





## ValueLinks Introductory Training Seminar

Manesar, May 13-17, 2019

	Day 1 (Monday, May 13, 2019)	Comments
<b>Morning</b>	 <b>Market development &amp; poverty: Introducing ValueLinks</b>	<p>After the opening of the seminar, the first presentation introduces value chain promotion as a development approach and provides an overview on the ValueLinks methodology.</p> <p>The first part of module 2 introduces the methodology of VC mapping. It presents typical VC maps and discusses best practice in presenting VC maps.</p>
8:30	<b>Welcome</b> Introduction into the workshop program and presentation of participants      (30')	
-	<b>Presentation</b> "Value chains and development" - ValueLinks module 1      (90')	
12:30	<b>Coffee Break</b> (30')	
	<b>Presentation</b> "The toolbox of value chain analysis" - ValueLinks module 2, part 1      (90')	
	<b>Lunch</b>	
<b>After-noon</b>	 <b>Mapping and analysing value chains</b>	<p>In the afternoon, working groups on different value chains are formed in line with the interest of participants. Participants prepare VC maps for their chosen value chains.</p> <p>The second part of module 2 explains the concept of value addition.</p>
14:00	<b>Group Work</b> Value chain mapping exercise      (90')	
-	<b>Coffee Break</b> (30')	
17:30	<b>Presentation</b> "The toolbox of value chain analysis" - ValueLinks module 2, part 2      (90')	

<b>Day 2 (Tuesday, May 14, 2019)</b>		<b>Comments</b>
<b>Morning</b>	 <b>Determining an upgrading strategy</b>	
	8:30	Presentation “The toolbox of value chain analysis” - ValueLinks module 2, part 3 (120’)
	- 12:30	Coffee Break (30’) Presentation “Strategies for chain upgrading” - ValueLinks module 3 (90’)
<b>Lunch</b>		
<b>After-noon</b>	 <b>Facilitating value chain development</b>	
	14:00	Group Work Vision, strategy and fields of chain upgrading (90’)
	- 17:30	Coffee Break (30’) Exhibition / Discussion Peer review of group work results of the first two days (90’)



The third part of module 2 presents tools to assess environmental aspects of VC promotion and the poverty reduction potential of VC's.

Module 3 focuses on strategy development for the upgrading of value chains. Tools and generic strategies are discussed.

In the group work, participants work in the same groups as the day before elaborating a vision and upgrading strategy for their chosen value chains.

The group work results of the first two days are presented in an “exhibition” of VC maps and upgrading plans.



<b>Day 4 (Thursday, May 16, 2019)</b>		<b>Comments</b>	
<b>Morning</b>	 <b>Implementing value chain upgrading</b>		<p>The topics taken up in the morning cover the principles and practice of service arrangements in value chains, both for financial and non-financial services.</p> <p>In the following group work, participants will elaborate on possibilities to promote innovative business models, business linkages and improved service delivery models in value chains.</p>
		Presentation “Promotion of improved services” - VL module 7 (60’)	
	8:30	Presentation “Promotion of improved financial services” - VL module 8 (60’)	
	-	Coffee Break (30’)	
	12:30	Group work Planning VC upgrading activities (90’)	
<b>Lunch</b>			
<b>After-noon</b>	 <b>Implementing value chain upgrading – selected issues</b>		<p>Arrangements for regulating business activities, such as standard setting and the formulation of public policies, will be the subject of the two presentations.</p> <p>Participants continue with their group work and finalize selected upgrading solutions in their VC’s.</p>
		Presentation “Promotion of improved quality and standards” - VL module 9 (60’)	
	14:00	Presentation “Promotion of improved VC policy” - VL module 10 (30’)	
	-	Coffee Break (30’)	
	17:30	Group work Finalising an impact-oriented project design (90’)	

