

# 2 REVALORA PERU P

Promoviendo empleabilidad y competitividad





## Revalora Perú: from crisis to employability

- ✓ Labor reconversion of workers affected by the international crisis.
- ✓ The impact of the crisis in Peru did not produce the binomial: crack of one sector and growth of another.
- ✓ In April 2010, based on an initiative of the Executive, Congress redefined the crisis assumption and added two other assumptions (positive and negative employment externalities: change in the economic sectors and modernization processes).



## **Lessons learned – Services**

- ✓ REVALORA WORKERS:
- Labor training (reskilling).
- Certification of Labor Competencies (formal recognition of knowledge and experience).
- Technical Assistance for Entrepreneurs.
- REVALORA Job Exchange
- ✓ REVALORA COMPANIES
- Access to the REVALORA Job Exchange
- Personnel recruitment and pre-selection.



## Lessons Learned – ICEs

- ICE values and protects its prestige.
- Guarantee of a threshold of appropriate service.
- Low supervision costs (over the threshold).
- Immediate recognition of positive service characteristics.
- Low promotion costs and fast response to requests.
- Specific supply based on labor market information.
- Only those who complete the service incur an obligation (ICE includes citizen loyalty incentives).



## Lessons learned – ICEs

- Partnering with universities makes it possible to take advantage of social outreach services (small number of entities and broad training supply).
- Contracting based on economies of scale.
- Minimizing the risk of *capture* by ICEs.
- Fast enforcement of agreements and corrections.
- Facilitates supervision and systems for service payment.
- Selection by ICEs gives transparency to the participants' selection processes.







Universidad Nacional Mayor de San Marcos



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## Lessons learned – Citizens

- ✓ Standardizing the training offering: Homogeneous contents of training offering (facilitating citizen's rational selection).
- ✓ Offering differential services (initial and specialized) comprised of homogeneous groups.
- ✓ Admittance restricted to meeting course requirements.
- ✓ Monitoring training service: on-line attendance record.
- ✓ Only those who cannot self-finance the service participate: does not apply for Bolsa REVALORA.
- $\checkmark$  Promoting the use of social networks.

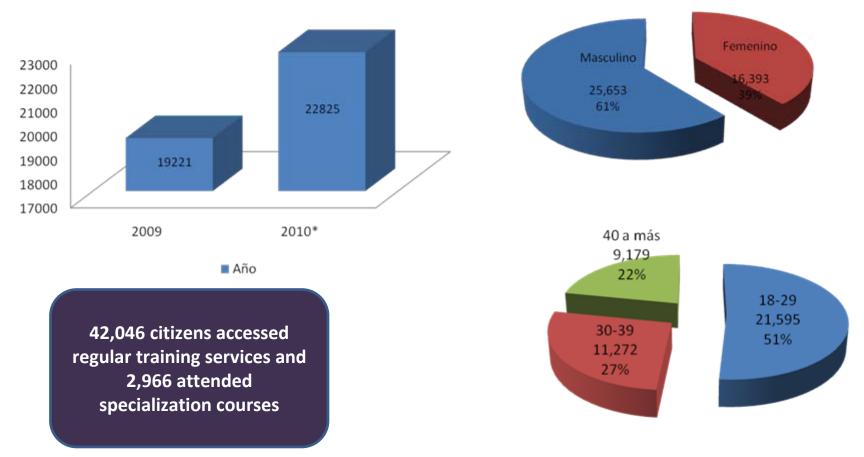


## Lessons Learned – Supply

- ✓ Determining the budget based on the GDP territorial share.
- Establishing training supply based on needs of relevant market.
- ✓ Adapting offering to specific characteristics: the case of mining (social responsibility and inclusion).
- ✓ Incorporating the private sector (promoting meetings with industrial trade associations, large companies, others).
- ✓ REVALORA Award to companies and ICEs.

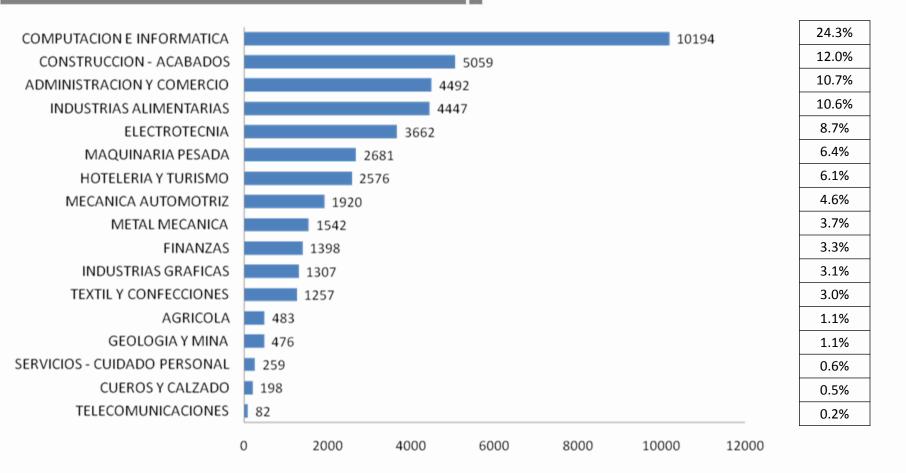


#### CITIZEN PROFILE





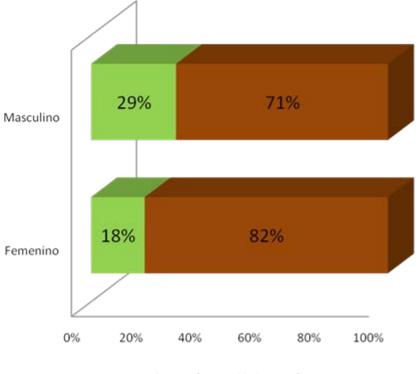
#### INTERVENTIONS PER COURSE AREA





#### **Citizens Inserted**

8,757 citizens inserted in the labor market as of July 2010



Insertados



#### **REVALORA/ESAN CAMPAIGN**

## Campaign Concept: Instant Andean Cola.





#### **REVALORA / ADEX CAMPAIGN**



## 1,000 Becas para estudiar en ADEX

#### **Beneficios:**

- 90 horas de capacitación en el curso de "Operaciones de Comercio Exterior".
  Certificado a nombre de la Escuela de Negocios de ADEX.
- Acceso a las bolsas de trabajo de ADEX y del Programa Revalora Perú, al concluir el curso.
- · Vacantes disponibles en Lima, Ica, Piura, La Libertad y Arequipa.

#### **Requisitos Generales:**

- Trabajadores dependientes: haber perdido el empleo entre el periodo enero 2008 a la fecha o encontrarse en riesgo de perderlo.
- Conozca cuáles son los requisitos específicos en www.revaloraperu.gob.pe
- Trabajadores independientes: haber disminuido tus ingresos entre enero 2008 a la fecha.
- Conozca cuáles son los requisitos específicos en www.revaloraperu.gob.pe
- Currículum vitae que demuestre estudios concluidos o inconclusos en carreras afines al rubro comercial o empresarial\* o experiencia de trabajo en estos rubros no menor de un año.
- Copia de DNI.



- Búscanos en: facebook
- Lima: Av. Salaverry N° 655, Jesús María (primer piso del MTPE) Ica: Av. J.J. Elias 472 Urb. Miraflores - Ica. Piura: Calle Junín Norte 181 - Piura.
- La Libertad: Av. Mansiche Nro. 998. Tercer piso Cercado de Trujillo. Arequipa: Cooperativa Universitaria D-12 Cercado de Arequipa.
- Infórmate sobre todos los requisitos que debes presentar en: www.revaloraperu.gob.pe / Línea gratuita 0800 - 16 096





#### REVALORA / USIL CAMPAIGN





# Promoviendo empleabilidad y competitividad

## Recognitions

- ✓ In March, ILO recognized REVALORA as a positive policy within the framework of economic stimulus plans.
- ✓ In August, recognition from Citizens up to date: Good Governance Practices. Economic Development Promotion Category.
- ✓ In November, recognition from UPC: Business creativity. Category: National Public Management.



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## www.revaloraperu.gob.pe

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