



**USAID**  
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USAID/Brazil's Disadvantaged Youth Program

QUARTERLY PROGRESS REPORT

**July – September 2007**

**enter.** JOVEM  
Empregabilidade & Tecnologia

**American Institutes for Research,  
Instituto Empreender**

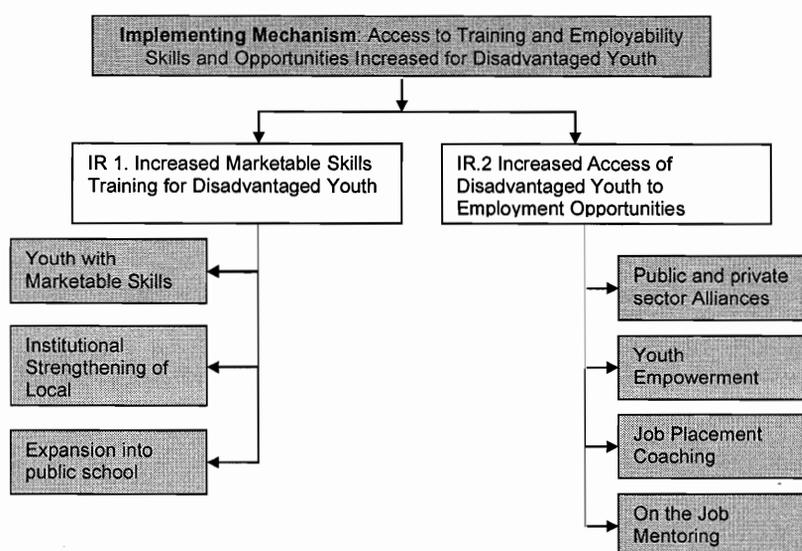
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## Table of Contents

<b>Introduction.....</b>	<b>2</b>
<b>Quarterly Outcomes .....</b>	<b>3</b>
Youth Training.....	4
Educator Training .....	4
Labor Market Insertion .....	6
Institutional Strengthening.....	8
Public Policy .....	8
Partnerships.....	10
<b>Communications .....</b>	<b>11</b>
<b>Monitoring &amp; Evaluation .....</b>	<b>11</b>
<b>Base Line.....</b>	<b>12</b>
<b>Attachments:</b>	
List of CBOs	
Base line Results	
Article Engel Visit	

Enter Jovem- *Empregabilidade & Tecnologia* (E&T), a youth employability program takes into account four (4) years of lessons learned, best practices and impact evaluations and implements a revised methodology that focuses on: work skills training, job placement, and political participation. The approach is based on a cascade effect and shared responsibility. The goal during this period of extension is “to increase the in-country capacity to sustain and replicate the youth employment developed methodology.” This is grounded in, and builds upon the goal of Enter Jovem, which is to *expand economic services to vulnerable groups*.



E&T works with community organizations to increase their capacity not only to train youth but also to assist youth to access the job market assuring the transfer of job placement methodology, replication and sustainability of the entire model. To ensure that the overall goal of the programs is achieved following goals have been developed.

- (1) to improve the existing model to increase youth's access to the formal job market;
- (2) to increase sustainability and replication of the project;
- (3) to strengthen public and private alliances;
- (4) to test the applicability of the model in a formal school setting; and
- (5) to empower youth committees to actively advocate for their interests and rights.

The American Institutes for Research and its partner Instituto Empreender began implementation of the revised methodology in October 2007. This revised methodology included not only material for the training course but also included all the background work that had been underway months before to identify local community organizations both in Recife and Salvador as well as offer the opportunity for previous organizations that had participated during the first four years of the Enter Jovem.

The technical report that follows includes a narrative program activities, adaptations, lessons learned, and well as progress indicators.

### Quarterly Outcomes

- 1,135 youth are enrolled in the program in Bahia and Pernambuco and all of them have started the Employability and Technology course
- 61% of youth enrolled are Female
- 22 community-based organizations are hosting the Enter Jovem Program
- Bagunço inaugurated the new community building with funding awarded from the Japanese Embassy
- Training of Trainers sessions were held in Bahia and Pernambuco where over 80 educators participated in the 4 training sessions
- Youth Committees in Bahia and Pernambuco were elected and have begun to develop work plan and strategies.
- Specific Market driven course in Telemarketing have resulted in the **immediate** hiring of 43% of those youth who completed it by EDS, a leader in the telemarketing industry.
- E&T methodology has been adapted and is being used by youth with limited vision and/or fully blind.
- Involvement in local public policy discussions have included the National Network for Youth; and The Bahia Statewide Agenda on Decent Work;

### Training

After designing and developing the new curriculum and training material, AIR has trained Instituto Empreender staff to replicate the methodology. AIR's education specialist traveled to Recife to deliver 80-hours of training. This activity contributes to the general goal of the program to increase the in-country capacity to replicate and sustain the Enter Jovem program

One Employability & Technology Nuclei (NET) will be housed in the facilities of a private company located in a poor community, JF Steel. They felt that they would like to develop their Social Corporate Responsibility program and liked the methodology and approach taken by Enter Jovem. AIR has trained two of their employees who will work as volunteer educators to train youth. One more employee is currently undergoing training and will work almost exclusively at Enter Jovem. JF Steel has agreed to let there employees use their time to deliver training. JF Steel will also select students to hire from the program for different positions - metric reading, delivery service, troubleshooting support, administrative, among others. (See Partnership, page 10).

## Educators Training

During this quarter, AIR initiated the 1<sup>st</sup> phase of the *Training of Trainers (ToT)* program for the new *Empregabilidade & Tecnologia* (E&T) module. As part of the 80 hours training module community educators acquired mediation techniques to learn how to facilitate the process of building new concepts, skills and behavioral changes. Educators were nominated by partner organizations in an effort to have a participatory program. Each organization was asked to send 3-5 community members that had an interest and a profile to become community educators. Enter Jovem staff had a challenging time with the candidates. It had been assumed that community educators would have had a similar background to the educators that had participated in the previous phase of the program. This was not necessarily the case. Many of the **20** volunteer candidates in Salvador had little and or no experience with ICT and software. Almost all of the candidates had difficulty in passing the test that was designed to test their level of logic, reasoning and software knowledge.

After consulting with community organization coordinators on the background of their candidates it was decided that Enter Jovem staff would go ahead with the *Training of Trainers* and make adjustments as found necessary. An additional leveling course was given to educator in Salvador to help develop their ICT skills.

In Recife the educators went through a different selection process. They are interns paid from funds from the Government of Pernambuco. This enabled a more rigorous selection process of the educators since there were 6 candidates for each position. Almost all educators are from within the community; although some do not represent the particular community organizations they do have ties to the community organizations.

## Youth Training

A total of **1,135** youth are currently in training in the *Employability & Technology* course in Salvador, Recife. These youth live in high risk neighborhoods of the 22 Community Based Organizations that have partnered with Enter Jovem to replicate the methodology. These youth were identified using the same socio-demographic criteria as previous program participants, including: (i) economic backgrounds; (ii) age; (iii) education (iv) and an interest in entry level employment.

E&T beneficiaries include 39 percent male and 61 percent female. We have noticed that there has been a significant increase in the number of females enrolled in the program. In the previous years there was a greater balance between both sexes. This has been caused by the greater emphasis given to Employability rather than ICT.



Blind youth during Enter Jovem class activities in Pernambuco

Equally important, EJ has increased the number of local partners that serve youth with disability. Today, Enter Jovem has partnered with Instituto Pestalozzi, APAE-BA and Associação Pernambucana de Cêgos. The training material is being translated gradually into Braille. Enrolled in the program are 31 youth with cognitive and physical. Nevertheless, Enter Jovem is working to partner with more organizations to serve a larger number of youth with disability to reach its target and is currently in negotiations with Lar Vida and Instituto de Cêgos da Bahia. The first organization serves youth with all types of disabilities while the later focus in attending blind people.

Below is a table with a list of the local partner organization and the number of youth disaggregated by sex that have enrolled for Enter Jovem Employability & Technology training.

Contar de Nome Rótulos de Linha	Rótulos de Coluna		
	F	M	Total geral
<b>BA</b>	<b>110</b>	<b>83</b>	<b>193</b>
BAGUNÇAÇO	12	8	20
Cajazeiras	20	15	35
Champagnat	33	15	48
Comboni	11	12	23
EEPI	6	11	17
FIB	15	10	25
LAR FABIANO DE CRISTO	13	12	25
<b>PE</b>	<b>589</b>	<b>353</b>	<b>942</b>
ANDHUS	68	21	89
Ass. suas Crianças	34	21	55
Associação Pernambucana de Cegos	5	13	18
CEAEC	39	17	56
Chão de Estrelas	31	27	58
Cidade Evangelica dos Orfaos	25	25	50
COSIROF	40	14	54
Divino Amor	28	19	47
Iracema	33	26	59
MEDIANEIRAS DA PAZ	31	10	41
Paulista	48	39	87
PLUMMEM	24	29	53
SANTO AMARO	33	5	38
Tortura	118	62	180
Tortura	1		1
Vivendo e Aprendendo	31	25	56
<b>Total geral</b>	<b>699</b>	<b>436</b>	<b>1135</b>

Table 1

Instituto Pestalozzi, CAMA, Escola Medici, and JF Steel will start classes in February. These organizations will provide training to an additional 100 youth in Bahia. The school pilot test did not start in November and was delayed because of the school calendar. The others did not start either because they had not identified educators in a timely manner or had to improve their computer labs.

AIR in partnership with EDS, a Telemarketing company in Salvador (see Partnerships page 9), has designed a 40-hour training in Telemarketing. One of the major problems program youth face in selection processes for telemarketing operator is the lack of oral communication skills. In Brazil, many people will replace the L for R when pronouncing certain words such saying “broco” instead of “bloco” or omitting letters as in “poblema” instead of pronouncing “problema”. This way of speaking is many times associated with poor, less educated segments of the population. In many cases youth realize that they have that language habit but hesitate to speak “properly” as they are seen as snobbish among their peers. As these language habits and issues are being addressed in the course along with techniques to answer telephones and equipment usage, it is essential that we understand and recognize that the language habits are formed gradually and accepted in different segments of Brazilian society.

As a result of a pilot test officered by EDS and AIR, 6 out of 14 youth (42%) were immediately hired by EDS with the condition that issues such as language habits were worked on and addressed. Youth who took the Telemarketing course were beneficiaries of the first program phase where they had completed the Basic Module. The Telemarketing pilot also demonstrated that some adaptation is required. The number of hours will be increased to 80 hours of training, 60 in class and 20 at home, to include more hands-on activities. Enter Jovem staff find that it is imperative that Portuguese language skills and pronunciation be part of the curriculum in the Telemarketing course.

A Hospitality training course took place in November 2007 as an outcome of the partnership with FIB – Centros Universitarios. The course offered 15 past beneficiaries the opportunity to gain exposure to the routine of employees in the hotel sector. Workshops on waitressing, reception, basic Spanish, and room preparation/cleaning totaled 80 hours. After completion of the workshops, program youth participated in a hiring process at a local restaurant along with completing their registration at the local government agency SIMMTUR – Serviço de Intermediação de Mão de Obra do Turismo, a government HR agency that specifically for job opportunities within the tourist/service industries. Results of this training and the hiring process are expected to be finalized by early next quarter.



**Above:** Participants of the Hospitality Course proudly hold up their certificates of completion  
**Left:** Youth's hands on learning on table setting.

### Labor Market Insertion Strategy (LMIS)

Strategic planning with Empreender staff took place in December 2007. This planning occurred to review and detail the work plan for the insertion strategy LMIS include:

- The monthly mapping of new businesses to be conducted by the Nucleus Supervisor, 20 in Salvador and 75 in Recife.
- A direct mailing to 20 businesses among four segments (such as pharmacies, delis, markets, etc.)
- Weekly local Jobs listing to program youth who have completed the training, totally 4 per month. In Recife 8 e-mails per month will be sent to take into consideration organizations that work with youth with disabilities. It currently being discussed to increase the number of opportunity listings sent to youth in Recife in order to meet the established goal. If this is to be approved, job opportunities listing will be sent to program youth every two days.
  - 2 Employability events with local Businesses
  - Peer to Peer Mentoring Pilot- which will include: 20 youth in Recife and 10 youth in Salvador.
- Continue market focused trainings taking into consideration market needs and expectations using the EDS model where training is a part of the selection process.
- Youth Employability Campaign: Increase awareness among the private sector to on issues and benefits of employing program youth.

Enter Jovem participated in the **Congresso de Gestão de Pessoas: AquaRHela com RH** (an HR event) on the 4<sup>th</sup> and 5<sup>th</sup> of October in Salvador by hosting a booth in which HR professionals visited and spoke with program youth. Youth went on to distribute program pamphlets to company representatives. This event sparked interests among HR Professional and various companies expressed interest in the possibility of creating specific training courses. Enter Jovem is currently exploring these possibilities that would include courses in logistics and telemarketing. It is important to note that many company representatives were attracted by the banner that displayed the slogan

“Sua empresa pratica responsabilidade social?

Contrate um jovem qualificado!

Isto é responsabilidade social.”<sup>1</sup>

As part of E&T activities insertion into the labor market of past program beneficiaries still continues. Enter Jovem will continue to provide coaching and mentoring for youth who completed the training during Year 1-4, as a way to increase their access to the job market. This is especially important because many youth were still in the probationary period before the extension and had not completed the 3 month period. Additionally, several youth completed training during the last month of the 4<sup>th</sup> year and were starting to look for jobs during this past quarter. Direct mailing will be used to contact youth in both cities to update their profile and employment status.

During this quarter, past beneficiaries in Salvador participated with hiring processes with the

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<sup>1</sup> Translation: “Do you have social responsibility?” “Hire qualified youth” “That is social responsibility”.

**Voluntárias Sociais<sup>2</sup>.** Thirty youth were selected for the Young Apprentice Program, this a big accomplishment for the program since only 200 vacancies were offered and over 2000 youth applied. The selection process is currently underway and will be concluded mid February, at the point in which youth will begin their apprentice experience with companies such as: Bahiagás, Conder, CBPM, CAR, EBDA. All of these are public owned company and the Young Apprentice program is a Bahia State initiative to also meet the legislative requirements.

As a result of specific market training was the selection of 10 out of 23 program youth (43%) by Versatile Consultoria, the consulting company responsible for HR selection for CONTAX, a leader in the telemarketing industry.

### Institutional Strengthening

As part of the effort to guarantee sustainability of the Enter Jovem methodology and community organizations continuity E&T is not only assisting two community organizations in the process with the Japanese Embassy funding , but also providing technical assistance. This extra help is seen as a major incentive to host the Enter Jovem-E&T Program, because it gives them the ability to breakdown the grant writing process, which at times seems like an insurmountable task. An example of the technical assistance provided to community organizations is the donation of **15** refurbished computers from the Federal Brazilian Government, through their computer donations program to the Associação Grupo Cultural Bagunçaço.



**Above:** Visitors look at the new furniture granted by the Japanese Embassy  
**Below:** Bagunçaço Youth Broadcast the event on live webtv.

Bagunçaço also inaugurated the building that was reformed with support from the Japanese Embassy. The ceremony took place in December 2007 and counted with the presence of the Japanese Counsel, Dr. Adams, and representatives from other organizations that support Bagunçaço. With the reform and the new computers, Bagunçaço will be able to continue delivering the E&T training and will not need to shut down its office.

### Public Policy

The new Youth Committees in both Bahia and Pernambuco had a busy quarter as they were engaged in the elections and are completing semester long action plans. Youth Committee members have been selected among project participants from the different Employability & Technology Nuclei (*NET – Núcleo de Empregabilidade & Tecnologia*) in each of the local organizations. The Salvador Youth Committee currently counts with 25 members and Pernambuco will hold elections in January 2008.

<sup>2</sup> Voluntárias Sociais da Bahia (Social Volunteers of Bahia): an NGO that works with the national policy of social assistance by improving the relationship with local government and social actions, <http://www.vsba.ba.gov.br>

The Bahia Committee has been established and has carried several activities and meetings. They are planning an event in mid February 2008 on social responsibility in the neighborhood of Boa Vista do Lobato, with the participation of representatives from COELBA and JF Steel. This event will be the launch of a pilot project on CSR to take place in communities that host the Enter Jovem project such as CAJART, an arts and crafts event in the community of Cajazeiras in Salvador, Bahia

It is important to note that in Recife Enter Jovem staff are also part of **RENAJU – Rede Nacional de Organizações de Juventude**<sup>3</sup>. As part of the effort to integrate community based organizations to this national network, Enter Jovem staff has mobilized the CBOS hosting the Enter Jovem network in Recife to become part of the network.

As part of the effort to seek engagement in local policy in Recife, Enter Jovem was invited to participate in the organization of the Municipal Youth Conference that will take place on 15 January 2008. Some of the topics of the meeting agenda are: themes of the conference, organizational Committee, and by laws and code of conduct.

In Salvador, the youth committee participated in the Dia da Responsabilidade Social do Ensino Superior Particular - Ensino Responsável 2007–FIB<sup>4</sup>. This event counted on the participation of past beneficiaries, who distributed information on conservation, recycling, and the environment. In another event, Enter Jovem staff participated in the **A 2ª Jornada de Comunicação Comunitária**<sup>5</sup>– an event sponsored by the Superintendent of the Caixa Economica which addressed the Millenium Development Goals (MDGs). Enter Jovem staff contributions included the participation of the panel in which issues about the importance of communication in the workplace were discussed.



**Above:** Ronan explains the benefits of a recycling  
**Below:** Youth Committee members pose for a picture after a day full of environmental awareness

Meetings with Government of Bahia took place during the Mission Director’s, Mrs. Jennifer Adams, visit to Salvador. Following this initial contact, a series of meetings have been arranged with the Vice-Governor of Bahia, Mr. Edmundo; Mr. Bernardo Costa, Government International Relations Assistant; and Mrs. Melissa Bahia, Labor Secretariat.

<sup>3</sup> National Network of Youth Organizations.

<sup>4</sup>Day of Social Responsibility- Responsible Higher Education 2007- FIB

<sup>5</sup> 2<sup>nd</sup> Annual Seminar on Community Communication

Enter Jovem has been actively participating in the discussion forums held to legitimate the National Agenda on Decent Work. In that process, the state of Bahia went on to be a role model by creating a Statewide Agenda on decent work, a topic that is very part of the lives of program beneficiaries. The Bahia Decent Work Agenda <sup>6</sup> was launched in December 2007. Youth Committee members in Bahia as well as program staff attended many of the workshops as observers. The agenda main themes are: 1) the eradication of forced labor, 2) eradication of child labor, 3) Workers health and safety, 4) Equality, 5) Public Service, 6) Youth, 7) Domestic Work and, 8) Bio-Fuels. All of these themes address issues that are pertinent not only to program youth but also interconnected with the type of work the CBOs develop within their communities.

In December 2007, Enter Jovem hosted US Congressman Engel and his delegation from the Sub Committee on the Western Hemisphere. Activities included a presentation on Enter Jovem and a background of local demographics. Visitors were able to learn about USAID participation on funding local projects such as Enter Jovem and others focusing on the prevention of trafficking of person and child labor, as well as youth for Instituto de Hospitalidade. Dr. Jennifer Adams, spoke about the importance of contributing US tax dollars to program such as those presented.



USAID beneficiaries caters US Delegation

Chairman Engel led a bipartisan congressional delegation in which issues such as bilateral energy cooperation, the Doha round of global trade talks, the environment and Brazil's broader role in hemispheric affairs were discussed with Brazilian government representatives.

## Partnerships

Twenty two community based organizations now take part of the E&T program<sup>7</sup>. It is interesting to note that community organizations in this round are very diverse. This diversity includes small grassroots organizations, private business, church associations, neighborhood organizations such as the Associação de Moradores de Cajazeiras which represents inhabitants of the largest neighborhood in Latin America with approximately 600,000 residents.

E&T continues to count on partnerships with entities such as COELBA (Bahia State Electricity Company), FIB- Centro Universitários, Bolsa Moderna, Microsoft, Santa Casa Misericórdia, a religious foundation, and Instituto Video Educarte. These partnerships include hiring program youth, specific market training, and in-kind donations.

<sup>6</sup> Bahia Agenda Estadual do Trabalho Decente

<sup>7</sup> Please see attachment 2

The private sector expressed interest in specifically hiring program youth in both Salvador and Recife. This has been the most successful strategy in guaranteeing a perfect fit between the market needs and the youth training carried out by the program methodology. Efforts of cater to private industry needs included the telemarketing training that was designed and delivered in collaboration with EDS staff to address the shortage of qualified people available in the market. The course was also part of the selection process and best performance youth were immediately hired by EDS.

### **Communication**

As in the previous four years, Enter Jovem continues to produce a monthly newsletter/E-Newsletter that is distributed to all enrolled program beneficiaries. In the first edition of the newsletter for YR 5 the same format was followed. After a review and with contributions from Youth Committee members a new format will be launched for future newsletters beginning January 2008.

In the month of December 2008 the Engel delegation visit was featured in the local newspaper A Tarde (Please see attachment 3). The launching of the program in Pernambuco was also featured in the Recife newspaper. The article highlighted the opportunities for youth in the metropolitan region in Recife to participate in the program as a direct action of the government of Pernambuco in its youth employment strategy.

### **Monitoring & Evaluation**

New strategies to avoid pitfalls in data collecting were designed and are currently being tested. These include performance sheets, monthly reports, and on-line data gathering system. Although this was thought to be an easy transition, this has not been the case. The new software and formats have presented challenges among the users that range from the educators, to the nucleus supervisors, to program staff. A training session was held in December 2007 with educators in Bahia. Each online reports and youth data forms were reviewed to ensure understanding and clarity among staff, nuclei supervisors and educators. The importance of timeliness as well as objective of collecting data from the field and how it impacts not only future projects but measures immediate results in program evaluation.

In order to avoid the loss of data, versions of the data collection methods have been formatted to more familiar methods such as WORD documents. In case that this solution still encounters difficulty, trainings will continue to take place again with educators and nucleus supervisors to assure the reliability of data. The importance of capturing data was emphasized and ideas on how to overcome technological difficulties were discussed. It was mentioned that is more important that project staff receive data rather than how the data is delivered.

Troubleshooting ideas such as printing out the forms, sending them by fax, etc were given as suggestions. Program staff assured educators that they need not be worried if technology fails, and that they need take ownership of the process. A clear example of this was the fact that

some forms could not be downloaded in the organizations running on Linux; this was thought to be a major challenge and used as a reason for the non completion of reports. The solution was simple, newer versions were available online that made these forms compatible with Linux. This example is considered a **lessons learned** as program staff assumed that forms/report formats developed using Microsoft/Windows would be accessible to everyone. In order to prevent this from happening again, operational systems need to be specified in advance or alternatives to be created.

Nevertheless, an on-line Employability Database is being finalized and should be up and running by the beginning of the next quarter. The database will be hosted online on the Enter Jovem website, and will run on SQL. Each educator, nucleus supervisor and program staff will have a login and access to different areas of the database. The database should be online in early February.

### **The Baseline Study**

Baseline will be used as basis for comparison at the end of the project. Establishing a baseline is a challenge due to the complexity of the Enter Jovem program. In order to draw the baseline two major instruments have been developed: a questionnaire (Youth Data Form) and a pre-test

Besides collecting demographics data to help understand better who the program beneficiaries are, the YDF also contains questions regarding access to employability. Questions related to employability seek to measure the level of knowledge of work readiness and their access and participation in the workforce. This will be used for comparison at the end of the program after youth have completed the Employability and Technology course. Four broad questions guided the baseline assessment:

1. *Do disadvantaged youth have access to the formal job market?*
2. *Are disadvantaged youth qualified for the job market?*
3. *Are youth prepared to access the market?*
4. *Do they have access to training to prepare them for the market?*

The analysis of the questionnaires was designed to address these guiding questions. Therefore, the baseline for the EJ Program will be defined by current existing conditions for disadvantaged youth to access training and job opportunities. The baseline will gather information on the current status of disadvantaged youth who enroll in the project regarding their access to marketable skills training and access to the formal job market.

### **Baseline Data Collection**

The pre-test has been designed in collaboration with Dr. Nancy Dubetz from The City University of New York. The Education Specialist prepared a framework of knowledge and skills to aligning objectives with the specific knowledge and skill that youth are expected to develop by

doing the activities proposed. Next, a set of questions for each of the eight subjects<sup>8</sup> addressed in the E&T course were designed.

The instrument, a printed questionnaire, was validated. The application methodology was tested, the results tabulated, and sample report structured. A group of 25 youth with the same background was randomly selected at the Escola Rafael do Vale to take the test. Students were in the same age group as Enter Jovem's participants, are in high-school and family have similar income. As a result of the validation, three questions were reviewed since the answers were ambiguous.

A lesson learned from the last Enter Jovem phase was that respondents were not answering several of the questions and did not take time to do the test. The application methodology has been changed and in the validation of the questionnaire it was tested. Youth felt test was too lengthy. The test will be divided into blocks and a group of respondents will answer one block of questions and not the entire test. Since the group is fairly homogenous this can be done without running risks of creating biases. Additionally, the entire test will be read but no examples will be given during the application. Doubts about definitions of the words and instructions may be cleared. As a result, students felt they didn't have difficulties in responding to the test and that it was not lengthy.

A report was prepared to demonstrate the type of information that will be generated. The pre-test is ready for application and data will be collected starting in February 2008. The pretest will be applied in Bahia and Pernambuco. Three groups were defined to be targeted in these areas:

- **Group 1:** Youth Enrolled in Bahia
- **Group 2:** Youth Enrolled in Pernambuco
- **Group 3:** Comparison Group in School in Bahia

The first two groups are intervention groups disaggregated according to the state they are located. The first sample group will contain students who are enrolled in the NET at Escola Medici in Bahia as well. Since the target for Recife is larger than for Bahia, Group 1 will consist of a representative sample of 170 respondents and Group 2 of 50.

Group 3 will comprise of approximately 20 respondents from the Escola Medici who have not enrolled in the Enter Jovem program and will be used as a comparison group. To select the comparison group a class of students will be randomly chosen. Since this is the first year Enter Jovem is working in this neighborhood there are no risks that students might have participated of the program in previous years. It is also important to note there are no other employability programs in the area.

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<sup>8</sup> Employability, Communication, Communication in the Professional Environment, Ethics, Leadership, Citizenship, ICT and Entrepreneurship.

In all three groups gender balance will be given with approximately 50% of the respondents from each sex. People with disability will not be part of the sample as these represent a minority of the beneficiaries.

The second instrument used to collect data for the baseline as well has been applied. All youth enrolled in the project answers the questionnaire, called Youth Data Form (YDF). Most of the questions have drop-down menu answers which provide consistency to the data collected. Others were multiple choices or open-ended which were used to provide individual information. A total of 34 questions were drawn to collect information regarding age, gender, race, marital status, family, education, and employability.

Specific questions regarding employability that have been included in the Youth Data Form are shown in Table Table – Baseline Questions on YDF.

Table 2

The questionnaire was entered into the web based research tool, Survey Monkey. Each educator has an access code which he/she enters to allow youth to fill out the questionnaire. Data is collected during the first week of the class online. The YDF is considered also as the enrollment form since it contains all the necessary contact information.

Baseline Questions on YDF	
1.	Do you have a CV?
2.	Do you know where to look for a job?
3.	Which of the documents listed below do you need to have to be hired for a job?
4.	How many times did you submit your CV in the past 3 months?
5.	How many times were you invited for a job interview in the last 3 months?
6.	When you are invited for a selection process how do you prepare yourself for the interview?
7.	Where do you look for jobs?

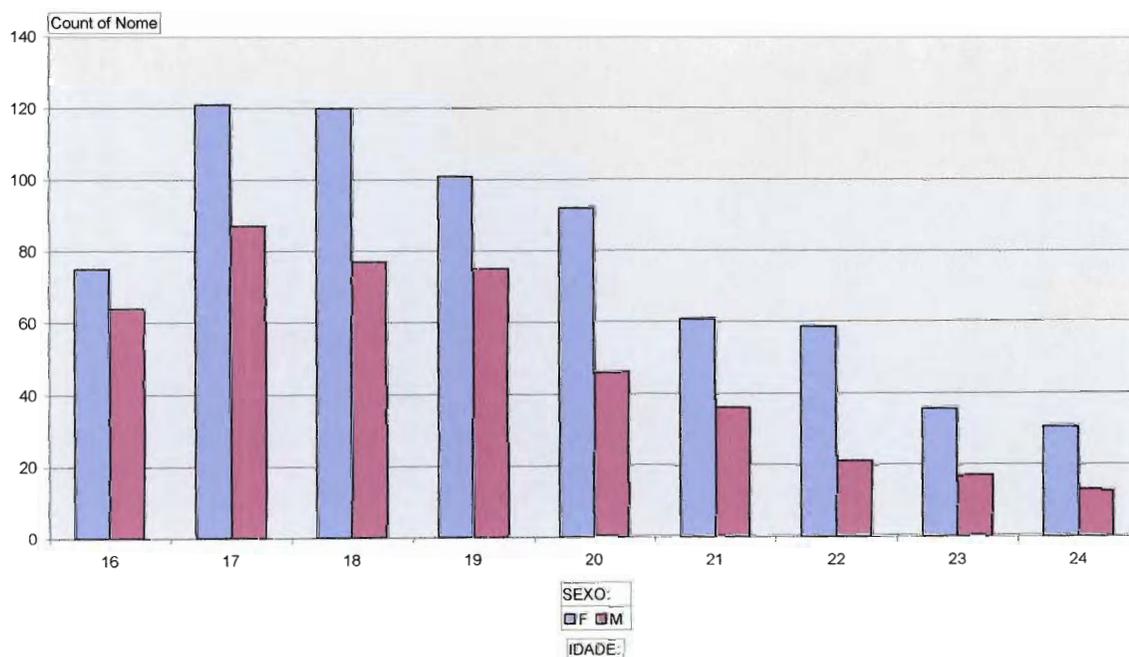
Data is analyzed using the Survey Monkey tools in real-time as youth enter data. Charts and graphs are generated directly eliminating mistakes in data entry and cost with data input. M&E Specialists filters and clean data as they are entered into the system. If any inconsistency is noticed, supervisors and educators are informed to verify data.

This mechanism has increased data reliability and reduced the gaps in communication. If youth who do not meet the criteria enroll, M&E Specialist, educators and nuclei supervisor can immediately verify and take action. This was not possible with the previous system. Additionally, we can monitor how many youth are enrolled in each class in each of the nuclei and cross data. Furthermore, attendance, process evaluation and all reporting are now web based.

To date, 1,135 questionnaires have been collected representing 100% of the youth enrolled (total population) in the Enter Jovem program. The analysis presented below is based on the answers to the questionnaire. In attachment 2 you will find the complete frequency report generated using Survey Monkey. It also generates a database to enable other types of analysis. Other analyses are presented below.

### Socioeconomic factors of disadvantaged youth in Brazil

This session analysis data collected through the YDF related to demographics characteristics of the serviced population. The majority of the Enter Jovem population lives in Recife with 942 (83%) of the total number of youth enrolled in the NETs in the 15 communities spread in urban and peri-urban areas. The other 193 youth enrolled in the program live in one of the seven communities in the urban areas of Salvador, Bahia’s capital city. The following Graph 1 presents the total number of program participants disaggregated by age and gender.

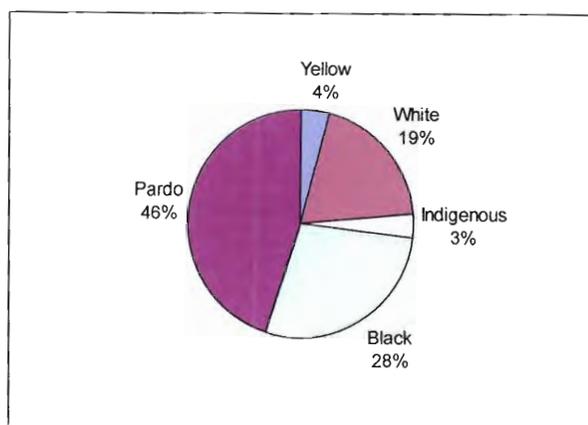


One may notice from the graph that the majority of the beneficiaries are between 17 and 19 years old. Although the program age criteria limit was increased from 21 to 24 years, most beneficiaries remained below 19 years old.

Nevertheless, when comparing the age of the participants in the two states separately, one will find that in Bahia the majority of the students are 19 and 20 years, while in Recife they are a bit younger with 38% of the beneficiaries having 17 or 18 years old. Although, in general youth who are older have finished high school, in Bahia, the majority of the 19 and 20 years old are still in school.

One of the eligibility criteria is that youth must either have completed or are enrolled in high-school. A total of 61% of program beneficiaries are currently enrolled in high school and are distributed almost equally between the three school grades (9<sup>th</sup>, 10<sup>th</sup> and 11<sup>th</sup>). There is a linear

correlation between age and high-school completion. As students get older they are graduating from high-school.



In general most youth have declared themselves as either black or “*pardo*”. The Brazilian Institute of Geography and statistics uses Pardos to refer to a mixture of Europeans, Blacks and Amerindians, varying from light to dark complexion. It has been considered as a racial category since 1950. As seen in the Graph 2 - Ethnicity, respondents the majority of the 42% of the respondents declared themselves as *pardos*. One should understand that *pardo* has a broad classification that encompasses Brazilians of mixed race ancestry (*mulattos*), and indigenous people (*caboclos*). In sum,

*pardos* also are of afro-descendent origin. In Bahia only 6% of the respondents have declared themselves as white, whereas in Recife this number reaches 22%.

Nearly 60% of the respondents’ family income is less than one minimum salary, being less than USD 217 per month. The great majority of the families are composed of 3 to 5 members. Considered the daily rate per capita, most respondents have declared to live with less than USD2 per day per capita.

One may say that Enter Jovem is reaching disadvantaged minorities regarding age, gender, ethnicity and income.

### Gender Equity

As seen in Graph 1 presented above, the majority of the beneficiaries (62%) are female. In Bahia, this percentage drops to 57% while in Recife it remains the same. Nearly 92% of the females in Bahia are afro-descendents and in Recife it reaches almost 70%.

### Youth’s Access to the Formal Job Market

Youth access to the formal job market was analyzed according to youth’s readiness and their employment history. This session will address the three of the four guiding questions based on the data collected through the YDF. Question number 2: Are disadvantaged youth qualified for the job market will be addressed in the next quarterly report when further data is collected through the pre-tests: *Do disadvantaged youth have access to the formal job market? Are youth prepared to access the market? Do they have access to training to prepare them for the market?*

In order to have access to the formal job market one should look if a youth that has a *résumé* has searched for a job, participated in hiring processes and if they were actually hired. First of all, it is important to note that 89% answered that they know where to find jobs. Most

answered that they always or sometimes look for jobs in the newspaper, internet, among relatives, friends and employment agency. In fact, 581 people responded that they always look for jobs in employment agencies. This can be related to the fact that youth who enrolled in Recife are referred by the State Employment Agency.

Most youth have the necessary documents to start a formal job. Nevertheless, when asked to select which of the documents are needed to be hired as a formal employee only 24% answered the correct question (All).

Data collected demonstrated that close to 80% of the youth enrolled in the program had previous ICT training. There is a 10% difference between the percentage of youth in Recife who took and ICT course before from those in Bahia. In Bahia, this rate decreases to 70% of the total number of youth enrolled in this state. These results may indicate that the digital divide might be reducing although further study will be necessary to confirm it.

Additionally, 71% of youth who have enrolled in the program answered that they have a résumé. On the other hand the majority (over 40%) submitted did not submit their résumé to a possible employer in the past three months. Nearly 37% of the respondents submitted between 1-5 times their curriculums in the same period. Even more interesting is the fact that 70% of them were not invited for a job interview and that 23% of them were called 1-3 times during the same period. Furthermore, 97% of program youth have never worked as a formally registered employee.

Findings of the baseline study will be completed after the pre test analysis. The pre test will help understand if youth who took ICT courses have developed skills and if they are qualified to joint the formal job market according to assumptions used to design Enter Jovem. Assumptions were made that ICT was not the major factor for youth unemployment. Although these were high rates, youth lacked employability skills such as knowing how to prepare themselves for job seeking and for interview processes. The data presented above shows that although youth have ICT course and have a curriculum most never submit there CVs and the majority have never been invited to interviews nor have them been hired into formal positions.

### Indicators

Presented below are the current indicators that are being tracked<sup>9</sup>. Please note that in areas marked as N/A it is still too early to determine the degree of accomplishment as different data gathering take place according to the schedule which sometimes have changes based on local organization's calendar .

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<sup>9</sup> Attachment 1 presents demographic data disaggregated by sex, state and age.

IR 1: Increased marketable skills training for at-risk youth				
Indicator	Description	Target	Accomplished	
1.1) 2,400 enrolled youth (Disaggregated by city, sex and age)	Number of youth who fill the Youth Data Form	2400	BA 193	TOTAL 1135
			PE 942	
1.2) 1,920 youth complete training (Disaggregated by city, sex and age)	Number of youth who deliver all products and have an attendance of at least 75%	1600	BA	TOTAL N/A
			PE	
1.3) Increase in student's marketable skills upon completion of the employability and technology training (Disaggregated by city)	Difference in the percentages of youth whose test scores are very good or excellent in the 8 E&T training subjects <sup>10</sup> between pre and post tests	10%	BA	TOTAL N/A
			PE	
1.4) 20 partner NGOs implement EJ (Disaggregated by city)	Number of organizations who sign Lol to house a NET	20	BA	TOTAL 22
			PE	

IR 2: Increased access of at-risk youth to formal market employment				
Indicator	Description	Target	Description	
2.1) 384 youth (40%) are hired into the formal job market (Disaggregated by insertion category, city, sex and age)	Youth placed into the job market, according to categories of insertion, within any economic sector. Number of youth hired divided by the total number of youth who completed the training within the first semester.	384	BA 10	TOTAL 10
			PE	
2.2) 70% of the youth hired retain their jobs for a 3-month period (Disaggregated by insertion category, city, sex and age)	Youth placed into the job market for a three-month period or more and are still at the same working place or in a better job, compared to the total of inserted youth inserted.	269	BA 6	TOTAL 6
			PE	
2.3) 20% increase in the number of entities hiring program youth (Disaggregated by city)	Number of new employers hiring program youth compared to the baseline	312	BA	TOTAL 260
			PE	
2.4) 60% employer satisfaction (Disaggregated by city)	Number of employers who reports that youth's performance meet their expectations	60%	BA	TOTAL N/A
			PE	
2.5) 10 activities attended by youth committee members (Disaggregated by city)	Number of activities (events, forums, meetings, directed job search, evaluations) carried or attended by Youth Committee members	10	BA	TOTAL N/A
			PE	

<sup>10</sup> Percentage is calculated as the number of youth who achieve good or excellent test scores, divided by the number of youth who took the test.

**Attachment 1**

## Community Based Organizations

**In Recife**

<b>Associação Nacional de Desenvolvimento Humano e Social – ANDHUS</b>	Rua Vereador Otávio de Azevedo, 4632 – Nova Descoberta – Recife.
<b>Associação Pernambucana de Cegos – APEC</b>	Endereço: Rua Conselheiro Silveira de Souza, 85 – Cordeiro – Recife.
<b>3 - Centro Comunitário Vivendo e Aprendendo – CCVA</b>	Endereço: Rua Guilherme Veloso, 98 – Loteamento das Alegrias Futuras – Timbi – Camaragibe.
<b>4 - Centro de Apoio Divino Amor</b>	Endereço: Praça da Conceição, 538 – Morro da Conceição – Recife.
<b>5 - Centro de Estudos e Apoio às Escolas da Comunidade – CEAEC</b>	Endereço: Avenida Presidente Kennedy, 2550 – Peixinhos – Olinda.
<b>6 - Centro de Formação Profissional e Cidadania Padre Humberto Plummenn</b>	Endereço: Rua Frei Gaspar da Madre de Deus, 379 – Ibura – UR 6 – Jaboatão dos Guararapes.
<b>7 - Centro de Organização Comunitária Chão de Estrelas</b>	Endereço: Rua Dr. Elias Gomes, 03 – Campina do Barreto – Recife.
<b>8 - Cidade Evangélica dos Órfãos – CEO</b>	Endereço: Rodovia Luiz Gonzaga, km35 – Bonança – Moreno.
<b>9 - Clube da Mulher Tia Iracema</b>	Endereço: Rua Faizão, s/n – Ouro Preto – Olinda.
<b>10 - CONSELHO DE SAÚDE INDEPENDENTE DA RODA DE FOGO - COSIROF</b>	Endereço: Rua do Zumbi dos Palmares, 830 – Sítio das Palmares – Roda de Fogo – Recife.
<b>11 - Escola Comunitária de Paulista – Núcleo Maranguape I</b>	Endereço: Av. Nelson Ferreira, 1000 – Maranguape I – Paulista.
<b>12 - Galpão dos Meninos e Meninas de Santo Amaro</b>	Endereço: Av. Dr. Jaime da Fonte, 216 – Santo Amaro – Recife.
<b>13 - Grupo Comunidade Assumindo suas Crianças</b>	Endereço: Av. Nacional, 260 – Peixinhos – Olinda.
<b>14 - Instituto Social Medianeiras da Paz</b>	Endereço: Rua Artur Lício, 221 – Pina – Recife.
<b>15 - Movimento Tortura Nunca Mais</b>	Endereço: Av. Abdias de Carvalho, s/n – San Martin – Recife.

## In Salvador

<b>Associação Champagnat</b>	Boa Vista do Lobato, Rua Nova Direta, Paróquia dos Frades Salvador – Bahia, CEP: 40.386-095 Tel.: 3211-5655 / 8892 - 2601
<b>EEPI - Escola de Educação Percussiva Integral</b>	Estrada das Barreiras s/n - conj. Maestro Wanderley- Cabula II Salvador – Bahia CEP: 41.195-540 Tel.: 3257-4339/ 8112-5885
<b>Instituto Daniel Comboni-Salvador</b>	Rua Bela Vista, n 126- Alto do Coqueirinho- Itapuã Salvador – Bahia CEP: 40.000-000 Tel.: 3286-6083
<b>LFC – Lar Fabiano de Cristo</b>	Avenida Suburbana s/n, Parque Setúbal - Periperi Salvador – Bahia, CEP: 40.760-010 Tel.: 3521-1940 Site: <a href="http://www.lfc.org.br">www.lfc.org.br</a>
<b>Associação de Moradores de Cajazeiras</b>	Cajazeiras X, Via coletora IV lote n 24 CEP: 41.340-970 Salvador – Bahia CEP: 41.390-970 Tel.: 3395-7438 /9948-1495
<b>Projeto Social Renascer</b>	Rua Simões Filho Nº 83 Boca do Rio Salvador – Bahia Cep: 41.705-010 Tel.: 9969-2894
<b>Grupo Cultural Bagunção</b>	Rua Anísio Gonçalves, s/n Jardim Cruzeiro, Salvador – Bahia 40.430-210 Tel.: 3498-0631 CEP:

## Attachment 3

**Wagner recebe americanos**

JOSIANE SCHULZ

[jschulz@grupoatarde.com.br](mailto:jschulz@grupoatarde.com.br)

O governador da Bahia, Jaques Wagner (PT), reuniu-se ontem com a delegação de congressistas norte-americanos, em visita ao Brasil desde 26 de novembro. O grupo de nove parlamentares, liderados pelo democrata Elliot Engel, tratou com o governador de temas como biocombustível, turismo e cultura afro-brasileira. Engel afirmou que está analisando a possibilidade de conseguir vôos diretos dos Estados Unidos para a capital baiana.

De acordo com ele, um dos interesses dos EUA é a área de bioenergia.

"Os Estados Unidos precisam aprender com o Brasil como ser independente na questão energética", disse. Membro da Comissão de Energia e Comércio da Câmara norte-americana, Engel reafirmou a importância de dar continuidade à conversa entre Brasil e Estados Unidos sobre os agrocombustíveis.

O congressista quer estreitar as relações entre os EUA e o Brasil, que considera países com muitas características comuns. "Ambos são grandes, populosos, com grande diversidade de raças e de religião, então um têm muito a aprender um com o outro", disse.

Sobre a recusa dos Estados Unidos de assinar o Protocolo de Kyoto, que impõe limites para a emissão de gases causadores do efeito estufa, Engel alegou que os EUA são um estado democrático e por isso há diversas opiniões sobre o assunto, mas que ele é favorável ao país aderir ao protocolo.

Os Estados Unidos registram as maiores taxas de emissão de gases poluentes e respondem a 25% do consumo de combustíveis fósseis do mundo. Os norte-americanos consomem 21 milhões de barris de petróleo por dia.

**CONVERSA** O governador Jaques Wagner disse que nessa visita não há nada previsto de concreto, em termos de negócios, mas que podem surgir possibilidades. "As duas áreas fundamentais que vejo como possibilidade são a do turismo aproximar mais o povo americano do Nordeste, da Bahia e a área do biodiesel, que é uma preocupação americana e está na agenda do governo brasileiro. A Bahia, como tem grande parte do território no semiárido, tem tudo para ser um grande fornecedor de energia renovável para o Brasil e para o mundo", afirmou.

O congressista Gregory Meeks, de Nova York, ressaltou a importância das conversas entre os dois países sobre temas relacionados à cultura afro. Salvador foi o último destino do grupo, que também esteve em Foz do Iguaçu (PR), Rio de Janeiro (RJ), Brasília (DF) e Manaus (AM).

# Youth Data Form

**1. Núcleo de Empregabilidade & Tecnologia (NET):**

	Response Count
	1135
<i>answered question</i>	1135
<i>skipped question</i>	0

**2. Preenchida em:**

	Response Percent	Response Count
DATA	100.0%	1135
<i>answered question</i>		1135
<i>skipped question</i>		0

**3. Nome de Educador(a)**

	Response Count
	1135
<i>answered question</i>	1135
<i>skipped question</i>	0

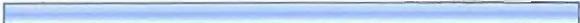
**4. Nome do/da Jovem**

	Response Percent	Response Count
Nome	100.0%	1135
Sobrenome	100.0%	1135
<i>answered question</i>		1135
<i>skipped question</i>		0

**5. Tamanho de Camisa:**

	Response Percent	Response Count
P	37.4%	425
M	47.7%	541
G	13.4%	152
GG	1.5%	17
<i>answered question</i>		1135
<i>skipped question</i>		0

6. Data de Nascimento:

		Response Percent	Response Count
Dia		100.0%	1135
Mês		100.0%	1135
Ano		100.0%	1135
<i>answered question</i>			<b>1135</b>
<i>skipped question</i>			<b>0</b>

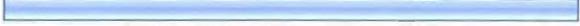
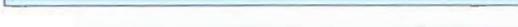
7. IDADE:

		Response Percent	Response Count
16		12.3%	140
17		18.3%	208
18		17.4%	198
19		15.5%	176
20		11.9%	135
21		8.6%	98
22		7.1%	81
23		4.6%	52
24		4.1%	46
< 24 se for PNE		0.1%	1
<i>answered question</i>			<b>1135</b>
<i>skipped question</i>			<b>0</b>

8. SEXO:

		Response Percent	Response Count
M		38.5%	437
F		61.5%	698
<i>answered question</i>			<b>1135</b>
<i>skipped question</i>			<b>0</b>

9. ENDEREÇO

		Response Percent	Response Count
RUA		100.0%	1135
Número		99.8%	1133
Complemento		58.9%	669
Bairro		100.0%	1135
Cidade		100.0%	1135
CEP		92.0%	1044
Ponto de Referência		89.9%	1020
<b>answered question</b>			<b>1135</b>
<b>skipped question</b>			<b>0</b>

10. Estado

		Response Percent	Response Count
BA		17.1%	194
PE		82.9%	941
<b>answered question</b>			<b>1135</b>
<b>skipped question</b>			<b>0</b>

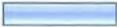
11. Telefone:

		Response Percent	Response Count
Residencial		79.5%	892
Celular		90.5%	1015
Recados		66.2%	743
<b>answered question</b>			<b>1122</b>
<b>skipped question</b>			<b>13</b>

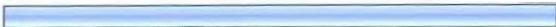
12. E-MAIL: Observação: Todos os e-mails deverão usar gmail.com exemplo: ej.fernandes@gmail.com

	Response Count
	1135
<b>answered question</b>	<b>1135</b>
<b>skipped question</b>	<b>0</b>

13. Qual é a sua etnia ou cor?

		Response Percent	Response Count
Amarela		4.1%	47
Branca		19.3%	219
Indígena		3.3%	38
Negra		28.1%	319
Parda		42.8%	486
Outra (especifique)		3.1%	35
<b>answered question</b>			<b>1135</b>
<b>skipped question</b>			<b>0</b>

14. Qual é o seu estado civil?

		Response Percent	Response Count
Solteiro(a)		96.1%	1091
Casado(a)		3.9%	44
Viúvo(a)		0.0%	0
Separado(a)		0.0%	0
<b>answered question</b>			<b>1135</b>
<b>skipped question</b>			<b>0</b>

15. Você tem filhos?

		Response Percent	Response Count
Não		90.9%	1032
Sim		9.1%	103
	Quantos?		109
<b>answered question</b>			<b>1135</b>
<b>skipped question</b>			<b>0</b>

16. Você é portador de alguma deficiência?

	Response Percent	Response Count
Não	97.4%	1106
Sim	2.6%	29
Qual ?		25
<b>answered question</b>		<b>1135</b>
<b>skipped question</b>		<b>0</b>

17. Quantas pessoas moram na sua casa, contando com você?

	Response Count
	1132
<b>answered question</b>	<b>1132</b>
<b>skipped question</b>	<b>3</b>

18. Somando o que ganham todas as pessoas que trabalham na sua casa, qual é sua renda familiar? Por mês (aproximadamente) R\$:

	Response Percent	Response Count
0-1 Salário Mínimo	59.9%	678
Acima de 1 Salário Mínimo - 2 Salários Mínimos	32.2%	364
Acima de 2 Salários Mínimos - 4 Salários Mínimos	7.2%	82
Acima de 5 Salários Mínimos	0.7%	8
<b>answered question</b>		<b>1132</b>
<b>skipped question</b>		<b>3</b>

19. Escolaridade:

	Response Percent	Response Count
Cursando Ensino Médio	60.9%	682
Ensino Médio Concluído	39.2%	439
<b>answered question</b>		<b>1119</b>
<b>skipped question</b>		<b>16</b>

20. Se estiver cursando o Ensino Médio, qual é ano que você está cursando atualmente?

	Response Percent	Response Count
1º	28.8%	196
2º	39.4%	268
3º	31.8%	216
<b>answered question</b>		<b>680</b>
<b>skipped question</b>		<b>455</b>

21. Se estiver estudando, em que turno você estuda?

	Response Percent	Response Count
Manhã	29.9%	209
Tarde	27.2%	190
Noite	42.6%	297
Integral	0.3%	2
<b>answered question</b>		<b>698</b>
<b>skipped question</b>		<b>437</b>

22. Você já trabalhou com carteira assinada antes?

	Response Percent	Response Count
Sim	2.9%	32
Não	97.1%	1087
<b>answered question</b>		<b>1119</b>
<b>skipped question</b>		<b>16</b>

23. Se sim, qual era seu salário mensal?

	Response Percent	Response Count
Menos que 1 salário mínimo	40.5%	17
1 salário mínimo	50.0%	21
2 salários mínimos	9.5%	4
Acima de 2 salários mínimos	0.0%	0
<b>answered question</b>		<b>42</b>
<b>skipped question</b>		<b>1093</b>

24. Você está trabalhando com carteira assinada atualmente?

	Response Percent	Response Count
Sim	0.4%	4
Não	99.6%	1115
<b>answered question</b>		<b>1119</b>
<b>skipped question</b>		<b>16</b>

25. Se sim, qual é seu salário mensal?

	Response Percent	Response Count
Menos que 1 salário mínimo	61.1%	11
1 salário mínimo	22.2%	4
2 salário mínimo	16.7%	3
Acima de 2 salarios mínimos	0.0%	0
<b>answered question</b>		<b>18</b>
<b>skipped question</b>		<b>1117</b>

26. Quais documentos são necessarios para trabalhar formalmente? (Marque as alternativas corretas).

	Response Percent	Response Count
Carteira de Trabalho	83.6%	925
CPF	83.6%	926
Carteira de Identidade	83.6%	926
Carteira de Registro Militar (se for masculino)	39.0%	432
Título de Eleitor	69.6%	771
PIS	35.2%	390
Comprovante de Votação na Última Eleição	30.8%	341
Todos	23.8%	264
Nenhum	0.4%	4
<b>answered question</b>		<b>1107</b>
<b>skipped question</b>		<b>28</b>

27. Quais destes documentos você já tem?

		Response Percent	Response Count
Carteira de Trabalho		94.1%	1042
CPF		95.5%	1057
<b>Carteira de Identidade</b>		<b>97.0%</b>	1074
Carteira de Registro Militar (se for masculino)		19.1%	211
Título de Eleitor		78.5%	869
PIS		4.2%	47
Comprovante de Votação na Última Eleição		46.5%	515
Todos		4.0%	44
Nenhum		0.5%	5
		<b>answered question</b>	<b>1107</b>
		<b>skipped question</b>	<b>28</b>

28. Você tem um currículo?

		Response Percent	Response Count
Sim		71.0%	786
Não		29.0%	321
		<b>answered question</b>	<b>1107</b>
		<b>skipped question</b>	<b>28</b>

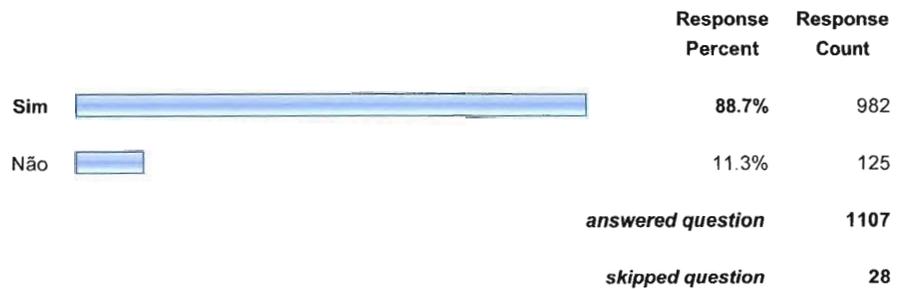
29. Nos últimos três meses, quantas vezes você mandou seu currículo para um processo seletivo?

		Response Percent	Response Count
0		40.5%	448
1-5		36.6%	405
5-10		11.9%	132
Mais de 10		11.0%	122
		<b>answered question</b>	<b>1107</b>
		<b>skipped question</b>	<b>28</b>

30. Nos últimos três meses, quantas vezes você foi para uma entrevista de emprego?



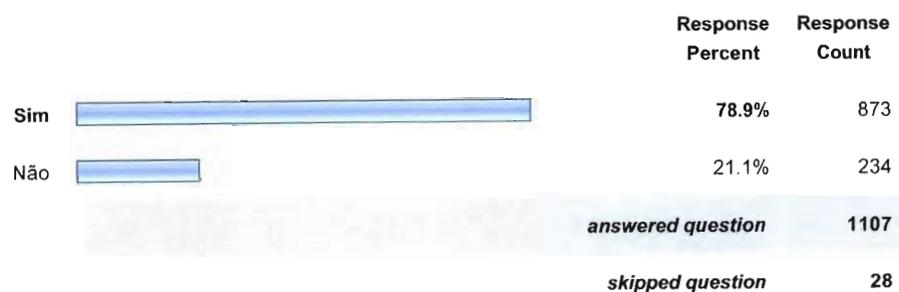
31. Você sabe onde procurar por um emprego?



32. Onde você procura por empregos?

	Sempre	As vezes	Nunca	Response Count
Jornal	22.4% (248)	47.0% (520)	31.7% (351)	1107
Internet	34.1% (377)	36.8% (407)	30.2% (334)	1107
Familiares	38.8% (430)	41.7% (462)	20.1% (223)	1107
Amigos	38.9% (431)	45.3% (501)	16.8% (186)	1107
Agencia de Emprego	52.5% (581)	36.9% (408)	11.5% (127)	1107
<b>answered question</b>				<b>1107</b>
<b>skipped question</b>				<b>28</b>

33. Você já fez um curso de informática?



34. Favor assinalar os cursos que você teria interesse de fazer

		Response Percent	Response Count
Telemarketing		18.8%	208
Turismo		59.1%	654
<b>Vendas</b>		<b>61.8%</b>	684
Espanhol para turismo		46.9%	519
Inglês para negócios		51.9%	574
Instalações de Redes		43.5%	482
Hospitalidade		46.3%	512
		<b>answered question</b>	<b>1107</b>
		<b>skipped question</b>	<b>28</b>

## Attachment 3

**Wagner recebe americanos**

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O governador da Bahia, Jaques Wagner (PT), reuniu-se ontem com a delegação de congressistas norte-americanos, em visita ao Brasil desde 26 de novembro. O grupo de nove parlamentares, liderados pelo democrata Eliot Engel, tratou com o governador de temas como biocombustível, turismo e cultura afro-brasileira. Engel afirmou que está analisando a possibilidade de conseguir vôos diretos dos Estados Unidos para a capital baiana.

De acordo com ele, um dos interesses dos EUA é a área de bioenergia.

“Os Estados Unidos precisam aprender com o Brasil como ser independente na questão energética”, disse. Membro da Comissão de Energia e Comércio da Câmara norte-americana, Engel reafirmou a importância de dar continuidade à conversa entre Brasil e Estados Unidos sobre os agrocombustíveis.

O congressista quer estreitar as relações entre os EUA e o Brasil, que considera países com muitas características comuns. “Ambos são grandes, populosos, com grande diversidade de raças e de religião, então um têm muito a aprender um com o outro”, disse.

Sobre a recusa dos Estados Unidos de assinar o Protocolo de Kyoto, que impõe limites para a emissão de gases causadores do efeito estufa, Engel alegou que os EUA são um estado democrático e por isso há diversas opiniões sobre o assunto, mas que ele é favorável ao país aderir ao protocolo.

Os Estados Unidos registram as maiores taxas de emissão de gases poluentes e respondem a 25% do consumo de combustíveis fósseis do mundo. Os norte-americanos consomem 21 milhões de barris de petróleo por dia.

**CONVERSA** O governador Jaques Wagner disse que nessa visita não há nada previsto de concreto, em termos de negócios, mas que podem surgir possibilidades. “As duas áreas fundamentais que vejo como possibilidade são a do turismo aproximar mais o povo americano do Nordeste, da Bahia e a área do biodiesel, que é uma preocupação americana e está na agenda do governo brasileiro. A Bahia, como tem grande parte do território no semiaacute;rido, tem tudo para ser um grande fornecedor de energia renovável para o Brasil e para o mundo”, afirmou.

O congressista Gregory Meeks, de Nova York, ressaltou a importância das conversas entre os dois países sobre temas relacionados à cultura afro. Salvador foi o último destino do grupo, que também esteve em Foz do Iguaçu (PR), Rio de Janeiro (RJ), Brasília (DF) e Manaus (AM).