

level in the broad sense, these different facets have in common the concepts of proximity and territorial location. The practical guide therefore includes tools designed to address the different configurations of cross-border economic relationships: “I work with my neighbour/ for my neighbour / at my neighbour’s”.

This guide covers all the French borders and contains a series of methodological suggestions linked to concrete tools and illustrated using examples of transposable best practices from different border regions. The guide addresses the main questions relating to strategic partnerships and support for projects for cross-border economic development. While it is not intended to be exhaustive, it refers to other studies that take a more detailed look at the different borders. Lastly, the guide examines the “partnership life cycle” and “project life cycle”. However, even though these cycles are presented step by step, the numerous repeated processes involved in the development of strategic partnerships and the lives of projects make possible a non-linear reading of the document.

This practical guide has been designed to complement the MOT’s Introduction to cross-border economic development. The guide therefore focuses on methodological tools, while the Introduction takes a descriptive (including summary situational analyses for nine cross-border territories) and analytical (formulating a series of cross-cutting conclusions) approach. The introduction addresses centre on changes in framework conditions and in the legal and administrative frameworks, as well as strategic orientations in cross-border economic development.

• ...DESIGNED FOR STRUCTURES THAT SUPPORT PROJECT DEVELOPERS

• The guide is intended first and foremost for structures, in France as well as the neighbouring countries, which, depending on their areas of competence, form or may form partnerships aimed at promoting cross-border economic development: territorial authorities (including managing authorities and joint technical secretariats of European programmes), ministries (Interior, Economy, Labour, Finance, etc.) and government services (for France – the DIRECCTE and SGAR networks and the CGET¹), chambers of commerce and industry, economic development agencies, public employment services and EURES-T, credit and investment institutions (for France, the Caisse des Dépôts and Bpifrance, etc.), the European Commission (DG GROW, DG REGIO), cross-border structures, etc.

• Thus, while this guide may not be aimed directly at project developers, which may be companies (especially SMEs and micro-enterprises), universities, research centres, etc., they are the ultimate beneficiaries of the practical advice.

• The guide is available in both soft and hard copy through the MOT’s website². It is designed to be disseminated and used by various networks (France: CCI France, the APCMA, CNER, ARF, ADF, AdCF and ACUF), by directorate-generals of ministries and by diplomatic and European (Interact, etc.) networks.

¹ See glossary of Abbreviations at the end of this guide.

² <http://www.espaces-transfrontaliers.org/en/the-mot/publications-and-studies/practical-guides/>