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**Regional Training course on technology management and transfer  
Manama, Bahrain, 21-24 December 2002**

# **TECHNICAL REPORT**

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**Subject: Workshop on "Introduction to Technology Management"**  
**UNIDO, ICS, and Arabian Gulf University**  
**Bahrain 21-24 December 2002**

**(A) Technical Report**

***The event:***

Workshop on "Introduction to Technology Management"

Held at the Arabian Gulf University

Directed to the Arab Region (specially Gulf area)

Period 21-24 December 2003

The activity has been financially, technically and materially supported by the **International Center for Science and High Technology (ICS)**.

***The Programme:***

The workshop programme has been designed through close consultations between UNIDO (Austria), UNIDO (Bahrain), ICS and Arabian Gulf University (AGU).

It is meant to cover gaps in the knowledge of the experts in the Arab Region with respect to Technology Management aspects. In the mean time, it was also designed to raise the awareness of Public, Government bodies, Researchers and academicians to the importance of the issue. The programme covers the most important topics in the area of technology management that are interested to the developing countries.

Appendix 1 represents the programme Agenda.

***Overview of the event:***

The ceremony of the opening session was attended by the President and senior staff of the AGU (the Vice-President, Dean of the College of Graduate Studies, and Heads of Departments), Ambassadors and representatives of the Embassies of Saudi Arabian, Kuwait, Qatar, Sultanate of Oman, United Emirate, officials of Bahrain, public figures from Bahrain, UNIDO representatives (Dr. Miyake for ICS and UNIDO, and Dr. Hussein Head of UNIDO Bahrain), invited international lecturers, lecturers and staff of Technology Management Programme at AGU, and the participants. There was a comprehensive coverage in the media (Bahrain Television, and three newspapers: Alwasat and Akhbar Alkhaleej on 22 December, and Bahrain Tribune on 23 December – Appendix 2). In the opening session, the president of AGU addressed the audients and thanked UNIDO for the cooperation and hoped for long lasting one for the benefit of the region. The Head of UNIDO-Bahrain also addressed the audients.

At the beginning of the course each participant received his nametag and a bag including the UNIDO/ICS training manual on Technology Management and other handouts materials. Other materials (slides, articles, case studies, etc.) were distributed during the course of the workshop (Appendix 3).

Two case studies were extensively discussed and Group Simulation Techniques were used for maximum participation of trainees.

Lectures and discussions started at 9:00 O'clock and finished at about 17:00 with two coffee breaks and a lunch break.

### ***Logistics:***

The University has helped all those needed Entry Visas to Bahrain. Booking at Hotel (Hilton Bahrain) was made by AGU with a special rate for the participants. All participants from abroad were met at airport by Public Relation Staff of AGU and were given transport to their Hotel. Daily transport from/to Hotel were taken care of by AGU, as well as transport to airport at the end of the event.

There were two coffee breaks and lunch each day, as well as a concluding dinner in the third day.

The president of AGU has attended the ceremony for the delivery of the certificates. Two photos were delivered to each participant one taken during the delivery of the certificate and the other is a group photo (Appendix 4).

### ***Lecturers:***

Lecturers were from UNIDO, AGU, Administrative Staff College of India, and University of Rome Tor Vergata of Italy. In the concluding session and in response to the questionnaires distributed to them, all participants have spoken very highly about the lecturers. Appendix 5 shows the names of the lecturers.

### ***Participants:***

Fifty participants have attended the workshop. The number exceeded expectations, given the short time between announcement of the workshop and the beginning of it with Ramadan Holy month and Byram included. ~~This reflects the importance of the issue to the Arab Region and the reputation of the organizing Institutions.~~

Participants were well balanced with a mix from: local entrepreneurs (i.e. managers of small and medium size private companies), large and public enterprises, Post-graduate Students of the Technology Management Diploma at AGU, and from Universities and Research centers and Institutions.

The distribution among the Arab Countries was as follows:

Bahrain 24 - Saudi Arabia 1 - Qatar 2 - Kuwait 8 - Sultanate of Oman 5 -  
Jordan 4 - Lebanon 1 - Egypt 3 - Morocco 2

Four of these participants whom were chosen by UNIDO offices in their countries were financially supported they are from Lebanon, Egypt, Morocco, and Jordan.

Appendix 6 shows names and occupations of participants.

### ***Field Visit:***

A field visit to the Business Incubator in Bahrain was arranged during the fourth day of the workshop, with the help of UNIDO office in Bahrain. The participants had the chance to discuss with managers of small enterprises their experience regarding technology acquisition and competitiveness.

### ***Evaluation of the workshop:***

Two types of questionnaires were distributed. The first aimed at the evaluation of the interest of the participants and effectiveness of the workshop. The second, which was confidential, aimed at testing their view regarding the organization and administrative issues.

The results of both questionnaires are summarized in Appendices 7&8.  
A concluding session was held at the end of the workshop when different aspects of the event were discussed.

The net outcome is that the workshop has met its objectives in raising the awareness and interest of the participants and emphasizing the concepts and issues related to technology management. The discussions revealed the obvious need of the Arab World to repeat – with some modifications- this workshop in order to spread out the concept of technology management to a larger volume of population.

It also revealed the need for more advanced workshops that would concentrate on specific topics of technology management.

More case studies applied to – perhaps- Arab countries would be of great benefit.

### ***Conclusion:***

The success of collaboration between UNIDO, ICS, and AGU is to be capitalized on for future activities in Gulf area and Arab world at large. The workshop can be repeated many times in different countries. Workshops on specific topics of technology management will be very beneficial to the Arab and even other developing countries. Topics such as: negotiating skills, technology selection, technology acquisition, technology transfer and customization, technology audit and others will be of great interest specially to small and medium enterprises managers and owners. Actual case studies in technology transfer to developing countries describing the successful and non-successful cases will be of great value to them.

It is therefore highly recommended that the high gain achieved by this event in a very demanding area which is vital to the Arab countries, and developing countries at large, be capitalized by a series of successive workshop and seminars that are to follow in a relatively short intervals supported by ICS/UNIDO to enforce the concepts and develop the skills experts in the area of Technology Management and Transfer.

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15 January 2003

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**Technical Report Appendices**

Appendix # 1	programme
Appendix # 2	News papers (#3)
Appendix # 3	Group photo
Appendix # 4	Names of Participants
Appendix # 5	Names of lecturers
Appendix # 6	Results of questionnaires (technical issues)
Appendix # 7	Result of questionnaires (organizational issues)
Appendix # 8	Abstracts of speech of President of AGU
Appendix # 9	Speech of the director of TM/AGU
Appendix # 10	Handouts

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