

Flexible Skills Programme

Export Training: Meeting the Changing Environment



Llywodraeth Cymru
Welsh Government

Overview

This programme is designed to provide funding support to Wales-based businesses that wish to improve their capability to export their products and/or services. The programme is aimed at those businesses that either currently export or plan to start exporting in the near future.

Training areas supported under this programme are listed (with examples) in the table below. Applications will only be considered for training listed in the topic areas in this table.

In line with the governing Flexible Skills Programme principals, the Welsh Government is able to support up to 50% of the cost of eligible training up to a maximum contribution of £25,000.

Eligibility:

- The scheme is open to (solvent) Wales-based businesses.
- Training must fall under one of the topic areas mentioned in the table and be accredited or to an industry standard.
- Applicants must commit to release staff to undertake eligible training by the end of March 2022.
- Eligible businesses can make one application to this programme per annum.
- The funding is discretionary and the final decision on eligibility rests with the Welsh Government.

Opportunity:

- Successful applicants will be awarded a specified amount of funding that will be 50% of eligible training costs. Funding will be paid retrospectively, on completion of the training and provision of the necessary evidence.
- The Welsh Government (50%) contribution will not exceed £25,000.

Process:

- An application form can be requested from this email address - DFESRM@gov.wales. **This is a very short application – gaining essential**

information from you as the employer in order to make successful claims against your potential allocation.

- This will be emailed to the applicant, along with a supporting self-assessment document (which seeks information about a company's approach and commitment to the development of its employees). Both should be completed and returned to the same email address (above).
- The application will be assessed and a decision made within 10 working days.
- If approved, successful applicants will receive a Grant Award Letter confirming which training courses on the application have been approved and the funding award. Applicants may then book staff onto the approved courses (***please note that no agreement must be entered into with a training provider until confirmation has been received that the application has been approved***).
- Applicants are free to choose any certified training provider(s).
- Funding is paid retrospectively. Once individuals have successfully completed the agreed training (which must be evidenced either in the form of an examination certificate or confirmation from the training provider), employers will be able to claim back 50% of the training / course cost (costs do not include T&S or VAT).

Pre-Approved Training Areas		
Reference No	Training Topics	Examples
1	Finance	Payment methods; VAT; Pricing goods; International trade and finance
2	Sales & Marketing	International marketing; Building overseas sales; Routes to market; Selecting agents and distributors; E-commerce
3	Customs Processes & Procedures	Incoterms, Documentation; Goods Classification; Import procedures; Preferential rates; rules of origin; duty relief; handling dangerous goods
4	Export Processes	Authorised economic operator (AEO); Export Licences; introduction to exporting; understanding exporting; export essentials
5	Market Awareness	Doing business in a market; e.g. France, China or UAE; Life Science exports in the USA; business culture
6	Specialist Support	Managing risk; Protecting IP; Managing currency risk

The Welsh Government's Export Development Team will be happy to offer advice and discuss your requirements should you have difficulty in sourcing a suitable training provider(s).

Leadership & Management

In addition, **Leadership and Management (L&M)** training may also be added to an Export Training application. Funding requests for L&M training should not exceed 50% of the Export Training grant applied for, up to a maximum of £5,000.

Examples of L&M training topics that may be considered as part of an application include:

Planning; communication; decision-making; delegation; problem-solving; motivating staff; team building; project management; problem solving; decision making; negotiating; managing behaviour; supply chain management.

Please note that we may be unable to approve a payment where a claim under this programme includes L&M training support that exceeds 50% of the value of any grant claimed against the training award".