



# unitar

United Nations Institute for Training and Research

## Unitar Online Catalogue

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### CIFAL Jeju - Fostering Communication and Collaboration between Institutions and Corporations for Sustainable Global Expansion

Population

Date limite: 20 juin 2025

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|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| Type:                                    | Seminar                                                                                                               |
| Emplacement:                             | Jeju , Republic of Korea                                                                                              |
| Date:                                    | 30 juin 2025                                                                                                          |
| Durée:                                   | 1 Days                                                                                                                |
| Zone du programme:                       | Decentralize Cooperation Programme                                                                                    |
| Site internet:                           | <a href="https://cifalistanbul.org/">https://cifalistanbul.org/</a>                                                   |
| Prix:                                    | 0.00 \$US                                                                                                             |
| Personne de référence de<br>l'événement: | hjlee.jitc@cifaljeju.org                                                                                              |
| Partenariat:                             | CIFAL Jeju, , United Nations Industrial<br>Development Organization (UNIDO), , Investment and Technology Office Korea |

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### ARRIÈRE PLAN

According to the 2022 Basic Statistics on Small and Medium Enterprises (SMEs) published by the Ministry of SMEs and Startups of the Republic of Korea, there are approximately 8.04 million SMEs in the country, accounting for 99.9 % of all

enterprises and serving as the backbone of the regional economy. However, 52.3 % of these businesses are concentrated in the Seoul metropolitan area, while SMEs located in Jeju Province represent only 1.6 % in number and a mere 1.03 % in sales. This uneven distribution continues to exacerbate regional economic disparities. Expanding global market access for SMEs in Jeju can play a critical role in addressing these imbalances and promoting inclusive growth, contributing to SDG 10 (Reduced Inequalities). By tapping into overseas markets, local enterprises can increase their revenues and generate employment opportunities, which in turn advances SDG 8 (Decent Work and Economic Growth) by providing quality jobs within the region. At the same time, countries across the Asia-Pacific region, including many in Southeast Asia, are striving to transition beyond the “middle-income trap” and are pursuing structural transformation to achieve innovation-driven, sustainable growth. According to the World Development Report 2024, this transition is heavily dependent on industrial upgrading and technological innovation. Jeju-based SMEs possess notable strengths in eco-friendly technologies, ICT, and smart agriculture—areas that align with the evolving needs of these emerging markets. As such, facilitating their entry into global value chains also supports SDG 9 (Industry, Innovation, and Infrastructure), while promoting mutually beneficial international cooperation. Despite a number of public institutions in Jeju operating initiatives to support the internationalization of local companies, coordination and information-sharing across these programs remain limited. Often, institutions work in parallel without fully understanding each other’s initiatives or having structured opportunities to collaborate. There is a growing need for a common platform where institutions can exchange knowledge, align their strategies, and gain insights into diverse enterprise experiences beyond their own portfolios. In response to this need, the United Nations Institute for Training and Research (UNITAR) CIFAL Jeju and the Investment and Technology Promotion Office of the United Nations Industrial Development Organization (UNIDO ITPO Korea) intend to convene a stakeholder workshop under the theme “Fostering Communication and Collaboration between Institutions and Corporations for Sustainable Global Expansion.” The workshop will not only serve as a platform for dialogue, but also offer an expert session led by UNIDO ITPO Korea featuring successful cases of overseas expansion and analysis of market trends in Asia. This is expected to enhance participants’ understanding of global markets and strengthen their strategic capacities. Furthermore, the workshop aims to facilitate collaborative discussions on the challenges faced by institutions and enterprises in the process of internationalization, ultimately identifying practical pathways for cooperation.

## OBJECTIFS DE L'ÉVÉNEMENT

This event intends to achieve the following outcomes: a) Increased awareness of the challenges and opportunities related to the inclusive and sustainable growth of SMEs. b) Exchange of experiences and good practices among institutions and corporations in sustainable global expansion. c) Exploration of potential collaboration among local institutions, businesses, and stakeholders for more effective global expansion support. d) Enhanced understanding of institutional strategies, common barriers, and actionable opportunities for Jeju-based SMEs and startups seeking internationalization

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## CONTENU ET STRUCTURE

The training will consist of three following sessions: [Session 1] Introduction to UNIDO ITPO Korea's programmes and Asia-Pacific market trends and entry strategies from International Organization's and Government's Perspectives [Session 2] Institutional perspectives on supporting global expansion of SMEs and Startups [Session 3] Voices for global expansion: SMEs and startup perspectives

## MÉTHODOLOGIE

The training will be comprised of: - Lectures by experts - Presentations by participants - Feedback and advice - Discussion

## AUDIENCE VISÉE

Government Officials from Jeju, Representatives from institutions supporting global expansion programs for local SMEs and startups, Representatives from local SMEs and startups seeking internationalization