

Value Chain Concept

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TRAINING PERIOD
11 - 15 January 2010
31 May - 4 June 2010

Value Chain Analysis enables us to understand competitive challenges and to identify vertical coordination mechanisms. Value Chain Development aims to improve access to markets and increase productive efficiency, ensuring that all actors including the resource-poor, benefit from these value chains.

PARTICIPANTS

You are an expert in private sector development, and are in need of practical tools to analyse chains. You are working for an NGO that entered the field of value chain development, and you are searching to assist your target group. You are working for a donor, and are tasked to steer the process that leads to leveraged interventions. You are working for a governmental organisation, looking for approaches that enable pro-poor value chain development.

Design interventions for pro-poor value chain development

COURSE OBJECTIVES

By the end of the course you will be able to design value chain development projects. You will learn how to analyse sub sectors and value chains, and how to apply practical tools to select value chains that have potential for pro-poor growth. You will enhance your analytical skills to determine market requirements and identify competitive challenges. You will understand the different roles that the relevant stakeholders play in developing value chains and learn to develop matching strategies. You will be able to recognise prevailing value chain models and you will be introduced to facilitative and financial instruments.

COURSE OUTLINE

Monday

- Introducing the value chain approach
- Identify and scan sub sectors
- Develop and apply selection criteria

Tuesday

- Developing maps to visualise the analyses
- Determine and measure dimensions of interest
- Undertaking economic analyses of value chains

Wednesday

- Critical factors and actors for value chains
- Upgrading strategies options and combinations
- Development models and accompanying roles of stakeholders
- Guest speaker presents practices from the field

Thursday

- Facilitate value chain development process
- Financial instruments the financial institutions
- Applying tools in your real life case

Friday

- Applying tools in your real life case
- Presenting and discussing the results of the RLC
- Planning your next step in developing value chains

This course is developed and conducted by Hans Posthumus Consultancy



Value Chain Facilitation

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TRAINING PERIOD
20 - 22 January 2010
14 - 16 June 2010

Value Chain Facilitation leads to motivated value chain actors who understand the challenges, and actively and jointly pursue their common goals. Structuring the facilitation process, identifying competencies and applying effective tools is central to successful value chain development.

PARTICIPANTS

You are working for an NGO, searching for effective facilitation approaches and tools for value chain development. You are a consultant, aspiring to offer value chain facilitation services to value chain actors, donors or NGOs. You are working for a donor, facilitating the design and implementation processes of value chain development projects.

Building value chains through a process of facilitation

COURSE OBJECTIVES

By the end of the course you will be able to design a structured facilitation process for pro-poor value chain development. You will understand the role facilitation plays in the various value chain development models. You will learn to identify and manage the sequential facilitation phases and define roles and tasks. You will be able to define and practice competencies for effective facilitation. You will learn how to deal with powers and conflicts. You will be familiar with tools and practices to facilitate actors to develop and implement their value chain strategies.

COURSE OUTLINE

Day 1

- Introducing the value chain approach
- The role of facilitation in different value chain development models
- How to structure the facilitation process

Day 2

- How to identify, understand and ensure the interests of relevant stakeholders
- Motivating and supporting actors to develop and manage action plans
- Identifying roles, phases and tasks for facilitation processes

Day 3

- Ensuring the right competencies
- How to deal with power games and conflicts
- Developing your next step

This course is developed and conducted by MDF and Hans Posthumus Consultancy





TRAINING PERIOD
25 - 27 January 2010
9 - 11 June 2010

Smallholders need access to finances to operate and develop their businesses. By leveraging relationships with their suppliers and buyers, smallholders can increase their financial attractiveness to financial institutions. This can lead to development of commercially attractive financial services matched to the needs of smallholders within a value chain.

PARTICIPANTS

You are a value chain development practitioner working for donors and NGOs, aiming to link your value chain actors to an emerging financial sector. You are working for a bank or micro-finance institution, striving to enrich your portfolio with innovative products that can serve rural and agricultural clients. You are working as a policy maker for private and/or financial sector development, trying to create a conducive business environment.

Value chain linkages to improve smallholders' access to finance

COURSE OBJECTIVES

By the end of the course you will be able to recognise the financial flows within value chains and to analyse the financing needs along the value chain. You will learn how to recognize the household, farm and crop financing needs of smallholders. You will understand how to increase the creditworthiness of smallholders and improve the provision of financial services based on smallholder position in the value chain. You will learn about innovative financial products when and how they can be applied. You will be provided with instruments to motivate stakeholders to take action.

COURSE OUTLINE

Day 1

- Value chain development concepts and principles
- Understanding financial sector practices for the agricultural sector
- Determining the needs and challenges for value chain finance
- How to minimise risk for borrowers and lenders

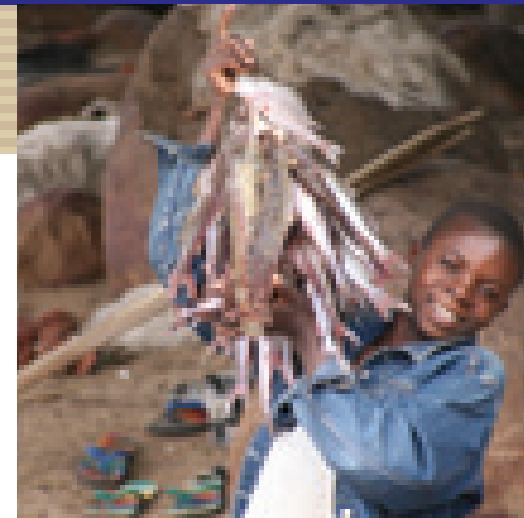
Day 2

- Understanding innovative financial services, their pros and cons for smallholders and financial institutions
- Warehousing, factoring, leasing and other products; when and how?

Day 3

- Contract farming; opportunities for leveraged financing of smallholders
- Matching emerging value chains with emerging financial sectors
- How to stimulate value chain finance development in your context

This course is developed and conducted by Triodos Facet and Hans Posthumus Consultancy



TRAINING PERIOD
2 - 4 February 2010
22 - 24 June 2010

There is an increasing demand for solid result measurement. The DCED has developed practical guidelines, based on proven good practice. Applying these guidelines improves project performance and enables you to communicate credible results.

PARTICIPANTS

You are working for a donor organisation and you want efficient result measurement and credible impact from the programs you are funding. You are a project manager who wants to make use of result measurement for strategic learning and decision-making. You are an M&E specialist looking for practical guidelines how to conduct result measurement.

Internal learning and communicating credible results

COURSE OBJECTIVES

By the end of the course you will be able to set up a practical result measurement system that can be used for internal learning and decision-making. You will learn how to translate complex activities into realistic causal impact models that lead to improved enterprise performance and poverty reduction. You will learn how these can be used to predict impact, identify indicators, develop measurement plans and validate your assumptions.

COURSE OUTLINE

Monday

- Introducing the DCED concepts and guidelines
- Analyse and design interventions with clear expectations of higher-level impact
- Develop impact models for interventions

Tuesday

- Completing impact models: indicators, assumptions and projections
- Developing measurement plans and selecting research tools
- Research tools; when is it good enough?
- Setting up a result measurement system: when, by whom, for what purpose

Wednesday

- Interpreting results: result measurement as a management tool
- Measuring wider systemic change and more technical issues
- DCED guidelines and certification; next steps
- Apply the system in your organisation

This course is developed and conducted by Opportunity Unlimited and Hans Posthumus Consultancy

