



The International Management Trainee Program

- A one year training program

Exportstiftelsen ITM Worldwide Foundation



Attract the best talents Boost your employer brand Create global growth

The International Management Trainee program is designed to attract the best graduates for a fast career in fast growing companies. It helps the company to focus on its core business and sustainable growth, while Exportstiftelsen ITM Worldwide takes care of the recruitment and external training of the trainees.

The program offers an alternative career path for high potentials away from the big corporations. Small and medium sized companies (SME's) are now able to offer a full trainee program similar to the trainee programs offered by big corporations.

The program is designed together with each individual company and will be marketed as the company's own trainee program, it will therefore be called:

Your Company Name *International Management* *Trainee Program*

Exportstiftelsen ITM Worldwide is built around three different cornerstones; custom made recruitment, trade training and coaching. This generates a holistic approach that allows SME's to truly focus and increase their international presence.



A unique opportunity for fast growing companies in Skåne

Exportstiftelsen ITM Worldwide is responsible for:

- * recruitment of the trainee
- * providing an award winning world-class external trade training program
- * comprehensive manual for assisting the company to design the internal on-the-job training as part of the program.



The company is responsible for:

- * on the job training in different departments. The trainee should get to know the company, the products and the people
- * assigning the trainee with a business coach
- * If possible, the trainee should have the opportunity to stay three months abroad at a subsidiary, distributor or partner organization

The trainee should get involved in internal projects early and hence be productive quickly.

Award winning International Management Trainee Seminars

Program outline 2010/2011

Passport 2 Export part 1 (1 day)

Tomas Carlson, Devika AB & Markus Johnsson,
MacCan AB

Passport 2 Export part 2 (1 day)

Tomas Carlson, Devika AB & Markus Johnsson,
MacCan AB

International Market Research (2 days)

Mrs. Jean Sutton, Action Line Research &
Training Ltd, UK

Passport 2 Export part 3 (1 day)

Tomas Carlson, Devika AB & Markus Johnsson,
MacCan AB

Passport 2 Export part 4 (1 day)

Tomas Carlson, Devika AB & Markus Johnsson,
MacCan AB

Trade Regulations & Finance (3 days)

Experts from the Swedish Trade Council,
Tillväxtverket, Svenskt Näringsliv etc.

Managing Across Cultures (1 day)

Dr. Fons Trompenaars,
THT-Consulting, The Netherlands

Change Management (1 day)

Prof. Albert A. Angehrn
INSEAD, France

International Trade Strategies (1 day)

Prof. Per V Jenster
CEIBS, China

International Sales Training (2 days)

Göran Parszyk, Parszyk Företagsutveckling &
Markus Johnsson, MacCan AB

Conferring of Diplomas

Between the seminars the company's specific
program and on the job training takes place.

Accreditation, Networking, References...



Accreditation

The participants will get a world recognized
Diploma in International Trade Management.
Exportstiftelsen ITM Worldwide is accredited by
the International Association of Trade Training
Organisations. For more information please visit
www.iatto.org

Networking

Exportstiftelsen ITM Worldwide will provide
international networking opportunities during
the international seminars. The participant will
also belong to the ITM Alumni network with
more than 1300 Export Sales Managers.

Why Handheld Group choose to create their
own trainee program:

*"Strategically this is an important step for us to
attract high potentials to ensure future strong
growth. We want to create the best in-class
program, and through the co-operation with
Exportstiftelsen ITM Worldwide, which is a
recognised quality supplier of education and
training of professionals, we are able to do so."*

Tomas Löfblad, CEO, Handheld Group Lidköping



Exportstiftelsen ITM Worldwide core faculty



Prof. Albert A. Angehrn
INSEAD, France



Prof. Per V Jenster
CEIBS, China



Mrs. Jean Sutton
Action Line Research
& Training Ltd, UK



Dr. Fons Trompenaars
THT-Consulting,
The Netherlands



Mr. Göran Parszyk
Parszyk Företagsutveckling
AB, Sweden

Together we create sustainable company growth

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