

## UNIDO-ITPO/ARCEIT

### "Bahrain Model for Entrepreneurship Development and Enterprise Development"

The Bahrain Model is a full package approach aimed at assisting potential entrepreneurs materializes their business ideas into successfully sustainable businesses. The Model consists of four steps:

**Step 1 – Collective Capacity building:** on how to set-up a business in Abu Dhabi; prepare bankable business plans; how to identify & screen Business Opportunities; how to assess the market potential & conduct field work for market assessment; Behavioral science-based inputs to strengthen soft skills/entrepreneurial competencies.

**Step 2 - Business counseling and technology tie-up** leading to joint venture collaborations; Trained entrepreneurs are helped in finalizing their business ideas and obtaining necessary information to prepare business plans. A very crucial step is provided to entrepreneurs enabling them sourcing technology tie-ups through UNIDO's Investment & Technology Promotion Offices in seventeen countries (Bahrain, Brazil, China, Japan, Korea, Russian Federation, Poland, Greece, Italy, France, Turkey, United Kingdom, Egypt, Jordan, Morocco, Tunisia and Belgium) which leads to the development of full-fledged partnerships.

**Step 3 - Financial linkages:** Upon completion of the business plan appropriate financial linkage is identified based on project requirements and entrepreneurs' investment capacity. Entrepreneurs are advised and guided to completing the required formalities for seeking loan support from the financial institution. At this stage need based advice and support is also provided by the financial counselors.

**Step 4 - Incubation** takes two forms either in-wall or out-wall (virtual):

*In-wall:* Projects requiring basic infrastructural services offered by the business incubator are selected and facilitated to operate from the incubator. Whereby; support facilities ranging from managerial, production and marketing are provided on the spot in the incubator itself by a team of experts.

*Out-wall (Virtual):* Meaning the entrepreneur set-ups the business in any location and the support is provided to the enterprise at its own project location on a need basis.

Tailor made business advisory as well as training interventions are brought in to ensure project survival at crucial stages of initial operation and to facilitate growth in the subsequent period of project operation.