



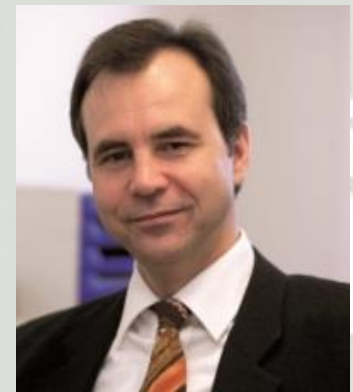
Victor Mihalic

Chairman EBC*L International

Dear Colleagues from Bulgaria! Dear participants of the event “Competent people in Competent organizations.”

My name is Victor Mihalic and I´m representing EBC*L International, which is located in Austria, in the very beautiful city of Vienna. However I´m not sending you my best wishes not from Austria but from Crete in Greece. After this horrible summer I have to get some sun and charge my batteries. I hope that by saying this I do not make you too jealous.

Maybe you know already that EBC*L trainings and exams can actually be done in 25 countries in 15 languages. I´m very happy and proud to have SBC, the School of business Competences, with Svetlana Drenska as Managing director in our international network. I may say that SBC is the most successful EBC*L center in the south-east of Europe. Their training concepts and results are really impressive and also can be seen as a benchmark for trainings in Austria or Germany.

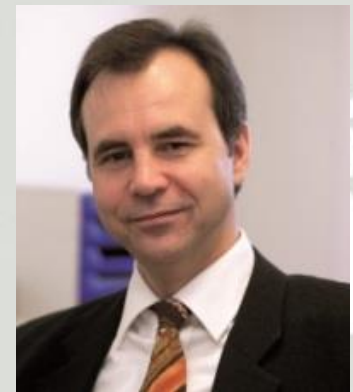


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I also can say that SBC is fulfilling the basic ideas and principles of the European Business Competence* Licence. Please let me explain why:

- EBC*L started in 2004 with the vision to spread Business Competence also to people who did not have the chance to get this key knowledge during their education or studies. Therefore an EBC*L education is open to everyone without any restrictions.
- EBC*L can claim a high standard because a lot of quality assuring measures have been installed. For example the exams are internationally standardised and there is the strong rule of dividing the functions; for example the trainer is not allowed to be the examiner.
- EBC*L is following the idea of the famous expert Minzberg, who wrote the very
- recommandable book called: We need managers not MBAs. EBC*L is developed for people who really are interested in managing and not only in having an impressive title.



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- This is why EBC*L is concentrating **on the CORE competences of business management**. This is what we call the **knowledge skills and understanding** someone really needs in his daily, practical business life.
- This concentration on the focus makes it possible to reduce the time and the money which has to be spent for a high class training.
- All this makes EBC*L very interesting for companies and organisations. ABB, BASF, REWE, UNIQA and many others more are offering an EBC*L training to their employees.

Of course I'm sure that Svetlana will tell you more about EBC*L and her training concepts, which are fulfilling all those principles in an impressive way.



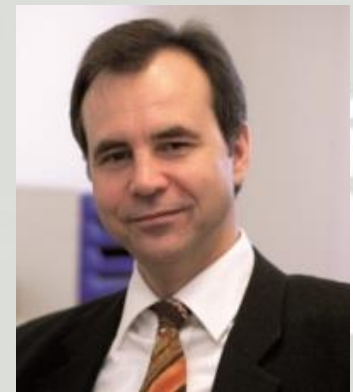
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Therefore I will come to the end by saying something of general interest.



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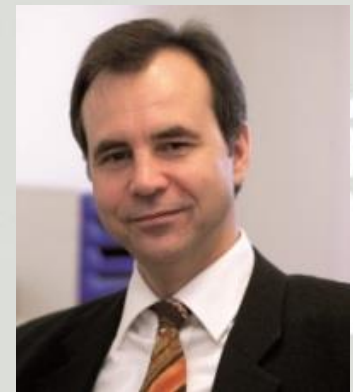
Actually we are in the sixth year having deep economic crisis in Europe. This crisis hurt especially hard the countries in the south eastern region of Europe, of course also Bulgaria was affected very hard.

Unfortunately the economic crisis now is accompanied by a deep political crisis; and this to an extent nobody could expect some years or even months before. This certainly will make the economic crisis last longer as we had to be afraid of.

It's really a pity, however we have to live with this. So what can we do? The worst thing would be to get a deep depression, to complain of our fate and getting paralyzed.

The only **valuable** thing is that we are doing this what each of us is **capable** to do. Each of us has to do his best to manage the crisis and to **get rid** of it.

A very good example for not giving up but keep fighting are the members from School of business competences Bulgaria who took all the efforts and the risk to organise such a big conference. And with your participation in it you are also setting an important sign.



Victor Mihalic



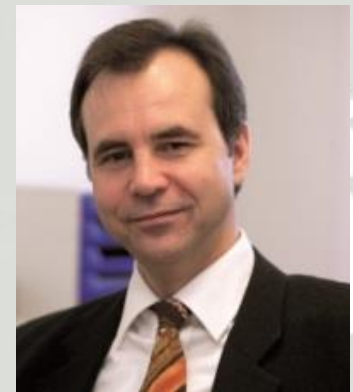
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*I wish all of you a very inspiring conference
and all the best for your and our future.*

Victor Dihalic



EBC*L International network

European Business Competence* Licence, EBC*L

Certificates



International representatives for EBC*L Certification



Quality recognized in Europe,
South America, Arab countries and
Africa

15 languages

Facts about EBC*L scope of practice

International



Issued over 30.000 EBC*L certificates

- **From over 60 Business schools**
- **From 5 Higher education institutions**
- **From over 100 certification centers**



EBC*L CERTIFIED MANAGER



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**EBC*L
CERTIFIED
MANAGER**

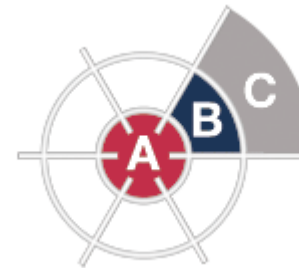
*Competences to
understand the business*

*Competences
to participate
In planning*

*Competences to
Manage and lead*

Flexible Lifelong Learning concept

The competences develop with the career development



Stufe C:
Führungswissen

Managing and
leading

Stufe B:
Planungswissen

Participating in
Planning

Stufe A:
Allgemeinwissen

Understanding business
operations economics

Level A: Business Economy Core Knowledge

- Qualified person in production, sales and administration
- Knows the economic targets of a business enterprise and the specific language used by business people. This makes you a competent partner and contact person disposing of basic entrepreneurial competences.

Topics:

- Business Objectives
- Management Ratios
- Accounting
- Costing and Pricing
- Business Law

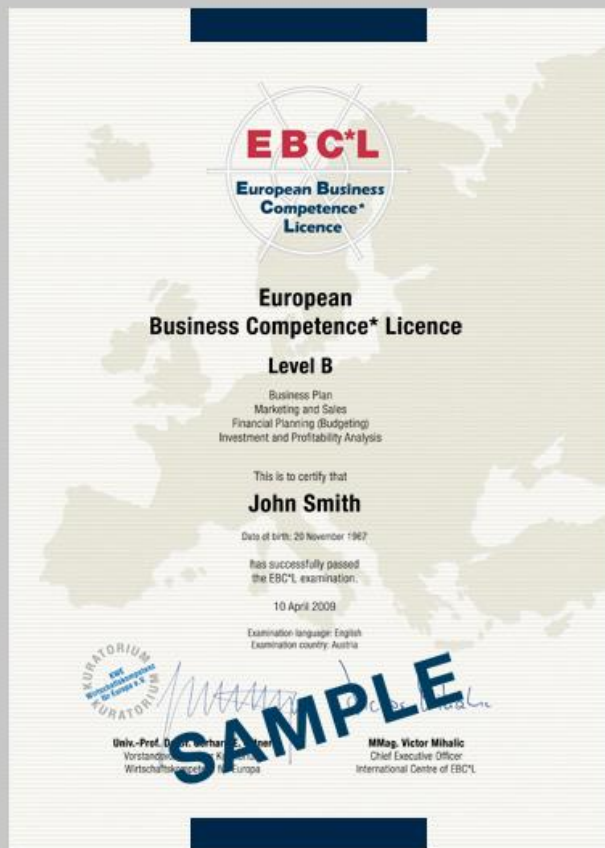


Level B: Planning Knowledge

Key employees with planning competencies
You know how to draw up and argue business plans for projects and enterprises under economic criteria and have the necessary know-how to develop budgets.

Topics:

- Business Plan
- Marketing and Sales
- Financial Planning (Budgeting),
- Pre-Investment Analysis and Profitability Analysis





Level C: Management Knowledge

Executive manager

You know the economical instruments for the management of an enterprise and its departments as well as the conditions and procedures of an effective personnel management.

Topics:

Management of Organizations and Processes

Leadership techniques and behaviour

Management of Personnel

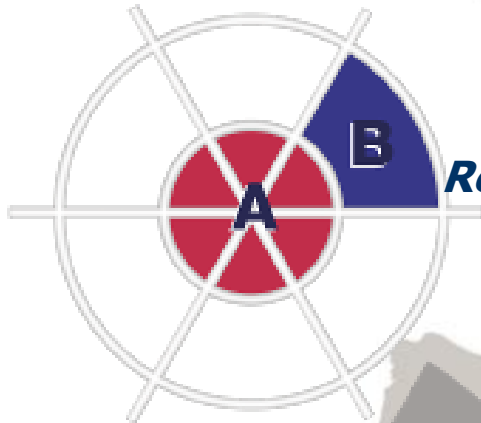
Practical business cases



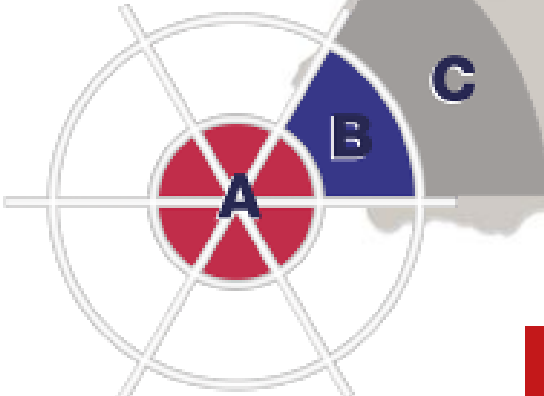
Life long learning



Relevant for 17 years and above



Relevant after 22 years and above



Relevant for 30 years and above or after 3 years in a management position





EBC*L certificates validate important job fit competences



Learning and development capacity

Analytical and mathematical skills, information gathering and interpretation

Problem solving and Decision making skills

Business orientation

Networking

Self confidence





References from companies who use EBCL for staff training

Baxter

Messe Stuttgart
Mitten im Markt



Siemens

3M

Bayer

XEROX

BASF



trenkwalder



EDEKA

Senseo



SaraLee



Linde

SAMSUNG



T-Mobile



Victoria

SPAR



CAMPUS
GRAZ

