



International  
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Organization



International Training Centre

# New Course on Value Chain Development: Moving From Analysis to Action



## Background

Value chains are embedded within complex market systems in which different actors directly and indirectly impact on the performance of the value chain. These systems include ‘supporting functions’, such as training, information and financial services, as well as ‘rules’, like standards, norms, and laws, that influence the ways in which value chain actors operate. Therefore, improving the performance of the value chain and achieving pro-poor outcomes means looking at the entire market system, and designing and implementing interventions that will address the core constraints that affect the system as a whole.

Executing successful private sector development interventions entails several key components, including:

- Leveraging existing actor structures to tackle market failures by changing the way markets work, so that poor people are included in the

benefits of growth and economic development.

- Assuming a facilitator’s role and not becoming a part of the system itself. Agencies that undertake market systems development interventions are temporary outsiders who attempt to stimulate lasting change in the ways that permanent actors go about their business. To create this lasting change, the agencies should not provide direct goods or services to enterprises, but should change the incentives within the market system to prompt existing actors to implement the desired change.

This course will teach you how to do this. It will provide an introduction to sector and value chain selection, market systems analysis, and value chain development, and will focus on pilot intervention design and implementation.



## Practical Information

**Location:** The ITC-ILO in Turin, Italy

**Duration:** 5 days, from September 5th to September 9th, 2016

**Language:** English

**Support Team:** Officers from both the ITC-ILO and the ILO

**Price:** The total cost is **2,150 euros** (tuition fee 1,550 euros, subsistence costs 600 euros)

**Enrol:** To enrol, please [click here](#). The registration deadline is August 15th, 2016.

**Contact:** For more information, please write to [VCD@itcilo.org](mailto:VCD@itcilo.org)



## Objectives

By the end of the course, participants will:

- Be able to understand the principles and phases of Value Chain Development for Decent Work (sector selection, market system analysis, intervention design, and implementation)
- Be able to contribute to the design and implementation of market driven value chain development projects using a participatory approach.
- Be familiar with the principles and techniques for market systems facilitation, and appreciate the differences between (and benefits of) facilitation and direct delivery.

## Participants

The course is designed for practitioners of market-driven small enterprise development, including programme staff and managers leading value chain development projects, donors, consultants, agencies of the UN System, government officials, and other international organizations.

## Methodology

The course uses an action-oriented, participative approach, based on practical examples from ILO projects in the field. Emphasis will be placed on how the value chain and facilitative approach can contribute to changing the business practices of private sector companies, to create large-scale, lasting benefits for poor people.



## Learning Process

The training builds on the ILO's experience in Value Chain Development to provide an overview of fundamental frameworks and principles, and focuses on practical skills for the design and implementation of VCD initiatives using a facilitative approach. It covers four main stages of the VCD process: sector selection, market system analysis, pilot intervention design, and implementation, following the scheme below.

### Day 1

Get to know other participants, receive an introduction to value chain development and the sector selection process

### Day 2

Focus on analysing the value chain to identify constraints and sustainable solutions

### Day 3

Learn about market facilitation and how to choose partners for a VCD intervention

### Day 4

Master the art of striking a deal, structuring an agreement and managing your partnership with private sector actors

### Day 5

Think through how to apply a market systems approach to your own project

Sector & Value Chain Selection

Market System Research & Analysis

Pilot Intervention Design

Implementation

Application & Wrap-Up