

Overview of the Training Course Program

Starts on 16th March

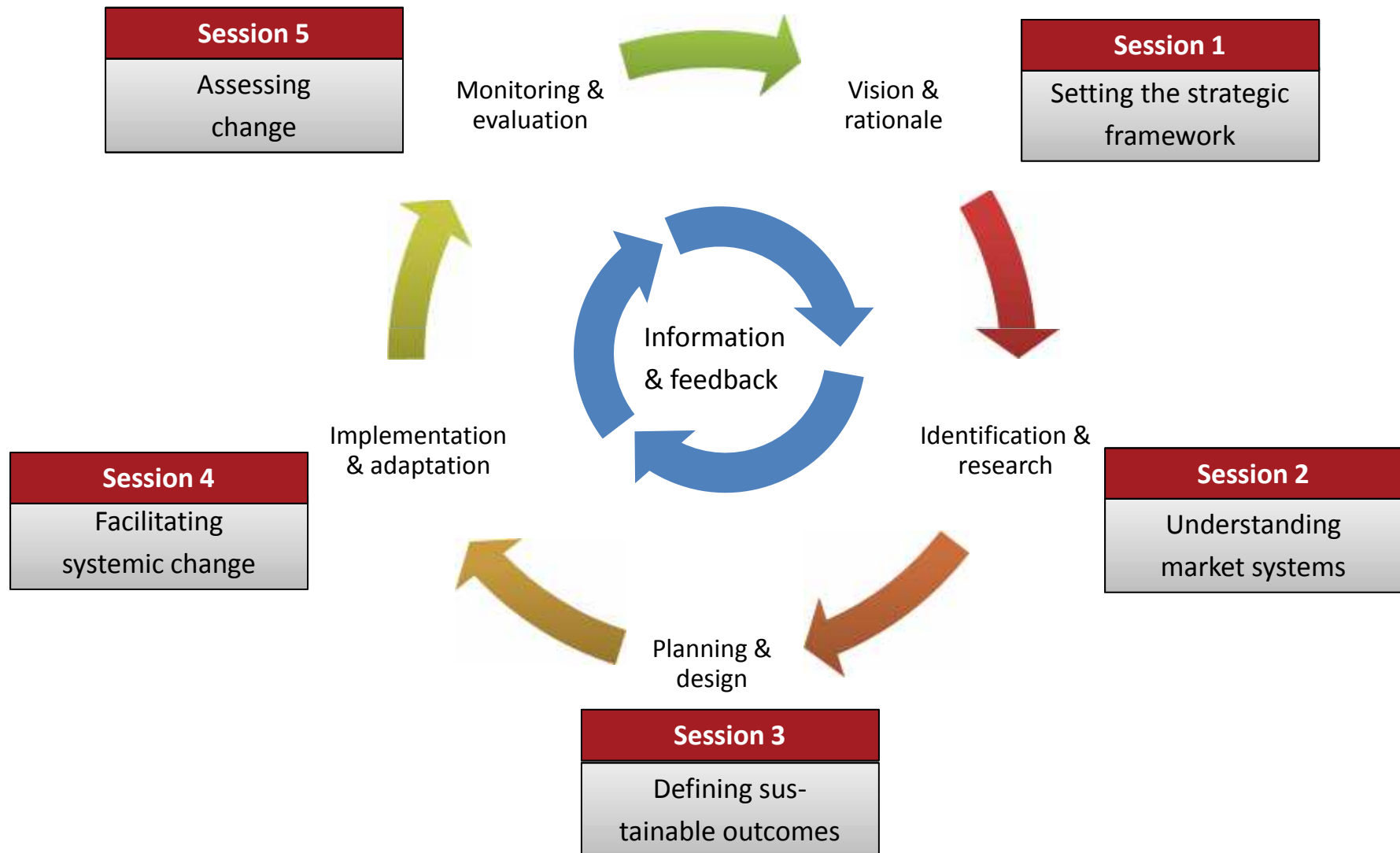
Ends on 23rd March

Is not intended to be the usual “class-room”
conceptual discussion

→ Class-room → interactive discussions/groups
exercises/role plays → live interactions with market
actors → field visits

*From abstract concepts to practical and hands-on
good practices and challenges*

What we will cover: at a glance



**Conceptual
discussion**

**Group work
on cases**

**Presentation
of good
practices**

**Field
exercise**

- ➔ Peer asset session
- ➔ Coaching session
- ➔ Market places
- ➔ Role plays

Day-1: 16th March

- **Market Systems Development**
- Essence, principles

- **Strategic Framework concept in market systems development**
- Conceptual outline: where are we now → *where do we want to go?*
- Samriddhi case

- **Group exercise: strategic framework**
- **Introduction to Samriddhi Project**

- **Peer assist session**

- **Introduction to Good Practice Market**

Day-2: 17th March

- **Understanding Market Systems**
- Conceptual outline: *doing the “diagnostic Process”*
- *Tries to understand the underlying causes of market failure or underperformance*
- Samriddhi case

- **Interaction with private company representatives, traders, service providers, producers and line agencies (fish, duck and vegetables value chains)**

- **Preparation for field visits → Sunamganj district**

Day-3: 18th March

- **Field visits**
- Understanding the market systems in duck, fish and vegetables value chains (three groups)

→ *Guiding questions*

- **Discussion, review and summary of field findings by participants**

Day-4: 19th March

- Brief presentation and discussion on field observations
- **Sustainable market systems**
- Conceptual outline
- *How can impacts/benefits continue beyond the period of the project intervention?*
- *Who will do, who will pay*
- **Samriddhi's case**
- **Samriddhi's private rural service provider system**
- Interaction with local service providers, service provider associations and their clients/producers

Day-5: 20th March

- **Facilitation, designing interventions**
- Conceptual outline: *stimulating market players to do things that they are currently not doing (or not doing well)*
- **Samriddhi case**

- **Group work: Practical exercise**
- **Peer assist session**
- **Preparation for field visits**

Day-6: 21st March

- **Field visits**
- Planning interventions: in duck, fish and vegetables value chains
- Key guiding questions: to be developed
- Discussion, review and summary of field findings by participants

Day-7: 22nd March

- Brief presentation and discussion on field observations
- **Monitoring and results measurement**
- Conceptual outline
- Samriddhi case

Group work, practical exercise

Day-8: 23rd March

- **Measurement plan development**
- Presentation / plenary session
- **Winner of the good practice presentations**
- **Overview to HELNETAS Market Systems Development Projects**
(commodity, employment, service markets)
- Perspective for future cooperation
- Evaluation
- **Departure**

- Cultural programs
- Visits/shopping
- Tasting the local food