

Small Enterprise Development Workshop 2004

Atelier sur la promotion de la petite entreprise 2004

Programme

Objectives

- Based on concrete cases, understand the specificity of the enterprises in rural areas and the consequences for providing them with business services
- Present the current picture of the approaches, instruments and lessons learnt in the field of BDS in rural areas.

Methods

- Presentation / discussion of 5 cases (see list below, definitive order of agenda will be defined later)
- In-depth discussion of specific topics in working groups (2 sessions)
- Fish Bowl Discussion: conclusions on conceptual level

Time	Topics	Speakers
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Thursday 08 January 2004		
09:30 – 10:00	Arrival of participants and welcome coffee	
10:00 – 10:15	Welcome Programme, working methods	Dora Rapold, Head of the Thematic and Technical Resources Department – SDC Bernhard Wenger – KEK-CDC (Moderator)
10:15 – 11:15	Opportunities and limits of the BDS approach in rural areas	Jim Tanburn – ILO
11:15 – 12:15	Presentation of cases <ul style="list-style-type: none"> • Case 1: "Embedded Services for Developing Handicraft Production by Framers in northern Vietnam" 	Nguyen Thi Thu Huong
12:15 – 13:45	Lunch	
13:45 – 14:45	<ul style="list-style-type: none"> • Cases 2-3: "BDS through a Producer Association : developing competitiveness and improving access to the fresh vegetables market in Honduras" "Business Development Services to enhance linkages of small-scale farmers with local and international market" 	Ivan Rodriguez Carlos Perez
14:45 – 15:45	<ul style="list-style-type: none"> • Case 4: "Commercial Radio for BDS to reach rural Areas" 	Owen Kibenge
15:45 – 16:15	Coffee break	
16:15 – 17:30	Thematic working groups <ul style="list-style-type: none"> • Market access • Commercial Agricultural Extension services • Mass media • Embedded services 	<ul style="list-style-type: none"> • Workshop moderators • Resource persons • Participants according to registration
18:30	Dinner	

Time	Topics	Speakers
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Friday 09 January 2004		
08:30 – 09:30	Presentation of cases (continued) <ul style="list-style-type: none"> Case 5: "Livestock Services through Paraprofessionals" 	Ignatus Mwakalile
09:30 – 10:30	<ul style="list-style-type: none"> Case 6: "BDS Market for Leather Artisans in India" 	Ashok Kumar
10:30 – 11:00	Coffee break	
11:00 – 12:15	Thematic working groups (continued)	Same groups as Thursday evening
12:15 – 14:00	Lunch	
14:00 – 15:30	Fish Bowl Discussion on conceptual aspects of the presented cases and thematic discussions	
15:30 – 15:50	Synthesis	Jim Tanburn – ILO
15:50 – 16:00	Conclusion Closure of the Workshop	Brigit Hagmann, Head of the Employment and Income Division – SDC

Case studies

Speakers	Case	Country / IA	Key-Words
Carlos J. Pérez, Mr. Ivan Rodríguez, Mr.	BDS through Producer Associations: Coffee and Fresh Vegetables	Honduras / PASOLAC – Intercooperation; AGROPYME – Swisscontact	<ul style="list-style-type: none"> Access to market Export market Organic certification Internet access Embedded services through middle man Supermarket Alternative crops <u>Import Substitution</u>
Dr. Mwakalile, Mr.	Livestock Services through Paraprofessionals -	Tanzania / SHDDP – Intercooperation	<ul style="list-style-type: none"> Extension services Opportunities and limits for privatization of extension services Subsidies
Owen Kibenge, Mr.	Commercial Radio for BDS to Reach Rural Areas	Ouganda / ILO	<ul style="list-style-type: none"> Media Radio as a service Services through the radio
Nguyen Huong, Ms.	Embedded Services for Developing the Handicraft Production by Farmers	Vietnam / Europa - Asia Urbs – Economic Dev. and Cultural Heritage in Hai Duong City	<ul style="list-style-type: none"> Access to market Export of handicraft Embedded services through exporters Secondary activity for farmers
Ashok Kumar, Mr.	BDS Market for Leather Artisans	India / EDA	<ul style="list-style-type: none"> Market assessment BDS for micro enterprises BDS through clusters Flexible and appropriate payment options