

# ASOCIACIÓN GABINETE TÉCNICO COMERCIAL - AGTC

**SEMINAR FOR THE TRAINERS**  
**Ljubijana, 25.March 2013**



# What is AGTC?

- The ASOCIACIÓN GABINETE TÉCNICO COMERCIAL - AGTC- is a Professional Association founded in 1985 with the object of offering Commerce, Institutions and Enterprises the possibility of availing themselves of the most advanced precise professional help.
- An important point to underline is the possible verticality of services guaranteeing the necessary integral answer to all problems and not only their partial treatment, a situation frequent in the field of consulting.
- Unlike other Bureaux, it's AGTC's policy to give specific and concrete treatment to every problem and each and every one of the aspects or variables forming it, thus, in every case, applying the most appropriate and profitable of the solutions to be used.

# What is AGTC?

- AGTC is the technical office of the Confederació de Comerç de Catalunya (*Catalan Confederation of Commerce*)
- It has a team of recognized professionals in the field of trade and an extensive network of external collaborators. It has a permanent staff of 14 employees.
- AGTC has had the quality system ISO 9001 since 2004 in the departments of training, research and consulting.



# *The services it offers*

**AGTC's** field of action, apart from seeing the specific needs of each client and in its professional performance, can be summed up in the following aspects:

**TECHNICAL AREA:**



**ADVICE**

**STUDIES AND PROJECTS**

**COMMERCIAL**

**INTERNATIONAL**

**TRAINING AREA**

# TECHNICAL AREA:

## Studies and projects

- Carrying out commercial studies in order to knowledge of Retail Sector, exploration of needs, Environment and Commerce, Introduction of new technologies, etc ...



ONLY ONE EARTH



# TECHNICAL AREA:

- The research department has worked in international projects aiming at standardization of skills in the trade sector at the European level (Community Programmes such as EuroForm, Force, Leonardo da Vinci, TenTelecom and others).
- AGTC also develops consulting and advisory services in various committees of the European and EuroCommerce.



# TECHNICAL AREA:

And all this covering the area referring to:

- Small and medium-sized businesses, and their representative organizations, Catalan Confederation of Commerce , (associations, guilds, unions, federations and confederations), cooperatives, purchasing groups, markets, commercial centers, other commercial structures, institutions and public administrations.



# TRAINING AREA:

- Since its constitution in 1983, **AGTC** has developed an extensive lifelong learning programme in the commercial sector, specially addressed to the small and medium-sized enterprises, businessmen as well as to the enterprise human resources.
- **AGTC's** main objective, considering the reality of the current trade sector and challenge of the European Single Market, is to improve the business sector management, to favour the implantation of new technologies and to increase the end consumers grade of satisfaction, which increases the enterprises benefits.



