

# Leaders to Follow



## The International Leadership Institute

- ◆ Was founded in 1985 in Princeton, NJ
- ◆ Remains dedicated to leadership development
- ◆ Has run more than 40 Executive education and Leadership Development programs in the US, for European clients
- ◆ Has partnered with the US Department of State, the University of North Florida, the Jacksonville Chamber of Commerce and more than 700 other businesses, universities, religious organizations, private citizens and government agencies

## BULGARIAN EXECUTIVES FIND OPEN DOORS TO U.S. SOFTWARE MARKET

In a two-week program tailored to their executive education needs, three top software development executives from Bulgaria who were selected to participate in the **Managing Software Development: Bulgaria (November 4-18, 2000)** gained an overview of the existing opportunities and challenges of the U.S. software market.

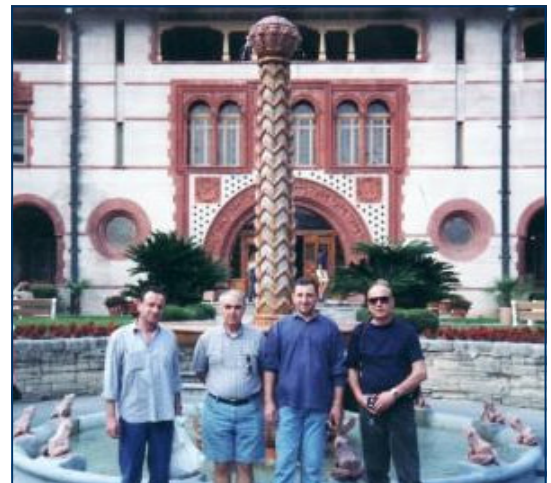
This training program was sponsored by **US AID-World Learning/TRANSIT** and was delivered by the International Leadership Institute. In a competitive bid process, the Institute submitted a proposal for this Bulgarian **TRANSIT** program to help software executives from emerging democracies become acquainted with their American counterparts, in order to facilitate business activities. *(The article below briefly describes the TRANSIT programs.)*

The three **TRANSIT** participants were

- ◆ Mr. Plamen Rashkov, Managing Director of Consult+Ltd of Ruse;
- ◆ Mr. Haik Egikian, President of TONEGAN Ltd of Dobrich;
- ◆ Mr. George Tihov, Operations Director of STEM0 Ltd of Gabrovo.

Their translator was Mr. Neo Neov.

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Bulgarian software executives visit St. Augustine:  
From left, H. Egikian, N. Neov, G. Tihov, P. Rashkov

## United States Department of State AID (Agency for International Development) Training Programs

Since 1996, the International Leadership Institute has been an approved training provider for **World Learning/TRANSIT** programs. These programs, sponsored by **AID (the Agency for International Development)** a division of the **United States Department of State**, are delivered in the U.S. for professionals from emerging Central and East European democracies.

The chief purpose of the **TRANSIT** programs is to introduce the participants to the people, culture, and economy of the United States. The intention is that relationships built through these program will benefit the economic and/or political growth of the

participants' home countries in their current transitions.

Most recently the Institute was invited by **World Learning/**, a Washington, DC-based agency that provides the infrastructure and delivery for these AID programs, to submit a training proposal for **Managing Software Development: Bulgaria (November 4-18, 2000)**. Other training providers were also in the running to receive the contract; the Institute's proposal was chosen for its comprehensive schedule and cost-effective delivery. We look forward to winning more bids for **TRANSIT** programs as they are scheduled by **US AID**.

**International  
Leadership Institute**

**Providing Leadership  
Development  
Services and  
Programs in the US  
and Europe since  
1985**

*Leaders to Follow*  
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**BULGARIAN EXECUTIVES FIND OPEN DOORS TO U.S. SOFTWARE MARKET** from p. 1

The selection process in the East and Central European countries served by **TRANSIT** is highly competitive, insuring that the chosen participants will be able to benefit fully from their time in the United States. As a program delivered through the **Agency for International Development (AID)**, the **TRANSIT** program is closely monitored to be sure that each program is cost-effective, comprehensive and effective in assisting the participants in their professional development.

When Mr. Rashkov, Mr. Tihov and Mr. Egikian (representatives of the most promising software development companies in Bulgaria) made their initial application to the U.S. Embassy in Bulgaria to be considered for the **TRANSIT** program, they submitted specific professional goals and objectives that they wanted to achieve for their program.

As part of the competitive bid process, the Institute was given these goals and asked to design a program around them. The Institute submitted a detailed schedule for their 14-day training program which covered the seven key objectives outlined by **TRANSIT** for **Managing Software Development: Bulgaria**.

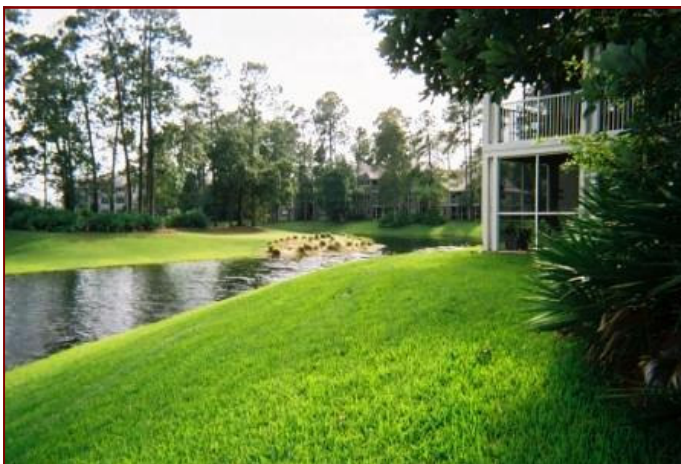
The objectives included

- ◆ *providing opportunities for networking*
- ◆ *learning about effective techniques for international marketing*
- ◆ *managing change in a highly-competitive marketplace*
- ◆ *gaining information on e-commerce.*

The **TRANSIT** participants took part in a rigorous schedule of business meetings interspersed with recreational activities, and became fully immersed in the U.S. business and educational settings.

The schedule included meetings with businesses on the First Coast of Florida, (Can you remember any of this? I need to lengthen the article)

*Beautiful Florida*



## Leadership 101

This year the Institute introduced the new "Leadership 101" program of the "American English Language Immersion Programs in the United States."

"Leadership 101" helps students ages 16-26 improve their English language skills while developing leadership skills, in the context of American society and culture. Currently we are making arrangements for the Spring 2001 program. Dates will be February 3-13, 2000. We can accept two more participants for this program.

*Please contact the Institute for details about program qualifications and objectives.*