



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166

www.centrumaster.ro

Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880

E-mail: office@centrumaster.ro, centrul.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

MASTER BUSINESS CENTER

MASTER Business Center is an associative, non-governmental, non-profit organization that has 157 SME members from Hunedoara County, among which 21 founding members. It was founded based on the civil sentence 92/PJ/1996 from the 8th of October 1996 and it was registered in the Book of Organizations at Hunedoara County Court. The actual activity started in January 1997 and continued ceaselessly ever since. MASTER Business Center organized a wide range of activities, participated at a series of local, regional and national events and prospected for new financing sources in order to develop the organization.

Our mission is to support the small and medium size enterprises in the region, to support the economic development of the region, to provide a wide range of business support services (consultancy, training, fairs and exhibitions, foreign languages courses) at a high quality level, using state of the art methods.

MASTER Business Center provides the following services for its members:

- creating a network of contacts within the business community;
- organizing and presenting seminars, symposiums and training courses;
- providing information about business and investment opportunities in our monthly newsletter (Business Environment);
- providing consultancy for establishing business contacts with companies from Romania and abroad;
- taking part at fairs and exhibitions organized by MASTER Business Center, as well as in other events both in Romania and abroad;
- consultancy for starting a new business.

The most important publication of MASTER Business Center is the monthly newsletter “**Business Environment**” which is sent by direct mailing and e-mail, both to the members and the business partners of the Center.



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166
www.centrumaster.ro
Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880
E-mail: office@centrumaster.ro, centrul.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

MASTER Business Center's main activity is to provide consultancy for business and small and medium size enterprises management, but MASTER Business Center is also involved in other current activities together with its business partners, such as:

- Granting micro-credits, collaborating with Cooperative Housing Foundation (CHF). Together we implemented the micro-credits program which offered solutions for an acute need in the private sector i.e. the access of small and medium size enterprises to accessible credits. CHF granted credits for the small and medium size enterprises that were members of MASTER Business Center, in order to support their development and implicitly that of the local community.
- Organizing exhibitions, collaborating with EXPOTIM SRL from Timisoara, being their partner and representative in the county.
- Developing and improving the activity of supporting the member SMEs by taking part in the activities of the two networks of business associations, where MASTER Business Center is a founding member: The Confederation of Business Associations Transylvania and The Regional Federation of Small and Medium Size Enterprises in West Region.
- Organizing "in-house" courses at the beneficiaries' headquarters, mainly for foreign languages (English and Italian), human resources and project management.

Ever since the year 2000, MASTER Business Center has implemented a series of projects as it follows:

EXPERIENCE IN IMPLEMENTING PROJECTS

1. The project: "Consultancy and Business Development Center – INFOCENTER Brad" .It was implemented between the years 2000-2001 in the town Brad in Hunedoara County.

The project was initiated by MASTER Business Center and arose from the need to create a framework and to create a specialized institution which could respond to the solicitations and need for support of the small and medium size enterprises in the region. Throughout the whole implementation period a specific framework was created, whose purpose was to inform the small and medium size enterprises in the region by organizing a series of intensive courses for the management and the personnel of these institutions. Also, throughout the whole project implementation period, specialized personnel provided consultancy and support for creating new enterprises and obtaining the authorizations required for them to function properly.

The target group of the **Consultancy and Business Development Center – INFOCENTER Brad** consisted of new founded and already existing small and medium size enterprises, but also the ones that would be founded in the following years with the support of this center, individuals



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166
www.centrumaster.ro
Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880
E-mail: office@centrumaster.ro, centrul.master@gmail.com
Management Advisory Service & Training for the Economy of the Region

interested in long life learning as well as unemployed individuals which are interested in developing new skills.

The project was financed by ADR5 VEST (the Agency for Regional Development – Region 5 West) through PHARE Program, Economic and Social Cohesion, Human Resources Development.

The project had the following results: 200 managers trained in elaborating business plans, management and financial management, 250 middle management employees trained in commercial correspondence (both in English and Romanian), foreign trade, applying for grants and marketing.

2. The project: **“Cross borders Business Incubator”**. It was implemented by **MASTER Business Center in cooperation with DISTRIKT 0230 Kikinda – Yugoslavia in the year 2001.**

The purpose of this project was to create an environment in which small size enterprises would have opportunities to develop. MASTER Business Center together with the Serbian partner has created a business incubator where small entrepreneurs can ask for support, the program’s purpose being to train the small and medium size entrepreneurs in the two countries to write projects so that they can obtain favorable credits.

The overall objective of the project was to create a business incubator who could help the entrepreneurs become economically independent.

The specific objectives of this project were:

- Raising public awareness for solving current economical issues;
- Initiating promotion campaigns targeted at the local authorities and financing sources, in order to persuade them to find mutual advantages in developing small and medium size enterprises;
- Encouraging other cross-border cooperation companies in the region by promoting the successful businesses;
- Promoting Banat as an experimental sub-region within the DKMT Euro-Region;
- Developing stable partnerships among the organizations that are involved in the project;
- Constantly encouraging entrepreneurial initiatives among the Banat inhabitants so that they can apply their own business plans ideas;
- Developing civic solidarity as a main beneficiary in the transition process in the region.

The target group was represented by small and medium size enterprises from both countries.

The results of the project were: a complete guide on starting your own business, a collection of data based on business resources and legislation, a brochure containing legislation and success



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166

www.centrulmaster.ro

Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880

E-mail: office@centrulmaster.ro, centrul.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

stories in 3 languages (English, Romanian and Serbian), a virtual business incubator and a seminar in Kikinda to disseminate information, to present the project and to find financing sources for developing small enterprises.

The project was financed by the American Foundation for Development, co-ordinated by the Euro-regional Center for Democracy in Timisoara.

3. The project: “Info Touristic Management” which was implemented between the years 2002 and 2003.

“Info Touristic Management” is a project implemented by MASTER Business Center in partnership with Hunedoara County Agency for Labor Force Employment (AJOFM Hunedoara), which was financed by Phare 2000 - Economic and Social Cohesion.

The purpose of the project was to improve tourism management and public food services by providing more qualified employees in this field and better touristic offers that will reflect in the classification of the companies.

The project was implemented in Hunedoara County and had the following specific objectives:

- To improve the management in the fields of public food services and tourism;
- To encourage opening new rural inns and to train the personnel in order to manage such an activity.
- To improve the training level of the employees in the fields of tourism and public food services;
- To increase the quality of the touristic offer reflected by the increasing number of enterprises that are granted tourism classifications.

The target group was represented by: managers of the companies that operate in the fields of tourism and public food services, unemployed individuals from the areas with touristic potential – so that they can be employed at hotels and rural inns, the owners of rural inns.

The project had the following results: there were trained 30 managers, 30 owners of rural inns and 30 unemployed individuals specialized as “concierge”. We also organized a course of management in tourism activities, a course of management for rural inns and a course of “concierge”.

4. The project: “4 X Women in Management” which was implemented between the years 2004 and 2005.

The project was implemented by MASTER Business Center in partnership with Expert Consulting SRL Timisoara, the National Council of Small and Medium Size Private Enterprises from Romania



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166

www.centrumaster.ro
Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880
E-mail: office@centrumaster.ro, centrul.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

– Arad Branch and the Activity Foundation from Resita and was financed by Phare 2002 - Economic and Social Cohesion, Human Resources Development.

The purpose of the project was to train and counsel the women in management positions in order to improve their managerial skills and to create specific services and procedures for personal development.

The project was implemented in Hunedoara County and had the following general objectives:

1. To enhance the economic and social potential of the area that includes the towns Resita, Caransebes, Deva and Hunedoara by increasing the degree of employment of the labor force existing in the area.
2. To develop the skills of the labor force in order to increase its adaptability at structural changes, in concordance with the needs for skills identified on the labor market.

The specific objective of the project was to train, guide and counsel a number of 50 women managers from the towns Resita, Caransebes, Deva and Hunedoara in order to improve their managerial skills by developing, at a regional level, a package of specialized services for determining the needs of training and counseling.

The target group consisted of 50 women managers from the companies in Resita, Caransebes, Deva and Hunedoara, the industrial area of Southern Banat and Petrosani region.

The results of the project were: 50 trained women managers, 50 psychological profiles which identified the development needs, a database with women managers in Hunedoara and Caras-Severin Counties, the *“Guide of the Successful Woman”* and creating The Club of Women Managers.

5. The project: “E-management for e-Europe” which was implemented in the year 2008.

“E-management for e-Europe” is a project implemented by MASTER Business Center in partnership with the National Council of Small and Medium Size Private Enterprises – the Arad Branch, the “Polytechnics” University of Timisoara and S.C. Interlog Com SRL from Brad and is financed by PHARE 2005 Economic and Social Cohesion Human Resources Development.

The purpose of the project is to contribute to increasing the level of managerial competence by gaining knowledge and developing abilities that are specific to the modern management of the private enterprises in the region by training, counseling and mentoring 160 managers and operative personnel from the companies in the region in order to increase the performance of the organizations where they are employed.



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166

www.centrummaster.ro
Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880
E-mail: office@centrummaster.ro, centrum.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

The project was implemented in the West Region: the Counties Hunedoara, Caras-Severin, Arad and Timis, the towns Deva, Orastie, Brad, Hunedoara, Caransebes, Resita, Arad and Timisoara.

The specific objective of this project was: to train and counsel 160 managers and operative personnel from different companies in the towns Resita, Caransebes, Deva, Orastie, Brad, Arad and Timisoara in order to improve their performances by creating, at a regional level, a specialized training offer which will facilitate applying modern methods of management and using the new information and communication technologies.

The target group is represented by:

- The staff of private enterprises from the economic-financial, marketing, human resources departments, at least 70 individuals, especially women managers (minimum 60%);
- Operative personnel from the same private enterprises, at least 90 individuals, especially women (minimum 60%).

We had organized 12 training sessions for the following 4 authorized courses:

- Accessing Structural Funds;
- Kaizen Management;
- E-Business for a Modern Management;
- Advanced Use of Excel Tables for Management;

in the towns: Deva, Orastie, Brad, Hunedoara, Caransebes, Resita, Arad and Timisoara.

We also provided counseling and mentoring for a number of 54 managers and operative personnel from the target group and published the brochure "Managerial Performance Using E-Business" that was disseminated to 1.000 individuals from the target region.

6. The project "Network of rural centers for the integrated development of Human Resources" (2010 -2012) is currently being implemented.

The purpose of the project is to increase the contribution of integrated services to the development of the human resources in the rural areas of the Regions: Center, West and North-West of Romania.

The specific objectives of the project are to facilitate the access to education and employment opportunities for the people in the rural areas that are involved in subsistence agriculture and to improve the professional competences of the employees in the rural areas.

The target group of this project consists of 12.000 economically inactive people, unemployed people, people involved in subsistence agriculture and employees from the rural areas. The main activities of the project focus on creating and developing a network of rural centers that will provide both certified and informal training services, consultancy services for starting a new business and support for finding a job. There will also be organized two campaigns for promoting labor force mobility and enhancing entrepreneurship skills.



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166

www.centrumaster.ro

Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880

E-mail: office@centrumaster.ro, centrul.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

7. The project “A.C.O.R.D Rural - Assistance through Counseling for Employment and Revitalizing the Rural Areas” (2010 -2012) is currently being implemented.

Two of the Master Business Center’s experts are involved in implementing this project, both in the field studies and the campaigns. The objective of the project is to increase employment opportunities in non- agricultural activities for the people in the rural areas of West and Center Regions of Romania that are related to the tendencies of the labor market in rural areas, by providing support services. In order to achieve this objective, two studies will be carried out:

1. A field study on the “Present day situation of unemployment and of the people involved in subsistence agriculture in rural areas, including a forecast of the tendencies on the labour market in rural areas.”
2. A field study on “Identifying and Assessing the specific needs of the various target groups in rural areas so that they can be (re)integrated on the labor market.”

The studies will be followed by two campaigns whose purpose is to provide real solutions for the problems of the target groups.

8. The project “ The Romanian Enterprises in the Context of Change – Training, Assistance and Consultancy Programs for Romanian Enterprises Designed to Promote Adaptability and to Introduce New Organizational Solutions (2010-2013)”

The specific objectives of the project are:

1. Promoting and developing new, innovative and productive methods of organizing labor in 96 national enterprises and assisting them in implementing specific management and labor organizing training methods. Organizing the activity of 480 managers from those enterprises.
2. Developing the managerial competences in the field of environment protection and pollution control of 45 managers from the enterprises in the target group, that are involved in activities that can affect the environment.



Sediul social: Deva, Str. Imparatul Traian, Nr. 42, Cod Postal 330033
Adresa contact: Deva, Bd-ul 22 Decembrie Nr. 37A/ 221, Cod Postal 330166

www.centrumaster.ro

Tel. / Fax: 0254 218 111, **Fax:** 0354.814.880

E-mail: office@centrumaster.ro, centrul.master@gmail.com

Management Advisory Service & Training for the Economy of the Region

9. The project “A chance for your career!” (2010-2011)

The project is being implemented by A&C Consulting Centre Timisoara in partnership with Master Business Center.

The specific objectives of the project are:

1. To increase employment opportunities for over 200 unemployed young people, by providing them with counseling and labor information services and involving them in activities designed to increase their self esteem.
2. Developing and implementing methods to increase professional competences through training courses. The young unemployed people can choose among several training courses in the following fields: public procurement, sales and marketing, human resources, training of trainers, project management, computers, entrepreneurship and foreign languages.
3. Developing and implementing support systems designed to increase employability and providing consultancy for the members of the target group who intend to start their own business.

We are also providing services for developing project proposals and we are looking for partners for implementing new projects in the future. If you are interested, please contact us at:

MASTER BUSINESS CENTER

Phone: +40254/218.111

Mobile: +40722398356

E-mail: office@centrumaster.ro, cursuri@centrumaster.ro, centrul.master@gmail.com.