

## Project's partners

The Partnership is comprised of the following business representative organizations: ANIA (National Food Industry Association, France) which provides support with its extensive experience in research studies, ROMALIMENTA (Romanian Food Industry Federation) with a large membership of companies, and Chambers Ireland which brings its experience in training for businesses.

The Partnership also includes training institutions such as BEST (Institute of Continuous Vocational Qualification Training and Personnel Training, Austria) with vast experience in the field of Lifelong Learning, or ForSAS (Italy) which brings the capacity to contact enterprises (SMEs) and food industry professionals.

The Employment Service of la Rioja will transfer the results obtained in this project to a political level. Marketing Club of La Rioja has the role of guiding and coordinating both the implementation of the "TNA" methodology and to input the competitive intelligence factor to it.

*Project supported by European Commission*



eTNA is a Leonardo transfer of innovation  
Project in the Lifelong Learning Programme



*Professional Development System for the Agrofood Industry*



## Project's description

### TO PROVIDE MANAGEMENT SUPPORT

The aim of this project is to provide a management support to SMEs to accurately assess the training needs of their staff **in the sectors quality wine, processed vegetables and processed meat** through an online free-access tool.



### TRAINING RESOURCES IN EUROPE

The e-TNA project aims to share this methodology (tool) as an innovative leap in the Lifelong Learning sector and, in turn, validate this methodology at a European level.

In this way, the project will integrate the competencies and training resources available in Europe in relation to food sectors. In order to carry out an empirical validation of this methodology an online tool will be used based on the information and resources identified by the partnership.

The project partnership is composed of seven partners representing both the Lifelong Learning sector and the Agrofood industry.

*The project aims to provide SMEs and their professionals the opportunity to assess and match the training needs within their sector against the training resources available in Europe.*

Having the possibility to use a "TNA" methodology based on competitive intelligence elements allows professionals in SMEs to be aware of the latest resources on formal and informal training. The professional will improve both their company's competitiveness as well as their personal abilities.



## Tool's description

The e-TNA tool **is a competitive intelligence platform** that **identifies some of the latest training resources available in Europe** in relation to three food sectors: quality wine, processed vegetables and processed meat.

The aim is to **develop and improve the competencies of managers, directors and heads** of principal areas: management, marketing, sales, accounts and manufacturing.

This will take into account four key factors: the size of the company, the industry sector, the job description and company strategies.

The tool helps to design training plans for supervisors, technicians and heads of the different departments of companies. Based on a particular role, the competences assigned to the role, and the strategy of the company, it creates a training plan which identifies a list of skills considered necessary to perform the role efficiently.

The tool can be used by human resources, training supervisors or other employees to design the training plans of staff.



How e-TNA Works?