



**AFRICA – NORTH CAROLINA- INTERNATIONAL BUSINESS FORUM
AND CORPORATE TRAINING
HOSTED BY
USA – AFRICA CHAMBER OF COMMERCE IN PATERNSHIP WITH THE AFRICAN DIPLOMATIC ACADEMY
MARCH 14 THROUGH MARCH 20, 2016
HILTON GARDEN INN
RALEIGH / CRABTREE VALLEY
www.RaleighCrabtreeValley.hgi.com**

PARTICIPATING NATIONS AND ORGANIZATIONS

Senegal ADEPME, UNACOIS, CNES, CNP

ADEPME – Agency for the promotion and development and small and medium size enterprises

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FORUM PURPOSE

Create a forum for business exchanges, interaction, information and knowledge sharing, paving the way for mutually beneficial contractual agreements among participating entities.

I – BUSINESS OBJECTIVES

- Promote business and trading opportunities as well as marketing activities among the African entities and their USA counterparts.
- Explore investment, import and export opportunities among all participating entities within specific industry sectors.
- Identify the most feasible business model for entering international markets: Strategic Alliance, Joint Venture, and Partnership, Franchise, & licensing; encourage and promote business relationship among participating entities.
- Enhance and share knowledge on today's global business environment to capitalize the opportunities and overcome threats.
- Enhance knowledge on the role of innovation and competitiveness in today's innovation driven economy.

- Explore and identify the trends on the financial global markets and identify best ways to capitalize on global investment opportunities.
- Mobilizing innovative investment in the partnership for the implementation of AGOA.
- Partnership for Research on Women's Empowerment program by the processing of agricultural products

II – CORPORATE TRAINING

Purpose

Systematically help business leaders gain knowledge and expertise that improve individual and organizational performance and sustain growth.

Training Objectives

- Develop the qualities of good managers and leaders which are essential for career and organizational success within the context of globalization
- Share and practice the characteristics of successful leaders and the qualities that are the building blocks of successful leadership. No matter what industry or field one works in, he or she will never get far without these four essential qualities: Clarity; Context; Fearlessness; and Empathy.
- Demonstrate the impact of information technology on business operations and management process, including how to manage change, culture, quality, and innovation within the context of globalization

Profile of Corporate trainers

- Dr. John Kitoko, PhD. Business Management: More than 20 years of professional / industry and teaching experience. CEO & President of USA Africa Chamber of Commerce & President of International Consulting and Training Inc.
- Dr. Franck DeCaro, PhD. Business Management: More than 30 years of professional / industry and teaching experience. CEO & President of Greenleaf University & President of the Board of Advisors, USA Africa Chamber of Commerce
- Dr. Kenneth Pembamoto , PhD Computer Science and Information Technology . More than 30 years of teaching and industry experience , including consulting with International Institutions.

- Dr. Leonard Hodges, PhD. Information Technology: More than 30 years of professional / industry and teaching experience
- Dr. LaHood Hilmi, PhD. Information Technology: More than 10 years of professional / industry and teaching experience
- Dr. Israel Kabashiki, PhD Leadership and Policy; MS. Information Technology: More than 10 years of professional / industry and teaching experience. President of the Charter Institute of Management and Leadership and President of IZ Consulting, Inc.
- Dr. Chantelle Hamilton, PhD Operations Management: More than 10 years of professional / industry and teaching experience. CEO & President of Hamilton Synergy & Coaching

USA PARTICIPATING ORGANIZATIONS AND COMPANIES

- **The Economic Development Partnership of North Carolina:** In October 2014, the North Carolina Department of Commerce entered into a contract with a new public organization, the Economic Development Partnership of North Carolina to take the lead in promoting NC businesses abroad through various trading and marketing activities in the following sectors:
 - 1- Agribusiness; Aerospace , Transportation , and construction
 - 2- Textiles, Boating, Telecommunications, Computers, Electronics, Defense and Security
 - 3- Life Sciences and Personal products.

<https://www.linkedin.com/company/edpnc>

ADDITIONAL PARTICIPATING COMPANIES

- Fire Stone Corporation
- Global Energy Collaborations
- Aqua Sun International
- African Investment Groups
- Sun Quest International

FACTS ABOUT NORTH CAROLINA

North Carolina is a southeastern U.S. state with a diverse landscape ranging from Atlantic Ocean beaches to the Appalachian Mountains. Charlotte, the state's largest city, is home to the NFL's Carolina Panthers, while academia rules in the Research Triangle, comprising Raleigh (the state capital and home to N.C. State University), Durham (Duke University) and Chapel Hill (University of North Carolina).

Capital: Raleigh

- Population: 9.944 million (2014)
- GDP – Gross Domestic Product: \$ 498, 572 billion as of February 2015; ninth (9th) place in the USA, after California, Texas, New York, Florida, Illinois, Pennsylvania, Ohio, and New Jersey.

KEY INDUSTRIES IN NORTH CAROLINA

Business is thriving in NC so are the people behind the businesses.

Aerospace and aviation, defense, automotive, biotechnology and pharmaceuticals, green and sustainable energy, financial services, software and information technology as textiles.as well

Over the past 20 years, North Carolina has transitioned from a traditional economy based on tobacco, furniture and textiles—to a global economy that is driven by knowledge-based enterprises. Many of the traditional industry sectors showcase the economic transition. For example, agriculture remains vital with a shift in focus from tobacco to new crops that fuel such areas as wine-making and biotechnology. The textile manufacturers have evolved by producing high-tech innovations in the area of nonwoven textiles and engineered fabrics.

These industries, along with the universities, community colleges and training programs, provide a continuous stream of workers equipped with the skills that are in demand globally. North Carolina workers are not only highly trained, but also more productive. In fact, North Carolina workers are 36% more productive than the average U.S. worker.

That's because the quality of life here helps people to flourish. And when people are happy and more productive, the companies they work for gain a competitive advantage.

TRAINING MODULES

- Leadership Skills for the 21st Century Managers
- Managing and competing in the global business environment
- Strategic Planning and Management of Modern Organizations
- Organizational Change, Culture, Innovation, and Information Technology
- Operations Management and Management Process
- Team work and Team Performance
- Information Technology for Decisions
- Managing Financial Investments in the Global Market.
- Information Systems Strategy and Leadership
- Organizational Information Systems Management
- Information Technology for Global Teams
- Partnership and Industry Information Systems
- Global Information Systems Management

CERTIFICATION

Our training programs are certified by the [Charter Institute of Management and Leadership](http://www.cimlglobal.us). (www.cimlglobal.us).

www.usaafriachamber.org

www.idainternational.org