Group exercises

UNCTAD Value chain workshop

20-21 July 2011

Value chain

- Coordinated relationships between actors who are involved directly and indirectly in a productive activity, with the aim of taking a product or service from its supply source and getting it to the customer

Alliances between actors that work together towards joint goals

BioTrade and value chain development

- Identification of sectors with potential
- Participatory assessment of the value chain
- Formulation of the sector strategy
- Implementation of the strategy
- Participation by value chain actors
- Mapping
- Prioritizing the solutions
- GAP analysis
- Analysis of problems and solutions
- Gathering of information
- Strategic lines of work
- Formulating a work plan of activities
- Validation of the strategy
- Implementation of the strategy

Exercise 1: Mapping

- Flow process: identify each process from the final consumer to the raw material producer/collector
- Identify actors and support services involved in the value chain
- Time and costing/pricing
- I dentify the strengths and weaknesses

Exercise 2: GAP

- Identify market requirements
- Ascertain the importance of the market requirement
- Assess the current capacity/fulfillment of the companies/sector to meet the requirement
- Identify the gap
- Identify VC stage

Exercise 3: Causes and solutions/actors

- Causes and feasible solutions
- Identify key actors
- Identify leaders / responsible
### Exercise 4: Priority actions

<table>
<thead>
<tr>
<th>Importance</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
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</thead>
<tbody>
<tr>
<td>High</td>
<td>Define roles and responsibilities for leaders and stakeholders.</td>
<td>Develop and implement a strategic plan for the next 3 years.</td>
<td>Support programme management and reporting; monitor progress.</td>
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<tr>
<td>Medium</td>
<td>Establish and implement a clear and consistent strategy.</td>
<td>Evaluate and report on programme performance.</td>
<td>Develop and implement a clear and consistent strategy.</td>
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<tr>
<td>Low</td>
<td>Ensure proper implementation of the strategy.</td>
<td>Evaluate and report on programme performance.</td>
<td>Develop and implement a clear and consistent strategy.</td>
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