

American University of Armenia  
40 Marshall Bagramian St.  
Yerevan, 375019  
Attention: Director of the Administration  
Michael Khouchakdjian, Ph. D.

BCC (TACIS)

*Ref. bcc/018/94*

Yerevan, 30.06.1994

**Dear Mr. Khouchakdjian:**

As it was agreed between You and the BCC (TACIS) Programme Manager Mr Gagik G. Vardanian on June 21 1994, we are presenting You the fields we would like our InfoShop and Business Offer Expertise group specialists to get training in:

1. Short review on Business Databases and Networks;
2. Principles of how to access and communicate Informational Business Networks;
3. Preparing business offers matching international standards required by different Databases on business opportunities and relevant Informational Networks;
4. Presenting certain spheres of entrepreneurship to the West-European market;
5. Possibilities of successful marketing for Armenian export products and services at the Euro-market;
6. Methods and business management for export deliveries;
7. Demands for an Armenian partner who would like to produce for West-European entrepreneurship as a subcontractor.

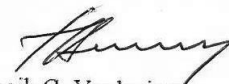
N.B. The first three items of the list being of higher priority for us now, we would appreciate it if You could promptly arrange a one-week training course (approximately 1.5 - 2 hours a day) on them (time-schedule and location may be fixed by mutual consent).

As to the other four items (4, 5, 6, 7), we could additionally discuss over how and when to conduct the training on them .

Thank You for Your consideration.

With kindest regards,

  
Franc L. Partzsch  
Resident Expert BCC

  
Gagik G. Vardanian  
Local Programme Manager