










ValueLinks Online Training Seminar Agenda

	Day 1		Comments
Morning	 Market development & poverty: Introducing <i>ValueLinks</i>		
	Session 1	Introduction into the online seminar program, presentation of participants, “Value chains and development” - <i>ValueLinks</i> module 1 (90')	The first session introduces value chain (VC) promotion as a development approach and provides an overview on the <i>ValueLinks</i> methodology and VC selection.
	Session2	“The toolbox of value chain analysis” - <i>ValueLinks</i> module 2, part 1 (90')	The first part of module 2 introduces VC mapping. It presents typical VC maps and discusses best practice in presenting VC maps.
	Lunch		
After-noon	 Mapping and analysing value chains		
	Individual Work	Value chain mapping exercise (90')	In the afternoon, there will be individual work on preparing a VC maps for an individually chosen value chain according to the own interest of the participant.
	Session 3	Review of individual work results (90')	VC maps prepared by participants will be reviewed and commented online with a view on improving the VC map structure.

	Day 2			Comments
Morning	 Determining an upgrading strategy			
	Session 4	“The toolbox of value chain analysis” - ValueLinks module 2, part 2	(90´)	Session 4 presents tools for economic VC analysis and discusses the concept of value added.
	Session 5	“The toolbox of value chain analysis” - ValueLinks module 2, part 3	(90´)	The third part of module 2 is dedicated to environmental and social aspects of VC promotion.
	Lunch			
After-noon	 Facilitating value chain development			
	Session 6	Strategies for chain upgrading” - ValueLinks module 3	(90´)	Module 3 focuses on strategy development for VC upgrading. Tools and generic strategies are discussed.
	Individual Work	Vision and strategy development	(90´)	In the individual work, participants develop a vision and upgrading strategy for their chosen value chains.

	Day 3			Comments
Morning	 Implementing value chain upgrading			
	Session 7	“Facilitating upgrading projects” - ValueLinks module 4	(90’)	Module 4 deals with principles, roles and activities of facilitating value chain upgrading.
	Session 8	Review of individual work results of the second day	(90’)	VC visions and strategies prepared by participants will be reviewed and commented online.
	Lunch			
After-noon	 Implementing value chain upgrading – selected issues			
	Session 9	“An overview of upgrading solutions” (VL Modules 5-10), “Promotion of innovative business models” - VL module 5	(90’)	Session 8 provides an overview on operational choices for VC upgrading and is followed by an introduction on innovative business models.
	Individual work	Business model canvas	(90’)	The individual work in the afternoon will be on the use of the business model canvas as a tool to promote innovative business models.

	Day 4			Comments
Morning	 Implementing value chain upgrading			<p>Session 10 discusses ways to promote vertical and horizontal business linkages.</p> <p>Session 11 covers the principles of promoting service arrangements in value chains, both for financial and non-financial services,</p>
	Session 10	“Promotion of improved business linkages” - VL module 6	(90’)	
	Session 11	“Promotion of improved services” - VL modules 7 & 8	(90’)	
	Lunch			
After-noon	 Implementing value chain upgrading – selected issues			<p>Session 12 discusses key concepts of ValueLinks modules 9 (standards), 10 (policy) and 11 (monitoring).</p> <p>Participants continue with their individual work and prepare an impact-oriented project design based on sustainable solutions and temporary facilitation activities.</p>
	Session 12	“Promotion of improved quality and standards” - VL module 9, “Promotion of improved VC policy” - VL module 10, “Monitoring value chain projects” - ValueLinks module 11	(90’)	
	Individual work	Impact-oriented project design	(90’)	

	Day 5			Comments
Morning	 Monitoring value chain projects			
	Session 13	Presentation and discussion of individual work results	(90')	<p>The individual project designs developed by the participants are presented and discussed as practical examples of VC program design.</p>
	Session 14	Closing session, questions and answers, seminar evaluation	(90')	<p>The Closing Session reviews participants' expectations and will summarise the workshop conclusions.</p> <p>Participants receive a participation certificate.</p>