



WP 2: Advisor's form

A SHORT SUM UP ABOUT THE RESULTS

In WP2 it has been gathered information about adviser's background, knowledge on business advising, main tasks as well as internationalization experiences. In a questionnaire it has also been gathered information about needs to get additional training on different subjects and what else advisers would like to develop. The information and short sum up about adviser's background, business advising knowledge and tasks will be found in www.feminfo.net.

Here it's a short sum up about the answers to some other questions.

1. Number of answers in different countries:

Estonia	9
Finland	10
Latvia	1
Norway	4
Poland	1
Sweden	6

Total **31**

2. The internationalization has the following obstacles:

- We are on different levels between countries.
- The rules can be different in each country.
- Cultural differences in terms of cooperation, leadership and problem solving.
- Language skills (6).
- Very many of the female entrepreneurs are too small to go abroad.
- Female entrepreneurs don't want to take risks, most of them.
- Not enough knowledge on and understanding about other countries.
- It is also about exchanging services, experiences, etc. it is immaterial issues.
- Weak knowledge of languages.
- The business framework, i.e. laws, habits etc., varies in each country.
- Lack of language skills, knowledge of cultural differences, knowledge of business manners, connections, network.
- Some companies are too small alone.
- Women need to take the power together within EU –project/ to development knowledge building, network etc., if not, it can be a obstacle.
- To find experts in different fields of internationalisation in all the countries; to market FEM to women who are interested in international exchange; to match these women correctly without too much work for them; our homepage should be linked to expert organisations / institutions in internationalisation: The FEM advisors cannot be updated on all issues concerning internationalisation but we shall have basic knowledge and knowledge where we can get quick adequate information.
- Lack of knowledge about how to find business contacts.
- Lack of knowledge about rules and law, regulating business in other countries.
- Culture differences, not easy to understand each other, also language problems.

- Poor exchange of information about needs and possibilities.
- Exchange good practises and experiences. Start up new networking.

3. Developing skills

3.1. I would like to get additional training on the following subjects:

	Number of answers
Advising of starting entrepreneurs / basic advising	12
Planning of business activities	12
Business management (ex. qualities and skills of manager)	13
Investments	13
Financing	12
Marketing	11
Product development	14
Pricing	11
Quality management	11
Development of other activities	7
Processes of production (ex. food production)	5
IT	6
Internationalization	20
Women entrepreneurship	15

Something else (please write..)

- Coaching (3) , mentoring, networking
- International business
- Matching og women who want start business
- Exchange around the Baltic Sea
- Effective time planning
- Legislation
- Legislation in other countries in EU

3.2. I would like to develop the following:

	Number of answers
- Exchange of advisors	21
- Common trainings for FEM Project countries	18
- Language training	10