

**Creating healthy economies and alleviating poverty**

Value Chain Development aims to improve the performance of all actors in the value chain, including the resource-poor, by enhancing access to markets and productive efficiency. Value Chain Development, including its financial dimension, is based on thorough and participatory analyses, resulting in effective and leveraged interventions with credible impact results. Facilitating such development is an important and specialist function.

**Course overview** (click on the code for more information)

Course	Value Chain Concepts	Value Chain Facilitation	Value Chain Finance	Value Chain Design for Impact
	A comprehensive introduction providing practical tools for analysis and development	Making facilitation concrete and applying effective tools	Leveraging value chain linkages to improve smallholders' access to finance	A practical M&E system for internal learning and communicating credible results
<b>Code</b>	<a href="#">VCCON</a>	<a href="#">VCFAC</a>	<a href="#">VCFIN</a>	<a href="#">VCDES</a>
<b>Course objectives:</b>	Able to analyse sub sectors and design value chain development projects.	Able to structure the facilitation process and apply effective tools	Able to improve the provision of financial services to value chain actors	Able to set up a practical result measurement system for value chain interventions
<b>Duration</b>	5 days	3 days	3 days	3 days
<b>Dates in 2010</b>	11 – 15 January 31 May - 4 June	20 – 22 January 14 – 16 June	25 - 27 January 9 – 11 June	2 - 4 February 22 – 24 June
<b>Costs in Euro</b>	1,980	1,500	1,500	1,500
<b>Developed and conducted by</b>	HPC	HPC & MDF	HPC & TriodosFacet	HPC & Opportunity Unlimited
<b>Location</b>	MDF Training Centre in Ede, The Netherlands			
Combining and supplementing courses with individual coaching during the intervals is an option				



## **Additional training & facilitation services**

### **Tailor made workshops**

One Dutch organisation had send participants to the value chain concept course. Staff felt they had gained much insight, and wanted to ensure their colleagues were able to apply these instruments too. They asked for a tailor made three-day course that would focus on issues that were most relevant to the organisation at that point of time. We designed a course based upon their needs using real life cases from that organisation. The course was given on location, one day a week for three consecutive weeks. The organisation has incorporated the outcomes of the workshops in its development strategy for economic development.

### **Assisting programme implementation**

One organisation requested our assistance for analysing and selecting value chains. They had analysed a large number of chains, and through a participatory one week workshop, we were able to identify intervention areas. More importantly, comparing these intervention strategies with the mission and expertise of the organisation enabled them to select interventions and develop an organisational strategy enabling them to develop and manage them. Another organisation requested advice and support to develop an organisational capacity development strategy that fitted the value chain approach. It involved revising the organisational structure and operations of the head office and field offices, including the number and type of partners, the type of interventions and changed competencies.

### **Providing coaching services**

We provided coaching services to an organisation that had expert staff based in several countries. They felt a desire to reflect and discuss their progress with outsiders, experts in the field and outside their own organisations. We made an inventory of topics and needs, provided and provoked some views via e-mail, where after we organised a number of 'skype conferences', resulting in a number of lessons shared, actions planned and later implemented.

### **Sparring with experts**

Many participants apply the approaches and tools in their work. Sometimes they wish to discuss their results with experts, seek confirmation or advice on how to proceed. In such cases, we provide sparring services that do not require terms of references or contracting agreements with predetermined inputs and results: participants can contact us, and we provided long-distance email or conferencing support based upon an hourly fee; simple, quick and effective.



### **Increasing outreach**

Many donors work with a number of partners in the South, and they requested us to provide (tailor-made) training and coaching for their partners. Such courses are focussed on relevant issues for the partners and their sub sectors and include field work, practising and applying the new insights directly. We always strive to include local trainer/consultants in such trainings, for them to continue supporting the partners. Local trainers are encouraged to provide training to other organisations on a commercial basis.