building, East Avenue Diliman, Quezon City the Philippines	3 Feb. 1975 4 Aug. 1975 3 Feb. 1976 2 Aug. 1976 12 weeks	The course is open to those who have actual relationship with the production aspects of their respective companies. Applicants who have not had technical educational training in mechanical, electrical, chemical and industrial engineering, must have the ability to absorb semi-technical training. English	3 months before start of course	US\$600
Perfectionnement des cadres dirigeants. Organisation du système informationnel	Management général; méthodes et techniques modernes de gestion; management et organisation; macro-technique; gestion des entreprises.	Académie "Stefan Cheorhiu" CEGECA - Centre International des Cadres, Sosaxau Obai 20, P.P. 106, Bucarest Roumanie	24 mars 12 semaines	Cadres dirigeants d'entreprises ou de l'administration publique. Informaticiens jeunes ou en formation. Français, anglais, espagnol.	31 janvier	US\$2,100
Analysis and design of control systems I	Survey of basic principles of linear control theory; feedback and feed-forward control; stability criteria; graphical methods of design; performance criteria, compensation methods; implementation in computer aided design; transport delays; application of linear theory in the design of practical systems, industrial examples; practical work concerned with the operation and performance testing of servo-mechanisms and process control systems.	Control Engineering Department, The University of Sheffield, Marple Street, Sheffield S1 3JD United Kingdom	October 3 weeks	First degree in technology, mathematics or physics, or equivalent qualification. English	1 week before start of course	£60
Analysis and design of control systems II	Types of non-linearity and their effects on system performance; describing functions and their use in graphical analysis; phase-plane techniques, limit cycles, singular points, trajectories, isoclines, Krylov-Bogolubov harmonic linearisation; piecewise linearisation; Ljapunov and Popov stability criteria; sampled-data analysis, z-transforms, data extrapolators, sampled-data feedback design using graphical methods; time-domain and frequency-domain sensitivity theory; signal-flow techniques in sensitivity theory, non-linear and sampled-data systems; practical investigations and simulation of electro-mechanical and hydraulic systems incorporating non-linear components and amplifiers.	Control Engineering Department, The University of Sheffield, Marple Street, Sheffield S1 3JD United Kingdom	November 3 weeks	First degree in technology, mathematics or physics, or equivalent qualification. English	1 week before start of course	£60

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Seminar	General description	Organizer: Venue	Commencing date: Duration	Qualifications: Language: Requirements	Last date for receipt of applications	Fee
Management Services Techniques	Development of scientific management and management services techniques; work study and organization and methods techniques; operations research - an appreciation of techniques; network analysis - theory and practical applications; organization analysis and administrative audit; AIF and systems analysis; cost benefit analysis - an appreciation: practical assignment or project work.	Institute of Public Administration, 59 Lansdowne Road, Rafflesplace, Durbang, Singapore	March, 1967 3 months	Administrative, scientific, technical, engineering and management with practical experience in the field of industrial administration. English	December 1966	
Industrial Management	The executive in the national economy; evaluation of investments; the processes of decision making; organization behaviour; introduction management; business policy; practical problems of industrial development; diagnosis of enterprises (practical study).	Israel Institute of Productivity, 30-32 Str. 4, Tel Aviv, Israel	1967 January - February	Industrial Administration English	1966 October 31	\$30
Gestion de la production dans les entreprises de transformation des produits agricoles	Principes généraux; planification de la production; magasinage; contrôle de la production; achat des fournitures; approvisionnements; entretien; contrôle de la qualité; Gestion du personnel; techniques.	Centre International de Perfectionnement Professionnel et Technique Cours Unità Italia, 140, Turin, Italia	1967 September - October	Direction de la production Administration des entreprises Entretien, achats Magasinage Gestion du personnel La production dans les entreprises agricoles Les cadres (achat des fournitures, approvisionnements, entretien) Année d'expérience dans la production agricole Minimum de 3 ans d'expérience professionnelle	1966 November 15	
Gestion et direction des entreprises manufacturières	L'entreprise: structure et fonctions; direction générale de l'entreprise; gestion financière et comptabilité; administration du personnel; mise au point du produit et production; marketing et gestion de la distribution; contrôle interne; financier, technique, de gestion.	Centre International de Perfectionnement Professionnel et Technique Cours Unità Italia, 140, Turin, Italia	1967 January - February	Direction de la production Administration des entreprises Marketing Gestion du personnel Gestion de la distribution Gestion financière Gestion technique Gestion de la production Minimum de 3 ans d'expérience professionnelle	1966 November 15	
Control de gestión e informática	Organización; planificación del control de gestión; evaluación de los resultados de la gestión; mejora de los resultados de la gestión; información en la gestión de empresa; elaboración de datos y control.	Centro Internacional de Perfeccionamiento Profesional y Técnico Cours Unità d'Italia, 140 Turin, Italia	1967 January - February	Personal experience in management Spanish	1966 November 15	
Dirección de la producción en empresas de transformación de productos agrícolas	Principios generales; planificación de la producción; manipulación en almacén; control de la producción; pedidos a proveedores; compras; mantenimiento; control de calidad; gestión general; técnicas.	Centro Internacional de Perfeccionamiento Profesional y Técnico Cours Unità d'Italia, 140 Turin, Italia	1967 January - February	Personal experience in management Spanish	1966 November 15	
Gestión general de empresas manufactureras	La empresa: estructura y funciones; personal de alta dirección; administración financiera y contabilidad; administración del personal; desarrollo de productos y la producción; marketing y organización de la distribución; auditoría interna financiera, organizativa y técnica.	Centro Internacional de Perfeccionamiento Profesional y Técnico Cours Unità d'Italia, 140 Turin, Italia	1967 January - February	Personal experience in management Spanish	1966 November 15	

PROGRAMS AND MARKETING RESEARCH (Cont'd)

General Overview

Business Administration

Business Administration: is a broad and an extensive, comprehensive study of business operations and activities...

Marketing Research

Marketing research: is a systematic and objective process designed to provide information about a problem relating to marketing management...

Marketing Research

Marketing Research Institute, 100 Madison Avenue, New York 17, N.Y.

Marketing Management

Marketing management: is designed to provide business executives, administrative officers, government officials, and management scholars with competence to improve marketing management practices in their organizations...

Marketing Management

Marketing Management, 100 Madison Avenue, New York 17, N.Y.

Marketing Research

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Marketing Research, 100 Madison Avenue, New York 17, N.Y.

Table with 4 columns: Duration, Description, Location, and Other. Includes entries for 'Marketing Research' and 'Marketing Management'.

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Country/Region	Topic	Organizer/Venue	Dates	Location	Duration	Cost
France	Pollution atmosphérique	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Paris, France	4 semaines (du 14 au 18 mai)	Paris, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Paris, France	14 avril (fin 15 nov.)	Paris, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, St Etienne, France	17 mars	St Etienne, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Dijon, France	4 novembre	Dijon, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Grenoble, France	24 février	Grenoble, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Paris, France	1 juin	Paris, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	INSEAD, Blvd. de Constance 1140, Fontainebleau, France	August	Fontainebleau, France	2 weeks	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	INSEAD, Blvd. de Constance 1140, Fontainebleau, France	June	Fontainebleau, France	2 weeks	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Paris, France	17 juin	Paris, France	1 semaine	Fr. 1.000
France	Problèmes généraux: besoins et ressources, pollution des eaux (généralités), législation de l'eau: droit national et international, les eaux touchées et des eaux de mer. Problèmes de la pollution: urinaire, industrielle, détergents, pesticides, etc. Traitement et épurateur: techniques diverses: mécaniques, chimiques, biologiques. Visites de stations d'épuration et usines de traitement.	Centre de Perfectionnement Technologique, 30 avenue du 15 Juin 1940, 92500 Rueil-Malmaison, Paris, France	17 juin	Paris, France	1 semaine	Fr. 1.000

Strategic planning process; strategy and the chief executive officer; setting corporate objectives; strategy concepts; planning units and market segmentation; product life cycle in setting corporate strategy; market share as a determinant of strategy; experience curves, economics of scale and joint costs and their effect on strategy determination; "log" analysis; product/market strategies; acquisitions and mergers.

Nombre de Servicio	General description	Organizer: Venue	Content: Duration	Qualification: Language requirements	Last date for receipt of applications	Fee
Desarrollo de la capacidad para dirigir	Diferencias individuales; personalidad y comportamiento; mejoramiento de las comunicaciones; entrenamiento de una disciplina efectiva; atención de quejas y reclamaciones; dirección y desarrollo del personal; la satisfacción y la moral en el trabajo.	Centro de Productividad del Uruguay Sarandi 690 D 240. Empreiso Montevideo, Uruguay	3 sesiones de 3 horas cada una Todos los meses	Nivel gerencial y mandos medios Español	-	US\$100
Industria alimentaria	Procesamiento; frío.	Centro de Productividad del Uruguay, Sarandi 690 D Montevideo, Uruguay	50 horas (20 sesiones de 2 1/2 horas cada una); a fijar	Nivel técnicos. Español	-	US\$150
Industria del calzado	Mensajería; armado; armado; terminación; mantenimiento de máquinas.	Centro de Productividad del Uruguay, Sarandi 690 D Montevideo, Uruguay	37 horas (13 sesiones de 3 horas cada una); a fijar	Nivel supervisores. Español	-	US\$70
Industria del cuero	Curtido; terminación.	Centro de Productividad del Uruguay, Sarandi 690 D Montevideo, Uruguay	36 horas (16 sesiones de 2 horas cada una); a fijar	Nivel supervisores y técnicos. Español	-	US\$100
Industria de la paja	Captura; industrialización; estudio de factibilidades de la empresa pagueira.	Centro de Productividad del Uruguay, Sarandi 690 D Montevideo Uruguay	40 horas (20 sesiones de 2 horas cada una); a fijar	Nivel técnicos. Español	-	US\$110
Industria textil	Peinado; hilandería; tejeduría; terminación.	Centro de Productividad del Uruguay, Sarandi 690 D Montevideo, Uruguay	50-60 horas; A fijar	Nivel supervisores. Español	-	US\$130
Planificación de la producción y gestión de materiales	Estándares básicos y preparación del trabajo; plan y programa de producción; gestión de stocks; aprovisionamiento; organización de depósitos; documentación utilizada.	Centro de Productividad del Uruguay, Sarandi 690 D 240. Empreiso Montevideo, Uruguay	Julio-agosto 21 sesiones de producción 3 horas cada una	Gerentes, jefes de producción Español	-	US\$120
Principios fundamentales de administración	Naturaleza de la administración; planificación; organización; control; estándares; comunicaciones; motivación; mejoramiento de la capacidad gerencial.	Centro de Productividad del Uruguay Sarandi 690 D 240. Empreiso Montevideo, Uruguay	7 sesiones de 3 horas cada una Todos los meses	Nivel gerencial y mandos medios Español	-	US\$100 aproximadamente
Seminario y prácticas de marketing	Conceptos modernos de marketing; investigación en comercialización; estrategia del producto; concepto de precios; canales de distribución; administración de ventas; publicidad; problemas de packaging; cómo lanzar un producto; principios de gerencia en marketing.	Centro de Productividad del Uruguay Sarandi 690 D 240. Empreiso Montevideo, Uruguay	Junio, octubre, noviembre ventas, promoción y publicidad 20 sesiones de 2 horas cada una	Gerentes y jefes de ventas, promoción y publicidad Español	-	US\$170
Servicios en la industria	Agua; combustibles; energía y su economía en la industria	Centro de Productividad del Uruguay Sarandi 690 D 240. Empreiso Montevideo, Uruguay	30 horas A fijar	Nivel supervisores Español	-	US\$200

PREFACE

This compilation of industrial training opportunities for personnel from developing countries is the result and charge of the United Nations Development Programme in the autumn of 1972. The 450 entries it contains are based on the responses of Governments, organizations and individuals to a questionnaire distributed in the autumn of 1971.

The increasing tendency to offer such training facilities not only in industrialized but also in developing countries, which was noted in the previous edition, continues. There are many advantages in training personnel abroad in countries not too distant from their own. Moreover, it may be possible to gain a better understanding of the country's own industrial structure and to help to diminish the difficulties that increasingly arise in arranging suitable training programmes in industrialized countries, where candidates are usually well trained.

The compilation is divided into three sections: (1) training opportunities organized and financed by UNIDO itself; (2) training opportunities organized by industrial branches and functions, except short-term courses of less than 10 days duration; (3) training opportunities organized by other organizations, including technical, managerial and administrative individuals, including short-term courses of less than 10 days duration. The training opportunities listed are subject to the usual conditions of exceptions, courses that are in the regular curricula of universities or similar institutions are not included.

Since UNIDO is not in a position to give further details on courses offered by other organizations, readers requiring more information are recommended to contact directly with these organizations, a mailing address appearing at each entry.

The training opportunities listed here are not limited to holders of United Nations fellowships. Any qualified individuals, in a number of cases, may win a United Nations fellowship may apply for or be nominated to a course. Such applications and nominations may go direct to the sponsoring organization. Applications should be sent to the United Nations Development Programme, UNDP, Palais des Nations, 1211 Geneva 14, Switzerland. However, in some cases, the nominations must be sent through United Nations Development Programme, UNDP, Palais des Nations, 1211 Geneva 14, Switzerland.

Information on training facilities in a wide range of subjects can be requested from the secretariats of the Economic Commission for Asia and the Pacific (ESCAP) and the Economic Commission for Europe (ECE). However, in accordance with an agreement with UNDP, ECE will continue to provide information on high-level training opportunities for industrial development in its annual publication "Selected training courses specially designed for developing countries".

It is hoped that the promising development of this UNIDO publication will continue to the benefit of all those in developing countries who are seeking industrial training opportunities. A new questionnaire is now being prepared for the fourth edition, which should appear in late 1973 and will cover particularly advanced industrial training opportunities. The co-operation of all concerned is welcomed.

PREFACE

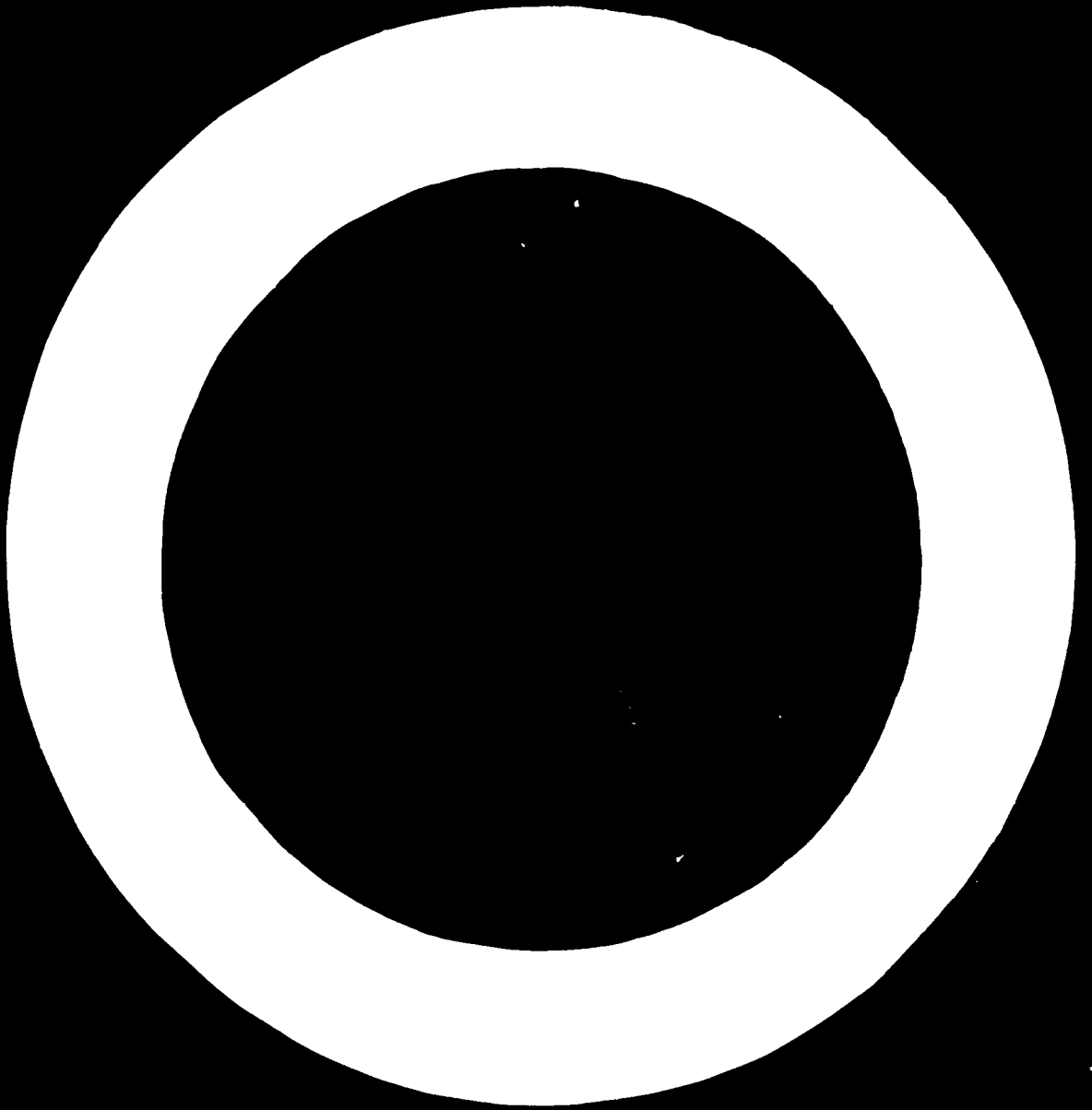
Le présent répertoire des possibilités de formation industrielle offertes aux cadres de pays en voie de développement est le résultat de la compilation des réponses des Gouvernements, d'organisations et d'individus à un questionnaire distribué en automne 1972. Les renseignements fournis contiennent 450 entrées, qui ont été compilées en fonction des réponses reçues en automne 1971.

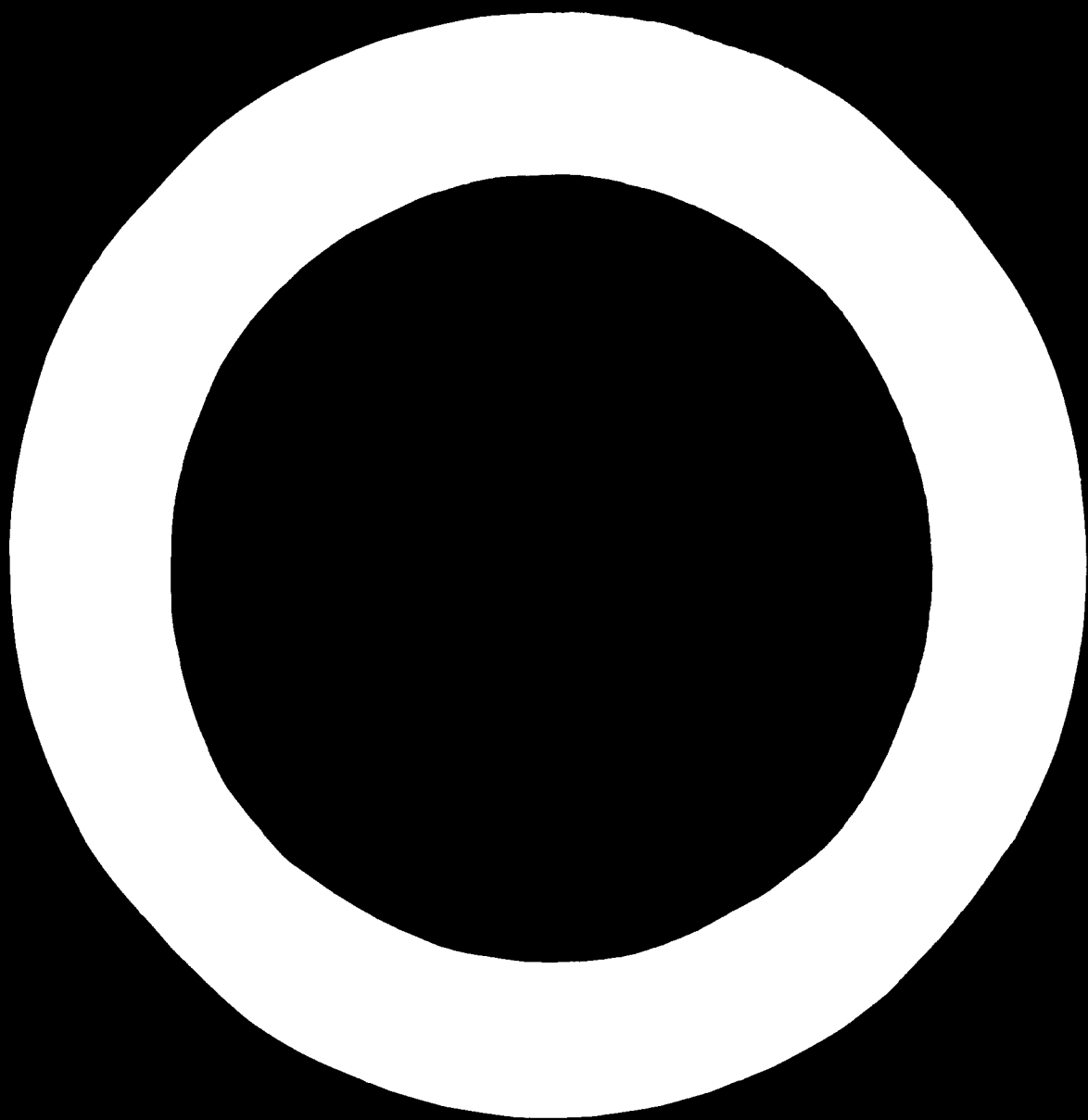
On notera que la place accordée aux moyens de formation existant dans les pays en voie de développement a augmenté l'année dernière. Il y a eu une tendance à offrir la formation des stagiaires dans des pays qui ne diffèrent pas trop de leur pays d'origine. A cet égard, il peut être intéressant de noter que les avantages de la formation à l'étranger sont de plus en plus évidents. Il est possible de mieux comprendre la structure industrielle de son propre pays et de diminuer les difficultés de plus en plus évidentes qui se posent de plus en plus dans l'arrangement de programmes de formation appropriés dans les pays industrialisés, où les candidats sont généralement bien formés.

Le répertoire est divisé en trois parties: 1. Possibilités de formation organisées et financées par UNIDO elle-même; 2. Possibilités de formation organisées par des branches industrielles et fonctions industrielles, à l'exception des stages de courte durée; 3. Possibilités de formation organisées par d'autres organisations, y compris des cours de moins de dix jours de durée. Les renseignements fournis sont soumis aux conditions habituelles d'exceptions, les cours qui font partie des programmes réguliers des universités ou d'autres institutions similaires ne sont pas inclus.

Pour obtenir de plus amples renseignements sur les stages offerts par UNIDO, les lecteurs sont recommandés de contacter directement ces institutions intéressées; leurs adresses figurent dans les rubriques correspondantes aux pages 1211 et 1212.

L'usage des moyens de formation indiqués n'est pas réservé aux titulaires de bourses des Nations Unies. Toute personne qualifiée peut demander à participer à l'un de ces stages. Les demandes de bourses des Nations Unies peuvent être adressées directement à l'Administration des Bourses des Nations Unies, 1211 Genève 14, Suisse. Cependant, dans certains cas, les nominations doivent être envoyées à l'Administration des Bourses des Nations Unies, Palais des Nations, 1211 Genève 14, Suisse.





Des renseignements sur les possibilités de formation en de nombreux domaines peuvent être obtenus auprès des secrétaires de la Commission économique et sociale pour l'Asie et le Pacifique (CESAP) et de la Commission économique pour l'Europe (CEE). Cependant, la publication annuelle de la CES intitulée "Liste des cours électives" nous spécialement à l'intention des pays en voie de développement. Les renseignements sur les possibilités de formation de niveau élevé dans l'industrie.

L'OMUDI espère pouvoir fournir des renseignements de plus en plus complets à tous ceux qui, dans les pays en voie de développement, ont des questions relatives à la formation professionnelle. Elle prépare actuellement un nouveau questionnaire en vue de la publication de la quatrième édition de ce répertoire, prévue pour l'année 1972. Par conséquent, elle se propose de fournir des renseignements en mesure de lui fournir des informations.

PREFACIO

La présente compilation de oportunidades de capacitación industrial para personal de países en desarrollo con el objeto de 1972. Las 450 anotaciones que contiene se basan en las respuestas a un cuestionario enviado por diversos gobiernos, organizaciones y otras entidades que se ocupan de la labor de capacitación.

Siempre en aumento la tendencia, ya señalada en la anterior edición, a ofrecer este tipo de servicios de capacitación no sólo en países industrializados sino también en países en desarrollo. Por muchos conceptos, resulta ventajoso formar al personal en países extranjeros que no tienen industria propia. Además, al tener el personal formado en los servicios de esta índole radicados en los países en desarrollo, se alivian en parte las dificultades que se presentan en cada vez mayores que en cada país industrializado. En algunos casos, los servicios de capacitación ya excesivamente recargados.

La compilación está dividida en tres secciones: 1) oportunidades de capacitación organizadas por el país; 2) oportunidades de capacitación ofrecidas por ramas y funciones industriales, exceptuados los cursos cortos de menos de 70 días; 3) cursos de capacitación ofrecidos por instituciones de capacitación que puedan ofrecer interés como componentes de otros programas de capacitación de más larga duración. Los servicios de capacitación ofrecidos por las universidades, para personal técnico, directivo y administrativo de alto nivel (ingeniería, ciencias exactas, ciencias sociales, etc.) y los empresarios, de los diversos campos de la industria y el desarrollo industrial. Con escasas excepciones, los servicios de capacitación ofrecidos por las universidades ordinarias de las universidades o instituciones similares.

Dado que a la OMUDI no le es posible dar más detalles sobre los cursos que ofrecen otras organizaciones, se dirige a los lectores interesados en cada anotación que se dirijan directamente a estas organizaciones, cuyas direcciones figuran junto a cada anotación.

Las oportunidades de capacitación aquí compiladas no se ofrecen sólo a los becarios de las Naciones Unidas. Cualquier persona calificada en un país en desarrollo que no haya solicitado u obtenido una beca de las Naciones Unidas, puede solicitar su admisión o ser presentada como candidato a participar en uno de los cursos ofrecidos. Las oportunidades de capacitación pueden dirigirse directamente al organizador del curso. Ahora bien, las candidaturas a becas de las Naciones Unidas deben ser presentadas por los respectivos gobiernos, por conducto del Programa de las Naciones Unidas para el Desarrollo (PNUD), al organismo de ejecución correspondiente del Sistema de las Naciones Unidas.

Puede solicitarse información sobre servicios de capacitación, en un amplio espectro de materias, a las secretarías de la Comisión Económica para América Latina y el Caribe (CEPAL) y la Comisión Económica para Europa (CEE). Sin embargo, los servicios que se ofrecen en el desarrollo industrial en su publicación anual "Selected Training Courses for Developing Countries".

Se espera que esta publicación de la OMUDI continúe su evolución, prometedora en beneficio de todos aquellos interesados en el desarrollo de la esfera industrial. Se está preparando un nuevo cuestionario para la cuarta edición, cuya publicación está prevista para finales de 1972, que comprenderá las oportunidades disponibles en 1973 y, en la medida de lo posible, en 1971. Se agradecerá la colaboración que puedan prestar todos los interesados.

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TRAINING OPPORTUNITIES OFFERED BY UNIDO

UNIDO IN-PLANT GROUP TRAINING PROGRAMMES

UNIDO organises In-Plant Group Training Programmes for Engineers and advanced technical persons from developing countries, in cooperation with host Governments as well as industries and Institutes having specialised know-how and experience in the relevant field of industry.

The objective of the Programmes, which run from two to five months, is to provide the participants, in a relatively short time, with concentrated practical experience and an opportunity to upgrade their theoretical knowledge. The Programmes are monitored by experts and are, in general, composed of four elements: the theoretical introduction; studies; actual in-plant training; and study visits. Each Programme concludes with an evaluation session during which the participants assess the value of what they have learned in the light of the conditions prevailing in their home countries.

A number of the UNIDO Programmes are listed below. Some are conducted annually, others biannually or on an ad hoc basis. They are all organized subject to the availability of funds and suitable host facilities. Most of the Programmes are organized interregionally, but some are limited to certain geographical areas.

Formal applications for participation should be submitted to UNIDO through appropriate Government channels and the UNIDO resident representative. Governments are asked to notify UNIDO as early as possible of their interest in, and possible candidates for, specific programmes.

The general requirements for admission are a degree in engineering (or equivalent), and several years of practical experience in the respective field.

Further information may be obtained from:

Industrial Training Section
United Nations Industrial Development Organization
P.O. Box 707, A-1011 Vienna, Austria

Field of study	General description	Venue	Duration	Commencing	Language
Food processing industry	New methods and techniques for food processing and preservation, organization and management of food processing industry. Quality control, packaging and storage. In-plant training in and study visits to fruit and vegetable, rice, oilseed processing and protein food manufacturing plants.	Central Food Technological Research Institute Mysore, India	3 months	June	English
Cereal processing	Modern trends in cereal (wheat and maize) processing, drying, packaging, storage, milling, milling products, manufacture of cereal, cakes and biscuits. Quality control and laboratory testing. In-plant training in bread-making, confectionery and biscuit manufacture.	Tropical Products Institute London United Kingdom	3 months	September	English
Fruit and vegetable processing	Fruit and vegetable processing technology, quality control, laboratory testing, packaging and storage. In-plant training in food and fruit processing industry and research organizations.	Tropical Products Institute London United Kingdom	3 months	July	English
Production management of mechanical industry	Modern trends of production management; machinery, iron and steel and equipment manufacturing. Case studies on production planning and control, process innovation, introduction of new equipment and electronic computers, etc. Practical training in mechanical, electrical engineering and metalworking plants.	Association for Overseas Technical Scholarship Tokyo Japan	2 1/2 months	September	English
Diesel engines	Practical know-how and experience in technological, economical and managerial aspects on the utilization, operation and maintenance, design and production of diesel engines and spare parts. In-plant training in the production plants on manufacturing of diesel engines and spare parts or on maintenance operations.	TSS-Institute Prague Czechoslovakian	3 months	April	English

Field of study	General description	Venue	Duration	Commencing	Language
Electric welding	Technology and equipment for electric fusion, resistance, welding processes, modern welding, arc power resources, welding material and structures, constructive technological designing of welded metal structures, quality control of welded material, etc. In-plant training in plants manufacturing electric welding equipment, metalworking industry as well as laboratories.	Ex. Paton Electric Welding Institute Kiev Ukrainian Soviet Socialist Republic	4 months	April	English
Metalworking industry	Planning, conceiving and supervising of the manufacturing processes of machine parts; design of jigs and fixtures, design and use of cutting tools; operation and maintenance, quality control and economic of metalworking operations, etc. Practical studies in laboratories and in-plant training in metalworking industry.	Lvivska University Lvov Union of Soviet Socialist Republics	4 months	March	English
Iron and steel industry	Theory in technological process of equipment, economic planning, management, maintenance. In-plant training in blast furnace, sintering plant, open hearth plant, rolling mills.	Zaporozh-Steel Zaporozhye Ukrainian Soviet Socialist Republic	5 months	May	English
Production management in basic chemical industry	Modern trends in production, management in chemical industry in Japan. Technological, economic and social trends in the planning and management of chemical industry with emphasis on outline of a country, production planning, introduction of new technologies, research and development, process planning and design, maintenance, anti-pollution measures, etc. In-plant training in chemical industry.	Association for Overseas Technical Scholarship Tokyo Japan	2 months	January	English
Fertilizer industry	Technology and planning of mineral fertilizer production. Raw material, present development prospects of world production of mineral fertilizers. Key processes and operations and their economic evaluation. Scientific research work on fertilizer production with in-plant training in nitrogen fertilizer or phosphate fertilizer plants.	Ministry of Chemical Industry Moscow Union of Soviet Socialist Republics	3 months	April	English
Petrochemical industry	Sources of raw material, technological processes, industrial equipment and unit operations, process control, maintenance and development prospects of petrochemical industry. In-plant training in the fields of plastics, fibres, or nitrogen fertilizers.	Joint UNID. Romania Centre Bucharest Romania	2 months	Not yet fixed	English
Plastic technology	Techno-economic aspects of plastic production, plastic fabrication technology, utilization of plastics, equipment and tool design. Problems affecting the development of plastic industry. Plant studies in Austria, visit to other countries.	Laboratorium für Kunststofftechnik Vienna Austria	2 months	September	English
Pulp and paper	Pulp and paper industry processes and modern methods and equipment related to maintenance, instrumentation, environment, plant layout, long range planning, industrial management. In-plant training in wood handling, mechanical, high yield, sulphite, sulphate pulps, newspaper, kraft paper, cardboard and coated paper plants, pulp and paper machinery, equipment manufacturing plants. Pulp and paper research and testing laboratories.	Sveriges Skogsindustrierförbund SSiP, Markaryd Sweden	1 month	March	English

Field of study	General description	Venue	Duration	Language
Shoe industry	Practical techniques in shoe, boot and leather industry. Managerial and organizational aspects of production, plant design of boot and shoe industry, scientific research in leather and leather goods, in-plant training in shoe manufacturing plants.	TIS-Institute Prague, Czechoslovakia	September	English
Textile industries	Raw materials, mechanical and chemical processing of textiles, production economic and organization, maintenance of textile machinery and environmental aspects related to textile industry. The programme will include laboratory and in-plant training in spinning, weaving, finishing or knitting.	Institut PIVAKI ul. Jozefa Chmurného 170/1, Praha 6, Czechoslovakia	September	English
Organization and managerial information	Function of industrial information in industrial development, retrieval systems and its practical application, classification systems, information systems for industry. Practical training in industrial information and documentation and study visits to specialized institutes providing information services to industry.	VASKI All-Union Institute for Scientific and Technical Information Moscow Union of Soviet Socialist Republics	September	English
Management of maintenance and repair services	Industrial maintenance organization, preventive maintenance, economic aspects of maintenance, training of maintenance personnel. In-plant training in electrical, mechanical and electro-mechanical, ship building, telecommunication and transportation industries.	Istituto Per. S. Eleonora Industriale IMI Rome, Italy	September	French or Spanish
Organization and management of maintenance systems	Maintenance organization; techniques and methods including objectives, planning, methods, control systems, spare parts and material control, used in maintenance systems; project planning and control, reliability engineering, training of maintenance personnel. In-plant training in maintenance organization, preventive maintenance planning or maintenance management control in mechanical, metallurgical and chemical industry.	Svenska Arbetsgivar-utbildningen SÄU, A-1-10471 Lidlagg, Sweden	April	English
Maintenance of industrial electronic equipment	Technical and managerial questions related to the general and specific techniques for systematic fault diagnosis of biomedical electronic equipment; i.e. fundamentals of electronics, trouble shooting in electronic equipment, maintenance testing, calibration and safety of bio-medical electronic equipment and its application, and maintenance management. In-plant training in related fields.	Hungarian Instrument Manufacturers Budapest, Hungary	January	English
Maintenance and repair of railroad equipment	Short and long term planning of workshop performance, workshop operations and program control, economic principles of maintenance and repair of rolling stock and technical and economic control. Purchasing and storage of materials and the use of computers. Practical training in railway workshops and study tours to plants manufacturing railway equipment.	Federal Railways Frankfurt and Car. Datsberg Ges. Cologne Federal Republic of Germany	August	English
Maintenance organization in manufacturing industry	General principles of maintenance organization, maintenance planning and production planning and control, maintenance economy, time estimation, organization maintenance and repair workshops. In-plant training in related workshops and plants in the manufacturing industry.	Research-Institut für Technik Heilbronn Pfalz	June	English

REQUISITIERS DE FORMATION COLLECTIVE POUR L'UNION

STATUS DE MEMBRES EN COURSE DANS L'UNION INDUSTRIELLE POUR L'UNION

L'UNION organise, en coopération avec les gouvernements des pays hôtes et avec le concours d'entreprises industrielles et d'instituts spécialisés dans les domaines considérés, des programmes de formation collective dans l'entreprise à l'intention d'ingénieurs et de techniciens supérieurs de pays en voie de développement.

Ces stages, dont la durée est de deux à cinq mois, ont pour objectif de permettre aux participants d'acquiescer, dans un laps de temps relativement court, de solides expériences pratiques et de parfaire leurs connaissances théoriques. Ils sont dirigés par des experts et comprennent en général quatre éléments, à savoir une introduction théorique, des études, une formation pratique dans des entreprises et des visites d'établissements. Chaque stage se termine par une session d'évaluation au cours de laquelle les participants font le point des avantages qu'ils ont retirés de la formation dispensée, compte tenu des conditions existantes dans leurs pays.

En fonction de ce qui précède une liste de stages de formation collective. Certains d'entre eux ont lieu chaque année, d'autres tous les deux ans, d'autres encore sont réservés à des candidats sur demande. Les candidats doivent être présentés à l'UNION par l'intermédiaire des services officiels compétents et du représentant résident de l'UNION dans les gouvernements concernés. Les conditions générales d'admission sont les suivantes : être titulaire d'un diplôme d'ingénieur ou d'un diplôme équivalent et justifier de plusieurs années d'expérience dans le domaine sur lequel porte la formation.

En plus amples renseignements sur ces stages peuvent être obtenus à l'adresse suivante : Section de la Formation Industrielle, Organisation des Nations Unies pour le Développement Industriel, 4-1011 Vienne Autriche.

En plus amples renseignements sur ces stages peuvent être obtenus à l'adresse suivante : Section de la Formation Industrielle, Organisation des Nations Unies pour le Développement Industriel, 4-1011 Vienne Autriche.

Industrie	Thèmes	Dates	Lieux
Industrie alimentaire	Techniques et techniques nouvelles de traitement et de conservation des produits alimentaires; organisation et gestion des entreprises. Contrôle de la qualité, conditionnement et emballage. Production pratique et visites d'entreprises des industries alimentaires (Fruit et légumes, riz, traitement des produits oléagineux et fabrication d'aliments protéiques).	1968	Anglais
Industrie textile	Outillage (Coton, laine); tendances modernes en matière de traitement, de séchage, de conditionnement, d'emballage, de mesure, de production de matières et fibres et de "soft finishing" de produits à base de cellulose et de fibres et de "soft finishing" et de la laine. Contrôle de la qualité et essais en laboratoire. Stage de formation dans des entreprises de la région de Gandhinagar et de Baramulla.	1968	Anglais

STATUS DE MEMBRES EN COURSE DANS L'UNION

1980-81

Traitement des fruits et légumes

Traitement des fruits et légumes, technologie, contrôle de la qualité, emballage, laboratoire, conditionnement et stockage. Formation pratique dans les entreprises et dans les laboratoires de recherche.

Section de la production dans les industries alimentaires

Techniques modernes de la gestion de la production dans les industries alimentaires, la sidérurgie et la production de biens d'équipement. Études de cas portant notamment sur la planification et le contrôle de la production, les procédés nouveaux et l'introduction de nouveaux équipements et les logiciels de gestion. Formation pratique dans les entreprises et les industries alimentaires, électromécaniques et électriques.

Moteurs Diesel

Aspects techniques, économiques et administratifs de la fabrication du moteur Diesel et de l'entretien de ce moteur Diesel; conception et fabrication de ses pièces et des pièces d'accessoires. Formation pratique dans les entreprises travaillant sur la fabrication des moteurs Diesel et les centres de recherche sur l'entretien de ces moteurs.

Industrie électrique

Technologie et outillage utilisés pour la soudure électrique par l'arc et pour la soudure par résistance et procédés de soudage; sources d'énergie produisant l'arc électrique dans les électrodes, matériaux de soudure, matière de soudure et pièces soudées. Gestion technique de la pièce en acier soude pour la construction; contrôle de la qualité des soudures, etc. Formation pratique dans les entreprises d'outillage de soudure électrique, dans les usines de transformation des métaux et dans des laboratoires.

Traité complet des métaux

Pratiquant, essouffé et supervisant des opérations de fabrication de pièces de machines; conception des détails et des montages; conception et fabrication des détails de la coupe; ajustement et entretien; contrôle de la qualité et aspects économiques des opérations de réalisation des métaux, etc. Formation pratique dans les entreprises et dans des usines de transformation des métaux.

Industrie sidérurgique

Formation théorique : technologie, équipements, planification économique, gestion, entretien. Formation pratique : usages, maintenance, installations d'aggrégats, tours Martin, laminage.

Organisation de la production dans les industries chimiques de base

Évaluation de l'organisation de la production dans les industries chimiques de base. Suivi des opérations technologiques, économiques et sociales et matière de planification et de gestion de l'industrie chimique et notamment planification générale des entreprises, planification de la production, adoption de nouvelles technologies, planification de la recherche et du développement, planification et mise au point des procédés de fabrication, entretien, lutte contre la pollution, etc. Formation pratique dans les entreprises.

Industries des engrais

Technique et planification de la production des engrais minéraux. Matières premières, perspectives de développement de la production mondiale d'engrais minéraux. Techniques de base et leur évolution, du point de vue économique. Travaux de recherche sur la fabrication des engrais et formation pratique dans des usines d'engrais azotés ou combinés.

Langue

Anglais

Anglais

Anglais

Anglais

Anglais

Anglais

Anglais

Anglais

Mois

Mars

Septembre

Avril

Avril

Mars

Mai

Janvier

Avril

Mois

Mars

2 mois

Mois

4 mois

3 mois

3 mois

2 mois

3 mois

Mois

Im.D.A. Products Institute, Londres, Angleterre.

Association des cours de langues techniques pour étrangers, Tokyo, Japon.

Centres techniques et universitaires des langues techniques pour étrangers, Tokyo, Japon.

Institut E.O. Paton de science métallurgique, Kérov, RSS d'Ukraine.

Université Lomonossou, Moscou, RSS.

Centre sidérurgique de Zagreb, République Socialiste de Yougoslavie, RSS d'Yougoslavie.

Association japonaise pour les cours de langues techniques à l'étranger, Tokyo, Japon.

Ministère de l'industrie chimique, Moscou, RSS.

Field of study	General description	Venue	Duration	Comments	Language
Industrie pétrochimique	Sources de matières premières, techniques de fabrication, équipement et fonctionnement des unités de production, contrôle des processus de fabrication, entretien, perspectives de développement de l'industrie pétrochimique. Formation pratique dans des usines de matières plastiques, de fibres synthétiques ou d'engrais azotés.	Centre comun OMI/1/Roumanie, Bucarest, Roumanie	2 mois $\frac{1}{2}$	N'est pas encore fixé	Anglais
Technologie des matières plastiques	Aspects technico-économiques de la production, du travail et de l'utilisation des matières plastiques, étude du matériel et de l'outillage. Problèmes posés par le développement de l'industrie des matières plastiques. Visites d'usines en Autriche et dans d'autres pays.	Laboratorium für Kunststofftechnik, Vienne, Autriche	2 mois	Septembre	Anglais
Industrie de la pâte à papier et du papier	Techniques de production industrielle de la pâte et du papier, techniques et matériel d'entretien, appareil de contrôle, protection de l'environnement, organisation des usines, planification à long terme, gestion industrielle. Stages dans des entreprises pour étudier les domaines suivants : traitement du bois, pâte mécanique, pâte à haut rendement, pâte au bisulfite, pâte au sulfate, papier journal, papier kraft, carton, papier couché, fabrication des machines et de l'outillage; travaux dans des laboratoires de recherche et d'essais.	Sverige Skogindustriefförbund (SSIF), Marckaryd, Suède	3 mois	Mars	Anglais
Industrie de la chaussure	Techniques de production dans l'industrie de la chaussure et dans l'industrie du cuir en général. Problèmes de gestion et d'organisation, conception des installations dans l'industrie de la chaussure, recherche scientifique dans le domaine du cuir et des articles en cuir; formation pratique dans des fabriques de chaussures.	Institut TES, Prague, Tchécoslovaquie	2 mois $\frac{1}{2}$	Septembre	Anglais
Industries textiles	Matières premières de l'industrie textile, traitement mécanique et chimique des textiles, économie et organisation de la production, entretien du matériel et protection de l'environnement. Le stage comportera une formation pratique en laboratoire et en usine dans les domaines suivants : filature, tissage, finissage, tricotage.	Institut Fizyki Włokna i Chemiczne Obróbki Włokna, Łódź, Pologne	3 mois	Septembre	Anglais
Information et documentation industrielle	Rôle de l'information dans le développement industriel, méthodes de recherche et d'extraction des données et leurs applications pratiques, méthodes de classification, systèmes d'information pour l'industrie. Formation pratique dans les domaines de l'information et de la documentation industrielles et visites d'institute spécialisés chargés de fournir des renseignements à l'industrie.	VINITI Institut d'information scientifique et technique de l'URSS, Moscou, URSS	2 mois	Septembre	Anglais
Gestion des services d'entretien et de réparations	Organisation des services d'entretien dans l'industrie. Entretien préventif, aspects économiques de l'entretien, formation du personnel des services d'entretien. Formation pratique dans des entreprises appartenant aux secteurs suivants : acier, ciment, constructions mécaniques, électromécanique, constructions navales, télécommunications et transports.	Istituto per la R. costruzioni Industriale (IRI), Rome, Italie	3 mois	Septembre	Français ou espagnol

Field of study	General description	Venue	Duration	Commencing	Language
Organisation et gestion des services d'entretien	Organisation de l'entretien; techniques et méthodes utilisées dans les services d'entretien, définition des objectifs, planification, systèmes de contrôle, approvisionnement en pièces détachées et en fournitures; planification et contrôle des projets, fiabilité, formation du personnel d'entretien. Formation pratique portant sur l'organisation et l'entretien, la planification de l'entretien préventif et le contrôle de la gestion de l'entretien dans les industries mécaniques, métallurgiques et chimiques.	Svenska Arbetsgivareförbundet, SAP, ALI-MRI, Lidingsö, Suède	3 mois	Avril	Anglais
Entretien de l'équipement électronique biomédical	Techniques générales et particulières employées pour la recherche systématique des causes de mauvais fonctionnement de l'équipement électronique et problèmes d'organisation; sections essentielles d'entretien; dépannage des équipements électroniques; médical; utilisation de cet équipement; sécurité de l'équipement biomédical; utilisation de cet équipement; organisation des services d'entretien. Formation pratique dans ces domaines.	Fabrique nationale d'instruments de mesure, Budapest, Hongrie	2 mois 1/2	Janvier	Anglais
Entretien et réparations du matériel de chemin de fer	Planification à court et à long terme du fonctionnement des ateliers, opérations en atelier et contrôle des travaux, principes économiques de base pour l'entretien et la réparation du matériel roulant, contrôle économique et technique. Achat et stockage du matériel, utilisation d'ordinateurs. Formation pratique dans des ateliers et visites d'usines de construction de matériel de chemin de fer.	Société des chemins de fer de la République fédérale d'Allemagne, Frankfurt, et Carl Duisberg Gesellschaft, Cologne	2 mois 1/2	Août	Anglais
Organisation de l'entretien dans l'industrie du bois	Principes généraux de l'organisation de l'entretien, planification de l'entretien et planification et contrôle de la production, aspects économiques de l'entretien, évaluation des temps, organisation des ateliers d'entretien et de réparations. Formation pratique dans des ateliers et des usines appartenant au secteur de l'industrie du bois.	Rastor-Instituuti, Helsinki, Finlande	2 mois 1/2	Juin	Anglais
Techniques des systèmes de gestion industrielle intégrée	Gestion industrielle et plus particulièrement ordonnancement de la production, gestion commerciale et financière et contrôle de gestion. Planification, contrôle, organisation et coordination dans l'industrie. Formation pratique dans des entreprises appartenant aux secteurs suivants: industrie sidérurgique, industrie du ciment, industrie mécanique et électromécanique, construction navale, industrie alimentaire, télécommunications, transports.	Istituto per la Ricostruzione Industriale (IRI), Rome, Italie	3 mois 1/2	Mars	Anglais, français ou espagnol
Coopératives industrielles	Organisation des entreprises sous forme de coopératives industrielles, gestion et aspects économiques, création et intégration de coopératives industrielles. Formation pratique dans des coopératives industrielles appartenant aux secteurs suivants: cuir, habillement, meuble, articles de sport et fabrication manuelle d'articles en verre soufflé.	Union centrale polonaise des coopératives ouvrières de production, Varsovie, Pologne	3 mois 1/2	Juillet	Anglais ou espagnol
Organisation des systèmes de normalisation dans les industries manufacturières	Principes de base de la normalisation, métrologie, contrôle de la qualité, aspects économiques de la normalisation, organisation et gestion des services de normalisation dans les pays en voie de développement. Normalisation dans les industries mécaniques, les industries légères, les industries alimentaires, les industries métallurgiques, etc. Formation pratique dans des laboratoires, des organismes de normalisation et des entreprises industrielles. Visite de diverses usines et institutions.	Institut de normalisation de Moscou, URSS	4 mois	Mars	Anglais

Field of study	General description	Venue	Duration	Commencing	Language
Contrôle de la qualité	Principes de base du contrôle de la qualité, inspection, méthodes statistiques, métrologie, organisation du contrôle de la qualité, spécifications qualitatives; planification de la fabrication en vue de la qualité, aspects économiques de la qualité, motivations, etc. Formation pratique dans l'industrie portant sur certains aspects du contrôle de la qualité.	ALI-RATI Lidingö, Suède Svenska Arbetstagar- Föreningen SÄP	2 mois		Anglais

OPORTUNIDADES DE CAPACITACION OFRECIDAS POR LA ONUDI

PROGRAMAS DE CAPACITACION COLECTIVA EN EL TRABAJO ORGANIZADOS POR LA ONUDI

La ONUDI, con la colaboración de diversos gobiernos europeos, así como de universidades e institutos poseedores de la experiencia y los conocimientos especializados aplicables en cada caso, organiza programas de capacitación colectiva en el trabajo, destinados a ingenieros y personal técnico superior de países en desarrollo.

El objetivo de tales programas, que tienen una duración de dos a cinco meses, consiste en dar a los participantes, en un espacio de tiempo relativamente corto, la posibilidad de adquirir experiencia práctica en régimen de trabajo intenso y de ampliar sus conocimientos teóricos. Los programas son supervisados por expertos y, en general, constan de cuatro elementos: una introducción teórica; los estudios; la capacitación misma en el trabajo; y visitas de estudio. Cada programa termina con una sesión de evaluación, en la cual los participantes examinan la utilidad de lo que han aprendido, a la luz de las circunstancias existentes en sus respectivos países.

En el cuadro que figura más adelante se da una lista de programas de capacitación colectiva en el trabajo organizados por la ONUDI. Algunos se realizan anualmente, otros, cada dos años, o según convenga. La organización de estos programas está sujeta en cada caso a la disponibilidad de los recursos financieros necesarios, así como a determinadas zonas geográficas.

Las solicitudes oficiales de participación deben presentarse a la ONUDI a través de los conductos gubernamentales apropiados o por medio del Representante Residente del Programa de las Naciones Unidas para el Desarrollo. Se ruega a los gobiernos que notifiquen a la ONUDI, lo antes posible, su interés por determinados programas y le den a conocer los candidatos que desean presentar para los mismos.

Los requisitos generales de admisión son un diploma en Ingeniería (o su equivalente) y varios años de experiencia práctica en la esfera respectiva. Puede obtenerse mayor información sobre estos programas escribiendo a: Sección de Capacitación Industrial

Organización de las Naciones Unidas para el Desarrollo Industrial
P.O. Box 707, A-1011 Viena (Austria)

Field of study	General description	Venue	Duration	Commencing	Language
Industria de elaboración de alimentos	Nuevos métodos y técnicas de elaboración y preservación de alimentos, y de organización y administración de industrias de elaboración de alimentos. Control de calidad, envasado y almacenamiento. Curso de capacitación en el trabajo y visitas de estudio a plantas de elaboración de frutas, hortalizas y legumbres; arroz; semillas oleaginosas; y alimentos proteínicos.	Instituto Central de Investigaciones Tecnológicas en materia de Alimentos Mysore (India)	3 meses	Junio	Inglés
Elaboración de cereales	Tendencias modernas en la elaboración de cereales (trigo y maíz); secado, envasado, almacenamiento, molienda, productos de la molienda, elaboración de cereales para desayuno, pasteles y galletas. Control de calidad y ensayos de laboratorio. Capacitación en el trabajo en materia de producción y producción de confituras y galletas.	Tropical Products Institute, Londres (Reino Unido)	3 meses	Septiembre	Inglés
Elaboración de frutas, legumbres y hortalizas	Tecnología de elaboración de frutas, legumbres y hortalizas. Control de calidad, ensayos de laboratorio, envasado y almacenamiento. Capacitación en el trabajo en industrias de elaboración de alimentos y frutas y en organizaciones de investigación.	Tropical Products Institute, Londres (Reino Unido)	3 meses	Julio	Inglés
Gestión de la producción en las industrias mecánicas	Tendencias modernas de gestión de la producción; manufactura de maquinaria, hierro y acero y equipo. Estudios de casos concretos en materia de planificación y control de la producción, introducción de innovaciones en los procesos, utilización de equipo nuevo y de computadoras electrónicas, etc. Capacitación práctica en talleres mecánicos, electrónica eléctrica y de transformación de metales.	Association for Overseas Technical Scholarship, Tokio (Japón)	2 1/2 meses	Septiembre	Inglés

Field of study	General description	Venue	Duration	Comments	Language
Motors diesel	Conocimientos prácticos y experiencia en los aspectos técnicos, económicos y de gestión de la utilización, el funcionamiento, el mantenimiento, el diseño y la producción de motores diesel y piezas de recambio. Capacitación en el trabajo en fabricación de motores diesel y piezas de recambio o en operaciones de mantenimiento.	Instituto TES, Praga (Checoslovaquia)	3 meses	Abril	Inglés
Soldadura eléctrica	Tecnología y equipo de soldadura eléctrica, resistencia, procesos de soldadura, soldadura moderna, fuentes de energía para soldadura por arco, materiales y estructuras para soldar, diseño tecnológico racional de estructuras de metal soldado, control de calidad del material soldado, etc. Capacitación en el trabajo en fábricas de equipo para soldadura eléctrica, en plantas de transformación de metales y en laboratorios.	Instituto de Soldadura Eléctrica S.O. Paton, Kiev (Ucrania)	4 meses	Abril	Inglés
Industria de transformación de metales	Planificación, ejecución y supervisión de procesos para fabricar partes de máquinas; diseño de matrices y plantillas, diseño y utilización de herramientas de corte; funcionamiento y mantenimiento, control de calidad y aspectos económicos de las operaciones de transformación de metales, etc. Estudios prácticos en laboratorios y capacitación en el trabajo en industrias de transformación de metales.	Universidad Lumumba, Moscú (URSS)	4 meses	Marzo	Inglés
Industria del hierro y el acero	Estudios teóricos en elaboración, tecnología de equipo, planificación económica, gestión, mantenimiento. Capacitación en el trabajo en materia de altos hornos, plantas de aglomeración, hornos de sopletería y trenes de laminación.	Zaporo-Steel Zaporozhye, (Ucrania)	5 meses	Mayo	Inglés
Gestión de la producción en las industrias de productos químicos básicos	Tendencias modernas en la gestión de la producción en las industrias de productos químicos del Japón. Tendencias tecnológicas, económicas y sociales en materia de planificación y gestión de la industria de productos químicos, en especial, plan de una empresa, planificación de la producción, introducción de nuevas tecnologías, investigación y desarrollo, planificación y proyección técnica de procesos, mantenimiento, medidas contra la contaminación, etc. Capacitación en el trabajo en la industria de productos químicos.	Association for Overseas Technical Scholarship, Tokyo (Japón)	2 meses	Enero	Inglés
Industria de los fertilizantes	Tecnología y planificación de la producción de fertilizantes minerales. Materias primas, perspectivas de desarrollo de la producción mundial de fertilizantes minerales. Procesos y operaciones principales y su evaluación económica. Trabajos de investigación científica en materia de producción de fertilizantes, y capacitación en el trabajo en plantas de fertilizantes nitrogenados o de fertilizantes fosfatados.	Ministerio de la Industria Química, Moscú (URSS)	3 meses	Abril	Inglés
Industria petroquímica	Fuentes de materias primas, procesos tecnológicos, equipo industrial y funcionamiento, control de procesos, mantenimiento y perspectivas de desarrollo de la industria petroquímica. Capacitación en el trabajo en la esfera de los plásticos, las fibras o los fertilizantes nitrogenados.	Centro Conjunto OMUDI/Rumania, Bucarest (Rumania)	2 meses	No establecida todavía	Inglés
Tecnología de los plásticos	Aspectos técnico-económicos de la producción de plásticos, tecnología de fabricación de plásticos, utilización de plásticos, proyección técnica de equipo y herramientas. Problemas que afectan al desarrollo de la industria de los plásticos. Estudios en fábricas de Austria y visitas a otros países.	Laboratorium für Kunststoffechnik Viena (Austria)	2 meses	Septiembre	Inglés

Field of study	General description	Venue	Duration	Commencing	Language
Cellulosa y papel	Procesos y métodos modernos que se utilizan en la industria de la celulosa y el papel, equipo de mantenimiento, instrucción, medio ambiente, distribución de las instalaciones, planificación a largo plazo y gestión industrial. Capacitación en el trabajo en materia de manutención de maderas, pulpas mecánicas, de alto rendimiento, al sulfuro y al sulfato, papel para periódicos, papel kraft, fábricas de cartón y de papel cuché, maquinaria para la celulosa y el papel, fábricas de maquinaria, investigación y ensayos de laboratorio.	Svea-fes Skogsindustriens förbund (SSIF), Markaryd (Suecia)	3 meses	Marzo	Inglés
Industria del calzado	Técnicas de producción de zapatos, botas y artículos de cuero. Aspectos de gestión y organización de la producción, proyección técnica de fábricas de botas y zapatos, investigaciones científicas en materia de cuero y artículos de cuero, capacitación práctica en el trabajo en fábricas de calzado.	Institute TES, Praga (Checoslovaquia)	2 1/2 meses	Septiembre	Inglés
Industria textil	Materias primas, elaboración mecánica y química de textiles, economía y organización de la producción, mantenimiento de la maquinaria textil, el medio ambiente en relación con la industria textil. El programa incluirá capacitación, en laboratorios y en fábricas, en materia de hilado, tejido, acabado y tejido de punto.	Instytut Fizyki Wloknna i Chemiczne Otrocki, Wloknna, Lodz (Polonia)	3 meses	Septiembre	Inglés
Documentación e información industrial	Función que corresponde a la información industrial en la industrialización, sistemas de recuperación de datos y su aplicación práctica, sistemas de clasificación, sistemas de información para la industria. Capacitación práctica en información industrial y documentación y visitas de estudio a institutos que se especializan en proporcionar servicios de información a la industria.	VIMI Instituto Soviético de Información Científica y Técnica, Moscu (URSS)	3 meses	Septiembre	Inglés
Gestión de servicios de mantenimiento y reparación	Organización del mantenimiento industrial, mantenimiento preventivo, aspectos económicos del mantenimiento, capacitación de personal de mantenimiento. Capacitación en el trabajo en industrias del acero, el cemento, mecánicas y electromecánicas, de construcción de barcos, de telecomunicaciones y de transporte.	Instituto per la Ricostruzione Industriale (IRI) Roma (Italia)	3 meses	Septiembre	Español y francés
Organización y gestión de sistemas de mantenimiento	Organización de sistemas de mantenimiento; técnicas y métodos incluso objetivos, planificación, métodos, sistemas de control, piezas de recambio y control de los materiales utilizados en los servicios de mantenimiento; planificación y supervisión de proyectos, mecánica de confiabilidad, capacitación de personal de mantenimiento. Capacitación en el trabajo en materia de organización de sistemas de mantenimiento, o en planificación del mantenimiento preventivo o en control de la gestión del mantenimiento en las industrias mecánicas, metalúrgicas y de productos químicos.	Svenska Arbetsgivar- föreningen, SAF, ALL-RATI Lidingö (Suecia)	3 meses	Abril	Inglés
Mantenimiento de equipo electrónico biomédico	Aspectos técnicos y de gestión relacionados con los procedimientos generales y específicos para la diagnosis sistemática de fallas en el equipo electrónico biomédico; por ejemplo, principios fundamentales de electrónica, reparaciones de emergencia en el equipo electrónico, comprobación de la eficacia del mantenimiento, calibración y seguridad del equipo electrónico biomédico y de su utilización, gestión del mantenimiento. Capacitación en el trabajo en esferas pertinentes.	Fabricantes de Instrumentos de Hungría, Budapest (Hungría)	2 1/4 meses	Enero	Inglés

Field of study	General description	Venes	Duration	Commencing	Language
Mantenimiento y reparación de material ferroviario	Planificación a corto y largo plazo de las actividades del taller, funcionamiento del taller y vigilancia de los progresos, principios económicos del mantenimiento y la reparación de material rodante, control técnico y económico. Adquisición y almacenamiento de materiales y empleo de computadores. Capacitación práctica en talleres ferroviarios y giras de estudios a fábricas de material rodante.	Ferrocarriles Nacionales, Frankfurt, y Carl Duisberg Ges., Colonia (República Federal de Alemania)	2½ meses	Agosto	Inglés
Organización del mantenimiento en la industria de elaboración de la madera	Principios generales de la organización del mantenimiento, planificación del mantenimiento y planificación y control de la producción, economía del mantenimiento, cálculo del tiempo, organización de talleres de mantenimiento y reparación. Capacitación práctica en talleres y plantas de elaboración de la madera.	Rastor-Instituutti Helsinki (Finlandia)	3½ meses	Junio	Inglés
Técnicos y sistemas integrados de gestión industrial	La gestión industrial con especial referencia a la gestión de la producción, la gestión de la comercialización y la financiación, el control de la gestión. Planificación industrial, control, organización y coordinación del proceso de gestión. Capacitación en el trabajo en las industrias del acero, el cemento, mecánicas y electro-mecánicas, de fabricación de barcos, de elaboración de alimentos, de telecomunicaciones y de transporte.	Instituto per la Ricostruzione Industriale (IRI), Roma (Italia)	3½ meses	Marzo	Español, francés e inglés
Cooperativas industriales	La organización de empresas como cooperativas industriales y su administración; formación e integración económica de cooperativas industriales. Capacitación en el trabajo en cooperativas industriales de las industrias del cuero, la vestimenta, los muebles, los artículos para deporte y los artículos de cristal soplado.	Unión Central Polaca de Cooperativas Sindicales de Producción, Varsovia (Polonia)	3½ meses	Julio	Español e inglés
Organización de sistemas de normalización en industrias manufactureras	Principios básicos de normalización, metrología, teoría de la calidad, economía de la normalización, organización y gestión de servicios de normalización en países en desarrollo. La normalización en la ingeniería, las industrias ligeras, las industrias de los alimentos, metalúrgicas, etc. Trabajos prácticos en laboratorios. Institutos de normalización y fábricas. Visitas de estudios a diversas fábricas e instituciones.	Gosstandart USSR Moscú (URSS)	4 meses	Marzo	Inglés
Control de calidad	Conceptos básicos del control de calidad, inspección, métodos estadísticos de control de calidad, metrología, elaboración de normas de control de calidad, fabricación, planificación de la calidad, economía de la calidad, medición de la calidad, etc. Capacitación práctica, en fábricas, en determinados aspectos de la calidad.	ALI-RAT Svenska Arbetsg-varenföreningen (S.A.F.) Lidingsö (Suecia)	3 meses		Inglés

**TRAINING OPPORTUNITIES OFFERED BY INSTITUTIONS OTHER THAN UNIDO (BRANCH ORIENTED)
 POSSIBILITES DE FORMATION OFFERTES PAR DES INSTITUTIONS AUTRES QUE L'ONUDI (POUR DES SECTEURS INDUSTRIELS)
 OPORTUNIDADES DE CAPACITACION OFRECIDAS POR INSTITUCIONES DISTINTAS DE LA ONUDI (POR RAMAS INDUSTRIALES)**

BUILDING MATERIALS INDUSTRIES

Course or Branch	General description	Organizer / Venue	Commencing date; Duration	Qualifications; Language requirements	Last date for receipt of applications	Fee
Marble industry	Technology of materials. Marble working and different uses. Practical work in marble and stone quarries. Marble and stone application in the building industry.	National Professional Institute for the Marble Industry, Carrara, Italy	September 7 months	Students interested in acquiring the basic techniques of marble manufacturing. Italian. Other methods Italian titles included in course.	July	To be arranged
Cement and cement products testing	Cement testing; cement products evaluation.	National Industrial Standards Research Institute, 196, Dong Song Dong Chongno-Ku, Seoul Republic of Korea	To be arranged	College graduate with major in ceramic engineering, chemical engineering or chemistry. English.	-	To be arranged
Whiteware	Manufacture, testing and analysis of ceramic-ware.	(National Industrial Standards Research Institute and) Masan Ceramic-Whiteware Research Institute, P.O. Box 17 Masan, Republic of Korea	To be arranged	B.Sc. English	-	To be arranged
Technology of los procesos cerámicos	Temas: Las materias primas cerámicas; cálculo de pastas cerámicas; preparación de pastas cerámicas; técnica de los procesos de moldeo; secado y ecado; cálculo de vidriados cerámicos; preparación y aplicación de vidriados; cocción de productos cerámicos; propiedades de los productos cerámicos; ensayos; propiedades de los vidriados, ensayos; defectos de fabricación; clasificación de los productos cerámicos. Trabajos prácticos: Moldeo, aplicación de vidriados; preparación y realización de un programa de reacción de fusión, sinterización, de dilatación; resistencia al choque térmico; resistencia a la corrosión; ensayo de difusividad térmica; ensayo de difusividad eléctrica; conductividad térmica; propiedades de los productos cerámicos; criterios sobre selección de las materias primas; separación, molienda y moldeo de las materias primas cerámicas; el moldeo en seco; plasticidad y moldeo en estado plástico; colaje y voldeo de escayola; técnicas especiales de moldeo; secado y cocción; influencia de la atmósfera en la cocción cerámica; el acabado superficial de los productos cerámicos; factores que afectan la reactividad de los sólidos; clasificación de las reacciones en estado sólido; defectos reactivos; materiales cerámicos especiales. Trabajos prácticos: Difusión del agua a través de una masa arcillosa; plasticidad de masas cerámicas; isotropía de las propiedades mecánicas; sinterización de compactos prensados; sinterización de compactos prensados; nucleación y crecimiento de cristales por fusión de sólidos.	Instituto de Cerámica y Vidrio, Carretera de Valencia, Km.24,300 Arganda del Rey (Madrid) España	1º febrero 4 semanas	Ser titulado de grado medio, de Grad. Superior o equivalentes. Español	1 febrero 10,000 ptas.	
Temas de los procesos cerámicos	Temas: Visión estructural de los productos cerámicos; criterios sobre selección de las materias primas; separación, molienda y moldeo de las materias primas cerámicas; el moldeo en seco; plasticidad y moldeo en estado plástico; colaje y voldeo de escayola; técnicas especiales de moldeo; secado y cocción; influencia de la atmósfera en la cocción cerámica; el acabado superficial de los productos cerámicos; factores que afectan la reactividad de los sólidos; clasificación de las reacciones en estado sólido; defectos reactivos; materiales cerámicos especiales. Trabajos prácticos: Difusión del agua a través de una masa arcillosa; plasticidad de masas cerámicas; isotropía de las propiedades mecánicas; sinterización de compactos prensados; sinterización de compactos prensados; nucleación y crecimiento de cristales por fusión de sólidos.	Instituto de Cerámica y Vidrio, Carretera de Valencia, Km.24,300 Arganda del Rey (Madrid) España	14 enero 4 semanas	Ser titulado de grado medio, de Grad. Superior o equivalentes. Español	1 enero 10,000 ptas.	
Ceramics - heavy clays and refractories technology	Course covers the requirements of trainees of mature age and overseas students who can only attend for a limited period. The broad outlines of manufacture, properties and uses of refractory and building materials are covered. Subjects include: Practical ceramics; Structural materials; Technical drawing; Heavy clayware; Ceramic science (theory, production and practical). The pilot plant, in which students spend a lot of time, is equipped with modern industrial equipment.	North Staffordshire Polytechnic Stoke-on-Trent North Staffshire United Kingdom	September 6 months	Equivalent and an interest in Ceramics as a career. English	January	£

CHEMICAL INDUSTRIES

Course or Studies
 Plastics technology -
 Plastics testing

General description

Development of the plastics industry; introductory to plastic materials and their structures; testing according to standards (DIN, ASTM); testing of industrial plastic articles (building elements); polyurethane, PVC.

Plastics technology

Theory: Techno-economic aspects of polymer production, plastics chemical and mechanical technology, plastics mechanical engineering, testing, control engineering.
 Practice: Compounding, extrusion, machining and forming, finishing, compression moulding, testing, computation engineering, control techniques, foaming, injection moulding, moulding reinforced plastics, mould design.

Plastics technology

The advanced training will be held as a consecutive training course at the "Süddeutscher Kunststoff-Zentrum" (Plastic Industry Promotion Centre), Würzburg. Ten months theoretical and practical instruction, including an industrial training period with firms in the fields of plastics manufacture and processing as well as study visits to trade fairs and firms.

Laboratorista industrial

Química general; Laboratorio I: propiedades físicas; Matemáticas aplicadas (3 partes); Elementos y práctica de dibujo industrial aplicado; Química inorgánica elemental; Laboratorio II: estructura química de la materia; Procesos industriales; Química orgánica elemental; Control estadístico de calidad; El Laboratorio y la producción; Laboratorio de los procesos industriales; Inglés técnico-industrial.

Chemical analysis

Basic theory of chemical analysis; modern methods and equipment for chemical analysis; practice of chemical analysis of particular industrial material.

Petroleum development

Petroleum geology; oil-well drilling; refinery practice; distribution, transport and marketing (including pipeline operation and control); organization and management.

Hydrocarbons

General: History and methodology of science. New techniques of production and inspection: Cybernetics, automation, operative analyses, operational control. Technical aids in modern industry: mechanographic and electronic apparatus; mechanization of accounting. Italian and comparative law covering hydrocarbons and power. Health problems of the industry.
 (Cont'd)

Organizer, Venue

Chemisches Forschungsinstitut der Wirtschaft Österreichs
 Untere Viaduktgasse 15
 1030 Vienna, Austria

Laboratorium für Kunststofftechnik LKT-TGM
 Gesellschaft zur Förderung der Kunststofftechnik
 Severtingasse 7
 A-1000 Vienna, Austria

Carl Lubsberg-Gesellschaft, Scheinaufening 32-32
 5 Köln 1, Federal Republic of Germany (in co-operation with Plastics Industry Promotion Centre, Würzburg)

Subdivisión de Carreras Técnicas Cortas de la División de Capacitación de Ejecutivos y Mandos Medios del Instituto Técnico de Capacitación y Productividad, INTECAP
 12 calle 4-17, Zona 1 Guatemala City, Guatemala

Indonesia Chemical Research Institute, Dr. H. Juanda Bogor, Indonesia (in co-operation with Japanese firms).

National Iranian Oil Company (NIOC)
 Tehran, Iran

Scuola di Studi Superiori sugli Idrocarburi S. Donato Milanese 20097 Milano, Italy

Commencing date

To be arranged
 From 3 days to 4 weeks

September 1975 and 1976
 9 weeks

To be arranged
 15 months (including 1 month orientation and 4 months language course).

febrero 1975 y 1976
 9 meses

To be arranged
 3 months

To be arranged
 3 to 6 months

October 1975

Qualifications; Language requirements

Degree in chemical engineering or managerial experience in plastics industry. English, German or French.

Master's degree and 2 years experience in plastics technology. English.

Certificate of attendance at a school with at least 10 progressive classes and completed professional education corresponding or equivalent to the standing of a German state examined technician in the fields of plastic, metal or wood technology; at least 12 months practical experience in the technical fields of the plastics, metal or woodworking industry.

Título de bachiller en ciencias y letras similar con 2 años de experiencia en industria, profesional y 5 años de experiencia en industria. Español.

Chemists, research workers in laboratories. English

Degree in engineering English

University degree Italian or English

Last date for receipt of applications

March 1975 and 1976

To be arranged

Q.40,000

To be arranged

To be arranged

To be arranged

CHEMICAL INDUSTRIES (Cont'd)

Course or Study	General description	Organizer, Venue	Commencing date; Duration	Qualifications; Language; Requirements	Last date for receipt of applications	Fee
2nd Training programme on the production and application of synthetic fibres	Lectures, practical classes, plant visits and in-plant training	UNIDO in co-operation with the Austrian Government (courses conducted by HShere Bundes-Lehr- und Versuchsanstalt für Textil-industrie; UNIDO, P.O. Box 107 A-1011, Vienna, Austria	October 1966 Approx. 4 weeks	The candidates should be engineers, scientists or technologists, with a degree, diploma or equivalent and with at least 7 years of practical experience. They should occupy responsible managerial positions. Their work in industry or Government organizations must be directly concerned with the production planning and development of synthetic fibre. English	July 1966	-

ELECTRICAL AND ELECTRONIC INDUSTRIES

Application des réalisations françaises en matière de production et d'applications des radiolésions ainsi que de montrer l'utilisation des techniques d'irradiation appliquées à l'usage industriel.	Cette session a pour objet de faire connaître les réalisations françaises en matière de production et d'applications des radiolésions ainsi que de montrer l'utilisation des techniques d'irradiation appliquées à l'usage industriel.	ACTIN 64 rue Pierre Charron Paris 8 ^e France	Mars 1 mois	Ingénieur Français	-	-
Manufacture of heavy electrical equipment	Training can be given for fitting a trainee into any of three functions (manufacturing, designing or selling) of any of the following heavy electrical products: high voltage switchgear; power capacitors; large power transformers; industrial motors of the range of 5,000 kW; railway traction motors; water turbines and hydro-electric generators.	Bharat Heavy Electricals Ltd. Bhopal, India	July/August 2 years	Degree in electrical or mechanical engineering. English.	June	Rs. 200 per month.
Maintenance and repair of electronic/electrical instruments and measuring equipments	The programme will be divided into both a theoretical and a practical part. The theoretical training will emphasize the questions of logical fault tracing; the practical training will introduce fault tracing routing and the participants will be trained in the practical application of measuring appliances. The practical training will be carried out in laboratory and workshop in the field of electronic, electrical instruments and measuring instruments. The practical training programme will cover the following fields: fault tracing, measurement on faultless and malfunctioning instruments, repair and calibration.	National Institute for Documentation (IN- Kompleks B.I.P.I. Jalan Sangkurang Bandung, Indonesia	1 June 1966 and 1967 12 months	Technical high school graduates with at least 1 year of experience in subject. English or Indonesian	April 1966 and 1967	US\$1,000 excluding board and lodging
Industrial electronic control systems technology	Training methodology as it can be applied to the teaching of industrial electronics in developing countries. Electronics in industry as it concerns the control of machines in situations where human intervention either is not fast enough, or cannot make measurements or perform operations with an acceptable accuracy, or where electronic components are more reliable than the traditional electro-mechanical elements. Management techniques as these will assist instructors, institutional and in-plant supervisors and technical school teachers in their own supervisory practice and their own work and project completion.	International Centre for Advanced Technical and Vocational Training Corso Italia d'Italia, 14 Turin, Italy	To be arranged 12 weeks	4 calendar training Centre instructors, in-plant training instructors, technical school teachers, technical school supervisors for design and maintenance training At workshops: 1. Administrators, training centres, technical schools and institutions, with training duties in industrial electronics and at least 3 years experience in the field. Age: 25-45. English.	-	To be discussed

RESEARCH AND EDUCATION INSTITUTES (Cont'd)

Country	Institution	Address	Type of Institute	Description	Ref.
France	Centre National de Recherches Scientifiques	Institut Electrotechnique Muséum de l'Industrie Paris, France	Research	Research in electrical engineering, electronics, and related fields.	-
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RESEARCH AND EDUCATION INSTITUTES

The purpose of the course is to give the necessary knowledge and practical experience to the participants in the field of technological preparation of production with machines tools equipped with plug-board sequence program controlled systems; the participants will attend classroom lectures and will have "hands-on" practical training with programs controlled machine tools available in the Center's control laboratory.

Exchanges de la solidarité. Solidaires. Proceedings de los métodos operativos de soldadura a gas, eléctricos, métodos especiales. Control y métodos de inspección de soldaduras con sensores, radiografía, ultrasonidos, magnetoscopia, etc.

Prácticas de los métodos operativos de soldadura.

PROCESSES CONCERNING SUGAR

Country	Specialization	Organization	Address	Director	Start Date	Duration	Language	Notes
France	Le froid (a) sous l'aspect microbiologique, (b) sous l'aspect thermique. Ventes des entropies frigorifiques. Problèmes de conservation des produits laitiers, etc.	Association Belge de Froid Rue de Brabant 24 1000 Bruxelles, Belgique	Dr. J. L. Lelieur	15 Juillet 1957	4 semaines	French	Ingénieur civil. Diplômé en chimie agricole. Spécialiste en réfrigération, problèmes microbiologiques, etc.	À discuter
France	Recherche des procédés les plus récents en matière de technologies laitières et de matériel de laiterie française.	ACTIV 64 rue Pierre Charron Paris 8 ^e , France	Dr. Pierre Charron	Février 1957	1 mois	French	Spécialiste des industries agricoles et vétérinaires françaises	15.000 ptas
Belgium	Aratomy and physiology of beet. Agronomy of beet. Experimental agriculture and mechanization. Agricultural chemistry. Processing control. Fermentation. Sugar chemistry. Physico-chemical measurements in sugar factory. Diffusion. Preparation of sugar juices. Milling. Industrial microbiology. Sugar production technology. Sugar refining. Distillation. Concentration and vapour economy.	Possessieus Serafinus Gevaert University of Fribourg Via Sordani 24 4400 Fribourg, S.A.	Possessieus Serafinus Gevaert	February 1957	1 month	French	Degree in chemistry of engineering in agricultural industry	15.000 ptas
Belgium	Agricultural engineering, sugar cane production, sugar technology, process control, engineering design, industrial management.	University of Mauritius Port Louis Mauritius	Dr. J. L. Lelieur	February 1957	1 month	French	Professional qualification in sugar industry. English	To be arranged
Belgium	Basic processing of meat and meat products: chilling, freezing, thawing, canning, smoking, sterilization and packaging. Preparation of meat products.	Central Institute for Nutrition and Food Research T.M. Utrechtseweg 40, Zeist the Netherlands	Dr. J. L. Lelieur	February 1957	1 month	French	Higher professional qualification in food technology and some years of experience. English, German, Dutch	15.000 ptas
Belgium	Basic processing of fats and oils. Like degumming, refining, bleaching, hydrogenation, deodorization, winterization, fractionation, interesterification. Production of margarine and modified margarines.	Central Institute for Nutrition and Food Research T.M. Utrechtseweg 40, Zeist the Netherlands	Dr. J. L. Lelieur	February 1957	1 month	French	Higher professional qualification in food technology and some years of experience. English, German, Dutch	15.000 ptas
Spain	Puedimentos químicos y biológicos de la tecnología de alimentos; Ingeniería de los procesos de conservación de alimentos; Control analítico y de calidad en las industrias de alimentos; Control microbiológico e higiénico en las industrias de alimentos; Tecnología específica de las conservas de los zumos de frutas y de los alimentos deshidratados.	Instituto de Agroquímica y Tecnología de Alimentos Jaime Roig Valencia, España	Dr. J. L. Lelieur	February 1957	1 month	French	Titul. superior expedido por una Universidad Española	15.000 ptas
Spain	Características generales de las grasas, análisis de las materias grasas, extracción del aceite de oliva, extracción de aceites de semillas y de orujo de aceitunas, transformaciones de grasas comestibles y de grasas industriales.	Institut de la Grasa y sus Derivados Avenida P. García Tejero, 4 Sevilla, España	Dr. J. L. Lelieur	November 1957	4 meses	Spanish	Está en posesión de un título universitario de escuela técnica superior. Español	15.000 ptas

FOOD PROCESSING INDUSTRIES (Cont'd)

Course or Service	Course description	Organizer; Venue	Commencing Date; Duration	Qualifications; Language Requirements	Last date for receipt of applications	Fee
Meat industry technology and management	Slaughterhouse, cutting, packing plant, sausage factory, casing, central kitchen, transportation, engineering and technology; administration and management.	Kristianstad-Blekinge Slaughterfrenching Box 508 S 291 2 ^a Kristianstad Sweden	Commencing any time during the year. To be arranged	Basic education in engineering, technical, chemistry and microbiology. Practice in meat plant operations. English or German	-	1,000 Sw. Cr. per month
Sugar beet technology	Any and all subjects relating to sugar beet technology.	Sugar Research Institute Erizesgut, Ankara Turkey	As convenient. To be arranged	Chemists, or Agricultural and Mechanical Engineers English, French, German or Turkish	-	None
Science of technical varieties	Course générale (minéralogie, physico-chimie, etc.); démonstration de laboratoires fusion, viscosité, dilatation, etc.); visites d'usines et laboratoires; cours spécialisés (travail de verre chaud, de verre froid, trempé, etc.); calculs pratiques; séminaires.	Ecole supérieure de verre Charleroi Belgique	11 OCTOBRE 3 mois	Ingenieurs, docteurs ou licenciés en sciences en fonction dans l'industrie ou verre ou qui s'y destinent. Français et anglais	1 OCTOBRE	30,000 francs belges
Glassblowing	The training consists of both theory and practical on-the-job training. The theoretical part covers: basic chemistry and physics, glass materials, electrical, construction of glass instruments, modern techniques in glassblowing. The practical part starts from the beginning, leading to a level adequate for making, servicing and maintenance of various glass instruments.	National Institute for Instrumentation LIN Kompleks III, P. I. Jalan Saangkurang Bandung, Indonesia	January and February 2 months	At least graduate (post-graduate) diploma, and preferably from senior high school or technical school. English or Indonesian	April 1971 and 1972	US\$1,200 including board and lodging.
Optical lens grinding, fitting and glazing	Theoretical and practical lens grinding; prism, dioptrics, prescription, fitting and glazing; general mathematics algebra, trigonometry, geometry; vector analysis composition and decomposition; geometrical optics, wave optics, high vacuum coating, anti-reflection system.	Organization for Social Industry Service and Industrial Extension, Ave. Arvenens, P.O. Box 2002 Tezcan, Iran	March and April 2 to 3 months	Secondary school diploma with 5 months of advanced technical training in Paris or England	3 months in advance	About 1500
Optics	All branches of optical science.	National Institute of Physics, Padua, Italy	1 October November 2 months	High school graduates Italian	October	1,000,000 Italian Lira
Resado vidrio y tecnología del vidrio	Temas: Historia del vidrio; el estado vítreo, refinición de vidrio; cristalización del vidrio; teorías nuevas de la estructura del vidrio; estado de algunos vidrios especiales; teorías y composiciones especiales para la fabricación de vidrios; el proceso de fusión del vidrio; añeado; materiales refractarios para la industria del vidrio; procesos de devitrificación; defectos de los vidrios; coloración de los vidrios; especificación del vidrio; el empaquetamiento del vidrio; análisis químico de vidrios. Trabajos prácticos: Determinación del coeficiente de refracción térmica; del punto de reblandecimiento térmico; del punto de fusión de refracción; absorción de luz; estudio de las propiedades de refracción; estudio de la absorción térmica; estudio de la absorción de infrarrojo; ensayo de devitrificación; estudio de la absorción de rayos X.	Instituto de Cerámica y Vidrio Carrtera de Valencia Km. 24, C. Argemosa de, Valencia, España	1 October 4 semanas	Set titulado de grado superior o equivalente. Español.	April 1971	1.000.000 pesetas

GLASS AND OPTICAL INDUSTRIES

Principles of
leather technology

Principios de
tecnología del
cuero

Principles of
leather technology

Principios de
tecnología del
cuero

Principles of
leather technology

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METALLURGICAL INDUSTRIES

Country of Origin	General Description	Organization, Venue	Variable Dates	Language of Instruction	Last date for receipt of applications	Fee
Belgium	1. Laboratoire de métallurgie de l'Université de Gand, 41 Sint-Pietersnieuwstraat, Gand. Sujets de recherche: fontes de moulage (limulaires et machines); sables de moulage et linéaires; aciers métalliques pour aciers à haute limite élastique; coquilles de moulage à haute limite élastique; moulage de soudure de l'Université de Gand, 41 Sint-Pietersnieuwstraat, Gand. Sujets de recherche: étude de la fragilité des assemblages soudés; influence des défauts sur le comportement des joints soudés; calcul et conception des ensembles chaudronnés soumis à pression à température ambiante; étude du comportement des ensembles chaudronnés soumis à pression et à haute température.	Centre de recherches scientifiques et cliniques de l'industrie d fabrication métallique Gand, Belgique	Variable	Ingénieurs mécaniciens; Ingénieurs en construction civiles; Ingénieurs métallurgistes (problèmes de soudure); Ingénieurs électriciens commandes numériques pour machines-outils). Français, néerlandais, éventuellement anglais	-	A arrange
Japan	2. Laboratoire de résistance des matériaux et de soudure de l'Université de Gand, 41 Sint-Pietersnieuwstraat, Gand. Sujets de recherche: étude de la fragilité des assemblages soudés; influence des défauts sur le comportement des joints soudés; calcul et conception des ensembles chaudronnés soumis à pression à température ambiante; étude du comportement des ensembles chaudronnés soumis à pression et à haute température.	Asian Productivity Organization Aoyama Dai-ichi Mansions 4-14 Azaoka 8-chome Minato-Ku, Tokyo, Japan	Not yet fixed 6 weeks in 1975	English	-	to be arranged
Spain	3. Laboratoire de résistance des matériaux et de soudure de l'Université de Gand, 41 Sint-Pietersnieuwstraat, Gand. Sujets de recherche: étude de la fragilité des assemblages soudés; influence des défauts sur le comportement des joints soudés; calcul et conception des ensembles chaudronnés soumis à pression à température ambiante; étude du comportement des ensembles chaudronnés soumis à pression et à haute température.	Centro Nacional de Investigaciones Metalúrgicas CEMIM Ciudad Universitaria Madrid 3, España	Variable 1 mes	Técnicos e industriales con experiencia o estudiantes universitarios. Español	-	A convenir
USA	4. Laboratoire de mécanique de l'Université de Louvain, Arenbergpark, Heverlee-Leuven. Sujets de recherche: commande numérique des machines-outils; études d'essais des machines-outils; études des conditions de travail en rectification.	Cast Metals Institute, Gulf and Wolf Bldg. Des Plaines, Illinois 60016, United States of America	To be arranged 6 months and 1 year	English	-	to be arranged

PULP AND PAPER INDUSTRIES

USA	Wood chemistry and pulp and paper technology including research work in pulping and paper making	Norwegian Agency for International Development (NORAD) Jernbanetorget 2 Oslo, Norway (in co-operation with the University of Trondheim).	1 September 1975 and 1976 15 months	B.Sc. or equivalent and some practical experience in pulp and paper industries. English	February 1975 and 1976	-
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TEXTILE INDUSTRIES

Course or Seminar	General description	Organizer; Venue	Commencing date; Duration	Qualifications; Language requirements	Last date for receipt of applications	Fee
Textile	Métrologie des caractéristiques des fibres, fils et tissus; filature de coton et de laines; processus de tissage; procédés de tricotage; examen de l'évaluation des études en cours dans les laboratoires de recherche textile (coton, laine, lin, fibres chimiques); aide technique aux moyennes et petites entreprises textiles; notions élémentaires des méthodes statistiques dans l'appréhension textile; cycle de formation accordé aux connaissances générales textiles pour non-spécialistes.	Centexbel à Bruxelles 24 rue Montoyer Bruxelles 4 Belgique	De septembre à juin, pour les matières 1, 2, 3, 7 et 8; D'octobre à juin pour les matières 4, 5, 6 et 7; au mois de juin pour les matières 3 et 4; au moins diplômé de l'enseignement secondaire supérieur ou assimilé; pour les matières 5, 6 et 7: au moins diplômé d'assistant technique supérieur avec des connaissances de base des produits et procédés de fabrication de l'industrie textile. (1) À 11 mois; suivant les Français ou néerlandais cas.	Pour les matières 1, 2, 3 et 4: au moins diplômé de l'enseignement secondaire supérieur ou assimilé; pour les matières 5, 6 et 7: au moins diplômé d'assistant technique supérieur avec des connaissances de base des produits et procédés de fabrication de l'industrie textile. (1) À 11 mois; suivant les Français ou néerlandais cas.	4 mois avant le début	A fixer selon les cas particuliers
Garment manufacture	Material and testing; garment design; garment machinery; garment manufacture.	The Hong Kong Productivity Centre Gloucester Building Des Voeux Rd., Central Hong Kong	September 4 months	At least 2 years experience in garment manufacturing. Chinese (Cantonese)	August	HK\$900
Textile dyeing and weaving	Textile dyeing, finishing and weaving.	National Industrial Standards Research Institute Textile Division 199, Dong Soong Dong Chongno-ku, Seoul Republic of Korea	To be arranged	B.Sc. English	-	To be arranged
Textile industry	Practical textile mill management at supervisory level; theory and practice of industrial organisation and management; costing; maintenance, production control; quality control; statistics; trouble shooting; operative selection and training. Theory and practice of textile manufacturing processes; cotton and synthetic spinning, weaving, knitting, dyeing, finishing and printing. In-plant training; case study.	Royal Ten Gate Group Amelo, P.O. Box 54 the Netherlands (in co-operation with Textile Engineering College, Enschede)	To be arranged 6 months	Production managers and technical staff; minimum secondary level schooling, 2 years experience in textile industry. English	-	-
Control y gestión de la calidad en las industrias textiles y de curtidos	Control y gestión de la calidad de las primeras materias y del proceso de fabricación en hilatura, tejeduría, género de punto tintura y acabados de toda clase de textiles y en las industrias de la curtición de pieles y cueros.	Instituto de Tecnología Química y Textil Patronato Juan de la Cierva Jorge Girona Salgado Barcelona 17, España	febrero 3 meses	Conocimientos a nivel de ingeniero técnico. Español	-	A fijar
Quality control for cotton spinning	Quality control for cotton spinning, including test of yarns, measuring of count, chemical testing, control and testing of raw cotton, training on use of instruments used in testing laboratories, etc.	Union of Textile Industry Fardouse St. Damascus Syrian Arab Republic	May 6 weeks	Secondary school certificate and preparatory textile course. Arabic	1 month before start of course	None
Textile industry	Spinning, weaving and preparation, knitting, dyeing, printing, textile design, textiles testing, handloom weaving, mechanical silk reeling.	Textile Industry Division, Department of Industrial Protection, Ministry of Industry Sri Kiaty Nam Tai Bangkok 11, Thailand	To be arranged 4 weeks to 2 years	Technical school graduate English	-	-

TEXTILE INDUSTRIES (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date; Duration	Qualifications; Language; Requirements	Last date for receipt of applications	Fee
Textile technology	Fibre preparation; spinning of yarn by woollen, worsted or semi-worsted means; yarn preparation for manufacture of fabric; weaving; knitting (warp and weft); non-woven fabric production; finishing of fabrics; making-up of fabrics; carpet manufacture.	International Wool Secretariat Carlton Gardens London SW1, United Kingdom United Kingdom - Ilkley; France Netherlands - Delft Italy - Biella; Japan - Ichonoma; United States - Long Island; America - Long Island; Secretariat International de la laine Carlton Gardens London SW1, Royaume-Uni France - Roubaix; Pays-Bas - Delft; Italie - Biella; Japon - Ichonoma; Etats-Unis - Long Island	3 months	Training and experience in any aspect of textile technology, especially in relation to staple fibres with exception of manufacture of synthetic fibres. English, French, German, Dutch, Italian or Japanese	-	Dependent on number of trainees. Cost per head for five participants US\$1,500
Technologie des textiles	Traitement préliminaire des fibres, filature de laine cardée, peignée ou semi peignée, préparation des filés destinés à la fabrication d'étoffes, tissage, tricotage sur métier, chaîne et tricotage à mailles cossillies, fabrication d'étoffes non tissées. Finissage des étoffes. Confection. Fabrication de tapis.		3 mois	Formation et expérience dans tous les domaines intéressant l'industrie textile, notamment dans celui des fibres coupées (fibres synthétiques exclues). Anglais, français, allemand, néerlandais, italien ou japonais	-	Dépendront du nombre de stagiaires. Coût par participant: 1,500 dollars des Etats-Unis
Mazo y construcción en madera	La madera como material de construcción; elementos de unión en las construcciones de madera; viviendas económicas de madera; elementos compuestos.	Instituto Forestal Belgrado 11 Santiago de Chile Chile	En octubre (variable) No determinada	Estudios universitarios título profesional	-	A discutir
Forestry and wood-using industries	Training centre organizes courses and seminars, or expert group meetings for the planning of other training programme, primarily to support Finnish international development-co-operation projects in forestry and forest industries. The Centre also participates in work + support educational institutions in this field in the developing countries.	Training Centre for International Development in Forestry and the Wood-using Industries. National Board of Forestry P.O. Box 12233, Helsinki 12 Finland	To be arranged 2 weeks to 1 year	Specified separately for each activity. English Spanish or French	-	N/A
Wood technology	Wood science; wood technology; economics and management; business administration.	University of Science and Technology, and Forest Products Research Institute Kumasi, Ghana	October 1975 2 years	Degree in Science, Engineering or Economics. English	August	US\$1,000 p.a.
Timber structures and technology	Basic properties of timber; structural utilization of timber; structural theory and design in timber; manufacture of structural timber products and components; visits to research laboratories, factories and industries utilizing timber.	Imperial College South Kensington London SW7, United Kingdom	October 1 academic year	Degree in civil or mechanical engineering, or approved experience in timber technology, forestry or building. English	1 April	To be arranged
Forest products utilization	To be arranged	Organization of American States 17th Street and Constitution Avenue N.W. Washington, D.C. 20006 United States of America	To be arranged 12 months	Professional qualifications. English	-	-

WOOD PROCESSING INDUSTRIES

TRAINING OPPORTUNITIES OFFERED BY INSTITUTIONS OTHER THAN UNIDO (FUNCTION ORIENTED)
 OPPORTUNITÉS DE FORMATION OFFERTES PAR DES INSTITUTIONS AUTRES QUE L'ONUDI (POUR DES FONCTIONS DANS L'INDUSTRIE)
 OPORTUNIDADES DE CAPACITACION OFERTAS POR INSTITUCIONES DISTINTAS DE LA ONUDI (POR FUNCIONES INDUSTRIALES)

AUTOMATION AND ELECTRONIC DATA PROCESSING

Course or Studies	General description	Organizer, Venue	Commencing date	Qualifications, Language requirements	Last date for receipt of applications	Fees
Informatique	<p>Cours théoriques: Initiation à l'informatique; programmation COBOL; programmation FORTRAN; programmation PL 1; analyse et méthode; pupilage des ordinateurs IBM 360 en multi-programmation; utilisation des consoles de time-sharing.</p> <p>Partie pratique: Les cours dont mention ci-dessus sont largement complétés par des exercices pratiques, adaptés aux desiderata des stagiaires et à la nature des fonctions qu'ils exercent dans leurs pays.</p>	<p>Centre d'informatique générale Rue des Colonies 35 Bruxelles, Belgique</p>	<p>à 10 mois suivant la nature de l'objectif poursuivi</p>	<p>Diplôme de l'université de l'enseignement moyen (équivalent aux bachelariats français, bachelariats élémentaire de l'anglais technique exigée)</p>	-	A libérer
Informatique appliquée à la gestion	<p>Motions d'informatique (analyse, matériels) illustrées d'exemples sur le site. Se propose d'aider les dirigeants d'entreprises et administrations à contrôler l'usage de l'informatique et à l'utiliser pour la prise de décisions.</p>	<p>ACTIV 64 rue Pierre Charron Paris 8^e France</p>	<p>mars 7 semaines</p>	<p>Responsabilités dans l'entreprise ou l'administration. Connaissance étendue des méthodes modernes de gestion. Français (ou anglais) parfait.</p>	octobre	A arranger
Information appliquée à l'industrie	<p>Applications des ordinateurs dans la production; automatique (régulation, commande, optimisation); gestion de la production (planification, etc.); intégration des niveaux d'automatisation. Rappels théoriques, études in situ, échanges d'expériences.</p>	<p>ACTIV 64 rue Pierre Charron Paris 8^e France</p>	<p>1^{er} octobre 7 semaines</p>	<p>Ingenieur, chef de projet d'automatisation pour une entreprise ou un secteur industriel Français (ou anglais) parfait.</p>	fin mai	A arranger
Information storage and retrieval systems	<p>Information: Basic concepts and definitions; formal elements of an information system; history and sociology of scientific communication. Techniques for handling information; document and information storage systems; dissemination of information; question analysis and search strategies; information systems; analysis, design, testing and evaluation of re-prographic methods.</p>	<p>Small Enterprises National Documentation Centre (SERDOC), SIET Institute, Yousufguda, Hyderabad, India</p>	<p>September 1976 6 weeks</p>	<p>Professional qualification English</p>	-	US\$500 (not including list of books and lodging)
Systems analysis for automatic data	<p>Planning and implementation of advanced automatic data processing systems. A.D.P. applications, in various industrial areas - from the experience gained in Israel - will be presented in this part of the course, in order to observe closely the problem involved in efficient implementation of A.D.P. systems under the conditions prevailing in a developing country. At the same time, background lectures will be given and discussions will take place on subjects of systems analysis, information systems, use of scientific management techniques, and the steps to be taken in connexion with A.D.P.</p>	<p>Israel Institute of Productivity, Sold Str. 4, Tel-Aviv, Israel</p>	<p>10 October 3 weeks</p>	<p>Professional qualification English</p>	1 July	US\$400
Automation of mechanical operations: optimal utilisation of resources	<p>Engineering process automation; manufacturing process automation; ergonomics of automation; management; training for automation.</p>	<p>International Centre for Advanced Technical and Vocational Training Corso Unità d'Italia, 120 Turin, Italy</p>	<p>To be arranged 13 weeks</p>	<p>Persons engaged in design, planning or control of production processes, technical improvement or supervision of component manufacture plant engineering and maintenance, installation, conversion or adaptation of machines and tools for production, with at least 3 years' experience in industrial manufacturing, technical work activity, operations of technical training institutions and a professional qualification in advanced mechanical engineering of degree. Age: 25-40. Bilingual</p>	-	To be arranged

Automation and Electronic Data Processing (Cont'd)

Course or Seminar	General description	Organizer, Venue	Comments on date, Duration	Qualifications: Language requirements	Last date for receipt of applications	Fee
Automatización de las operaciones mecánicas para la utilización óptima de los recursos	Automatización de los procesos mecánicos; automatización de los procesos de fabricación; aspecto económico de la automatización; dirección; metodología de la formación.	Centro Internacional de Perfeccionamiento Profesional y Técnico Curso Unita d'Italia, 140 Turin, Italia	For receipt: 12 semanas	Personas ocupando un puesto relacionado con diseño, planificación y control de producción. Se componen de: ingeniería de plantas y mantenimiento; instalación, conversión, reparación, mantenimiento y herramientas para la fabricación; conocimientos y experiencia en la manufactura industrial; conocimiento de servicio técnico; instalaciones, mantenimiento profesional, técnica y aplicación industrial; tecnología mecánica. Email: UNITA@UNIPASANO.		Datos a pedir: Ir
Electronic data processing (EDP) systems installation	Concepts; elements; techniques; systems; measures of effectiveness.	International Centre for Advanced Technical and Vocational Training Curso Unita d'Italia, 140 Turin, Italy	To be arranged 12 weeks	Junior to middle-level executives or administrative specialists from enterprises, institutions or administrations in developing countries concerned with the installation and operation of computer-aided administrative systems, with at least 3 years of experience in administrative systems or the study of administrative systems. Age: 25-40. English		To be arranged
Installation des systèmes de traitement électronique des données	Principes généraux; éléments du système; techniques; systèmes; mesures de l'efficacité.	Centre international de perfectionnement professionnel et technique Curso Unita d'Italia, 140 Turin, Italie	À convenir 12 semaines	Cadres moyens et spécialistes de l'administration travaillant dans les entreprises, des institutions ou des administrations en pays en développement, qui s'occupent ou travaillent avec un peu de l'installation et de l'utilisation de systèmes administratifs fondés sur un ordinateur, avec au moins 3 ans d'expérience de travail ou d'étude des systèmes administratifs. Age: 25 à 40 ans. Français		Requis: 25-40 ans
Tecnología de los sistemas de control electrónico en la industria	Pedagogía: adaptada a la enseñanza de la electrónica y a las condiciones de la formación en los países en vías de desarrollo, así como a las condiciones de trabajo de sus industrias. Tecnología: comprende las operaciones técnicas relativas a la concepción, instalación, funcionamiento, mantenimiento y sustitución de los equipos y sistemas con semi-conductores utilizados para controles automáticos en la industria. Técnicas de dirección y organización industrial: comprenden la dirección de equipos de trabajo (en el campo de la electrónica), ejecución de proyectos y gestión de almacenes y equipo.	Centro Internacional de Perfeccionamiento Profesional y Técnico Curso Unita d'Italia, 140 Turin, Italia	For receipt: 12 semanas	Instructores de centros de formación profesional, profesores y maestros de enseñanza técnica, sus futuros empresarios, técnicos capaces que ejercerán o estén llamados a ejercer una función de formación; con 3 años por lo menos de experiencia en una de las actividades anteriormente mencionadas. Email: UNITA@UNIPASANO.		Datos a pedir: Ir
Low cost automation	Develop/and promote the application of low cost automation in manufacturing industry.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 8-chome Minato-ku, Tokyo, Japan	May 1975 5 weeks	NPO engineers and plant engineers concerned with design and installation of low cost automation systems. English		To be arranged

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AUTOMATION AND ELECTRONIC DATA PROCESSING (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencement date; Duration	Qualifications; Language requirements	Last date for receipt of applications	Fee
Multivariable control systems design	State space formulation, discrete systems; poles and reduction of system order; frequency-domain analysis, non-interaction, inverse Nyquist array, return difference matrices, optimality; Liapunov matrix equation; controllability, observability; pole-zero assignment; state observers. Control system design using dynamic programming and maximum principle with quadratic performance criteria; CAD applications using COMPAC computer and UMIST terminal.	Control Engineering Department, The University of Sheffield, Mappin Street, Sheffield S1 3JD United Kingdom	15 January 1980, 1 week	First degree in technology, mathematics or physics, or equivalent qualification. English	1 week before start of course	£60
Process identification and modelling	Random signal analysis; process identification, step and frequency response testing, pseudorandom binary sequence, correlation, spectral analysis; analytical modelling, distributed parameters, lumped parameters, linearisation; parameter estimation; model matching; practical applications of identification and modelling or processes in the power, steel, chemical and mining industries.	Control Engineering Department, The University of Sheffield, Mappin Street, Sheffield S1 3JD United Kingdom	15 January 1980, 1 week	First degree in technology, mathematics or physics, or equivalent qualification. English	1 week before start of course	£60
Computer management	Organization, administration and control of computer centres; principles of management; social and economic aspects of computing. Computer systems and programming. Information processing methods. Information systems analysis and design.	Department of Computer Science, Birkbeck College, University of London, Malet Street, London W.C.1. United Kingdom	1 Oct over 1 month	University degree. English	31 May	£800
Computer management	Computer management: organization, administration and control of computer centres; principles of management; social and economic aspects of computing. Computer systems and programming. Information processing methods. Information systems analysis and design.	Institute of Computer Science, University of London, 14 Gordon Square, London W.C.1. United Kingdom	1 year	Occupying a position of considerable responsibility and having a university degree in an appropriate discipline. English	31 May	£800
Metodología para el uso de los elementos informativos	Manejo de la información en el campo de la tecnología.	Centro de Investigación Documentaria, Casilla de Correo 1452, Buenos Aires, Argentina	A discutir 4 meses	Nivel universitario. Experiencia en documentación. Español	-	A discutir
Industrial information	Industrial information systems; PERT/CPM; industrial classification; operations research; industrial survey, market survey; project identification and evaluation.	Institute of Industrial Information, 11 Green Street, Bombay, India	1 year	University degree. English	-	To be arranged
Industrial information	The course will be on an introductory level emphasizing the importance of information for industry and encouraging industry to establish information units.	Türköz/TEPAK (Scientific and Technical Documentation Centre of the Scientific and Technical Research Council of Turkey) Atatürk Bulvarı 205, Kavaklıdere, Ankara, Turkey	Planned for Autumn 1981, 2-3 weeks	The course is open to the industrial organizations from public and private sector. Turkish	-	-

INDUSTRIAL INFORMATION AND DOCUMENTATION

INDUSTRIAL PLANNING AND PROGRAMMING

Course or Seminar	General description	Organizer, Venue	Commencing Date, Duration	Qualifications, Language, Requirements	Last date for receipt of applications	Fee
Project analysis and evaluation	Programme to be worked out.	Arab Planning Institute, Kuwait, (Jointly with EDI and Kuwait Fund)	11 January 3 weeks	Participants should hold responsible positions related to project analysis and evaluation. English		
Industrial relations	Critical analysis of industrial relations systems in the perspective of development and change. The programme does not offer specialized training in specific skills but is primarily intended to develop a broader outlook and deeper understanding of problems of industrial relations. The programme has the following components: Basis for the study of industrial relations in the Third World; problems of industrial relations in the Third World; case studies. Active participation will be promoted through the organization of research and project groups for country and case studies. The programme will include some study visits and field work.	Institute of Social Studies, The Hague the Netherlands	1 October 3 months	Appropriate Bachelor's degree and several years' experience, whether in academic work or in government or private agencies	1 May	Guilders 1,000
Industrialization	The international summer course will give an introduction and general remarks on the economic and social development, general aspects of industrial development, problems of finance and some other international aspects, problems in selected sectors of industry based on raw materials derived from agriculture and on non-agricultural raw materials, agro-servicing industries.	Netherlands University Foundation for International Co-operation (NUFFIC), Molenstraat 27, The Hague the Netherlands	14 July 3 weeks	University degree or extensive practical experience. English	1 May	Guilders 1,000
Project analysis	Major elements involved in project analysis: the methods and techniques used in preparing, evaluating and implementing development projects; the process of project analysis; and the inter-relationships between planning at the project or macro level and planning at macro and sectoral levels. The curriculum of the programme includes such topics as: theory of planning and planning techniques; demand analysis and forecasting; cost engineering and project design; capital budgeting techniques; private profitability and social cost-benefit analysis; project management and organization. At the end of the programme participants are expected to be able to contribute to setting up, operating or improving a system of project analysis to be applied to investment decision making in the public sector and to be used as a basis for guiding private investment decisions.	Institute of Social Studies, The Hague for Netherlands	1 October 3 months	At least Bachelor's degree in economics, business administration or engineering and with experience in project work, acquired preferably in a government administration. English	1 May	Guilders 1,000
Regional industrial development	The course is aimed at diminishing the shortage of qualified executives in the field of regional industrial development by providing theoretical and practical training in programmes of regional industrialization in the Netherlands. The principal subjects covered include: industrial development; regional industrialization; industrial projects; industrial promotion.	Research Institute for Management Science (R.V.M.S.), P.O. Box 244, Delft, the Netherlands	14 January and 29 July 1974 4 months	F.S. or M.Sc. in experience in industrial management. English	1 month in advance	Guilders 1,000

INDUSTRIAL PLANNING AND PROGRAMMING (Cont'd)

Course or Seminar	General description	Organizer; Venue	Commencing date; Duration	Qualification; Language requirements	Last date for receipt of applications	Fee
Regional industrial development	Introductory economic analysis: the nature of demand (general market analysis) the nature of costs; national income accounts; national income analysis; inflation and economic growth. Regional development: the concept of a region; the requirements of regional industrialization; the making of an economic survey; the making of a development plan; organizing a development staff; interindustry analysis and regional income estimation; local government: finance and administration; industry promotion on a local level; industrial distribution; statistics as a managerial tool; source of data; primary, secondary; the development of an industrial enterprise; the relationship between the two or more variables. The development of an industrial enterprise: the underlying theory market study; the technical study; the financial study; sources of financing for local enterprises; organization, management and personnel study; project presentation and appraisal. Interdisciplinary and related institutional topics.	Institute for Small-Scale Industries, University of the Philippines (UP-ISSI) 355 Building, East Avenue Diliman, Quezon City the Philippines	5 May 1976 and 12 May 1976 (2 months)	Bachelor's or Master's degree. English	Weeks before start of course	US\$ 00
Planification économique	La théorie et la pratique de la planification à l'échelle nationale, compte tenu des besoins et des conditions des pays en voie de développement.	Ecole Centrale de Planification et de Statistique, Institut d'Economie des Pays, en voie de Développement, 24 rue Rakowiecka, Varsovie, Pologne	Janvier à avril 1976 (4 mois)	Diplôme d'études en sciences économiques, expérience professionnelle. Français ou anglais	15 Juin 1976	-
Town and country planning	The theory and practice of physical planning, with particular attention to regional planning and to the correlation between urban and regional development.	Technical University of Szczecin, Piastow 15, Szczecin, Poland	1 January 1976 (6 months)	Higher studies diploma in the field of spatial planning, professional practice. English	10 June 1976	-
Project evaluation	Development projects: studies and data required; project identification; feasibility; economic and engineering; financial viability and profitability; economic evaluation; network analysis; other techniques of project evaluation.	Management Development and Productivity Centre, Tello Building, Muhaajrin, Damascus Syrian Arab Republic	January 1976 (8 weeks)	Engineers, economists, accountants in public organization, planning authorities and executives engaged in project formulation and evaluation. Arabic	1 month in advance	-
Environmental aspects of development	Environmental effects of sectoral development and methods of building the environmental element in sectoral programming and project development.	UN Asian Institute for Economic Development and Planning, Sri Ayudhya Road, P.O. Box 2-136, Bangkok, Thailand, in co-operation with the Asian Institute of Technology (AIT) and the UN Environment Programme (UNEP)	First quarter of 1976 (8 weeks)	Bachelor's degree in the related field and practical experience or minimum qualifications. English	To be arranged	-
Industrial projects	The nature of project planning; project identification and preparation; principles of project appraisal; economic appraisal; finance and aid; implementation and control; industrialization and international considerations; review.	University of Bradford, Bradford, Yorkshire, United Kingdom	27 January 1976 (10 weeks)	University degree; direct concern with planning, design, evaluation of development projects. English	December	£ 100

INDUSTRIAL PLANNING AND PROGRAMMING (Cont.)

Course or Subject	General description	Organizer, Venue	Commencing date; Duration	Qualifications; Language; Requirements	Last date for receipt of applications	Fee
Desarrollo agroindustrial	Ejecución y control de proyectos agroindustriales	Organización de los Estados Americanos, 17th Street and Constitution Avenue, N.W. Washington, D.C. 20004, United States of America (Puerto Rico)	Agosto o septiembre 1-10 semanas	Calificaciones: Profesionales. Español	-	-
Localización industrial	Por determinar	Organización de los Estados Americanos, 17th Street and Constitution Avenue, N.W. Washington, D.C. 20004, United States of America	A definir	Calificaciones: Profesionales. Español	-	-
Conditions de création d'entreprises	Organisation générale de l'entreprise et les principaux départements; structures; (le travail prévisionnel, le marché, coûts, prix de revient, projets); le modèle économique; structure, modèles particuliers (investissements, stocks, trésorerie); étude des potentiels (marché, matières, personnel, etc.); exploitation des modèles (par la décision de création, par l'exploitation (contrôleur).	Société de Recherche Opérationnelle et Économique Appliquée, SORCA S.A., 200 Avenue Louise, Bruxelles 9, Belgique	à arranger (plus éventuellement stage)	Grâce correspondant à celui d'ingénieur dans le commerce, si possible en sciences politiques, économiques ou financières; si possible une certaine expérience industrielle ou commerciale. Français, éventuellement anglais	-	A discuter
Organization and development of Chambers of Commerce	To be arranged in Chambers of Commerce in seven European countries.	International Chamber of Commerce, 19 Rue de la Loi, Paris 15006, France. (Training in Austria, France, Italy, Netherlands, Federal Republic of Germany, Spain or United Kingdom)	1-2 months	Professional education and experience in a Chamber of Commerce. Summary report in developing countries. English, French or German	-	-
Investment promotion	Study of strategies and instruments in the process of promoting investment in developing countries. Emphasis is on promotion in investment in priority areas, uses of natural resources and development of export capacity.	Ministry of Trade and Industry, Jerusalem, Israel	January to March	2 years experience in a government industry or in an investment bank or equivalent. English	-	To be arranged
Business economics	Economy of the enterprise; industrial management; planning of the firm; general management; industrial activities; accounting; organization of the firm.	SRI Scuola Superiore di Studi Economici "Luigi Einaudi", Corso Matteotti, 600 Milano, Italy	15 September to 15 October	University degree. English	May	-
Project feasibility	Draw lessons from development banks, financial institutions and NGOs in preparing and assessing feasibility studies of investment projects.	Asian Development Bank - Manila, Ayala Drive, Manila 100, Philippines. (Training in Bangkok, Tokyo, Seoul, and Washington, D.C.)	January to February	Persons with M.A. or Ph.D. level patent laws and financial institutions. Knowledge of preparing feasibility studies. English	March 1974	To be arranged

INVESTMENT PROMOTION

Industrial Research (Cont'd)

Country or Country

Evaluation des projets industriels

General description

Analyse des projets pour les nouveaux investissements économiques; choix des variantes relatives à l'usage des ratios d'efficacité; les étapes d'analyse de projets d'investissements sont traitées à la méthode décrite dans le B.I.R.D.; l'usage de méthode la programmation au développement industrielle dans les pays en voie de développement.

Project analysis for development bank staff

Development banks as project evaluation centers. Modes of plant implementation and leading industrial activities of industrializing areas.

Country or Country

Albania "Strategic Investment" (SIBSA) - Repre- Inter- national capital. Portants d'investissement international. SIBSA - République Albanaise. R. Albanie.

The Albanian project... S. Albanie. D. Albanie. S. Albanie. S. Albanie. S. Albanie. S. Albanie. S. Albanie.

Country or Country

Albania "Strategic Investment" (SIBSA) - Repre- Inter- national capital. Portants d'investissement international. SIBSA - République Albanaise. R. Albanie.

The Albanian project... S. Albanie. D. Albanie. S. Albanie. S. Albanie. S. Albanie. S. Albanie. S. Albanie.

Country or Country

Albania "Strategic Investment" (SIBSA) - Repre- Inter- national capital. Portants d'investissement international. SIBSA - République Albanaise. R. Albanie.

The Albanian project... S. Albanie. D. Albanie. S. Albanie. S. Albanie. S. Albanie. S. Albanie. S. Albanie.

Country or Country

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Country or Country

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Country or Country

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Country or Country

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Country or Country

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

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Country or Country

Belgium general, methodology, treatment of materials, technical applications, monitoring, methodology of design, monitoring, treatment of materials, technical applications, monitoring, methodology of design, monitoring.

Group of Studies

Letto centre in corrosion

Division des techniques de pointe pour la lutte contre la corrosion.

Maintenance and repair of railroad equipment

IEEE in-plant group training programme.

Science en mantenimiento industrial.

Revoluciones epicondas (2 partes): Mantenimiento industrial; Mecánica básica; Mecánica aplicada; Electricidad; Instrumentación industrial; Dibujo industrial y de máquinas; Tecnología; Lubricación; Seguridad industrial; Elementos de legislación ferroviaria.

Corrosion Science and Technology

Thermodynamics and Kinetics; material science; electro-chemistry; corrosion in industrial plants; corrosion protection.

Maintenance management

General principles; machinery maintenance; maintenance of service plant; electrical maintenance; building maintenance; vehicle maintenance; maintenance techniques.

Maintenance technology

Mechanisms; investigation and repair techniques; inspection techniques; maintenance applications; salvage techniques; advanced technology; persons development; transmission of knowledge.

Maintenance systems for production equipment

Training of engineers and technical consultants in devising and installing maintenance systems for production machinery.

Preventive maintenance

Scope of maintenance management; importance and benefits of preventive maintenance; organization and management of a preventive maintenance department; training and development of maintenance personnel; in-plant study of inspection and maintenance equipment; maintenance for safety; maintenance in Venezuela.

Country: France

ACTIV
64 rue Pierre Charrier
Paris 16, France

Car. Malsbère-Gesell-Zimmerli, 10 de
Hornbaustrasse 100, 4000
Köln, Germany, and
German railways

Sucursal de Carreras
Pérez, Las Cortes,
División de capacitación
de Recursos y Maqui-
narios de UNGCAF,
Calle 14 y Zona,
Quatemala City,
Guatemala.

Corrosion Study Centre,
Faculty of Sciences,
University of Ferrara,
Via Scarmanna, 26,
I-44100 Ferrara, Italy

International Centre for
Advanced Technical and
Vocational Training
Course Unit, Via Italia, 110
Turin, Italy

International Centre for
Advanced Technical and
Vocational Training
Course Unit, Via Italia, 110
Turin, Italy

Asian Productivity Program
Organization, A Yama
Daisuke Marui Inc,
4-1-1 Akasaka 2-chome
Minato-ku, Tokyo, Japan

Asian Productivity Program
Organization, A Yama
Daisuke Marui Inc,
4-1-1 Akasaka 2-chome
Minato-ku, Tokyo, Japan

Country: Spain

Instituto Tecnológico de
Investigación y Desarrollo
Practical

Profesionales.
Instituto de Invest.
Practical

Bachiller industrial.
Instituto de Invest.
Practical

University degree in
Engineering, Faculty
of Physical Sciences

Senior-level engineer-
ing executives respon-
sible for plant mainte-
nance in medium to large
plants. Emphasis in develop-
ing maintenance programs
and in supervising of regular
work. At least 10 years' experience
in supervising or absolute experience.
Age: 30-40. Spanish

Persons with a recognized
qualification in advanced
mechanical engineering
subject, at least 10 years'
experience in industrial main-
tenance activity in various
situations. Age: 30-40. Spanish

Technical consultants at
least 10 years' experience
in maintenance of
industrial machinery.
Age: 30-40. Spanish

Technical consultants at
least 10 years' experience
in maintenance of
industrial machinery.
Age: 30-40. Spanish

Country: USA

Industrial Technicians
Practical

Profesionales.
Instituto de Invest.
Practical

Bachiller industrial.
Instituto de Invest.
Practical

University degree in
Engineering, Faculty
of Physical Sciences

Senior-level engineer-
ing executives respon-
sible for plant mainte-
nance in medium to large
plants. Emphasis in develop-
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and in supervising of regular
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Technical consultants at
least 10 years' experience
in maintenance of
industrial machinery.
Age: 30-40. Spanish

MEMBERSHIP AND INSTITUTIONS, ADMINISTRATIVE

General Secretary

Management

General marketing, finance, production and personnel management.

Questions des entreprises

Membre correspondant des entreprises... ingénieurs du Bureau Robert parisiens... Placements en réglementation et gestion des entreprises... les différents aspects de la gestion des entreprises... recherche opérationnelle, informatique; gestion du personnel; qualification du travail, systèmes de rémunération, formation dans l'entreprise; gestion des approvisionnements; gestion des stocks, procédures d'approvisionnement et de distribution; gestion de la production; étude du travail, planning, contrôle de la qualité, prix de revient; gestion des équipements; choix des investissements, introduction de nouveaux équipements, développement de l'entretien préventif; gestion des ventes; rôle de la fonction commerciale; distribution de la production. Le programme de séminaire est réglé dans ses détails (sujets, des thèmes) après les besoins d'intérêt des participants et leurs problèmes.

Membre pour dirigeants et professeurs de formation de managers d'entreprises

Le management d'un "management training center": l'organisation, la promotion et le marketing des formes d'enseignement, le financement, la recherche, la formation et le recrutement des professeurs. La coordination entre centres d'un même pays et de différents pays; les programmes de cours et de conférences, le échange d'expériences, informations et professeurs et au plan de la formation des professeurs et chercheurs. La collaboration entre centres d'une part et universités et entreprises d'autre part. La connaissance des besoins de formation des entreprises et l'adaptation des programmes des centres. Transfert d'expériences et le développement de projets spécifiques dans les centres de recherche.

Programme multi-chaussonnel de formation à la gestion scientifique des entreprises

Intervention; relations internes; gestion technique; techniques de base de management; informatique; recherche opérationnelle; marketing; gestion financière.

Recherche opérationnelle (mathématique)

Recherche, application des techniques modernes de recherche opérationnelle dans l'industrie; usage de méthodes mathématiques combinatoires; valeur d'attente des fonctions; analyse combinatoire; théorie des jeux; applications particulières; gestion des stocks; investissements; entretien; implémentation; etc. - etc. rapport de stage; que les membres du programme puissent donner des conférences théoriques et pratiques de leur pays; Multi-centres; liaison avec le traitement qui implique

Organisme Vendeur

Austrian Institute of Management, 25 Quersras Road, Melbourne 1004, Australia

Bureau d'ingénieurs-conseils (MIR) - Chaussée de Charleroi, 10 - B-1000 Bruxelles

Organisme

Maritime

Avenue de la République, 100 - B-1000 Bruxelles

Organisme

Executive - Apartment 10, Industry Square, 10

Le séminaire est organisé par le Bureau Robert parisiens... Le séminaire est organisé par le Bureau Robert parisiens... Le séminaire est organisé par le Bureau Robert parisiens...

Co-organisateur

Francis Jean A. Bannart, rue de la République, 1000 Bruxelles, Belgique et universitaires européens

European Institute of Management, Avenue de la République, Bruxelles, Belgique

Société de Recherche Scientifique et Economique - Avenue de la République, Bruxelles, Belgique

Organisme

Executive - Apartment 10, Industry Square, 10

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Executive - Apartment 10, Industry Square, 10

Executive - Apartment 10, Industry Square, 10

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont.)

Course or Semester	Course description	Organizer, Venue	Commencing Date	Qualification	Last date for receipt of applications	Fee
General management	The one-year programme includes in addition to an introduction and a language course, a 7 month specialized seminar in the form of standardized on-the-job training periods extending over altogether 4 months and three 1 month seminar courses. The specialized programme is devised to further understanding and abilities in the following fields: fundamentals of management, marketing, material economy, logistics, production technology, accounting, controlling, personnel management.	Carl Duisberg-Institut für Betriebswirtschaft, KGB 1, Federal Republic of Germany	To be arranged 1 year	Completed university studies in economy or engineering plus 2 to 3 years practical experience, age 25-30 English and German	-	To be arranged
Production management	Business organization and structure, product management, material management, production planning, production control, reporting and information organization. The main part of the course programme is supplemented by excursions to major industrial, commercial and public institutions and is rounded off by a comprehensive business game.	Carl Duisberg-Institut für Betriebswirtschaft, KGB 1, and Central Office for Employment, Federal Republic of Germany	To be arranged 10 weeks	At least 3 years practical experience in a responsible capacity in factory management, position in the field of production management; practical background; completed university studies in engineering.	-	-
Industrial management	Value engineering; reliability and quality control; performance budgeting and corporate planning; integrated information system for higher productivity; profitability studies; management development; organizational development structure; productivity planning and control.	Rational Institute - Kuratorium der Deutschen Wirtschaft (RWI) e.V., Postfach 10 15 1, D-5 Frankfurt am Main, Federal Republic of Germany. (Various centres in India)	To be arranged	Admission by the National Productivity Council, India. English	-	-
Industrial management	Management: Management problems, organization, limitation of competences, re-orientation of the functions. Selling of products: Market research, housing the assortment, publicity structure of the turn-over, sales organization, order handling, shipping. Purchasing: Organization, control of entries, store, stockpiling. Production: Production flow, work preparation, in-plant transport, full capacity, controlling. Accountancy, finances: Financial accounting, cost accounting, calculation, data collecting, remaining. Personnel, social affairs: Wages, suggestions, social aids, trainees.	Rational Institute - Kuratorium der Deutschen Wirtschaft (RWI) e.V., Postfach 10 15 1, D-5 Frankfurt am Main, Federal Republic of Germany. (Selangor, Kuala Lumpur, Malaysia)	To be arranged	Admission by the National Productivity Centre, Malaysia. English	-	-
Metodemiista Industrial	Estudio del trabajo I; matemáticas aplicadas (2 partes); elementos y práctica de dibujo industrial; elementos de legislación del trabajo; principios de organización y relaciones industriales; estadística general; mecánica aplicada; instalaciones y equipo; el método análisis y la producción; estudio del trabajo II.	Subdivisión de Carreras Técnicas Cortas, División de Capacitación de Ejecutivos y Mandos Medios de INTECAP, Calle 4-17 Zona 1, Guatemala City	Septiembre y meses	Bachiller en ciencias y letras similar con 3 años de experiencia en empresas, 3 años de experiencia profesional en empresas. Español	12 enero	Q. 40.00
Técnico en operación y control de almacenes y bodegas	Administración de almacenes; matemáticas básicas; matemáticas aplicadas; aprovisionamiento; relaciones industriales; operación y control de materiales; elementos y práctica de dibujo; la operación de almacenes como parte de la producción; elementos de derecho mercantil.	Subdivisión de Carreras Técnicas Cortas de la División de Capacitación de Ejecutivos y Mandos Medios del Instituto Técnico de Capacitación y Productividad, INTECAP, Calle 4-17, Zona 1, Guatemala City	Enero 1977 y 1978 9 meses	Bachiller en ciencias y letras similar con 3 años de experiencia en empresas. Diplomado de 6 años de experiencia en empresas. Español	14 enero	Q. 4.00

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Number	General description	Organizer, Venue	Commencing Date	Qualification: Language requirements	Last date for receipt of applications	Fee
Temas en relaciones industriales	Principios de organización y administración; matemáticas aplicadas; administración de personal; elementos de derecho laboral; selección de personal; psicología industrial; relaciones humanas en el trabajo; estadística aplicada; evaluación de puestos de trabajo y técnica de salarios; redacción de informes y técnicas básicas de archivo; técnicas de seguridad.	Subdivisión de Carreras Técnicas Cortas, División de Capacitación de Ejecutivos y Mandos Medios de INTECAP, 12 calle 4-11, Zona 1, Guatemala City	Febrero 1977 y 1978 9 meses	Bachiller en ciencias y letras o similar con 3 años de experiencia en empresa... o profesional con 4 años de experiencia en empresas. Español	14 enero	Q. 10,000
Basic systems analysis	Systems analysis and design.	The Hong Kong Productivity Centre, Gloucester Building, Des Voeux Rd., Central, Hong Kong	1 March and 2 October 6 weeks full time	A knowledge of typical business procedures and an understanding of the nature and practice of management is expected. Basic concepts of computer hardware and software are essential. Participants should be able to speak and write the English language fluently.	1 February and 2 September	HK\$1,000
Supervisory studies	Principles and practice of supervision; industrial relations; technical aspects - including organization and control of work; economic and financial aspects; communication. A participant has to sit for a written examination and to complete a project of his own interest relevant to the course. If the examination is passed and a satisfactory project report is submitted, a certificate will be awarded.	The Hong Kong Productivity Centre, Gloucester Building, Des Voeux Rd., Central Hong Kong	September 1 Year	At least 2 years of working experience as well as secondary level of education. Chinese (Cantonese)	August	HK\$1,000
Industrial engineering	Work study (10 weeks starting in February and July); plant layout and materials (6 weeks starting in late September); computer systems analysis and design (8 weeks starting in October); materials handling (6 weeks starting in late March).	National Institute for Training in Industrial Engineering (NITIE) Vikar Lade Road, Fowai, Bombay, 40, India Delhi and Madras	Variable (see second column)	Engineering graduate English	3 months before start of course	To be arranged
Plant efficiency	Programme to be worked out	National Productivity Council, 35 Golf Links, New Delhi-11, India	March each year 3 months	Engineering graduates English	-	US\$300
Material management	Aspects of material management (10 hrs.); specification, classification and standardization (10 hrs.); production control (15 hrs.); stores and stockkeeping (15 hrs.); inventory control (15 hrs.); purchasing (15 hrs.); discussion (20 hrs.);	The Vocational and Managerial Training Centre Jl. Jend. Sudot Subroto 224 Bandung, Indonesia	May 4 weeks	University degree and 1 year's practical experience English	April	Rp. 15,000
Accountancy	In-service training	Iran Chamber of Commerce, Industries and Mines, 254 Takhte Jamshid Av., Tehran, Iran	1 April 3 months	9 years secondary school Iranian	-	1,000,000 Rial
Administration	In-service training for administrators of banks.	Iran Chamber of Commerce, Industries and Mines, 254 Takhte Jamshid Avenue, Tehran, Iran, in co-operation with Banks Corporation	19 April 3 months	Higher Education Diploma Iranian	-	-

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date, Duration	Qualifications, Language Requirements	Last date for receipt of applications	Fee
Administration commerciale	Contrôle commercial et financement; méthodes de production; distribution; statistiques et politiques commerciales; travail en groupe et recherche.	CUOA - Centre universitaire d'administration commerciale, Fougere, Italie	Décembre 1964, 10 semaines	Diplômes de Universités Italiennes, Anglais et Français	15 Juin 1964	100,000 Litras
Gestión comercial	Control y financiación comerciales, procesos de producción, distribución, estadística y política comerciales e investigación y trabajo en grupo.	CUOA - Centro Universitario de Gestión Comercial, Padua, Italia	Diciembre 1964, 10 semanas	Título Universitario Italiano, Español y Francés	15 Junio 1964	200,000 Litras
Productivity techniques and methods	Organization of production; personnel management; management; marketing; documentation; electronic data processing; PERT (Programme Evaluation Review Technique); IMPACT (Inventory Management Programme and Control Technique).	INIP (Istituto Nazionale per l'Insegnamento della Produttività) Piazza della Repubblica, Rome, Italy	October - June 1965, 12-15 weeks	Expérience Industrielle, Diplôme de l'Université Italienne, INIP de l'Institut de Recherche sur l'Innovation et le Progrès	May 1965	To be arranged
Consultancy methodology	Management consultancy services; management consultancy activities; management consultancy skills; planning and controlling management; consultancy action; managing the management consultancy enterprise; newer issues, concepts, procedures, techniques, approaches and practices in the general management subject fields, the functional management subject fields, the academic subject fields supporting management, the multi-disciplines; newer sectors in which management is being applied in a modern form.	International Centre for Advanced Technical and Vocational Training Corso Unita' d'Italia, 140 Turin, Italy	To be arranged, 12 weeks	Consultants; advisers to industry, government enterprises or government departments concerned with industrial development; specialists in management development or training centres; managers of management development departments of enterprises; consultancy trainers with at least 5 years experience as managers or management trainers and, preferably, a university diploma. Age: 20-50. English	-	To be arranged
Executive development	Executive operations; functional integration; general management of the organization; management science.	International Centre for Advanced Technical and Vocational Training Corso Unita' d'Italia, 140 Turin, Italy	To be arranged, 12 weeks	Middle to senior level executives from enterprises, with at least 1 year of management experience. Age 25-50. English	-	To be arranged
General management	The enterprise: structure and functions; top-level management; financial administration and accountancy; personnel administration; product development and production; marketing and distribution management; internal financial, organizational and technical audit.	International Centre for Advanced Technical and Vocational Training, Corso Unita' d'Italia, 140 Turin, Italy	To be arranged, 12 weeks	Middle-level and lower-level managers of manufacturing enterprises, with at least 3 years experience in enterprise, 2 of which in positions with managerial responsibilities. Age: 20-45. English	-	Information available on request
Management control and information management	Management control planning; management performance review; management performance improvement; management control revision; information management; data processing and control.	International Centre for Advanced Technical and Vocational Training, Corso Unita' d'Italia, 140 Turin, Italy	To be arranged, 12 weeks	Senior Executives from large enterprises in developing countries and managers of similar rank, with 3 years of management experience and a university education or equivalent. Age: 20-50. English	-	To be arranged
Materials management	General principles; design and material management; production control; ordering supplies; storage and handling; inventory control; purchasing; techniques.	International Centre for Advanced Technical and Vocational Training, Corso Unita' d'Italia, 140 Turin, Italy	To be arranged, 12 weeks	Materials management, production controllers, purchasing and inventory management experience and a university education or equivalent. Age: 20-50. English	-	To be arranged

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date	Duration	Qualifications: Language requirements	Fee
Production management	Production planning, production control; maintenance; quality control; techniques	International Centre for Advanced Technical and Vocational Training, Corso Unità Italiana, 140 Turin, Italy	To be arranged	10 weeks	Persons with a technical management appointment in industry with at least 3 years experience in an industrial enterprise and at least 2 years work in English	To be arranged
Production management in enterprises processing agricultural products	General principles; production planning; storage handling; production control; ordering supplies; purchasing; maintenance; quality control; general management; techniques.	International Centre for Advanced Technical and Vocational Training, Corso Unità Italiana, 140 Turin, Italy	To be arranged	10 weeks	Persons with a technical management appointment in industry with at least 3 years experience in an industrial enterprise and at least 2 years work in English	To be arranged
Productivity management	Productivity philosophy; productivity measurement; productivity technology; industrial relations; national and international influences	International Centre for Advanced Technical and Vocational Training, Corso Unità Italiana, 140 Turin, Italy	To be arranged	10 weeks	Persons with a technical management appointment in industry with at least 3 years experience in an industrial enterprise and at least 2 years work in English	To be arranged
Gestion des entreprises	Cours séminaires sur les thèmes: comptabilité générale et analytique, finances, marketing, gestion des stocks, gestion du personnel, technique de vente, technique de commandement etc.	Centre d'Environnement des Entreprises (CIE), rue Pierre-Marie Curie, B.P. 300 Alençon, Côte d'Ivoire	Durée variable		Persons with a technical management appointment in industry with at least 3 years experience in an industrial enterprise and at least 2 years work in English	To be arranged
Fuel efficiency	Acquaint engineers with the areas in which significant economies could be achieved by better fuel utilization.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 2-chome, Minato-ku, Tokyo, Japan (India)	Not yet fixed	4 weeks	MPC consultant, plant engineer and fuel buyer - technical English	To be arranged
Industrial management	Provide advanced training in industrial management and consultancy, as well as further practical studies, outside Asia.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 2-chome, Minato-ku, Tokyo, Japan	Not yet fixed	10 weeks in 1971	Management consultants or trainers at MPC or equivalent organizations - English	To be arranged
Industrial production	Provide training facilities for engineers at the plant level, in order to increase their engineering competence in improving the operational efficiency of manufacturing plants.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 2-chome, Minato-ku, Tokyo, Japan	August 1971	10 weeks	Persons with a technical management appointment in industry with at least 3 years experience in an industrial enterprise and at least 2 years work in English	To be arranged
Industrial and systems engineering	Training of engineers and consultants in industrial and systems engineering, emphasizing the total systems approach in management.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 2-chome, Minato-ku, Tokyo, Japan	1971 and 1972	not yet fixed	Management consultants or trainers at MPC or equivalent organizations - English	To be arranged

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Seminar	General description	Organizer; Venue	Commencing date; Duration	Qualifications; Language; Requirements	Last date for receipt of applications	Fee
Gestion d'entreprises	Formation en entreprises; organisation générale et administrative; organisation et gestion générale des petites et moyennes entreprises.	Institut National de Promotion-Formation, République Française, République Française.	Variable	Formation: Professeurs; Français.	-	A convenir
Management and industrial development	Individual study programmes are arranged in the following fields: management and industrial administration; marketing and export promotion; plant design; product design and packaging; quality control and standardization; maintenance and repair; small state industries and entrepreneurship; trader development; industrial information and documentation; industrial planning and programming; investment promotion. On the above subjects various short duration CDD-seminars are frequently conducted. As appropriate, participation in these seminars can be included as part of the individual study-programme.	CBO-Centre for Management and Industrial Development, P.O. Box 30042, Exchange Building, Coolidge 59, Rotterdam the Netherlands	To be arranged from 3 to 6 months	Graduates in engineering, economics or business administration, preferably with advanced degree and several years of experience in industry. English, French, German, Indonesian, Dutch	-	To be arranged
International business management	Business and economics; business study with a certain emphasis on European subjects, particularly on the European communities; marketing; finance and statistics; law; sociology; industrial psychology, modern languages (Dut h, English, French, German and Spanish); working period in a manufacturing or business concern; field trips to European communities and organizations; industrial field trips.	Netherlands School of Business, Rijnrode, Breukelen the Netherlands	September 10 months	High school graduates plus 2 years of undergraduate study. English	June	FFL 10, 000
Advanced industrial management	Objective: Job-oriented training in advanced professional education in the field of industrial management and small industry development; interdisciplinary in presenting the subject matter; practical training in the form of supervised field-work in industry to make participants better equipped for solving problems confronted with in their future occupation.	Research Institute for Management Science (R.V.B.), P.O. Box 143, Delft, the Netherlands	4 January and 21 July 5 months	B.Sc. or M.Sc. and experience in industrial management. English	2 months in advance	DOLLARS 1, 000
Administración de empresas	Análisis financiero y presupuestación de capital; estructura financiera; y alternativas de financiamiento e inversión; a gestión de mercados; gestión de producción; diseño y aplicación de sistemas de control; laboratorio de contabilidad; el individuo y el grupo; problemas humanos en las organizaciones; diseños de sistemas para organizaciones complejas; análisis ambiental y planificación de empresas; decisiones bajo certeza; Política de empresas y gerencia general; banca y finanzas; presupuestación y control; comportamiento organizacional.	Instituto Centroamericano de Administración de Empresas (INCAE), Apartado postal 228, Managua, Nicaragua	Variable	Graduated universitario y 3 años de experiencia en la industria. Español	-	US\$ 1, 000 maximum
Alta gerencia	Gerencia financiera; gerencia de operaciones para la productividad; planeamiento organizacional; gerencia de mercados; decisiones gerenciales; presupuestación de capital. Especialización en gerencia general; entorno empresarial, estrategia empresarial, gerencia agroindustrial. Especialización en banca y finanzas y desarrollo; evaluación de proyectos, administración de instituciones financieras, diseño, promoción y administración de programas de crédito.	Instituto Centroamericano de Administración de Empresas (INCAE), Apartado postal 228, Managua, Nicaragua (y Quito, Ecuador)	14 Junio 7 semanas	Edad mínima 40 años, más 3 años de experiencia industrial. Español	15 Junio	US\$ 1, 000

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date, Duration	Qualifications, Language requirements	Last date for receipt of applications	Fee
Cuestión y administración en la esfera industrial	Seminarios sobre finanzas; control y programación; decisiones gerenciales; la gestión de producción; la gestión de relaciones organizacionales; planificación de empresas; la gestión agroindustrial; banca y finanzas de desarrollo; política de empresas; sistemas de información.	Instituto Centroamericano de Administración de Empresas (INCAE) Apartado postal 2425, Managua, Nicaragua (y otras ciudades Centroamericanas)	14 February 1973, 4 weeks	Practitioner and industrial managers. Spanish.	15 February 1973	US\$ 100
International Executive Programme	Planning and design making; managing change in organizations; managerial control, financial analysis and planning; marketing management.	The North European Management Institute (NEMI) Kongeveien 26, Oslo 3, Norway (Holmenkollen/Oslo)	Third week September 1973, 4 months	Bachelors degree in any field from a university or college; 2 or more years of post-graduate experience in a private or public organization between 1 and 10 years of age. A high degree of motivation is also required. English.	15 July each year	Pak. Rs. 1,000
Management development	Managerial control and information systems, financial management; quantitative methods and computer usage; marketing management; human and organizational behaviour; business policy in an international environment.	North European Management Institute (NEMI) Kongeveien 26, Oslo 3, Norway (Holmenkollen/Oslo)	August/September each year, 4 weeks	Junior executive occupying positions of responsibility with few years experience and preparing for senior positions. English.	15 July each year	Pak. Rs. 1,000
Advanced management	Develop human, technical and conceptual skills of use to top management in formulating corporate policies. The programme affords senior executives an opportunity to increase their knowledge and improve analytical ability. Programme concentrates on business policy, finance and control and administrative practices. The course is patterned on the Harvard case method of instruction.	Pakistan Institute of Management (PIDC), Shahrak Iran, Clifton, Karachi-6, Pakistan	3 times each year, 3 weeks	Executive and supervisors from business and industry. English.	15 July each year	Pak. Rs. 1,000
Management	The process of management and the functions of administration. Modern concepts and practices and all the functional areas of management e.g. general management, personnel management, marketing management, production management, financial management, etc.	Pakistan Institute of Management (PIDC), Shahrak Iran, Clifton, Karachi-6, Pakistan	1 to 4 weeks, 10 courses	Executive and supervisors from business and industry. English.	15 July each year	Pak. Rs. 1,000
Management training	Courses are held in: general management; marketing management; production management; financial management; personnel management and supervisory development.	Pakistan Institute of Management (PIDC), P.M., Shahrak Iran, Clifton, Karachi-6, Pakistan	Last week of May, 5 weeks	At least 10 years of experience. Minimum of 3 years of supervisory experience. In larger companies, at least a department manager, in smaller companies, a vice-president. English.	15 July each year	Pak. Rs. 1,000

MANAGEMENT AND INDUSTRIAL ADMINISTRATIONS (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date, Duration	Qualifications, Language requirements	Last date for receipt of applications	Fee
Management consultancy	Small scale industries; introduction to business management principles; marketing and export development; production management; management accounting; financial management to personnel management; business policy; management cases; project development; introduction to new management techniques; appreciation lectures; industry survey; visits to modern small factories; practical in-plant exercises, fieldwork.	Institute for Small-Scale Industries, University of the Philippines (UPISSI), 555 Building, East Avenue Diliman, Quezon City, the Philippines	May 1974 and May 1974 (4 weeks)	The course is open to all holders of Bachelor's or Master's degrees or their equivalent from recognized universities or colleges. A flexible course allowing students to take a leave and other arrangements. Preference will be given to applicants who have at least 1 year's industrial experience.	May 1974 15 April 1974	US\$ 00
Managers	Introduction to small industries; principles of management and organization; entrepreneurship; marketing management; production management; accounting and finance management; personnel management and industrial relations; integrated plant survey; top management control; business policy; evaluation of a manager; integrated case on decision-making.	Institute for Small-Scale Industries, University of the Philippines (UPISSI), 555 Building, East Avenue Diliman, Quezon City, the Philippines	1 Feb. 1974 10 Feb. 1974 1 June 1974 10 weeks	College graduates and owners/managers of small or medium manufacturing firms. English	10 Feb. 1974 10 April 1974 1 June 1974	Pt 1,000
Perfectionnement des cadres de direction	Méthodes et techniques de prospection des marchés; formes d'organisation et de gestion des sociétés mixtes; les relations des sociétés mixtes avec les organismes nationaux et internationaux; les techniques des opérations valutaires.	Académie "Stefan George" CEPCEA - Centre International pour le Perfectionnement des Cadres, Sos. Odoi 20, E.P. 106, Bucarest, Roumanie (et Ministère du Commerce Extérieur et de la Coopération Internationale et Programme des Nations Unies pour le Développement).	Débutant avril 3 semaines	Cadres aux études universitaires, spécialisés en commerce extérieur; cadres de direction des organisations économiques. Roumain, anglais	Février	1000 lei
Administration et gestion des entreprises	(1) Administration et gestion des entreprises; génie électrique (électronique et électronique); génie mécanique (mécanique d'entretien, constructions et fabrications mécaniques); chimie et technologie alimentaire. (2) Cours spéciaux de perfectionnement pour adultes.	Institut Universitaire de Technologie, Université de Dakar, Dakar, Sénégal	À convenir	Étudiant ayant terminé leur cycle d'études secondaires; étudiants ayant un diplôme de fin de premier cycle; bacheliers; autres candidats admis à limiter leur places (avec examen facultatif). Français	-	1000 francs
Administración de empresas	La empresa y su entorno; comportamiento; economía aplicada; análisis financiero; contabilidad de costes; planificación; control; gestión y técnicas cuantitativas aplicadas a la administración de empresas.	Escuela de Organización Industrial (E.O.I.), Av. de la Moncloa, s/n Ciudad Universitaria Madrid - 4, España	Octubre 4 meses	Alfudis de facultades universitarias; escuela técnica superior. Español	-	1.000 Ptas.
Administración general de la empresa	Estrategia empresarial, economía general, sociología, política industrial; la función directiva; economía industrial, finanzas y análisis financieros, marketing y desarrollo comercial, métodos cuantitativos de gestión; producción, personal, estructura de organización, planificación y control de gestión, métodos cuantitativos.	Escuela de Organización Industrial (E.O.I.), Av. de la Moncloa, s/n Ciudad Universitaria Madrid - 4, España	Septiembre 6 meses	Cursos dirigidos a directores generales que deseen actualizar y sistematizar sus conocimientos en el manejo de una organización integral de la empresa y para los técnicos que desean superar los problemas de funcionamiento y tener los conocimientos de las organizaciones. Español	-	1.000 Ptas.

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd.)

Course or Seminar	General description	Organizer; Venue	Commencing date; Duration	Qualifications; Language; Prerequisites	Last date for receipt of applications	Fee
<p>Directión de producción</p> <p>La dirección de producción en la empresa; estrategia; política y dirección. Psicología industrial. La producción y su entorno social. Métodos de gestión de la producción; investigación operativa, logística industrial, gestión de stocks, gestión de equipos, planificación, programación y alzamiento. Estadística; Informática; ordenadores; sistemas de la información; simulación y gestión automatizada de la producción. Métodos y tiempos. Planificación y control de la producción; compras, costes de producción, gestión de calidad, valoración y retribución de trabajo. Sistemática; seguimiento de problemas, análisis de razones, realización de dos trabajos personales.</p>	<p>Escuela de Organización Industrial (E.O.I.) Av. de la Moncloa, s/n Ciudad Universitaria Madrid - 3, España</p>	<p>Septiembre 9 meses</p>	<p>Curso dirigido a directores de producción, directivos operacionales y funcionales (fabricación, programación, etc.), y, en general, a ingenieros y técnicos relacionados con producción (staffs de investigación operativa, informática, etc...).</p>	-	15.000 ptas.	
<p>Métodos cuantitativos de gestión</p> <p>Investigación operativa; estadística y matemática aplicada; informática; econometría; matemática financiera e introducción a la empresa y sociología de la técnica.</p>	<p>Escuela de Organización Industrial (E.O.I.) Av. de la Moncloa Ciudad Universitaria Madrid - 3, España</p>	<p>Septiembre 9 meses</p>	<p>Título de facultad universitaria o escuela técnica superior</p>	-	4.000 ptas.	
<p>Organización y administración de empresas</p> <p>Curso superior de administración de la empresa (para postgraduados sin experiencia). Cursos de perfeccionamiento: en administración de empresas; en dirección de producción en dirección comercial; en dirección de personal.</p>	<p>Escuela de Organización Industrial (E.O.I.) Avda. de la Moncloa Ciudad Universitaria Madrid 3, España</p>	<p>9 meses</p>	<p>Postgraduados superiores Español</p>	19 septiembre	6.000 - 9.000 ptas.	
<p>Business administration</p> <p>Business policy, financial management, management accounting, management control systems, marketing management, operations management, organization and its environment, organizational behaviour, quantitative analysis, case analysis and presentation, management simulation, time-shared computer instruction.</p>	<p>IMSDE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland</p>	<p>January each year 11 months</p>	<p>University or poly-technic degree or equivalent. At least 2 years professional experience. 25-35 years old. English</p>	1 month before start of course	S.Pr. 12,000	
<p>Innovative development</p> <p>Management control, financial management, General management (business policy) international business, marketing management, organizational behaviour, operations management.</p>	<p>IMSDE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland</p>	<p>January and August each year 19 weeks</p>	<p>25-40 years old, professional activity at middle management level, company sponsorship. English</p>	1 month before start of course	S.Pr. 15,000	
<p>General management</p> <p>Strategic planning, management systems, impact of external forces on strategy, systems and performance.</p>	<p>IMSDE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland</p>	<p>May 3 weeks</p>	<p>At or about to enter senior management level. Company sponsorship. 30 years old. English</p>	2 weeks before start of course	S.Pr. 4,500	
<p>General management</p> <p>The main functions of management: the psychology of management; management planning; management leading; management organization; management control. Organization in business enterprises: the nature of organization; formal and informal relationships; delegation; line and staff; the definition of responsibilities; organization theories; organization structure; centralization; re-organization; organization charts. Planning; management forecasting; management objectives; management procedures; management programmes and schedules; management budgeting.</p>	<p>Management Development and Productivity Centre, Tello Building, Muhajjarine, Damascus, Syrian Arab Republic</p>	<p>Early 1975 about 6 months</p>	<p>Senior executives from industrial enterprises. Arabic</p>	-	-	

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd.)

Course or Study	General description	Organizer, Venue	Commencing date, Duration	Qualification, Language, Requirements	Last date for receipt of applications	Fee
Industrial engineering	Work study and incentives (3 months); production planning and control (2 months); statistical quality control (1 month); maintenance management (2 weeks)	Management Development and Productivity Centre, Tello Building, Mukajerine, Damascus, Syrian Arab Republic	Early 1975 about 6 months	B.Sc. in industrial or mechanical engineering or equivalent with not less than 3 years experience. Arabic		
Management	Planning, staff, direction, control, representation	Management Development and Productivity Centre, Tello Building, Mukajerine, Damascus, Syrian Arab Republic	April 4 weeks	Middle management sector in industrial enterprises. Arabic	1 month in advance	
Management development	General management; management development; functional management. - Accounting - Marketing - Production - Personnel Sectorial management - training geared to the needs of specific sectors of the economy.	Management Training and Advisory Centre, P.O. Box 4655, Kampala, Uganda	1-4 weeks	Personnel employed in industry, commerce or Government		£1,100 per week (average)
Management	Accounting and finance, marketing, operations management, personnel and employment relations, international business.	Cranfield School of Management, Cranfield, Bedford, United Kingdom	30 September 1974 and 29 September 1975 12 months	University degree, at least 3 years experience in business. English	31 March	About £200
Organization and methods	Analysis of procedures; organization; office equipment; clerical work measurement; computers; business statistics; network analysis.	Cranfield School of Management, Cranfield, Bedford, United Kingdom	Jan., Feb., April, June, Sept. and November 8 week	Professional and senior office staff. English	2 months before start of each course	£200 (including board and lodging)
Work study	Introduction; method study; work measurement; payment structures and methods; associated subjects (including network analysis, planned maintenance, costing, materials handling, computers, etc.).	Cranfield School of Management, Cranfield, Bedford, United Kingdom	April and October 10 weeks	Managers or senior staff concerned with work study. English	Months before start of each course	£200 (including board and lodging)
Work study	The syllabus for these courses cover the following subjects: method study; motion study; work measurement; activity sampling; labour cost control; human implication of work study; report writing; simple nomograph construction; simple wage payment and incentive systems. This course is suitable for personnel recruited for existing departments in which supervision is available for their projects. Sessions are backed with exercises to illustrate theory and to give practice in its application.	Fielden House Productivity Centre Ltd., Mersey Road, West Didsbury, Manchester M20 3QA, United Kingdom	Throughout year from 3 days to 10 weeks	Work study experience. English		From £100 to £200 (depending on length of course and on board and lodging)
Management	General management appreciation course aimed at bringing senior executives up to date in important aspects of management appropriate to their level, and to provide them with an opportunity to evaluate their own experience and approaches against those of other people working in similar enterprises and environments. Challenges to management and administration; behaviour and organization; quantitative and financial analysis; the changing environment; strategy and planning; optional studies.	Henley Administrative Staff College, Greenlands, Henley-on-Thames, Oxon. RG9 1AU United Kingdom	March and September 10 days	Candidates should be men of mature professional experience holding positions of general responsibility in industry, commerce, public corporations and the public services. They are likely to be aged 30 and over. English	1 month in advance	£1,100 (VAT)

MANAGEMENT AND INDUSTRIAL ADMINISTRATION (Cont'd)

Course or Service	Course Description	Organizing Member	Dates	Last date for receipt of applications	Fee
Management services for officers from developing countries	Organization and methods; work study; job evaluation and salary inspection; network analysis; management accounting.	Kopin Institute of Public Administration, Overseas Services Unit, Hamilton House, Malacca Road, Singapore, P.O. Box 444, Singapore	May 1967	1967	A 1000
Management science	Comparative business and management; computer and management sciences. Intensive Japanese language. Field study in Japan (three months) is also an important part of the programme. This portion includes management internships in major corporations in Japan and lectures by prominent faculty members of Keio, Meiji, and Sophia universities.	The Japan-America Institute of Management Studies, Management Science Center, 3-1-1 Nishi-Shinjyuku, Shinjyuku-ku, Tokyo, Japan	September 1967	1967	3000
Administrator Planners	Principios de administración; racionalización administrativa; actividades y convenciones financieras; administración de personal; construcción de grupos; administración financiera; control; planificación de la producción.	Centro de Formación de Administradores, Uruguay, Sarandí del Sur, Montevideo, Uruguay	April 1968	1968	500
Organization et gestion des entreprises	Liste partielle: cycles de formation africaine (technique, commerciale, administrative); cycle de perfectionnement responsable de services au personnel; direction par objectifs; additions de fonctions, qualification des emplois et "short selling"; développement organisationnel; sessions spécialisées: marketing, contrôle budgétaire, innovations, techniques de groupe, etc.	Centre de Formation de Responsables des Services, B.P. 10, 194 Kinshasa, Zaïre	à discuter	à discuter	à discuter
Cours de gestion	Pas encore disponible.	IUP - Istituto IRI per la Formazione e Management, Corso Professionale, Piazza Italia Repubblica, 30012 Roma, Italie, en collaboration avec IUP Kinshasa, Zaïre, Kinshasa	à discuter	à discuter	à discuter
Problemas de gestión	Pas encore disponible.	IUP - Istituto IRI per la Formazione e Management, Corso Professionale, Piazza Italia Repubblica, 30012 Roma, Italie, en collaboration avec IUP Kinshasa, Zaïre, Kinshasa	à discuter	à discuter	à discuter
Programa de marketing	The marketing concept; developing communication strategies; selecting channels of distribution; pricing strategy; product policy; marketing planning; international marketing strategy; national vs foreign competition; multinational organizations; strategy and planning.	ISBIBAD, 11, rue de Constantine, 1000 Bruxelles, Belgique	August 1968	1968	à discuter

Course of Studies

Report promotion and marketing

Advanced theoretical training... includes management planning, planning as a management function, planning systems, methods and techniques of management planning, planning budgeting, planning practice, marketing strategy, the market in the future, marketing functions of management. Marketing practice: market research, market analysis, concept and planning in marketing, practical marketing, marketing mix, market analysis, sales promotion in marketing, market information systems. Theory in marketing practice: marketing strategy, sales law and the problems of international trade and transportation, international, commercial, transactions and goods transport. Training methods used during the seminar: Reports, case studies, business games, group work and subject discussion. Advanced practical training with seminar firms according to facilities available. Study visits to trade fairs and events.

Report product management

Report product management, export organization within the enterprise, export marketing methods, export market research, export publicity, export financing, reports of and information organization, transportation, taxation and tariffs. The course programme is supplemented by excursions to major industrial, commercial, and public institutions.

Executive professional

Principios generales de administración de empresas; técnicas de ventas; administración de recursos humanos; relaciones públicas y otros profesionales.

Executive development for foreign trade

1a. For senior executives: costing and pricing for export; international marketing; export management. 2a. For middle level executives: export marketing techniques; export procedures and documentation. 3a. For junior executives: business development of international trade. 4a. Special programmes for entrepreneurs, owners, trainees, export managers and business executives.

Marketing management

Aspects of marketing: 10 hrs.; marketing analysis: 10 hrs.; sales promotion: 10 hrs.; sales planning and control: 10 hrs.; purchasing and storage: 10 hrs.; distribution: 10 hrs.; pricing: 10 hrs.; import and export: 10 hrs.; industry: 10 hrs.

Country, Venue

East Berlin - German Democratic Republic - GDR - Berlin, Potsdam. Report of Germany, and Central Office for Employment, in cooperation with German Economic Research Institute.

Mar. Bausberg-Gesellschaft, Hochschule für Angewandte Wissenschaften (HAW) in Berlin, Federal Republic of Germany in cooperation with German Economic Research Institute and Central Office for Employment.

Subdivisión de Carreras Técnicas, División de Capacitación de Ejecutivos y Recursos Humanos del Instituto Técnico de Capacitación y Productividad, ITPVIZAP, Calle 4-1, Zona 13, Guatemala City.

Indo Institute of Foreign Trade, 4-22 Green Park Extension, New Delhi-110016, India. Various sites in India.

The Vocational and Managerial Training Institute, Jalan Jenderal Sudirman, Bandung, Indonesia.

Empirical university... practical experience... at least 7 years... practical experience in a responsible activity... university studies in political management, economic sociology.

At least 7 years practical experience in a responsible activity... university studies in political management, economic sociology.

Teacher of Economics and Statistics... practical experience... university studies in political management, economic sociology.

Master's degree and university experience in sales and marketing... English.

University degree and university experience in sales and marketing... English.

MARKETING AND EXPORT PROMOTION (Cont'd.)

Report presentation	Study of strategies and instruments of export promotion of industries, products, making as an example the case of Israel. Lectures, discussions and observation tours in industries, terminals, etc.	Ministry of Trade and Industry, Jerusalem, Israel.	To be arranged
Report presentation	Régularité et problèmes de commerce international; techniques de marketing appliquées au commerce international; planification en matière de commerce international; planification de l'industrie des textiles; activités fonctionnelles; science de management.	Centre International de perfectionnement de l'enseignement de l'industrie textile, Paris, France.	A 11/19/67
Report presentation	Teoría y práctica del comercio internacional; las técnicas de "marketing" aplicadas al comercio internacional; planificación para el comercio internacional; distribución; actividades funcionales; industria de gestión empresarial.	Centre International de Perfectionnement de l'enseignement de l'industrie textile, Paris, France.	A 11/19/67
Report presentation	Concepts and theory; marketing; transportation and distribution; distribution channels; general distribution management and administration.	International Centre for Advanced Technological and Vocational Training, Paris, France.	To be arranged
Report presentation	Theory and practice of international trade; marketing techniques applied to international trade; market planning; product planning; distribution; sales promotion; functional activities; management science.	International Centre for Advanced Technological and Vocational Training, Paris, France.	To be arranged
Report presentation	Marketing and economic development; marketing concepts; marketing research and analysis; marketing planning and control; the promotional activities; marketing communications; the strategic aspects of marketing management.	International Centre for Advanced Technological and Vocational Training, Paris, France.	To be arranged
Report presentation	Role of Government in export promotion; export marketing management; export marketing research; export promotion techniques.	International Centre for Advanced Technological and Vocational Training, Paris, France.	To be arranged
Report presentation	Develop the skills of marketing consultants and officers of export promotion organizations in developing and securing export-markets.	International Centre for Advanced Technological and Vocational Training, Paris, France.	To be arranged

PRODUCT DESIGN AND PACKAGING

Course or Subject	General description	Organizer, Venue	Commencing date	Qualification / Language / Requirements	Last date for receipt of applications	Fee
Application des méthodes plastiques dans l'emballage et le conditionnement (à compléter les langues)	Les polymères utilisables dans le conditionnement et l'emballage; leurs diverses propriétés; chimiques, physiques et rhéologiques. Le conditionnement des produits chimiques; bidons, fûts et réservoirs. Le transport des eaux résiduaires. Le flacottage alimentaire et industriel. Travaux de laboratoire. Méthodes d'essais et d'industries alimentaires. L'emballage alimentaire. Notions de toxicologie. L'étude de la migration des adjuvants (méthodes et analyses. Le transport de l'eau potable (contaminée et non contaminée). L'élimination des déchets de l'emballage en matières plastiques (pollution de l'air et du sol - biodégradabilité).	Centre d'études les matières plastiques, 2 rue Armand-Stewart, Liège (Belgique)	6 Mars 1977	Ingénieur chimiste, licencié en sciences pharmaceutiques. Français	A arranger	
Emballage	Etude des applications belges et étrangères en matière d'emballage; méthodes de contrôles et d'essais sur emballages et matériaux d'emballage; la documentation et l'information; stage dans le laboratoire de recherches; travaux en laboratoire de toxicologie; tests de migration, de cession des divers matériaux; étude des critères de toxicité; stage dans les laboratoires de chimie et chambres climatiques; stage dans le laboratoire de physique; stage dans le laboratoire d'essais mécaniques; visites de différentes usines belges travaillant dans les secteurs - papier, carton, verre, aluminium, bois, plastiques, textiles, matériaux composites.	Institut belge de l'emballage (sabi) 15 rue Ploard, Bruxelles 7, Belgique	Toute l'année (sauf juillet - août) - variable suivant le degré de perfectionnement soumité (15 jours à 4 mois)	Ingénieur ou ingénieur diplômé Français	1er Juin 1977	A arranger
Industrial design	Evolution de l'évolution des idées et des organismes de promotion en Belgique. Situation actuelle; aspects économiques et socio-culturels. Organismes promoteurs; Institut belge pour le développement de l'Industrial Design. Champs d'activité (documentation, littérature, travaux d'appoints); examens des programmes et supports d'activité de 1964 à 1971 de l'Institut belge. Collabore avec l'Institut belge du commerce extérieur; fonctionnements; contacts éventuels avec fédérations professionnelles; enseignements; fédérations professionnelles; entreprises.	Institut belge pour le développement de l'Industrial design, Bruxelles, Belgique	Indifférent (sauf juillet-août) 1 mois	Cadres d'organismes nationaux de promotion, designers, ingénieurs techniciens ou en construction, toutes autres personnes spécialisées	1er Juin 1977	A arranger
Engineering and industrial design	Procedures for design of various industrial products including prototype manufacturing and basic production documentation.	UNIDO Engineering and Industrial Design Development Centre 50 United Nations Development Programme P.O. Box 980, Zamalek, Cairo, Arab Republic of Egypt	1 October 1975, 1976 and 1977 4 months	B.Sc. in mechanical engineering English	1 September each year	
Product design and packaging	Nature of design; introduction to product design and packaging; presentation techniques; basic product and packaging design; professional development and management.	The Design Centre, Federation of Hong Kong Industries, Hong Kong	July 5 weeks	Staff actively engaged in product design and packaging. English	1 month before start of course	\$HK\$
Design for export	Relation of design with craft tradition; designer's special skill in promoting traditional skills and materials into quality production export items; industrial design and the international market scene; the role of international design bodies such as ICSID.	National Institute of Design, Delhi, Alameda Road, India	November 1 month	Candidates from the managerial marketing cadre interested in export manufacturing. English	To be announced later	Rs. 150,00

PRODUCT DESIGN AND PACKAGING (Cont'd)

Course or Country	General description	Organizer; Venue	Commencing date; Duration	Qualification; Language requirements	Last date for receipt of applications	Fee
Industrial design	Short courses in textile design and furniture design.	National Institute of Design, Paldi, Ahmedabad, India	November 1975; 5 months	Professional experience; English	-	Rs. 100 per month
Industrial design; visual communication	Textile, ceramic and graphic design. Film, photography, printing, typography.	National Institute of Design, Paldi, Ahmedabad, India	June and November 1975; Full time undergraduate programme; 5 years. Advance level: 2 to 3 years. Short term: 1 week to 3 months	Multi level entry: SSC or matriculation provision for post graduate and research programme. English	10 May and 17 October	Rs. 150.00 per year
Product design technology	Introduction to product design functions; design and production analysis; analysis of market, cost-and-income, performance and quality variables; work simplification; standardization and variety reduction; value engineering; material substitution, quality costs; basic principles of aesthetics and applied to design functions.	Asian Productivity Organization, Aoyama, Dai-ichi Mansions, 4-14, Akasaka 5-chome, Minato-ku, Tokyo 107, Japan	5 weeks	Design engineer in manufacturing or product design trainer; consultant, with a degree in mech production engineering, and 2 years related experience; 30-40 years of age. English	2 months in advance	US\$150-350
Product design technology	Provide the opportunity for professional designers to study improved product design and develop "appropriate" designs in member countries.	Asian Productivity Organization, Aoyama, Dai-ichi Mansions, 4-14 Akasaka 5-chome, Minato-ku, Tokyo, Japan	In 1976 date not yet fixed 6 weeks	Product design consultants at NPO's or design engineers in manufacturing industry English	-	To be arranged
Production engineering	Production engineering, design and development, standards.	State Heavy Engineering and Machine Tool Corporation Ltd., P.O. D.C. House, Dr. Ziauddin Ahmad Road, Karachi-4, Pakistan	1 January 3 to 12 months	Degree in mechanical engineering. English	1 November	-
QUALITY CONTROL AND STANDARDIZATION						
Normalization	Definitions, prémisses, philosophie, motivation, objective et aspects économiques de la normalisation; organismes de normalisation; normalisation internationale, multinationale, nationale, d'un secteur d'industrie, d'entreprise; élaboration des normes; étude d'exemples typiques, de normes, de terminologie et de définitions, de représentation graphique, de spécification, de produits (composition, propriétés physiques et chimiques, forme, dimensions, qualité, de méthodes de mesure, d'essai et de contrôle, de sécurité, de procédure, code de bonne pratique, checklist; application de la normalisation dans les articles, réduction de la diversité; procédures d'analyse de la valeur appliquées à la normalisation; documentation et bibliographie.	Comité belge de la normalisation d'entreprise 29 Avenue de la Brabançonne, Bruxelles 4, Belgique	2 à 3 semaines	Formation technique de degré moyen; ce cours est principalement destiné à ceux qui seront appelés à appliquer la normalisation, notamment dans la gestion des entreprises. Français ou néerlandais.	-	A diecuer
Industrial quality control	Mechanical testing of raw materials and products; chemical analysis; dimensional control; radiography.	Centro de Servicios Metalurgicos Ltda, Avda. Marathón 2595, Casilla 14016 Correo 21 Santiago de Chile	To be arranged	Professional qualification English and Spanish	To be arranged	US\$500 per month

QUALITY CONTROL AND STANDARDIZATION (Cont'd)

Country or Sponsor	General description	Organizer, Venue	Commencing date: Duration	Qualifications: Language requirements	Last date for receipt of applications	Fee
Control de calidad y metrología	For determining	Instituto Nacional de Normalización, Santiago, Chile	Variable	Calificaciones profesionales Español	-	A convenir
Normalisation - contrôle de la qualité	Etude des méthodes du contrôle de la qualité et de leur mise en oeuvre dans les centres techniques, laboratoires et entreprises.	ACTIF 54 rue Pierre Charron Paris 8 ^e , France	Avril 7 semaines	Ingénieurs chargés des services de contrôle de qualité, fabrication, achats, essais, etc. Français	Oct bre	Fr.F. 1,000
Normalisation et contrôle de qualité	Etude des méthodes du contrôle de la qualité et de leur mise en oeuvre dans les centres techniques et les entreprises. Etude des services chargés de l'application des normes dans les instituts de normalisation et les entreprises. Les notions de calcul statistique auxquelles font appel ces méthodes de contrôle seront seulement évoquées de façon rapide.	ACTIF et AFOR 64 rue Pierre Charron Paris 8 ^e France	Stager non encore fixé 10 semaines	Ingénieurs responsables du contrôle de la qualité, d'un service après-vente, d'un service achats, ou d'essais de laboratoires. Français	-	A discuter
Formation à la normalisation	Généralités sur la normalisation; procédure d'élaboration des normes; diffusion de la normalisation; application des normes; marques de conformité aux normes.	AFOR Tour Europe Cedex 92080 Paris La Défense, France	Non encore fixé 10 semaines	Ingénieurs et techniciens appelés à participer à des travaux de normalisation sur le plan national, professionnel ou d'entreprise. Français	-	A discuter
Statistical quality control	Detailed training in the principles and application of statistical quality control with emphasis on its application to standardization and certification marking.	Indian Standards Institution, 9 Bahadur Shah Zafar Marg, New Delhi-110001, India	7 October 7 weeks	A degree in any branch of science, engineering or technology with at least 2 to 3 years experience in the respective fields. Preference to those who are oriented with any facet of industrial production such as design, manufacturing quality control, standardization, distribution, etc. English	1 August	To be arranged
Training in standardization for developing countries	Detailed training in principles and methodology of standardization, the working of ISI, assessment of the impact of standardization and certification marking efforts on trade and industry.	Indian Standards Institution, 9 Bahadur Shah Zafar Marg, New Delhi-110001, India	Second week of November each year 15 weeks	Graduates in science, engineering or technology, and must have been engaged in standardization actively to be able to make practical use of the training on return. English	1 September	To be arranged
Standardisation	Standardization: establishment of standard specifications for industrial products, follow-up and testing in chemical, mechanical and electrical fields. Programme consists of lectures, laboratory demonstrations and visits to factories.	Institute of Standards and Industrial Research of Iran, Tehran, Iran	To be arranged 2 to 4 weeks	Graduate engineers English or Parsi	-	None
Industrial quality control	Develop QC instructors by providing knowledge and skills on the philosophy, techniques and practice of QC.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 5-chome Miyato-ku, Tokyo, Japan	In 1975 date not yet fixed 20 weeks	QC consultants, trainers of NPOs or equivalent organizations. English	-	To be arranged
Quality control	Train participants in the latest systems of QC and enhance their professional skills in setting up and improving QC systems in industry.	Asian Productivity Organization, Aoyama Dai-ichi Mansions, 4-14 Akasaka 5-chome Miyato-ku, Tokyo, Japan	February 1976 6 weeks	QC consultants, trainers and engineers. English	3 months in advance	To be arranged

QUALITY CONTROL AND STANDARDIZATION (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date, Duration	Qualifications, Language requirements	Last date for receipt of applications	Fee
Industrial standardization and quality control	Essentials of standardization; international and regional co-operation in standardization; certification and labelling systems; export inspection systems; company standardization; legal metrology; outline of quality control and reliability; statistical method; measurement, test and analysis; methods of sampling; control charts; sampling inspection; design of experiments; standardization of design of experiments; standardization of design of quality; product specification; production planning and control.	Japanese Standards Association, Tokyo, Japan	January 1975, 11 weeks	Professional qualifications, English	-	To be arranged
Industrial water	Industrial water analysis and treatment.	National Institute of Standards Research, Chungno-Ku, Seoul, Republic of Korea	To be arranged	E.S.S., English	-	To be arranged
Industrial quality control	Theoretical part: statistical methods, statistical quality control during the production process, acceptance, sampling and inspection, process analysis, improving the production process, quality and cost, quality organization, quality information, operations research, reliability, the philosophy of integrated quality control, planning and preparation of basic design, standardization, ergonomics decisions on programming, designing, production, distribution and service. Practical part: mainly conducted in factories, offices or institutes concerned with the following aspects: market analysis and production development, standardization, process analysis, organization for quality control, metrology, problems of optimization and design of experiments.	Beaumont International Education Centre, Weena 700, Rotterdam, the Netherlands, in cooperation with NUFFIC	14 January 1975 and 14 August 1975, 8 months	Bachelor's degree from a recognized university or similar institute, engaged in work directly related to the field of the course concerned, English	-	Gulden 1,000 (subject to change)
Control e inspección de materiales	Técnicas de inspección de materiales.	Centro Nacional de Investigaciones Metalúrgicas (CENIM), Ciudad Universitaria Madrid 3, España	Mes y medio variable	Técnico con experiencia en el laboratorio universitario, Español	-	A convenir
Análisis instrumental	Cromatografía y pirocromatografía; espectrofotometría AA; espectrofotometría IR; análisis elemental cuantitativo y orgánico funcional cualitativo; determinación de pesos moleculares.	Instituto Nacional del Carbón y sus Derivados, Pl. Paraiso, 1, Zaragoza, España	14 febrero 1975, 6 semanas	Título Superior Español	Septiembre 1975	1000 pesetas semanales
Racionalización y normalización	Dirección de la producción. Curso superior de normalización. Organización del trabajo administrativo en la empresa. Aplicaciones prácticas de la I.O. en la empresa. Gestión de la calidad. Análisis del valor. Valoración del trabajo administrativo. La estructura de salarios en la empresa. Planificación y gestión de la normalización. Dirección de personal. Nomenclatura y codificación en la empresa. Toma de decisiones en la empresa, en condiciones de riesgo e incertidumbre. Planificación a medio y largo plazo. Fiabilidad en la dirección y la fijación de objetivos en la empresa. La dirección de objetivos en la empresa. La responsabilidad personal en la alta dirección, etc.	Instituto Nacional de Racionalización y Normalización Serrano 140 Madrid 3, España	No estable - 10 días + 1 semana (entre una semana y tres meses)	Postgrado de Personal Directivo y Génico de empresas de la comunidad española. Español	-	Variable

QUALITY CONTROL AND STANDARDIZATION (Cont'd)

Course or Seminar	General description	Organizer, Venue	Commencing date; Duration	Qualifications; Language requirements	Last date for receipt of applications	Fees
<p>Organization of standardization and ancillary activities</p>	<p>The programme which will be specially designed to meet the needs of developing countries has not yet been finalized.</p>	<p>British Standards Institution, 1 Park Street, London W1A 3BC, England</p>	<p>During summer 1967</p>	<p>All countries, nationalities, languages, English</p>	<p>To be arranged</p>	<p>To be arranged</p>
<p>Gestion industrielle et financière des petites et moyennes entreprises</p>	<p>Le cycle a pour but d'assurer une formation complémentaire à des cadres d'organismes de promotion de la petite et moyenne entreprise industrielle. Le perfectionnement est axé sur la gestion financière, le calcul de prix de revient et la comparaison inter-entreprises. Il se compose de cours théoriques et de stages dans des bureaux d'ingénieurs-conseils et entreprises industrielles.</p>	<p>Institut économique et social des classes moyennes à Bruxelles, 10 Administration Générale de la Coopération au développement, Place du Champ de Mars 5, Bruxelles, Belgique</p>	<p>11 Avril 1967, 1 mois</p>	<p>Etudes universitaires à orientation commerciale ou économique ou formation pratique équivalente acquise par une fonction de cadre dans une entreprise. Français ou néerlandais</p>	<p>15 février 1967</p>	<p>A déterminer selon les cas</p>
<p>Petites et moyennes entreprises (formation de conseillers d'entreprises)</p>	<p>I. Introduction - l'économie belge. II. Gestion financière: le bilan, l'écart de la structure de la rentabilité globale; le compte d'exploitation, le calcul de la rentabilité propre; les techniques utilisées pour évaluer la structure financière et la rentabilité; les sources de financement. B. D'exploitation: direct costing; rentabilité des investissements. C. Administrative et comptabilité: la comptabilité dans les PME; les systèmes administratifs; le traitement de l'information. D. Industrielle: planning de l'approvisionnement; problèmes de communications. E. Commerciale: les problèmes de communications. Le concept "marketing"; le programme des cours est axé sur le développement des pays en voie de développement.</p>	<p>Institut économique et social des classes moyennes à Bruxelles, 10 Administration Générale de la Coopération au développement, Place du Champ de Mars 5, Bruxelles, Belgique</p>	<p>A arranger 3 mois</p>	<p>Etre en possession d'un diplôme universitaire de 1^{er} degré ou équivalent en sciences économiques ou administratives, ou d'un diplôme d'ingénieur commercial ou équivalent. Age: maximum 40 ans. Français</p>	<p>A déterminer</p>	<p>A déterminer</p>
<p>Petites et moyennes entreprises industrielles orientation marketing</p>	<p>1. Séminaires d'études de cas (3 mois et demi) sur: l'économie; la communication et la créativité; la gestion financière; le marketing; l'organisation de l'entreprise. 2. Visites d'organismes professionnels (zones industrielles, organisations professionnelles, etc.). 3. Stages (1 mois). (Ces cours sont sanctionnés par un examen oral et écrit. But du cycle: former des conseillers en gestion pour la petite et moyenne entreprise industrielle).</p>	<p>Institut économique et social des classes moyennes à Bruxelles, 10 Administration Générale de la Coopération au développement, Place du Champ de Mars 5, Bruxelles, Belgique</p>	<p>11 mai et 12 octobre 1967, 3 mois</p>	<p>1. Avoir un diplôme d'ingénieur ou licencié en sciences économiques ou commerciales ou une licence en administration des entreprises; 2. Avoir une expérience industrielle de 3 à 10 années. 3. Posséder les aptitudes à remplir au rôle de conseiller (contact humain, persévérance, etc.). 4. Être âgé de 20 à 40 ans. Français ou néerlandais</p>	<p>15 mai 1967</p>	<p>A déterminer</p>
<p>Consultoría a la pequeña y mediana industria</p>	<p>La transferencia de tecnología a la pequeña y mediana industria colombiana a través de la consultoría. Tecnología de mercadeo, filiofías, limitaciones, trabajos y prácticas. Tecnología de producción. Administración de producciones, desarrollo tecnológico, dificultades de adaptación de tecnologías más avanzadas, trabajos prácticos. Tecnología contable y financiera. Administración financiera, herramientas prácticas de manejo financiero, fuentes de crédito, trabajos prácticos.</p>	<p>UNIBO, Carrera 14 A. No. 13-10 Bogotá, Colombia</p>	<p>A arranger 1 mois</p>	<p>Tout universitaire ou technicien ayant une expérience en aff. Espagnol</p>	<p>15 mai 1967</p>	<p>100\$</p>

SMALL SCALE INDUSTRIES AND ENTREPRENEURSHIP

SMALL-SCALE INDUSTRIES AND ENTREPRENEURSHIP (Cont'd)

Course or Seminar	General description	Organizer/Venue	Commencing date/Duration	Qualification/Experience requirements	Last date for receipt of applications	Fee
Introduction to industrial design for small industries entrepreneurs	Design consideration of small scale industries; small production runs; design as tool for innovation; design as tool for material substitution; design as tool for production economy.	National Institute of Design, Patna, Almerabad, India	1 month	Candidates interested in entrepreneurship for secondary manufacturing units. English.	To be announced later	Rs. 10.00
Entrepreneurial motivation development	Entrepreneurship; understanding individual behaviour; achievement motivation; risk-taking; aspiration; values; goal-setting; entrepreneurial decision-making; economic factors; feasibility studies; organization; identification of entrepreneurs; long-range strategies.	SIET (Small Industry Extension Training Institute) Yousufguda, Hyderabad-500045, India	Late October 1 week	Persons actively engaged in training, planning or administration (industrial entrepreneurs) development unit. University degree certificate; age under 35 years.	-	US\$ 5.75
Small industry financing	(a) The concepts and functions of development financing with reference to development of economies, role of development banks in stimulating economic growth, service selling - a promotional aspect of development banking, role of small scale industries in developing economies, concept of lead bank and area approach, preparation of industry profiles through regional surveys; formulation of policies and procedures with a view to developing appropriate financial infrastructure, motivating small industries to small bank assistance. (b) Techniques and analytical tools for planning and control of financial resources (helping borrowers in their decision-making); assessing business opportunities; managerial ability and technical competence of operating industries; planning financial needs and checking profit performance of small enterprises, and financing of new enterprises and appraisal of their project reports. (c) Follow-up system and advisory services to ensure the adoption of financial discipline and socially desirable business policies by small scale industries; development of a follow-up system to diagnose problems of small industries, and supervision of fund utilization through bank accounts.	SIET (Small Industry Extension Training Institute) Yousufguda, Hyderabad-500045, India	Late October 15 weeks	University degree and at least 3 years experience in banks or other financial institutions or development corporations. Sponsorship by employer. English	-	US\$ 6.00
Small industry management consultancy	Management concepts and techniques; the economic environment and the role of management development therein; business policy, investment appraisal and techniques for planning and control of management; marketing and sales; management accounting and sales; production and industrial engineering; organization and labour. Consultancy skills and practice; application of techniques for analysis and diagnosis; consultancy practices. Organizing management consultancy services.	SIET (Small Industry Extension Training Institute) Yousufguda, Hyderabad-500045, India	September 10 weeks	University graduate with at least 3 years experience in institutions or agencies concerned with assistance, advice or training for small industry. English	July	US\$ 1,000
Small industry promotion in developing economies	Economic growth; industrialization process; role of small industries; small industry development programme in India; organisational network for small industry - promotion - government, quasi-government and non-government organizations for promoting small industries in India; economic investigation and analysis; organizing and working for small industry; visits to small industry promotion agencies and organizations as well as concentrations of small industries.	SIET (Small Industry Extension Training Institute) Yousufguda, Hyderabad-500045, India	September 10 weeks	Considerable experience in policy-making or programme implementation in ministries, agencies or development organizations concerned with promotion, servicing and assisting of small-scale industry, including traditional and cottage industries and existing and prospective entrepreneurs. Participants should be in age group 24-40 years. English	July	US\$ 1,100
Information storage and retrieval systems	Information: basic concepts and definitions; elements of an information system. History and sociology of scientific communication. Techniques for handling information; document and information storage systems; dissemination of information; question analysis and search strategies; analysis, design, testing and evaluation of information systems; reprographic methods.	Small Entrepreneurship National Documentation Centre (SENDOC) SIET Institute, Yousufguda, Hyderabad-500045, India	September 10 weeks	Professional qualification English	-	US\$ 800 (not including cost of board and lodging)

SMALL-SCALE INDUSTRIES AND ENTREPRENEURSHIP (Cont'd)

Courses or Seminars	General description	Organizer, Venue	Commencing date, Duration	Qualifications, Language requirements	Last date for receipt of applications	Fee
Handicrafts for home industries and co-operative marketing	Training in promotion of crafts through modern methods of production, management and marketing; adaptation of traditional skills and patterns to modern demand, teaching methods and market research.	International Training Centre for Community Service, Mount Carmel Girls, Israel	October 4-5 months including practical work	Participants should be engaged in instruction, promotion or administration of crafts, cottage or other small-scale industries. English	-	To be arranged
Management for small sized plants	Organization and management of the small plant; marketing; financial management; personnel management and human relations; production management and organization.	Israel Institute of Productivity, S. S. L. Ltd., Tel Aviv, Israel	10 October 4 weeks	Practical English	15 July	US\$600
Small industries	Consultants advanced training course to develop the professional skills of consultants in rendering consulting/diagnostic services for small industries.	Anah Production Organization, Ayama Daiichi Maruim, 1-11 Akasaka - Home Minato-ku, Tokyo, Japan	June 1976 10 weeks	Management consultants/trainers of NPOs and other equivalent institutes. English	2 months in advance	To be arranged
Entrepreneurship development	Achievement motivation training (goal setting, creativity, risk taking, awareness exercises, time-toss games, admiration ladder exercises, etc.). Management skills training (general management, marketing management, production management, accounting and finance). Feasibility study and project preparation (guidelines to opportunity identification and product selection and the preparation of the project feasibility itself, its market, technical and financial feasibility). Entrepreneurship. Philippine setting.	Institute for Small-Scale Industries, University of the Philippines (RISSE 205 Building, East Avenue Diliman, Quezon City, the Philippines	To be arranged 10 weeks	Have a pre-training and psychological test. English	2 weeks before start of course	P, 000
Cottage industries	Mechanics, electric studies, carpentry, blacksmithy, sheet metal work, handloom and weaving for women.	Ministry of Commerce and Industries, Azimio Cottage Industries Training Centre P.O. Box 411, Dar es Salaam, United Republic of Tanzania	1 year 4 weeks	Class seven and above. Swahili	To be arranged	-
Entrepreneurship	Selection and training of entrepreneurs.	East-West Technology and Development Institute Hawaii, United States of America	October 4 weeks	Trained and untrained concerned with the training of entrepreneurs in a university or related training institution and small business entrepreneurs. English	-	To be arranged
Trainer development	Training needs; developing training objectives and planning training strategy; designing a training programme; the training group and the climate; training methods; individual and group assignment; communication in training; study tour of training institutes in Hyderabad and other cities in India	SIET Small Industry Extension Training Institute, Yusufguda, Hyderabad 5 (A.P.) India	October 4 weeks	Persons actively engaged in training in institutes offering training in management, administration, development, etc. Participants should be less than 35 years of age. English	August	US\$600.00
Audio-visual aids technology	The nature of communication; the audio-visual media in instructional technology; the audio-visual methods; audio-visual mass-media for learning; the audio-visual service; maintaining audio-visual materials; preparing audio-visual software; the specialized uses of audio-visual media.	International Centre for Advanced Technical and Vocational Training, Corso Italia 110 Turin, Italy	10 January 10 weeks	At least 3 years experience in their field or in allied fields. Practical teaching or communication skills in a second asset; between 18-30 years of age. English	To be arranged	To be arranged

TRAINER DEVELOPMENT

OTHER TRAINING OPPORTUNITIES AND SHORT COURSES
 AUTRES POSSIBILITES DE FORMATION ET SESSIONS D'ETUDE DE BREVIE DUREE
 OTRAS OPORTUNIDADES DE CAPACITACION Y CURSOS CORTOS

Course or Seminar	General description	Organizer, Venue	Commencing date, Duration	Qualifications, Language requirements	Last date for receipt of applications	Fee
Management	The Institute organizes courses (duration from one to five days) covering virtually every aspect of management, including marketing. The course described below is the only one given in English. The profession of management. The changing role of management; how to avoid managerial obsolescence; the challenge of professional management; how companies evolve their management requirements; classification of management work; what is a manager's job? Planning for more effective results; establishing a logical planning pattern; the principles of planning; using specific objectives as a guide to management action; structure to fit the needs of the future; what type of organization structure should you have? How to improve your organization; delegation the key to effective management. Effective leadership: new thinking in management and leadership; how to make better decisions; communication; delegating the key to standing; motivating people for effective development; new methods of counselling following appraisal. Controlling for results: how to select the best type of control; the lever principle - getting greatest control with least effort; how to determine accountability for control; accurate and precise reporting; what can never be delegated in control.	Herrnstein Institut für Unternehmensführung, 1151 Vienna, #Hiringer Gürtel 77, Herrstein bei Berndorf, Austria	Variable - from September to June (2-5 days)	Entrepreneurs, managing directors, general managers and divisional managers. Except for the one-week course described above, all courses are given in German.	-	From A.S. 1,000 to A.S. 11,000
Formation dans l'industrie	Les autorités bulgares sont dispensées à organiser des programmes de formation individuels ou en groupe dans les domaines suivants: alcoïdes; automatisation de la programmation; analyse des corps gras; équipement hydraulique.	Ministère des affaires étrangères, Sofia, Bulgarie	Variable	Diplôme universitaire Anglais, français ou Russe.	-	-
Training in industry	The Bulgarian authorities are prepared to organize individual or group training programmes in: alcoïdes; automation of programming; fats-analysis; hydraulic equipment.	Ministry of Foreign Affairs Sofia, Bulgaria	Variable	University degree English, French or Russian.	-	-
Basee para el dimensionamiento de estructuras de madera	Propiedades mecánicas de la madera; análisis estadísticos; obtención de fatigas básicas; clasificación por resistencia; obtención de fatigas admisibles y de diseño; elemento de unión en la madera estructural; maderas laminadas; construcciones especiales.	Instituto Forestal Belgrado 11 Santiago de Chile Chile	en Julio (variable) 24 horas pedagógicas	Estudios universitarios o título profesional Español	-	A US\$ 200
Ingeniería	Tecnología en ingeniería, ciencias de la educación, ingeniería mecánica, ingeniería eléctrica, ingeniería industrial, tecnología eléctrica, mecánica, industrial y química.	Universidad Tecnológica de Pereira, Apartado aéreo 77, Pereira, Colombia	enero 6 meses	Bachillerato y pruebas de admisión del ICPES. Español	-	A US\$ 200
Ingeniería de petróleos	El tema específico lo da el conferencista	Universidad Industrial de Santander Apartado Aéreo 112 Bucaramanga, Colombia	15 días de clase durante el mes de verano	de requisitos de inscripción profesional o esté cursando último año de estudios universitarios. Español	-	US\$ 100
Ingeniería, química, física, metalúrgica	Termodinámica, cinética, fenómenos de transporte, separación de multicomponentes, física del estado sólido, física de la plasma, electromagnetismo, metalurgia física, metalurgia mecánica, corrosión.	Universidad Industrial de Santander, Apartado aéreo 77, Bucaramanga, Colombia	febrero 12 meses	Ingeniero o licenciado. Español	-	A US\$ 200

Course or Seminar	General description	Organizer, Venue	Commencing date; Duration	Qualifications; Language	Last date for receipt of applications	Fees
Stages dans l'industrie	<p>Sessions d'études sous forme de stages groupés, dont les programmes comportent généralement une partie d'enseignement théorique et une partie d'application pratique, dans les secteurs suivants:</p> <p>Stage Durée Date de début</p> <p>Béton précontraint 4 mois Avril</p> <p>Industrie chimique et caoutchouc 10 semaines Septembre</p> <p>Maintenance, implantation, stockage 3 mois Septembre</p> <p>Constructions métalliques Périodicité variable</p> <p>Administration d'entreprise " "</p> <p>Contrôle de la qualité " "</p> <p>Energie électrique " "</p> <p>Techniques frigorifiques " "</p> <p>Corrosion " "</p>	<p>Agence pour la coopération technique industrielle et économique (ACTIE)</p> <p>84 rue Pierre Charron, Paris 8^e, (en diverses régions de France)</p>	<p>Variable</p> <p>De 3 à 5 mois</p>	<p>Personnes occupant déjà ou qui sont appelées à occuper des postes de responsabilité dans les entreprises, les services publics ou la vie économique de leur pays. Français</p>	-	A discuter
Coaching	<p>Direction et management; efficacité personnelle des dirigeants d'entreprise; stratégie de développement de l'entreprise; direction par objectif; introduction et relance; enrichissement des fonctions; diagnostic et valeur de l'entreprise.</p>	<p>Centre d'Enseignement du Management, 3 rue Cassette, 75006 Paris, France</p>	<p>Toute l'année</p> <p>sauf juillet à septembre</p> <p>2 jours complet</p> <p>14 jours</p>	<p>Dirigeants et cadres supérieurs Français</p>	-	Meilleur nombre de stages
Development industriel	<p>Promouvoir une information objective sur les grands problèmes économiques internationaux et favoriser une meilleure compréhension des données économiques et techniques qui s'imposent aux entreprises participant au développement industriel des pays du tiers monde. Il s'agit de placer les étudiants devant des problèmes concrets dont ils auront à analyser les données en tant que futurs responsables de l'Administration ou de l'économie de leur pays. Les sessions d'études reposent sur une série d'exposés animés par des cadres d'entreprises, de grands services publics, souvent membres de CEDINEM, de représentants d'organismes internationaux souvent choisis en raison de leur expérience des problèmes du développement.</p>	<p>Centre Européen pour le Développement Industriel et la mise en valeur de l'Outre-Mer (CEDINEM) 12 rue de Barri, 75008 Paris, France</p>	<p>Cycle annuel</p> <p>de 5 sessions</p> <p>1^{re} études de 2 jours</p>	<p>Etudiants du tiers monde, niveau 2^o année de scolarité</p> <p>Grandes Ecoles ou 3^o cycles</p> <p>1^{re} études supérieures. Français</p>	<p>15 jours avant déroulement du cycle</p>	-
Gestion industrielle	<p>Voyage d'études consacré à des visites d'entreprises et à la présentation des réalisations industrielles les plus caractéristiques d'une grande région industrielle; étude des problèmes posés par la reconversion des activités économiques; étude des équilibres des diverses activités dans le cadre des Plans de développement économique régional (échange de vues avec des responsables d'entreprises et les responsables des instances régionales).</p>	<p>Centre Européen pour le Développement Industriel et la mise en valeur de l'Outre-Mer (CEDINEM) 12 rue de Barri, 75008 Paris, France</p>	<p>En juillet</p> <p>1 semaine</p>	<p>Etudiant des Territoires Français l'Outre-Mer; 2^o cycle</p> <p>1^{re} études supérieures. Français</p>	<p>2 mois avant le début du voyage</p>	-
Aciers spéciaux	<p>Journées d'études organisées avec la Chambre Syndicale des Producteurs d'Aciers Fins et Spéciaux.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>En décembre</p> <p>2 jours</p>	<p>Formation d'ingénieur ou de technicien. Français</p>	-	A fixer

Cours et Semestre	Général description	Organisme, Venue	Dates	Qualification Langue	Lieu des formations	Fes
Fiabilité	<p>Stage d'étude théorique et pratique. 1ère partie: Initiation à la fiabilité; bases mathématiques, techniques des essais. Etude avancée de la fiabilité en électronique: composants et systèmes. 2ème partie: Etude avancée de la fiabilité en mécanique et en électronique; résistance des matériaux appliquée à la fiabilité; fiabilité prévisionnelle; cas d'espèce.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>13 janvier et 20 octobre 2 semaines non consécutives pour chaque partie</p>	<p>Formation d'ingénieur. Français</p>	<p>-</p>	<p>Environ Fr.F. 1,500 pour chaque partie</p>
Céramique chimique	<p>Ecoulement des fluides, transferts de chaleur, opérations à contre-courant, transferts de matière entre phases. Appareils de contacts entre phases, analogies entre les phénomènes de transfert, systèmes poreux, coudique chimique. Cinétique hétérogène, similitudes physiques, calcul des réacteurs chimiques, systèmes dispersés, macrocinétique.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>Débutant 22 septembre 1 inscription à 1 ou 2 semaines</p>	<p>Formation d'ingénieur. Français</p>	<p>-</p>	<p>Environ Fr.F. 1,500</p>
Industrie alimentaire	<p>Journées d'études sur l'automatisation de l'analyse et du contrôle dans les industries alimentaires.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>22 avril 3 jours</p>	<p>Formation d'ingénieur ou de technicien. Français</p>	<p>-</p>	<p>Environ Fr.F. 400</p>
Lutte contre la corrosion	<p>1er stage: Etude de la corrosion et de ses facteurs; comportement des métaux et alliages. 2ème stage: Protection contre la corrosion: traitement des surfaces, revêtements métalliques. 3ème stage: Protection contre la corrosion: émaux, peintures, vernis et plastiques.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>2 fois 2 semaines 27 janvier (fin 25 mai) 3 possibilités d'inscription stage par stage</p>	<p>Formation d'ingénieur. Français</p>	<p>-</p>	<p>Fr.F. 3,000 par stage</p>
Métrologie	<p>Journées d'études sur les nouveautés en métrologie et dans le domaine des méthodes de mesure: Optique, radio-électricité, mécanique, thermique, rayonnements ionisants.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>3 mars 1 semaine</p>	<p>Formation d'ingénieur ou de technicien. Français</p>	<p>-</p>	<p>Environ Fr.F. 1,500</p>
Nuances acoustiques (Ingénieurs)	<p>Théorie: Bases de l'acoustique et de la lutte contre les bruits. Applications: Lutte contre le bruit dans l'industrie et dans l'habitation. Travaux pratiques en laboratoire.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>3 semaines non consécutives. 2ème trimestre (possibilité d'inscription pour 1 ou 2 semaines)</p>	<p>Formation d'ingénieur. Français</p>	<p>-</p>	<p>Environ Fr.F. 1,500 pour les 3 semaines</p>
Nuances acoustiques (Techniciens)	<p>Théorie: Bases de l'acoustique et de la lutte contre les bruits. Applications: Lutte contre le bruit dans l'industrie et dans l'habitation. Travaux pratiques en laboratoire.</p>	<p>Centre de Perfectionnement Technique, 80 avenue du 18 Juin 1940, 92500 Rueil-Malmaison. Paris, France</p>	<p>2 semaines non consécutives. 4ème trimestre (possibilité d'inscription pour 1 semaine)</p>	<p>Formation de technicien. Français</p>	<p>-</p>	<p>Environ Fr.F. 1,300 pour les 2 semaines</p>

Country	Organization	Course Description	Language	Duration	Remarks
Spain	Ministry of Education	Training of electronic engineers	Spanish	3 years	Engineering degree
Spain	Ministry of Education	Postgraduate industrial courses in electrical, mechanical, chemical, metallurgical, and special courses. In-company/plant training courses: Middle and junior staff of companies	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Postgraduate industrial courses: ERP, Finance, general management, business marketing, office, personnel, production, smaller business, supply. Training courses: Supervisory Management, middle management, senior management and special courses. In-company/plant training courses: Middle and junior staff of companies	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	The Hungarian authorities are prepared to organize courses and individual training for engineers in the following industries: electrical, chemical (including pharmaceuticals), food processing, leather, precision instruments, textiles and aluminum.	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	All branches of management	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Courses in management by objective, leadership, authority and its delegation.	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Introduction to documentation; acquisition and organization of information materials; information handling; information storage and retrieval; reprography; compilation of documentation; library work; utilization of information services; organization and operation of documentation departments in industry.	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Short courses in: industrial engineering; light industry; management accounting; sale and marketing; management development; industrial relations; labor relations management.	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Industrial Management - Organization for Inter-national (OICIMA) and Scientific Co-operator (ESCO)	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Industrial Management Institute, 4th Floor, Avenida de Europa, 1708	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Ministry Centre for Industrial and Management Development, 28002, 28020	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Korea Scientific and Technological Centre, Jongnam-gu, Seoul, Republic of Korea	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	National Productivity Centre, 1st Floor, 1st May	Spanish	1-2 years	Engineering degree
Spain	Ministry of Education	Industrial Management Institute, 4th Floor, Avenida de Europa, 1708	Spanish	1-2 years	Engineering degree
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Engineering Design by Reliability

Engineering Design by Reliability

Engineering Design by Reliability is a tool for applying statistical and probabilistic techniques to designing specified optimum reliability into products and components of all types, and especially of the mechanical and structural kind. This methodology will replace the current conventional methodology of designing by safety factors and safety margins. It makes it possible to design for a given reliability or to calculate reliability of a given design. It serves as a basic guideline and approach to enterprises aiming for better products at optimal prices.

May 1968
200-Derivate for Management and Industrial Development, P.O. Box 4004, Baltimore, Md. 21208

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Industrial Transport

Industrial transport and distribution systems are the lifeblood of major enterprises in all countries both because of their financial implications and especially because of their impact on the quality of life. The design and construction of these systems is a major task of the industrial engineer. This book provides a comprehensive treatment of the subject, covering the design, construction, and operation of these systems. It includes chapters on the design of roads, bridges, and other structures; the design of transport systems; and the design of distribution systems. The book is intended for engineers, architects, and other professionals involved in the design and construction of these systems.

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Design Management

The organization of management systems involves the coordination of activities of individuals and groups of persons in a firm as well as the integration and coordination with market factors and with technological and other means of production placed at their disposal. The increasing sophistication of systems organization is influenced vitally by market changes and by social, economic and technological developments in modern industry. These factors also pose a challenge which must be anticipated and met by the personnel managers of tomorrow.

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Plant Expansion and Construction

In the design, gross structure of the industrial enterprise, the industrial capability, technological, as well as economically, must be considered simultaneously. Production improvement, increase of efficiency, technological change, environmental factors and changing demands, the general development of plant capacity, necessitate a portable means of expansion and, over a span of time, a stepped expansion of plant facilities.

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Administrative Structure

The administrative structure of the organization is designed to ensure the most efficient and effective use of resources. It is based on the principle of functional specialization, where each department is responsible for a specific area of the organization's operations. This structure allows for a high degree of coordination and communication between departments, ensuring that all activities are carried out in a timely and efficient manner. The administrative structure is also designed to be flexible, allowing it to adapt to changing circumstances and requirements.

Personnel

The personnel of the organization are selected and trained to ensure the highest quality of service. All employees are required to undergo a rigorous selection process, including interviews, tests, and background checks. Once selected, employees receive comprehensive training and ongoing professional development opportunities. This commitment to personnel ensures that the organization has the best possible staff to carry out its mission and objectives.

Financial

The financial management of the organization is conducted in a transparent and accountable manner. All financial transactions are recorded and reported to the governing body. The organization's financial statements are audited annually to ensure accuracy and compliance with applicable laws and regulations. This financial discipline ensures the organization's long-term sustainability and success.

Small Industries

Small industries play a vital role in the economy, providing employment and contributing to the growth of the nation. The government and other stakeholders have a responsibility to support and develop these industries. This can be achieved through various measures, such as providing access to capital, offering technical assistance, and creating a favorable regulatory environment. By supporting small industries, we can foster innovation, create jobs, and improve the overall standard of living.

Industry

The industry sector is a key component of the national economy. It is characterized by a high degree of competition and innovation. To remain competitive, industries must invest in research and development, improve their processes, and expand their markets. The government can play a supportive role by providing incentives for research and development, and by ensuring a fair and level playing field for all participants in the industry.

Account

The accounting system of the organization is designed to provide accurate and timely financial information. It follows the principles of double-entry bookkeeping and is subject to regular audits. This system ensures that the organization's financial records are reliable and can be used for decision-making purposes.

Small Industries Development

Small industries development is a key priority for the government. It involves identifying and supporting promising small businesses and industries. This can be done through a variety of means, including providing access to credit, offering technical assistance, and creating a favorable regulatory environment. By supporting small industries, we can foster innovation, create jobs, and improve the overall standard of living.

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Course Title	Program Description	Institution	Duration	Start Date	Cost
Marketing	Programs concentrate on industrial marketing, advertising, sales, industrial market forecasting, industry sales management, preparation of publicity campaigns, role of public relations, institutional advertising in industrial marketing, sales organization and industrial market planning.	Pakistan Institute of Management (PICM), Sharada Park, Durrani, Karachi-7, Pakistan	1 year	4 weeks before start of course	Pak. Rs. 400
Marketing research and analysis	Emphasizes the participants with essential methods of market research, analysis useful and applicable in Pakistan. The programs emphasize will be on case studies on consumer and industrial market research.	Pakistan Institute of Management (PICM), Sharada Park, Durrani, Karachi-7, Pakistan	1 week each year	1 week before start of course	Pak. Rs. 400
Project management in the PERT and CPM	PERT and CPM techniques are used in managing funds, manpower and time to accelerate various project phases and in gaining the delivery of resources from non-critical and ahead-of-schedule programs for use in areas essential to on-time project completion. The course is designed to suit the needs of planners and project managers.	Pakistan Institute of Management (PICM), Sharada Park, Durrani, Karachi-7, Pakistan	1 week each year	1 week before start of course	Pak. Rs. 400
Trainer development	The need and importance of training objectives and policies, organizing and installing training programs, determining training needs, modern training techniques, training evaluation, etc.	Pakistan Institute of Management (PICM), Sharada Park, Durrani, Karachi-7, Pakistan	1 week each year	1 week before start of course	Pak. Rs. 400
Formation technique dans l'industrie	Les autorités pakistanaises offrent des cours à l'attention des techniciens de diverses industries: fabrication de matériel et d'instruments électriques (5 à 10 mois); méthodes de forerrie (3 à 5 mois); alimentations en électricité pour l'industrie métallurgique (5 à 10 mois); fabrication de la fonte (5 à 10 mois); réparation et entretien du matériel de forerrie (5 à 10 mois); construction de machines utilisées dans l'industrie du bâtiment (5 à 10 mois); industrie chimique (5 à 10 mois); constructions navales (5 à 10 mois).	Gouvernement pakistanais, Comité pour la coopération économique avec le Day / étrangers, Forerrie, réparation, industrie chimique, Pologne	1 mois au moins	à convenir	-
Industrie	En coopération avec les centres universitaires et divers instituts d'enseignement supérieur le Roumaine des cours peuvent être organisés dans les branches suivantes: dynamique, calcul économique, statistiques (Associés les études économiques); phase civil (instituts polytechniques); construction (instituts des constructions); pétrole et gaz naturel (Institut polytechnique de Galati); machines et outillage.	Diverses établissements d'enseignement Roumaine	1 mois au moins	à convenir	-
Formation des chefs d'entreprises	Gestion administrative, comptable, commerciale et financière. Les stages de formation sont organisés à la demande des entreprises, avec un programme annexé.	Association pour la formation au Sénégal AFOM, 10 St. Pielot, LePrieur, BP. 122, Dakar, Sénégal	1-7 jours ou plusieurs mois, à raison d'une semaine par semaine, à l'écarter	Présentation des candidats par une entreprise, ou au organisme de promotion Français	Variables suivant les enseignements

Course Name	Course Description	Organizer, Venue	Course Dates	Qualification	Last Date for Application	Fees
Geography	Parte parte de un grupo de cursos de instrumentación diseñados a la formación de técnicos para la industria de transformaciones.	Instituto de Tecnología Química y Textil, Jorge Girons Sureda, Barcelona 17, España	Pebrero 3 días	Conocimientos a nivel de ingeniero industrial	-	A discutir
General management	Exploration of potential benefits of external growth through acquisitions and mergers; post-merger problems of expanded enterprises.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	March 2 days	Activity at top management level. Company sponsorship. English	2 weeks before start of course	S.Fr. 1,000
General management	Environmental changes in public values, technology, government policies, international economy and their influence on decision-making at the company-policy level.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	End of April 1 week	Company sponsorship. English	2 weeks before start of course	S.Fr. 1,000
Business financing	Advantages and disadvantages of leasing as an element of both financing and marketing strategies.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	End of June 5 days	Company sponsorship. English	2 weeks before start of course	S.Fr. 1,500
Management planning and control systems	Planning and control: Model building for long range planning and financial evaluation of resources allocation to future opportunities of varying uncertainty; Organizational and human aspects of planning and control.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	Mid-March 2 weeks	Senior executive level. Company sponsorship. English	2 weeks before start of course	S.Fr. 1,000
Management relations for managers	Analytical models in the functional areas of marketing, finance and production.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	Mid-May 2 days	Company sponsorship. English	2 weeks before start of course	S.Fr. 1,000
Marketing management	Potential and limitations of recent developments in marketing; Marketing planning and decision-making for marketing action.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	End of March 2 weeks	Company sponsorship. English	2 weeks before start of course	S.Fr. 1,000
Operations management	Organizational relationships within management, role of groups in influencing behaviour, importance of changing attitudes towards work.	INMIE Management Development Institute, P.O. Box 1059, 1001 Lausanne, Switzerland	End of April 5 days	Company sponsorship. English	2 weeks before start of course	S.Fr. 1,000
Corporate planning	Forecasting, setting objectives, formulating, programs and schedules, budget, practical steps to company planning.	Management Development and Productivity Centre, Kilo Building, Hubejrin, Damascus, Syrian Arab Republic	January 2 weeks	Planning manager from industrial enterprises. Arabic	1 month in advance	-

Course Name	Course Description	Course Dates	Qualifications	Course Fees
Maintenance management	Scheduled maintenance (preventive maintenance); the use of work measurement in maintenance; activity sampling in maintenance; maintenance control indices; maintenance procedures and techniques.	April 1968	Maintenance certificate	100
Production engineering	Production planning and control; quality control; plant layout; materials handling; preventive maintenance.	October 1968	Production Engineering certificate	100
Management development	General management, finance, marketing, personnel, and production.	1-10 days to be arranged	Members and non-members	200
Communication	Course which concentrates on the critical skills needed to achieve effective communication; provides a sound foundation for further development and covers all aspects of the spoken and written word.	1 week to be arranged	Professors and non-professors	100
Management	Special seminar designed for management in the developing countries. Concentrates on the principles of professional management related to practice, application in industry and related fields.	1 week to be arranged	Members and non-members	100
Analogous and hybrid computing I	Computing elements, code control, peripherals, solution of linear differential equations; Transfer function simulation; Non-linear elements; Patching and problem check procedures; Logic control; Narrative solutions; Practical work and demonstrations using VMEC and ADA computers.	October 1968	First degree in technology, mathematics or physics or equivalent qualification	100
Analogous and hybrid computing II	The analogue/digital hybrid system, A/D and D/A conversion; Simulation of distributed systems; Solution of stiff coupling problems; exercises in hybrid programming; Demonstrations using the ADA/COMPAC system.	December 1968	First degree in technology, mathematics or physics, or equivalent qualification	100
Computer control and data processing	Process computer structures, operating systems, economic considerations; Assessment of computer control requirements; Programming for on-line computer control; Process languages; Process models and controller design for computer control; Techniques of data logging, transmission and reduction; Displays; Modular and multi-level computer systems; Computer control of pilot plants and applications in chemical, steel, coal and power industries.	10 days	First degree in technology, mathematics or physics, or equivalent qualification	100
Digital computing and numerical methods	Digital computing systems, peripherals, remote terminals; Levels of programming languages, Fortran programming using IOL 100 and COMPAC 400 computers; Inter-processor data link operation; Numerical methods; Simultaneous non-linear algebraic equations; Iterative solution of roots; Newton-Raphson method; Solution of differential equations; Euler, Runge-Kutta, predictor corrector; Stability and rounding errors; Solution of partial differential equations.	October 1968	First degree in technology, mathematics or physics, or equivalent qualification	100

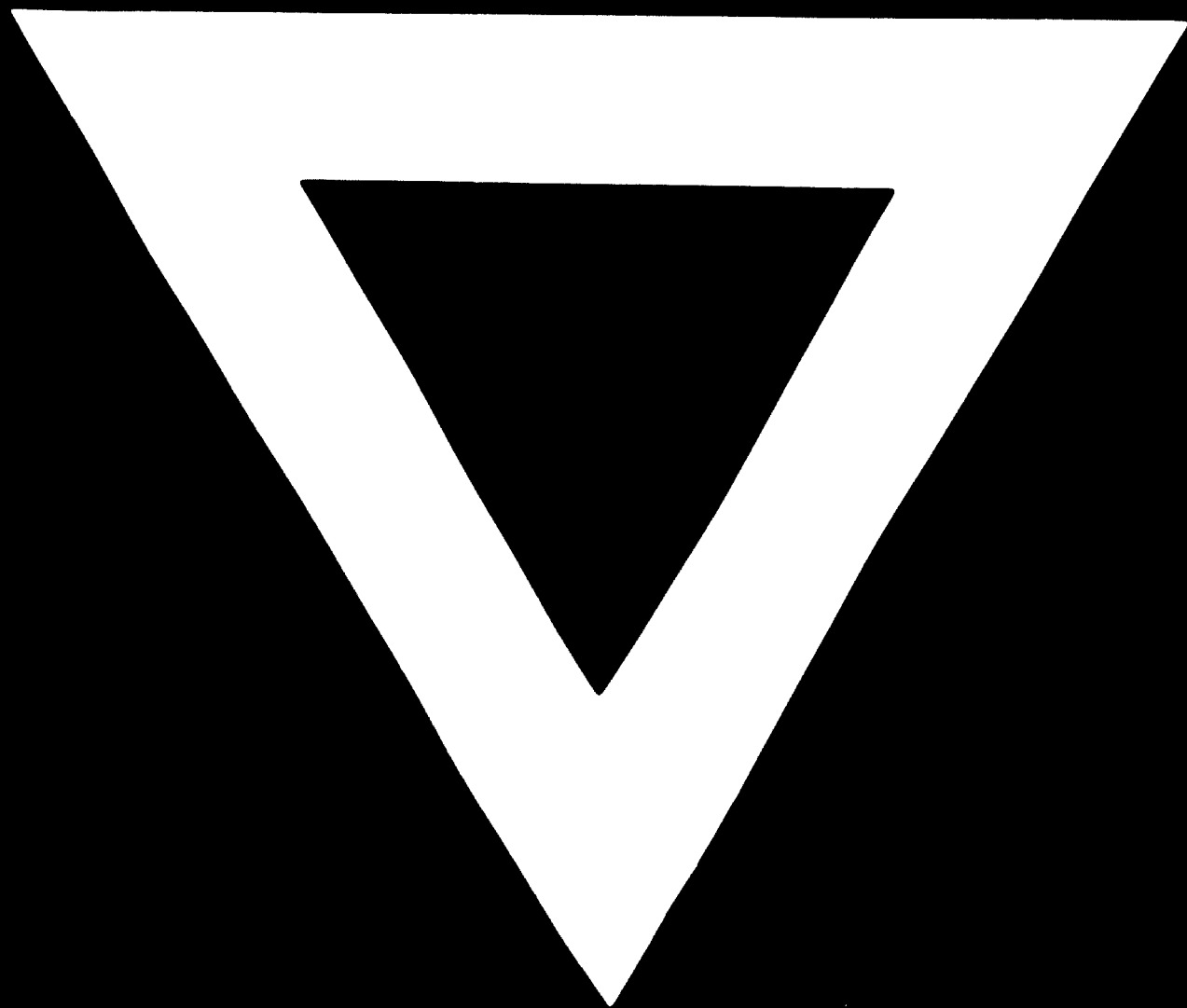
Course Name	Course Description	Course Location	Course Dates	Course Fees	Course Contact
Statistical design and optimal control	Modeling of deterministic reference signals and disturbances; Application of the maximum principle and dynamic programming to processes subject to constraints and specified terminal conditions; The solution of the two-point boundary-value problem; Sources of transmitter noise and its effects on noise and its analysis; Noise bandwidth concept; Optimal control of systems subjected to deterministic and stochastic disturbances; Measurement noise and the state estimation problem; Wiener-Kopf analysis; Kalman filtering; Applications and case studies.	Control Engineering Department, The University of Sheffield, Dept. Street, Sheffield S1 1JD, United Kingdom	1 week before start of course	£50	
Management and management accounting	Courses include: performance appraisal, capital investment appraisal, standard costing and cost control, corporate tax, and accounting for non-financial managers.	Phelan House Productivity Centre Ltd., Mersey Road, West Didsbury, Manchester, M20 2JL, United Kingdom	10 days	£120	
Trainer development	The participant works out how best to develop people on and off the job. In this practical workshop, participants learn how to prepare material and evaluate training programmes. The workshop covers modern instructional techniques and how to conduct group development sessions.	Industrial Trainers Ltd., c/o The Green, London W14 8BA, United Kingdom	10 days	£100	
Production control	Organisation and management; production planning and documentation; production and material control; statistics and operational research; computer-aided systems analysis; and related subjects in production control.	Institute of Production Control, Hearford House, Rother Street, Stratford-upon-Avon, Warwickshire, CV37 0JL, Stratford-upon-Avon, Warwickshire, CV37 0JL, United Kingdom	10 days	£100	
Production engineering	Courses designed to help: maintenance and works engineering; management; quality control; training and personnel; works management and production; work study.	Production Engineering Research Association of Great Britain, PIRA, Weston Rowery, Littleover, Derbyshire, LE1 1QPE, United Kingdom	10 days	£100	
Basic industrial development	Development concepts; Regional studies; Basic factors in development; Techniques of industrial development.	Department of Continuing Education, Georgia Institute of Technology, Atlanta, Georgia 30332, United States of America	10 days	£100	
Computer-assisted instruction systems	Classroom, workshop and computer laboratory using an on-line AI system. Writing of objectives and job analysis, developing course materials, preparing lesson plans, converting into a language using a coding sheet, entering into computer system, testing, debugging, providing instruction to try out the lessons, applying pre- and post-tests, evaluating lessons, re-writing lessons. Also includes up-to-date information on the application of AI throughout the world and financial considerations of test systems and maintaining a system.	Education and Training Consultant Company, Box 1400, Los Angeles, California 90014, United States of America Los Angeles, United States of America; Fort Worth, Oklahoma, Texas; Denver, Colorado	10 days	£100	

Course Name	Course Description	Course Dates	Course Location	Course Language	Last date for enrollment	Fee
Systems engineering	Analysis, synthesis, modeling and simulation. For education and training directors, planners, administrators of education and training systems. Introduces principles of systems engineering and instructs the application of these principles to either or both training problems. After producing a series of models and conducting simulations to both testing the model and solve problems with it, each participant selects his own problem and produces a model. Later, he runs simulations at his model. This is a continuing classroom and workshop course.	To be announced	Stanford and Training Consultants Company, Box 1404, Los Angeles, California 90044, United States of America	English	1967	1280(0.00)
Management	Capital expenditure analysis; physical distribution and materials handling.	1 week each course	Industrial Management Centre, 100 Red Bud Trail, Austin, Texas 78711, United States of America	None	May	387(0.00)
Technology forecasting	Trend extrapolation, expert techniques, reference bases, dynamic modeling, design of monitoring systems, evaluating forecast validity, organizing forecast programs	Early January 1 week	Industrial Management Centre, 100 Red Bud Trail, Austin, Texas 78711, United States of America	None	January	387(0.00)
Chemical and Paper	Programs designed to provide an improved understanding of the basic factors controlling the present and potential uses of chemicals in the pulp and paper industry.	2 days	The Institute of Paper Chemistry, P.O. Box 1040, Appleton, Wisconsin 54912, United States of America	English	1967	387(00.00)
Colloid Chemistry of Papermaking Materials	A course on the relation of modern colloid and surface chemistry to practical problems of behaviour of polymeric and nonpolymeric materials in the paper industry.	2 days	The Institute of Paper Chemistry, P.O. Box 1040, Appleton, Wisconsin 54912, United States of America	English	1967	387(00.00)
Paper Microscopy	A combined lecture and laboratory course covering the use of the microscope for the qualitative and quantitative identification of the source and treatment of the fibres used in manufacture of pulp, paper and paperboard.	2 days	The Institute of Paper Chemistry, P.O. Box 1040, Appleton, Wisconsin 54912, United States of America	English	1967	387(00.00)
Paper Chemistry	Workshop in practical analysis of specks and deposits related to pulp and paper manufacture. Speakers will be placed on the use of the microscope and of chemical techniques available in all laboratories, but there will also be an introduction to the use of instrumental methods for identification.	2 days	The Institute of Paper Chemistry, P.O. Box 1040, Appleton, Wisconsin 54912, United States of America	English	1967	387(00.00)
Paper Chemistry	Seminar to assist document examiners to understand the nature of paper and the selection and interpretation of modern analytical techniques as applied to paper.	2 days	The Institute of Paper Chemistry, P.O. Box 1040, Appleton, Wisconsin 54912, United States of America	English	1967	387(00.00)
Paper Conference for Printers	Programs covering many aspects of paper manufacturing and the properties of paper most important to a printer. Sessions will be placed on the interrelationships of the various properties and the necessity for proper specifications.	2 days	The Institute of Paper Chemistry, P.O. Box 1040, Appleton, Wisconsin 54912, United States of America	English	1967	387(00.00)

Course or Study	Course Description	Organizing Venue	Course Dates	Qualification Requirements	Last day for Application	Fee
Paper Evaluation	Course dealing with the physical and optical properties of paper with emphasis on the application and consequences of their measurement.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	May 1973	None	1973-05-15	\$800 U.S.
Paper and Pulp Processes	The structure and physical properties of fibres and fibre mats are discussed with emphasis on the quantitative theory. The course is designed for individuals concerned with research in the development and applications of paper products.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	September 1973	None	1973-08-15	\$800 U.S.
Necessity of Pulping Chemicals	A course covering the basic principles and operating problems of chemical recovery systems associated with the various pulping processes, with major emphasis on kraft recovery. The interrelationship of recovery systems to environments, problems will be highlighted.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	September 1973	None	1973-08-15	\$800 U.S.
Surface Chemistry in the Paper Industry	Course covering those principles of surface chemistry most important in the paper industry. Emphasis will be placed both on a sound understanding of the principles and on their application to such problems as interface bonding, wettability, drainage, drainage, retention, adhesion, foam and sizing.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	September 1973	None	1973-08-15	\$800 U.S.
Measurement systems engineering	Interdisciplinary study of measuring systems of all kinds in all disciplines. It is not a course in how to measure any single specific physical quantity, but an look to organize, plan, design, select and specify measurement.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	September 1973	None	1973-08-15	\$800 U.S.
Management training	Special programmes to be worked out for developing countries.	U.S. Paper Association, Inc., 100 West 42nd Street, New York, New York 10018, U.S.A.	October 1973	Experience in paper industry	1973-10-01	\$1000 U.S.
Working and design	Latest production working techniques. Design seminars on working and structures, API technology.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	October 1973	Experience in paper industry	1973-10-01	\$800 U.S.
Management	In 1973 courses were given in: system dynamics, technology and applications; economic forecasting; basic concepts in financial management and strategy; management science in paper industry.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	November 1973	Experience in paper industry	1973-11-01	\$800 U.S.
Mobile technology	Coating, cutting, control, drying, high temperature alloys, scanning, power metallurgy, composite and grading, stainless steel 316 testing and inspection, low, low, steel 316 testing.	The Institute of Paper Technology, P.O. Box 100, Albany, New York 12212, U.S.A.	November 1973	Experience in paper industry	1973-11-01	\$800 U.S.

Course of Studies	General description	Organizer, Venue	Comments on Duration	Qualifications Language Requirements	Last date for receipt of applications	Fee
Packaging	Design, production and marketing problems.	New York University, Division of Business and Management, 100 Third Avenue, New York, N.Y. 10003, United States of America	1 day	English		
Plastics technology	Production, design and marketing problems in plastics field.	New York University, Division of Business and Management, 100 Third Avenue, New York, N.Y. 10003, United States of America	1 day	English		
Plastics technology	The courses are specifically designed to give industrial personnel a familiarity and competence in dealing with the rapid changes taking place in the plastics industry - in materials, processes, equipment and applications.	Plastics Institute of America Inc. At Stevens Institute of Technology, Hoboken, New Jersey 07030, United States of America. At Stevens and fourteen other universities and institutes in the United States of America	1-4 days	English		To be arranged
Food microbiology	This course provides training in the microbiological examination of foods. Considerable time is spent in laboratory work. The current techniques for the Aerobic plate count, Coliform group MPN, Es. coli MPN, coliform-positive staphylococci, Enumeration of C. parvulus and detection of C. botulinum and its toxin are undertaken in the laboratory. Each laboratory is supplemented with a lecture to provide a comprehensive background. Lectures on sampling and sample preparation, standards, and food surveillance sampling are also included. A food surveillance programme or to analyse a suspect food	United States Food and Drug Administration, 1090 Pisco St. Av. Cincinnati, Ohio 45202, United States of America	3 days	English	September	
Análisis y control de la gestión financiera	El flujo de fondos (cash-flow). Relación costo - utilidad - volumen. El punto de equilibrio (break even point). Análisis de fuentes y usos de fondos. Análisis de balances, corrección y ajustes necesarios para detectar y aislar los efectos inflacionarios. Presupuestos de fondos o capital. Presupuestos de tesorería o caja.	Centro de Productividad del Uruguay, Barrio P.O. 300, Montevideo, Uruguay	2 días	Español		38
Compras	Determinación y control de la calidad; Determinación y control de la cantidad; presupuestos de compra; políticas de compra; impresos y registros; funciones y estructura de la oficina de compra; evaluación de la gestión de compra.	Centro de Productividad del Uruguay, Barrio P.O. 300, Montevideo, Uruguay	1 día	Español		38
Costos en la industria	Base de costos; costo predeterminado; plan de cuentas y costos; sistema de costo directo; informacional; control de costos.	Centro de Productividad del Uruguay, Barrio P.O. 300, Montevideo, Uruguay	1 día	Español		38

Course or Subject	General description	Organizer, Venue	Comments Date:	Qualification: Level: Requirements:	Fee
Management and industrial administration	Training of prospective management consultants. General management including production, marketing and financial management; corporate planning; organization development; development of managers; company appraisal; recruitment and selection of personnel; motivation and dealing with people; management information systems; worker participation in developing countries.	Jugoslaveniski Centar za Organizaciju i Razvoj (JICOR) Department for Research and Consultancy, Milavica Rankića 59, Belgrade, Yugoslavia	To be arranged 2 weeks	University degree or equivalent qualification plus several years practical experience in industry or commerce. English or a Slav language	To be arranged
Management and industrial administration	Training of managers of industrial and commercial enterprises. General management; production; marketing and financial management; management accounting and product costing; profit management; domestic and export marketing; industrial engineering; production scheduling and control; management information systems. Corporate planning; organization development; product development and long range planning. Motivation and dealing with people. Worker participation in developing countries.	Jugoslaveniski Centar za Organizaciju i Razvoj (JICOR) Department for Research and Consultancy, Milavica Rankića 59, Belgrade, Yugoslavia	To be arranged 1-3 weeks	Top or middle level of management in industrial and commercial enterprises. English or a Slav language	To be arranged
Formation dans l'industrie	Les autorités yougoslaves sont disposées à organiser un enseignement individuel ou par groupes pour la formation à la gestion et dans le domaine de diverses industries de transformation.	Le Gouvernement yougoslave, Belgrade, Yougoslavie	Variable	Diplômés de l'université. Français	A convenir
Training in industry	The Yugoslav authorities are prepared to organize individual or group programmes in management training, and in various processing industries.	Yugoslav Government, Belgrade, Yugoslavia	Variable	University graduates English or French	To be arranged
Gestion des stocks	Pas encore disponible.	IPAF - Istituto IRI per la Formazione e l'Addestramento Professionale, Piazza della Repubblica 59, 00155 Roma, Italie, en collaboration avec IGP Kinshasa, Zaïre. (Kinshasa)	2 semaines non encore fixé	Responsables des services de gestion des stocks. Français	A convenir
Investissements dans l'entreprise	Pas encore disponible.	IPAF - Istituto IRI per la Formazione e l'Addestramento Professionale, Piazza della Repubblica 59, 00155 Roma, Italie, en collaboration avec IGP Kinshasa, Zaïre. (Kinshasa)	2 semaines non encore fixé	Responsables d'opérations financières et économistes. Français	A convenir
Planification de la production	Pas encore disponible.	IPAF - Istituto IRI per la Formazione e l'Addestramento Professionale, Piazza della Repubblica 59, 00155 Roma, Italie, en collaboration avec IGP Kinshasa, Zaïre. (Kinshasa)	2 semaines non encore fixé	Responsables de la production. Français	A convenir
Modernisation du travail	Pas encore disponible.	IPAF - Istituto IRI per la Formazione e l'Addestramento Professionale, Piazza della Repubblica 59, 00155 Roma, Italie, en collaboration avec IGP Kinshasa, Zaïre. (Kinshasa)	1 semaine non encore fixé	Responsables des services de méthodes. Français	A convenir



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