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UNCTAD's Expert Meeting on Inclusive and Sustainable Development brings together high-level participants from the government, civil society and the private sector

The seventh session of the Multi-year Expert Meeting on Investment, Innovation and Entrepreneurship for Productive Capacity-building and Sustainable Development was held at the Palais des Nations in Geneva, Switzerland from 17 to 19 June 2019. More than 100 experts from the government, academia, NGOs and private companies attended a three-day event. The meeting discussed inclusive policies that facilitate entrepreneurship especially amongst typically economically disadvantaged groups such as women, youth and migrants, as well as facilitated sharing of good practices and challenges on promoting inclusive business models and corporate social responsibility.



Participants at the conclusion of the Expert Meeting on Investment, Innovation and Entrepreneurship for Productive Capacity-building and Sustainable Development on 19 June 2019 at the United Nations Office in Geneva.

Echoing General Assembly resolution 73/225 on Entrepreneurship for Sustainable Development, the participants noted that entrepreneurship played a central role in achieving inclusive and sustainable growth. They stressed that entrepreneurs help create jobs, fuel economic growth and innovation, and in general contribute to promoting social cohesion—reducing inequality and creating opportunities for all, including such marginalized groups as women, youth and migrants.

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Experts noted that while inclusive entrepreneurship offered many opportunities, there was a need for establishing supportive and effective entrepreneurial ecosystems, which could be implemented by breaking silos and promoting cooperation and coordination at all governance levels. Collaboration between the public sector, non-governmental organizations, and women and youth associations should be encouraged, as well as collaboration between humanitarian and development stakeholders. The meeting also discussed a very topical issue of migrant and refugee entrepreneurship and debated whether and how migrants and refugees could be publicly supported to become entrepreneurs with a view to facilitating their integration into the host economy. In this connection, the participants welcomed several initiatives by various United Nations organizations including IOM, UNHCR and UNCTAD, which are promoting the impact of migrants and refugees on host countries' economies and entrepreneurship.

The entire meeting can be heard at: <https://conf.unog.ch/digitalrecordings/#>

Report of the meeting is available at: https://unctad.org/meetings/en/SessionalDocuments/ciimem4d21_en.pdf



National Entrepreneurship Strategy workshop in
Addis Ababa, 23-24 July 2019

Entrepreneurship Strategy Workshop takes place in Ethiopia

The workshop organized jointly by UNCTAD, UNIDO and the Ministry of Trade and Industry of Ethiopia, took place on 23 and 24 July in Addis Ababa, gathering more than 80 stakeholders. It represented the final step in the consultation process for the development of the National Entrepreneurship Strategy for Ethiopia, which is based on UNCTAD's Entrepreneurship Policy Framework (EPF), already implemented in Ecuador, El Salvador, Cameroon, Dominican Republic, the Gambia and Tanzania.

The National Entrepreneurship Strategy of Ethiopia was designed to strengthen Ethiopia's entrepreneurial ecosystem. The participatory nature of the Strategy design process ensured ownership by all stakeholders. The Strategy seeks to create synergy among different policies, strategies and initiatives already implemented in the country and identify gaps to create an enabling environment for entrepreneurship development. The importance of coordination among the main government stakeholders, and of the participation of the private sector was once more underlined.

Empretec Global Summit VI: Fostering Entrepreneurship Mindset Towards Inclusive Growth takes place in Bahrain



Empretec directors from Argentina, Brazil, India, Uganda and Zimbabwe attended GES VI together with experts from Bahrain and Saudi Arabia

This year's Empretec Global Summit: Fostering Entrepreneurship Mindset Towards Inclusive Growth was organized by UNCTAD on 16 April 2019 within the context of the Global Entrepreneurship Congress (GEC) held in Bahrain. Empretec directors from Argentina, Brazil, India, Uganda and Zimbabwe attended the event together with experts from Bahrain and Saudi Arabia.

This was UNCTAD's sixth edition of the Global Empretec Summit (GES) following its launch during GEC 2014 in Moscow. As in previous editions, the GES VI provided the attendees with a unique opportunity to network and learn more about the Empretec mind-set changing methodology, as well as explore and establish cross-border business links throughout the global Empretec network of over 470,000 entrepreneurs in more than 40 Empretec national centres worldwide. This year's Summit focus was on the role of inclusive entrepreneurship in addressing issues such as financial and social inclusion and empowering vulnerable population groups such as youth, women, migrants and refugees.

The whole session can be seen at:

<https://www.youtube.com/watch?v=0eZZWYwzMF4&feature=youtu.be>



Nigel Chanakira, Executive Chairman, Success Motivation Institute (Africa) speaks during Empretec Global Summit VI on the role of microfinance in facilitation of inclusive business and finance

First regional Training of Trainers (TOT) workshop on a new version of Empretec takes place in Colombia

The first regional Training of Trainers' workshop (TOT) for Latin America based on a modernized version of the Empretec entrepreneurship training methodology took place in Bogota, from 22 to 26 July 2019. The event, organized by the Colombian Empretec centre – Cafam, in coordination with UNCTAD, saw the participation of 19 Empretec certified trainers from six countries (Argentina, Colombia, Dominican Republic, Ecuador, El Salvador, and Venezuela) and trainee trainers from Cafam. The purpose of the TOT was to provide experienced trainers from the region with an opportunity to learn about the new Empretec Entrepreneurship Training Workshop (ETW) methodology and practice those modules which have gone through changes. Two Brazilian International Master Trainers - Renato Santos and Fernando Gameleira - prepared the programme, led the discussions, and offered participants an opportunity to practice several modules, followed by a feedback session.



Empretec TOT workshop participants at Cafam (Bogota, Colombia)

The participants found the training very useful. They emphasized the need to network and coordinate among trainers and Centres, to make sure learning and impact of the new training is shared. Participants also suggested creating groups to standardize the training material for the new Empretec workshop in Spanish, with a view to have a common reference for all Spanish-speaking Empretec centres. A suggestion was also made to develop impact indicators which could then be shared with UNCTAD annually.

UNCTAD organizes regional course on Key Issues on the International Economic Agenda within the framework of Paragraph 166 in Medellin, Colombia

UNCTAD's 42nd Regional Course on Key Issues on the International Economic Agenda (Para. 166) took place in Medellin, Colombia from 29 July to 2 August 2019. The sessions on business linkages, entrepreneurship and SME development were well received by the 26 participants, representing 12 Latin American and Caribbean countries, who attended the course hosted at the University EAFIT, Medellin. The participants gave feedback at the end of the module, highlighting the need to better understand connections and interdependence between different policies and their impact on national economic growth and development.



Participants in UNCTAD's regional course on Key Issues on the International Economic Agenda

UNCTAD presents the Policy Guide on Entrepreneurship for Migrants and Refugees to members of the World Bank Mediterranean Host Municipalities Learning Network

From 1 to 3 July 2019, in Amman, Jordan, UNCTAD delivered a training session on the UNCTAD/IOM/UNHCR Policy Guide for Migrants and Refugees (https://unctad.org/en/PublicationsLibrary/diae2018d2_en.pdf), and participated in a panel on fostering the entrepreneurial potential of displaced people. The panel was held during the capacity-building workshop on "Strategic Planning for Local Economic Development" organized by the World Bank Centre for Mediterranean Integration, for the members of the Mediterranean Host Municipalities Learning Network. Nayef Stetieh, Executive Director of Business Development Center (BDC) Jordan, delivered a presentation of the lessons learned from the training activities carried out by BDC to promote refugee entrepreneurship in the country.

Forty-eight representatives of municipalities and local governments hosting refugees and internally displaced persons from Iraq, Jordan, Lebanon, Palestine, Turkey, as well as Afghanistan, Djibouti, Kenya and Uganda, met in Amman to explore mechanisms for boosting local economies in the context of forced displacement.



UNCTAD's representative, Fulvia Farinelli takes a group photo with Nayef Stetieh, Executive Director of Business Development Center (BDC), during visit to BDC and local Empretec centre in Jordan

The session was well received by participants, who also shared their own experiences in turning the presence of migrants and refugees into an asset for their communities. As an outcome of the session, participants developed their local economic development strategic plans considering targets related to the promotion of migrant and refugee entrepreneurship at the municipal level.

UNCTAD also moderated a panel discussion on how to foster the entrepreneurial potential of migrants and refugees, with representatives from the World Bank, GIZ, UNHCR and Building Markets, as well as one of the beneficiaries of the entrepreneurship development programme run by the International Rescue Committee in Amman. The panel explored the main obstacles to migrant and refugee entrepreneurship, and recommended solutions. Those recommendations were fully in line with the policy measures included in the UNCTAD/UNHCR/IOM Policy Guide, and panelists acknowledged its value.

ASEAN Japan Women Entrepreneurs' Linkage Programme (AJWELP), 2019

The Association of Southeast Asian Nations (ASEAN) Japan Centre, for the third year in a row, requested UNCTAD's collaboration in preparing and delivering a 2-day training workshop organized under the Women Entrepreneurs' Linkage Programme (AJWELP). The programme aims to create an opportunity for start-up women entrepreneurs in ASEAN whose business is less than 5 years old to network and link with support companies, mentors, and other peer women entrepreneurs.

The 2019 workshop, focusing on entrepreneurial capacity-building and presentation skills, was organized in Kuala Lumpur, Malaysia, from 27 to 30 January, in collaboration with the Empretec national counterpart NAWEM (National Association of Women Entrepreneurs of Malaysia), and was attended by 26 women entrepreneurs, 9 of which came from ASEAN member countries and the rest from Malaysia.

The workshop provided an overview of the competencies of successful entrepreneurs and an introduction to two business tools: Design-Thinking and the Business Model Canvas. The second day kicked off with a brief discussion on teambuilding and then moved on the pitching preparation session, which was the key aspect participants were expecting to focus on.

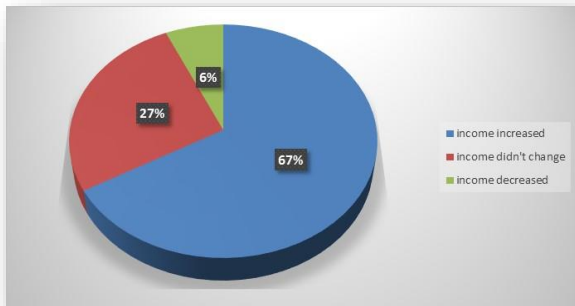
Unanimously positive remarks were voiced both from participants and ASEAN Japan Centre executives. NAWEM provided outstanding support throughout the workshop. Participants showed appreciation for the training, particularly the sessions on presentation skills. Being on-stage helped the participants gain confidence and develop important features of entrepreneurial competencies. The guidance and feedback received from the trainers during the workshop also provided participants with the tools to highlight their products and the competitive advantage of their respective businesses during the pitching session in front of supporting companies and mentors who attended the Business Presentation Event on the last day of the programme.

Two Empretec workshops train 50 entrepreneurs in Samara, Russian Federation



Tatiana Krylova, Head of UNCTAD's Enterprise Branch (DIAE) with participants of the Impact assessment workshop in Samara on 5 July 2019

Two Empretec Entrepreneurship Training Workshops (ETW) took place this year in Samara (Russian Federation) on 11-16 February and 11-16 March 2019. They were organized in coordination with the Ministry of Economic Development of Samara region, Samara Business Incubator and financially supported by Arconic Foundation. 50 participants were trained representing 50% men and 50%



Empretec Impact assessment workshop, Samara 5 July 2019. Replies to the question: "Has your monthly income increased after participating in the Empretec seminar?"

women. The training was led by UNCTAD's Master Trainer Dmitri Croitor with support of national trainee trainers Aleksandr Kulaev and Fedor Chernyi.

Further on, all participants who attended five Empretec workshops in Samara region since inception of this project in 2016 were invited to participate in the Impact assessment workshop that took place on 5 July 2019 in Samara Business Incubator. About 50 participants attended the workshop and a follow up networking reception.

During the workshop the participants shared how Empretec affected their businesses. In the words of one of them: "... In three years, my business did not bring me as much income as in two months after EMPRETEC. I finally made my first million! Thank you for giving me the information about what competencies I lacked to become a

successful businessman. I will continue to develop them. My goal has not been achieved yet, but it is significant for my personal growth..."

More Empretec workshops take place in Angola



Participants and trainers at the end of ETW No. 6 in June 2019 (Luanda, Angola)

As part of the training activities under the joint EU-UNCTAD Programme of Support for Angola: Train for Trade II, UNCTAD organized, in collaboration with the Angolan Ministry of Commerce, three Entrepreneurship Training Workshops (ETW), which are at the core of UNCTAD's Empretec capacity-building programme in the country.

From May to August 2019, three international trainers (Jordão Evaristo Vilanculos from Mozambique, and Renato Santos and Roberto Gandara from Brazil), as well as three local trainee trainers (Wilson Kiteque, Rosenayde Gomes and Geraldo Basilua), conducted the fifth, sixth and seventh of the fourteen ETWs planned under the implementation phase of the

Programme. In total, seventy-seven Angolan entrepreneurs successfully completed the three workshops and received their certificates. Before the start of the fifth ETWs, the international trainers conducted training of trainers' sessions for local trainee trainers, who are progressing towards their certification as National Empretec Trainers. The sessions provided them with guidance on facilitation techniques, organizational issues and on the identification and selection of participants.

A one-day seminar was also conducted by international trainers with executives and staff of Prestígio (*Liga de Empresários e Executivos de Angola*), a business association that expressed interest in hosting the Empretec national programme. The seminar touched upon issues concerning the sustainability of the programme, including how to promote Empretec and reach out to potential participants, build relations with local trainers and other stakeholders, and how to establish and promote regular meetings with Empretec graduates (*empretecos and empretecas*).

In addition, UNCTAD was invited by the project counterparts to deliver three introductory training sessions on the benefits of the Empretec behaviour-based entrepreneurship methodology for businesses and municipalities in Angola provinces of Kwanza Norte (6-7 August), Huambo (20-21 August), and Lubango/Huíla (3-4 September). In total 120 participants learned about Empretec's approach to developing entrepreneurial competences and building sustainable businesses, as well as planning and elaborating business models as a strategy for success. It is envisaged that these workshops will facilitate promotion of the Empretec programme in rural areas of the country.

Ajloun Business Incubator is launched in Jordan

His Royal Majesty King Abdullah II, accompanied by His Royal Highness the Crown Prince Al Hussein bin Abdullah II in the presence of Prime Minister Omar Al-Razaz and the Chief of Royal Hashemite Court (RHC) His Excellency Mr. Yousef Issawi, opened Ajloun Business Incubator on Tuesday, 20 August 2019, as part of the RHC's initiative to establish business incubators across the kingdom, in partnership with Business Development Center (BDC), the Empretec centre in Jordan.

The launch of the incubator was part of the Royal initiatives upon His Majesty's directives and vision and aims to help the Jordanian youth around the kingdom get acquainted with entrepreneurship. The youth will be introduced to financial, marketing, and business linkages skills, with an ultimate objective to become job-creators rather than job-seekers.



His Majesty King Abdullah of Jordan shakes hands with participants in the Ajloun Business Incubator, which works with young entrepreneurs and supports small- and medium-sized enterprises in Jordan

Empretec pilot training for entrepreneurs in the Kyrgyz Republic

A pilot Empretec workshop was organized jointly by UNCTAD and the Ministry of the Economy of the Kyrgyz Republic with the financial support of UNDP Kyrgyz Republic, on 29 July to 3 August 2019 in Bishkek with a view to establish an Empretec centre in the country. The official closing ceremony of the workshop was held at the Academy of Public Administration under the President of the Kyrgyz Republic with the delivery of certificates to 35 participants (25 men and 10 women). Deputy Minister S. Akhmatov congratulated participants on the successful completion of a 6-day workshop and noted that small and medium-sized businesses are the locomotive of the Kyrgyz economy and stressed that the Ministry of Economy of the Kyrgyz Republic pays special attention to building up entrepreneurial potential and successful entrepreneurship in the country. The seminar participants thanked the Ministry of the Economy of the Kyrgyz Republic and UNDP for the opportunity to participate in this training and noted the importance of replicating such events in the future to increase the business potential in the country and wider region.



Deputy Minister of Economy of the Kyrgyz Republic S. Akhmatov and Tatiana Krylova of UNCTAD with the graduates of the Empretec training course in Bishkek, Kyrgyz Republic

NEWS FROM THE EMPRETEC NETWORK

- In order to generate employment in Namibia, UNCTAD joins forces with Empretec Ghana Foundation and UNDP Namibia in implementing a project to strengthen Namibia's entrepreneurship sector. The project will utilize UNCTAD's proven Empretec methodology to bring about a transformational change in unleashing the growth potential of Micro, Small- and Medium-Size Enterprises (MSME) in Namibia through entrepreneurial mind-set change, skills training and provision of a comprehensive range of business development advisory services. The main national counterpart will be the Ministry of Industrialization, Trade and SME Development. The project is planned to be completed by summer of 2021.

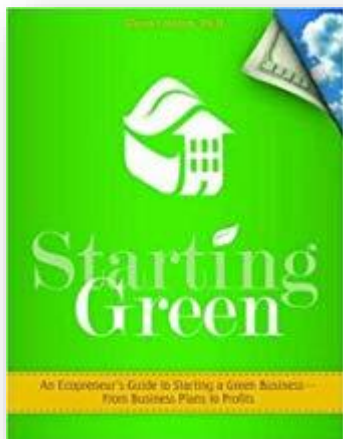


Hon. Tjekero Tweya, MP and Minister of Ministry of Industrialization, Trade and SME Development with representatives of UNCTAD, UNDP Namibia, Empretec Ghana Foundation and members of the Ministry Empretec team during project implementation meeting held at the Ministry on 22 August 2019

- News from Empretec Argentina:
 - ❖ The joint Empretec Argentina and National Bank of Argentina Innovative Endeavors Contest is for the 11th time open to entrepreneurs across Argentina. The competition is open to entrepreneurs who are developing an innovative venture that has not yet been launched or that does not have more than one year of activity. The contest will distribute a total of 1,000,000 Argentinian pesos in five prizes for enterprises engaged in sustainable business, in collaboration with the Ministry of Environment and Sustainable Development. On 22 November 2019 a final pitch and the awards ceremony will take place at the National Bank of Argentina.
 - ❖ The winners of the Entrepreneur Triple Impact Contest, organized by the United Nations Development Programme (UNDP), the National Bank, Empretec Argentina and the Ministry of Environment and Sustainable Development of Argentina, will travel to Santiago de Chile on 18-19 November, where they will participate in the 2019 Summit—Global Steering Group For Impact Investment.
 - ❖ Empretec Argentina is currently conducting eleven Communities with Value workshops in nine different provinces in Argentina. This programme contributes to the development of regional economies through the creation and consolidation of ventures and the building of local social capital. By the end of 2019, six new UNCTAD/Empretec Entrepreneurship Training Workshops (ETW) are envisaged to be implemented in the country.
- Centro Empretec Colombia and Cafam will be present as partners and sponsors of the 2nd ENTREPRENEURSHIP FESTIVAL 2019 OF BOGOTÁ that will be held on 2-4 October 2019. The event seeks to generate knowledge and inspiration in entrepreneurs, bringing them closer to the trends and innovations that set the standard in entrepreneurship nationally and internationally, as well as promote the relationship and contact between entrepreneurs, investors and buyers.
- Empretec South Africa has just completed its 100th Empretec workshop since the programme's inception in 2011! SEDA offers various business development services and Empretec is one of their flagship programmes, seeking to empower more entrepreneurs in South Africa. The Centre also works with vulnerable groups such as ex-prisoners, people living with disabilities, women and youth entrepreneurs. For more information please visit www.seda.org.za.
- Due to the last wave of human mobility in the region, Ecuador has been motivated to redesign their entrepreneurship programme to better integrate refugees and migrants into Ecuadorian society. For this reason, the economic development agency ConQuito in cooperation with UNCTAD and UNHCR have re-designed their Empretec programme with specific focus on human mobility. The new Empretec programme will be launched in November 2019 in Quito.
- Enterprise Uganda is planning several activities for the end of 2019. Among these are:
 - Delivering a household and youth training using its Business and Enterprise Start-up Tool (BEST) in a rural area (Kayunga), where 1000 participants are expected, 70% of them youth;
 - an Empretec workshop for SMEs in October 2019;
 - hosting the Global Entrepreneurship Week (GEW) in November, with a 3-day MSME Forum in Kampala targeting 1,000 participants and 50 Exhibitors;
 - delivering entrepreneurship training for migrants in partnership with IOM;
 - conducting Catalyzer training for 2019 Finalists in partnership with SEED;
 - participating in the Climate Entrepreneurship training in partnership with UNDP and GIZ;
 - strengthening the Centre's research and learning capacity by building on the Uganda Entrepreneurship Ecosystem Initiative with support from the ANDE; and
 - delivering entrepreneurship interventions for communities around conservation areas in partnership with WWF Uganda.

BOOKS:

Starting Green: An Ecopreneur's Toolkit for Starting a Green Business from Business Plan to Profits Paperback (2009)
ISBN-10: 1599183552
ISBN-13: 978-1599183558
by Croston, Ph.D., Glenn



Green entrepreneur and scientist Dr. Glenn Croston outlines green business essentials and helps the aspiring entrepreneur discover eco-friendly opportunities, build a sustainable business plan, and gain the competitive advantage in today's environmentally conscious market.

TO READ:

Why Are You an Entrepreneur? (And Why It's Important to Know) - A better understanding of your own motivations can help you in a number of areas of entrepreneurial development (Entrepreneur, 9 August 2019).

<https://www.entrepreneur.com/article/321668>

Funding Female Entrepreneurs, Resurgence of Spirits (Podcast) - Karen Cahn, CEO of iFundWomen, discusses the crowdfunding platform providing capital and connections for female entrepreneurs. Aaron Levant, CEO at NTRWK, talks about the e-commerce and content startup funded by Live Nation and Drake. Derek Benham, CEO at Purple Wine + Spirits, talks about the spirits business and the launch of Redwood Empire Whiskey. And we Drive to the Close with Ron Carson, CEO of Carson Group. Hosts: Carol Massar and Jason Kelly. Producer: Paul Brennan (Bloomberg, 12 July 2019).

<https://www.bloomberg.com/news/audio/2019-07-12/funding-female-entrepreneurs-resurgence-of-spirits-podcast>

'The bomb actually landed in the room I had been in' - Laila Pense escapes war in Egypt to become a successful multimillionaire businesswoman in the United States of America (BBC Online, 19 August 2019).

<https://www.bbc.com/news/business-22434141>

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