

OCO

**Training:**

Building Tomorrow's  
Economic Development  
Leaders



# OCO Training - Building tomorrow's economic development leaders

## Experts in FDI and economic development training:

- OCO offers one of the most comprehensive, tried-and-tested and flexible suite of trade and investment training courses available today.
- We have provided training and consultancy services to more than 100 economic development organisations worldwide.
- We appreciate the need for a flexible approach to training and capacity building, taking into account individuals' and organisations' specific needs in terms of best-practice approaches and sector-specific insights.
- We also offer solutions for varying needs in terms of face-to-face and online interactive solutions.

## Extensive training materials for customized training workshops:

- OCO has an extensive suite of best-practice and up-to-date training materials at its disposal.
- A highly-customised training course can be cost-efficiently developed using these materials as a base.
- The suite covers proprietary and tried-and-tested processes and methodologies, brought to life with best practice examples and exercises.
- OCO offers the option to develop customised online, interactive training modules which are narrated by our senior consultants and can be taken at a time which suits each user.
- Modules are brought to life with recent case studies and examples. They can also incorporate interactive assessments to evaluate the user's understanding of the modules' key principles and learning points.



## 5 Good reasons to choose OCO for training

### A tried-and-tested approach to training and capacity-building

OCO has delivered training for agencies across the world and has an extensive stock of training materials at its disposal which are constantly being updated. We have the knowledge and experience of presenting this material in the best possible way to ensure a successful training course and / or capacity-building programme.

### In-depth understanding of the international trade and investment climate

OCO understands and has significant experience of macroeconomic and sector-specific developments and opportunities across a variety of geographies. Our team offers the breadth and depth of expertise required to provide thorough perspectives of the tools required for your organisation to successfully attract investment.

### Best practice experience

OCO has worked over the last 12 years on over 200 economic development assignments for more than 100 trade and investment organisations all over the world. We have been a strategic advisor to some of the world's most successful agencies and have worked with many of the world's leading organisations on training and capacity-building programmes, including: UNCTAD, WAIPA, EuropeAid, the World Bank and the Islamic Development Bank.

### Work towards an industry-recognised certificate

OCO's membership of the Institute of Consulting as a Premier Practice provides followers of our courses with the option of receiving a certificate issued by OCO and approved by the Institute of Consulting.

### Understanding of investor needs

OCO has also represented corporate clients in site selection projects including Electrolux, Henkel and McAfee. Therefore OCO is highly familiar with the key location drivers and methodologies that companies undertake in their location selection decisions.



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