

The general-government deficit for 2005 is currently estimated at 2,6 % of GDP on an accrual basis following 2,9 % in 2004. These outcomes are a marked improvement on preceding years, even taking into account special factors in the accrual accounts. However, the outcomes partly reflect continued strong growth in revenues. In addition, spending was lower than budgeted because of the transfer of spending allocations into reserve funds.

Successful public-spending reform requires concerted efforts by central-government ministries and agencies but also by municipal and regional governments. Policy has to work in three important directions to ensure that sub-national government delivers efficiency improvements: economies of scale, financing systems and accountability.

Research and development spending is equivalent to about 1 % of GDP in the Czech Republic. This level is relatively low compared with the CEE average, but somewhat higher than in the other Central and Eastern European economies. For example, in Belarus this figure is 0,69 %. As in a number of other CEE countries, Czech innovation policy broadly aims to encourage both more private-sector research and a more market-driven approach to research by public-sector research institutions and universities.

The Czech Republic is very important partner of the Belarusian economy in the sphere of investments, and innovations. The volume of trade between countries in 2006 was 150 mln. USD. The number of Czech companies working in Belarus is 34 and there are 47 joint enterprises. Nowadays some Belarusian companies are providing modernization with the help of Czech specialists and technologies.

The project between Czech «Alta» and Belarusian «Belaz» finished some years ago. During this project the reconstruction of «Belaz» production process was carried out. And Czech company became the official distributor of the Belarusian producer. «Alta» sold 7 heavy trucks from Belarus in the Czech Republic in 2006.

Another sphere of cooperation between countries is implementing innovation technologies. There is a draft resolution in this sphere that provides all aspects of cooperation between the countries.

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## **TO MAKE THE GRADE: THE USE OF THE NLP TECHNIQUES IN BUSINESS ДОБИТЬСЯ СВОЕГО: ПРИМЕНЕНИЕ ТЕХНИК НЛП В БИЗНЕСЕ**

НЛП (нейролингвистическое программирование) — это совокупность эффективных моделей и техник, используемых человеком в различных сферах своей деятельности для достижения поставленных це-

лей. НЛП — психология совершенства и метод достижения успеха с помощью наших знаний о мире. НЛП влияет на нашу бессознательность, потому что оно сильнее и способно на большее, чем сознание. Технологии НЛП применяются в бизнесе, рекламе, политике, образовании, психиатрии и медицине. Но наибольшее распространение они получили в мире бизнеса, где применяются для успешного ведения переговоров, при собеседованиях, для подбора команды, работающей над проектом, влияния на аудиторию во время публичных выступлений и т.д.

We experience the world through our five senses: seeing, hearing, feeling, smelling and tasting things. This information is coded, ordered and given meaning in our mind by pictures, sounds, feelings, tastes, smells and words. This constitutes the language of the mind. How to use this language to enable one to achieve the goals that you want in life is NLP. NLP (Neuro-Linguistic Programming) is a totality of effective models and techniques used by men in their communication and everyday activities which can be applied in different areas like business, advertising, PR, learning, coaching, self-management, and self-education as well as psychotherapy. The roots of the NLP date back to the 70-s of the 20-th century and its origins lie with John Grinder and Richard Bandler. NLP is the psychology of excellence and the technology of achievement and success. «Neuro» refers to the mind and how we organize our mental life. «Linguistic» is about language, how we use it and how it affect us. «Programming» is about our sequences of repetitive behaviour and how we act with purpose. NLP explores how we think and feel and studies or 'model' excellence in every walk of life. It influences our unconscious mind and it has a far greater power and can accomplish far more than the conscious. Various exercises, trainings, tips and tricks are used all over the globe, especially in the business world for gaining different goals: increase social and communication skills, management training, executive coaching, conflict resolution trainings and team development.

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## **DIE NUTZUNG VON ERNEUERBAREN ENERGIEN IN DEUTSCHLAND ИСПОЛЬЗОВАНИЕ ВОЗОБНОВЛЯЕМЫХ ИСТОЧНИКОВ ЭНЕРГИИ В ГЕРМАНИИ**

Еще недавно энергетические проблемы современности казались в Беларуси лишь чем-то весьма отдаленным ввиду стабильных и дешевых поставок энергетических ресурсов из России. Однако развитие российско-белорусских отношений явно показывает однозначный и бесповоротный переход на правила рынка. В данных условиях существенно