



The SDC Employment and Income Division has the pleasure to invite you to its **Small Enterprise Development Workshop 2007** on:

Making Value Chains Work for the Poor: Current thinking and future opportunities

Date: **11-12 January 2007**

Place: **Study Centre Gerzensee, Gerzensee (near Bern), Switzerland**

The now traditional SDC Small Enterprise Development (SED) Workshop is a **learning and networking event**. It aims at presenting new trends and good practices in the field of small enterprise development as well as allowing the participants to exchange information and experiences.

Introduction:

Many programmes supported by SDC and other donors are increasingly working to develop value chains: following a chosen product from its conception to end use - and beyond. Value chains often reach deep into rural areas, involving for example natural products from agriculture and forestry; they can also span the full range of markets, from rural to urban and international consumers.

This approach has many advantages; for example, it can take as its starting point products for which there is clear potential for market-based growth - in ways that are likely to benefit people living in poverty. Also, the value chain approach can integrate many different disciplines, as it can include, for example, the development of clusters and local economies, of skills, and of financial services. In this way, it can avoid fragmented efforts and encourage agency coordination and cohesiveness.

Development agencies see value chains, therefore, as a way to create many sustainable opportunities for poor people. But the interests of agencies are not identical with the interests of all the stakeholders in the value chain, and the approach raises many challenges and issues too. This year's SED Workshop will consider when the approach should be used, and the achievements and lessons learned to date; it will also provide a forum for the consideration of unresolved and emerging issues.

Objectives:

- **To understand the state of the art in value chain development, from analysis, through to intervention and impact assessment**
- **To relate the potential of value chains to development priorities**
- **To exchange information and to learn from practitioners**

Focuses:

Four main focuses will be considered during the Workshop as an analytical framework:

- **The context for value chain development:** How can we determine when to apply the value chain approach, in preference to other tools, such as improving the business environment generally? Once the choice of value chain development has been made, which analytical

tools and participatory techniques can help us to decide what to do, and how should we choose between them? How can practitioners reach beyond borders, for example to understand trends in distant markets and global trade agreements? And how can we build analytical capacity, so that rapid changes in global markets can be tracked by local stakeholders in a dynamic way, in the years to come?

- **From analysis to intervention:** While analytical tools are available, the inter-disciplinary nature of the possible solutions challenges practitioners to source expertise quickly, in thematic fields that may be unfamiliar to them. What roles can Government, traders and service providers play, and how can they be brought together in ways that stimulate changes that benefit the poor? How can development agencies encourage an attitude of improving competitiveness, over that of rent-seeking? And how can successful pilots be scaled up, 'crowding in' the private sector to replicate proven business models on a much larger scale?
- **Social responsibility in the value chain:** The effective functioning of value chains requires transparency and trust between those involved. Meanwhile, however, market power is often being concentrated increasingly into the hands of a small number of buyers, which may squeeze out small producers who cannot meet the requirements for quality and quantity. The role of development agencies in improving such situations can be ambiguous, since their inputs are essentially temporary. What strategies are available to address these challenges, for example through the careful choice of partners in the public and private sectors?
- **How to measure outcomes?** Development agencies need to demonstrate systemic impacts that are pro-poor: what employment and income opportunities have been created, for whom, and how will this be sustained? In addition, agencies need to take environmental concerns into account, for example to avoid monocultures; there may also be both positive and negative consequences specifically for women in value chains, and again these need to be tracked and taken into account. The challenges involved in monitoring these outcomes will be addressed during the Workshop.

■ Programme:

The **detailed programme** will be published in **October 2006**.

The SED Workshop will consist of a **mix of conceptual inputs, case studies presentations and exchange of experiences**.

The SED Workshop will be held **in English**.

■ Resource persons/speakers:

Field experts as well as **researchers** will present their approaches and their analysis.

■ Participants:

The workshop is designed for **SED specialists** and **programme managers, advisers and project staff dealing with SED**, in the South and East. It is addressed mainly to the staff of Swiss Development Organisations (SDC, NGOs and other private organisations) or for consultants.

■ Registration:

Pre-registration can be made with the organiser of the workshop by fulfilling the attached form and sending it by e-mail, post or fax. A **contribution to the workshop costs will be demanded from non-SDC participants** (Two days with board and lodging: CHF 260.-; two days with board only: CHF 160.-; one day with board only: CHF 80.-). The **number of participant will be limited to 60**. Selection will be done on the basis of the registration (first registered, first served).

For further information please contact the organiser of the workshop: e-i@deza.admin.ch.