



# Value Chain Leadership for ISP Managers

A practical and hands-on approach to supporting ISP managers capacity to engage, influence and collaborate with agribusinesses in developing inclusive and sustainable agribusiness value chains

24-27 September 2019

Estancia Resort Hotel, Zone II Brgy. San Jose, Tagaytay City, Cavite 4120, Philippines

## Welcome

As ISP managers, you are in a position to shift the trajectories of our agricultural industries through effective engagement and facilitating on-the-ground impact. This course aims to support you in this role, by embedding value chain thinking and enhancing your leadership skills with additional tools to those you already have.

## Learning outcomes

At the completion of the short course, ISP participants are expected to be able to:

- Identify and define real-world issues, opportunities and constraints to agribusiness development in agri-food value chains in the Philippines;
- Map value chains and identify appropriate investigative techniques to specific value chain challenges;
- Evaluate partnership needs and develop appropriate approaches to broker effective collaborations;
- Build on current leadership skills through enhanced foresighting and adaptive management techniques;
- Effectively communicate results and findings.

Throughout the course, participants will be provided with challenges and activities to test new tools and principles, particularly in leadership. It is designed as a hands-on, practical and intensive course. The course will be conducted over four days, with one day allocated for a field visit as well as evening activities. This visit is designed to expose participants to a 'walking the chain' exercise, where rapid value chain appraisal skills can be tested. A program is provided overleaf to assist in planning for the week. Preparatory material is required prior to the course, which you can find in this document.

## Program

Timing	Activity
Monday, 23 September: Participants arrive at venue	
<b>Day 1: Tuesday, 24 September</b> Focus: Building your capacity to influence the food and fibre system Aim: Enhance understanding of the macroenvironment as well as defining their role in this system	
9:00-9:30	Welcome remarks <ul style="list-style-type: none"> <li>• Dr Rey Eborá</li> <li>• Dr Ernie Brown</li> <li>• Ms Mai Alagcan, ACIAR Philippines Country Manager</li> </ul>
9:30-10:15	Introduction: The role of the ISP manager
10:15-10:45	The agri-food system: thinking in systems, thinking with impact
10:45-11:00	Break
11:00-12:30	Adaptive leadership
12:30-1:30	Lunch
1:30-2:15	Partnership brokering
2:15-3:00	Stakeholder engagement and communication
3:00-3:15	Break
3:15-4:15	Activity: Partnership brokering in practice
4:15-5:00	Briefing: Field visit preparation
6:00-9:00	Dinner and panel session on Leadership, Influence and Impact
<b>Day 2: Wednesday, 25 September</b> Focus: Strategically think of value chains in the context of their commodities and roles Aim: Enhance knowledge base on principles of value chains, markets and livelihoods	
9:00-9:30	Recap of previous day  Introduction to the day: Considering multiple priorities of value chains
9:30-10:15	Prioritising and selecting value chains and interventions
10:15-10:45	Activity: Prioritisation and assessment
10:45-11:00	Break
11:00-12:30	Value chain and market development principles
12:30-1:30	Lunch
1:30-2:15	Activity: Mapping your sector's value chain
1:30-2:15	Values at a community level

2:15-3:15	Social inclusion in value chains
3:15-3:30	Break
3:30-4:00	Preparing for field visit: Background and objectives
4:00-5:30	Guidelines on preparing for interviews
Evening	Activity: Develop a short questionnaire: <i>Self-directed group-work</i>
<b>Day 3: Field visit</b> Focus: Understand how value chains work, and draw insights from observations and qualitative data  Aim: Apply approaches, principles and frameworks learnt, as well as practical skills to real-world value chains	
Early start	Start times to be advised
Late afternoon	Group synthesis: <i>Groups work together to synthesise and prepare brief presentations on each field visit</i>
<b>Day 4: Insights, reflections and ways forward</b> Focus: Enhance capacity to influence sector and its macroenvironment  Aim: Synthesise and communicate key insights from field visits	
9:00-10:00	Group presentations from the field visit
10:00-10:30	Reflections and feedback
10:30-11:00	Break
11:00-11:45	Foresighting: how to navigate multiple futures
11:45-12:30	Activity: What does the future look like for you?
12:30-1:30	Lunch
1:30-2:30	Reflections and wrap up
2:30-3:00	Presentation of Certificates of Completion

## Preparatory material

We are mindful of your busy schedule, and as such have minimised preparatory material in the lead up to the course. However, prior to commencement, we request that participants provide the following documents:

1. A 1-page curriculum vitae with the following information:
  - Name, role and contact details
  - Academic background
  - Previous work experience and professional affiliations
2. A description, in your own words, of your role as ISP manager. This should not exceed 300 words in length. As a guide, you may address the following questions in describing your role:
  - What is the single most important thing you need to achieve as an ISP manager?
  - What does a day look like for you?
  - What are your key priorities?
  - What are you expected to do?

*Please refrain from duplicating your role's Terms of Reference or formal job description.*

These documents should be submitted to the Project Co-ordinator, Anton Simon Palo by way of email on [asmpalo@gmail.com](mailto:asmpalo@gmail.com) no later than Friday, 20 September 2019.

## About the mentors

**Dr Lilly Lim-Camacho**, Research Group Leader, Climate Smart Agriculture and Value Chain Analytics at CSIRO

Lilly Lim-Camacho has over 15 years' experience in value chain development and analysis. Her focus is on supporting industry in an era of global change, through applied systems approaches. She applies value chain analysis to address key challenges, such as climate adaptation, sustainable development and social inclusion. Lilly utilises strong science communication and engagement techniques in her research, working with a wide range of stakeholders both in the public and private sectors. She has conducted VCA globally, working with multinational corporations, NGOs and smallholder farming communities.

**Ms Michaela Cosijn**, Team Leader and International Development Researcher at CSIRO

Over twenty years of experience designing, implementing and managing livelihood innovation projects to increase food security and reduce poverty. Her key skills are in (i) climate adaptation and proofing of programmes (ii) pro-poor value chain development in the agriculture and fisheries sector, with a focus on social inclusion and equity; (iii) agricultural innovation systems; (iv) establishing monitoring and evaluation systems; and (v) participatory planning processes. She has partnered with international government, research, private sector, donor, NGO and agricultural sector stakeholders.

**Dr Rodd Dyer**, General Manager at FocusGroupGo

Over twenty years of experience designing, implementing and managing transformative agricultural and agribusiness research-for-development and human capability development projects and programs in Australia, South East Asia, the Pacific and China. A proven track record of group facilitation, problem solving, consultation and negotiation with international government, research, private sector, donor, NGO and agricultural sector stakeholders.

**Mr. Anton Simon Palo**, General Manager at Foodlink Advocacy Co-operative

Currently the General Manager of Foodlink Advocacy Co-operative--a talent pool of agribusiness experts and practitioners with a common passion working towards poverty eradication—Anton is involved in various consultancy activities such as Value Chain Development for World Economic Forums's Grow Asia partnership; technical advisor to agricultural cooperatives and organizations such as AgriCOOPh Federation; and provider of facilitation services for the public, private, and development sectors. He has over five years of involvement in the Inclusive Business space with much focus on agribusiness.