

Market Systems Development & Engagement with the Private Sector



Session lead:

Marcus Jenal, Peter Beez

Room: Seminarraum

Engaging with the Private Sector: How to find the right partners? How to negotiate? What to do, what to finance, and what not? Do-s and don'ts.

Market Systems Development (MSD/M4P) programs have gained a wealth of experience over the last almost two decades in this respect. The questions above and many more are compiled in a new publication of good practices, collected from (SDC and non-SDC-funded) implementing agencies and other experts. The presenters will share some insights by illustrating one partnership; starting with the identification process by the program and taking you through all phases, incl. ups and downs of the partnership.

The session not only provides the view of the donor side/implementer, but you will be able to discuss with the private sector partner and hear their views as well.

This partnership example and the good practices paper will of course provide insights for MSD/M4P project implementers, but as well SDC staff on how to engage with the Private Sector in general.

“VSD & Migration”: From political pressure to pragmatic solutions



Session lead:

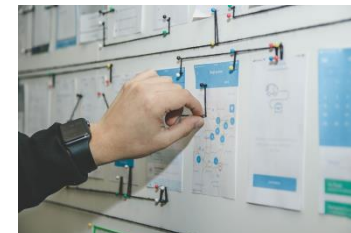
Franz Kehl, Beatrice Ferrari

Room: Grosser Saal

This workshop will give us the opportunity to learn about the nature of the **link between various forms of migration and Vocational Skills Development (VSD) and to reflect on how to tackle it in practice.**

We will discuss in small groups about **questions and practical issues raised by participants** after hearing a **presentation** about the various aspects of migration to take into account in existing or new VSD projects; and after having an introductory insight by Usha from Nepal on her Safer migration project- SAMI 3; and by Lilian from Kenya on her Skills for life in Kakuma refugee camp.

EPS Session 1 «Project Design»: From your result chain to the right format



Session lead:

Lars Stein, Patrick Elmer, Lucas Tschan

Room: Gewölbekeller

SDC wants to double its engagement with the private sector (EPS) every four years. Does that mean, that from now on every SDC project should be an EPS project?

No, but we should **reflect intensively about why, with whom and how we should collaborate** to generate substantially more impact.

In this session we will explore the “impact journey” of an EPS project: Starting from your impact objectives and your result chain, reflecting about “additionality” in both directions, we define the “engagement demand” you have and the “impact opportunity” you offer, have a look at challenges together – and explore the “FormatFinder” as a tool to help you figure out the basic design principles of your EPS project.

Local Economic Development: Insights and discussions on regional studies



Session lead:

Marcus Jenal, Andrea Iff

Room: Gewölbekeller

Local Economic Development (LED) has gained renewed interest within SDC and beyond. This session will briefly introduce interested participants to LED in SDC and share some central principles and resources based on a **stock taking on LED activities in SDC**.

The main focus of the session will be on **comparing and identifying synergies between two different perspectives on LED**: the perspective of employment and income, and the perspective of democratization, decentralization and local governance. Both perspectives play an obvious role in LED.

For this purpose, two SDC case studies will be presented during the session, one from each perspective. The participants will then have the chance to discuss the two perspectives and whether and how they can be reconciled

Research for development: Insights into Vocational Skills Development research projects in Africa, Asia and Latin America



Session lead:

Aurélie Righetti, Rahel Guntern, Fabian Käser

Room: Seminarraum

Skills development and active participation of youth in the labor market is increasingly recognized as critical to poverty reduction and economic development and transformation. Yet, youth (un)employment is one of the biggest development challenges of our time.

Are you curious to learn more and discuss with leading researchers **the contribution of vocational skills development and the conditions under which VSD can contribute to quality jobs, inclusive growth and transformation?**

This session will give room to researchers and development practitioners to exchange on newest findings and learnings emerging from three research for development projects on VSD carried out in several countries of Africa, Asia and Latin America in the frame of the joint SDC and Swiss National Science Foundation (SNSF) "Swiss Programme for Research on Global Issues for Development" (r4d programme).

Women's Economic Empowerment – the Business Case



Session lead:

Nathalie Wyser, Selina Häny

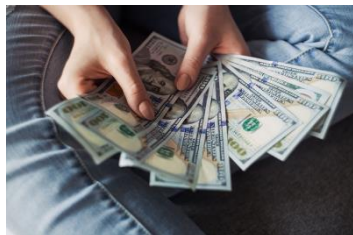
Room: Grosser Saal

To the SDC, Women's Economic Empowerment (WEE) is beyond ticking of a box. Plenty of studies and annual financial reports of gender diverse companies give proof that it is also a business case. Women can be economically empowered as entrepreneurs, as clients, as managers and as employees.

Would you like to **better understand the business case** for better serving female clients, for promoting female managers, for strengthening them as entrepreneurs or for improving their working conditions for them as employees?

Then join our session and get insights from different SDC projects and partners, such as Women's World Banking working on women's financial inclusion and Alterna Impact, a Social Entrepreneur Accelerator.

Social accounting – measuring for impact and success



Session lead:

Jessica Graf, Rory Tews, Peter Beez

Room: Seminarraum

Ever heard of a company telling you that they do not want to do financial accounting? That they do not have the time nor the money? Or a programme refusing the financial audit?

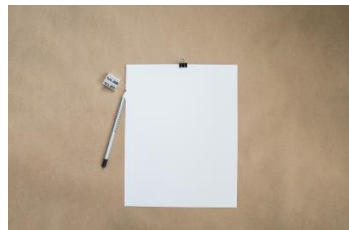
No.

But then, why is “social accounting” optional? Aren’t we all working to create strong social outcomes and impact? Is it optional for us and our partners to really measure and manage impact?

This session is about the importance of **getting your theory of change right**: as a programme/project and as well as a company. It shows how to start working on this and gives a few examples of modern technology helping you doing it.

There are no more excuses not to do it.

Open slot: Define your own session!



Session lead:

Maybe you?

Room: Kursraum 1+2

This is your opportunity to bring together people around a question or issue you have wanted to discuss but never came around to do.

Or an issue your office has been grappling with and you would like to hear from others who are in similar situations.

Or a chance to share an innovative way of doing things that you have come up with and want to share with others.

If you want to fill this slot, please let the organizers know!

Vocational Skills Development (VSD) through Engagement with the Private Sector (EPS)



Session lead:

Andrea Inglin, Franz Kehl, Lars Stein

Room: Grosser Saal

The Private Sector (i.e. potential employers) is one of the main beneficiaries of a better skilled workforce. Therefore, one of the key factors of success in VSD is the involvement of employers, chambers and associations.

This session looks at the different roles of the private sector in SDC’s ongoing VSD programs and discusses what is needed to qualify as EPS program.

Participants will have time to reflect on the distinction between collaborating with the private sector within project activities and engaging with the private sector in the planning and implementation of an EPS project.

The session concludes by learning from an inspiring example of a successful EPS skills development project in the Ukraine, implemented together with the Swiss company Geberit. You will learn about the framework of the program, as well as the different roles, responsibilities and areas of engagement of Geberit, the SDC, the Ukrainian government and VET schools.

VSD update – trends, instruments, your needs!



Session lead:

Andrea Inglin, Franz Kehl

Room: Grosser Saal

Vocational Skills Development (VSD) is a cornerstone of Swiss development cooperation and the VSD portfolio has grown and diversified over the past years.

The e+i focal point and network have, during the recent years, developed several guidance papers and working aids to support cooperation offices, projects and consultants to even better design, steer and develop VSD interventions.

This is the session to **get an overview and more information on these tools**, e.g. the SDC’s VSD Typology, a new guidance for VSD entry and credit proposals, a study on VSD for refugees, and more.

Building on this, the session also serves to **look forward and identify priorities in thematic work and methodological guidance** for the years to come, and it goes into how the network members and the focal point could even better organize their cooperation.

EPS Session 2 «Partner Relations & Co-Creation» How to cope with these strange “animals”



Session lead:

Lars Stein, Rahel Meyer

Room: Seminarraum

A good EPS project is co-initiated, co-steered and co-financed between at least one private and one public sector actor.

But what does “co-initiating” mean in reality? How can and should we approach the private sector? What can and should we expect? How does “the private sector” think and act? What are differences and similarities between the rationalities of different private sector actors such as large multinational companies vs. small local social enterprises or medium sized Swiss foundations? And: How can this magic concept of “co-creation” support us in finding the right partners with the right attitude – and to build up mutual trust and shared ownership?

