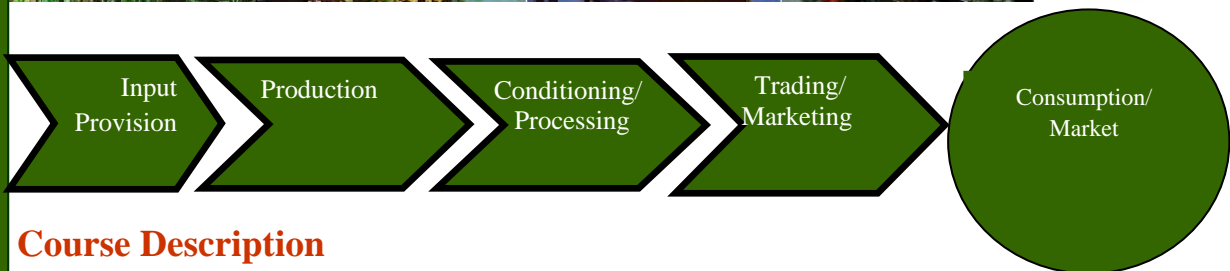




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## Value Chain Analysis Modular Training (VCAMT)



### Course Description

BCaD has accumulated extensive achievements in value chain development (VCD) especially with agricultural commodities in Ethiopia, As VC facilitators we worked with SNV-BOAM in honey, edible oil, highland fruits and perennial crops value chains; with Overseas Development Institute (ODI) UK in Tourism Value Chain Development; with dvv international IWEP in developing a comprehensive market assessment manual for sub-sector analysis and value chain development in search of market entry point for grassroots women; and with a consortium of ICCO, SNV and GTZ ECBP which is called a value chain competency pool (VCCP) training a pool of consultants in value chain development . We are members of the international Value Links Association which is the only professional VC association hitherto.

Our extensive involvement in the area of value chain development in Ethiopia proves our competence to commercially deliver training in VCA.

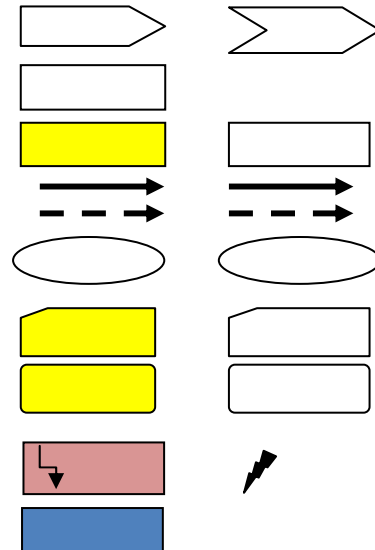
### Learning Objectives

The training will enable participants to:

1. Discuss the value chain concepts,
2. Gather relevant data to analyze value chain dynamics,
3. Carryout value chain analysis with the detailed financial analysis,
4. Identify opportunities and constraints especially in relation to marketing,
5. Be aware of the role of different actors and equip them with VCD facilitation skill.
6. Do a sub-sector analysis and select viable sub-sectors for VCD to mitigate poverty
7. Do economic analysis of a selected VC,
8. Analyze VC governance,
9. Analyze the concept of VC finance.
10. Identify areas for Private Public Partnership in a chosen VC
11. Assess the enabling environment and areas of advocacy and lobbying
12. Identify performance indicators for VC Monitoring and Evaluation.

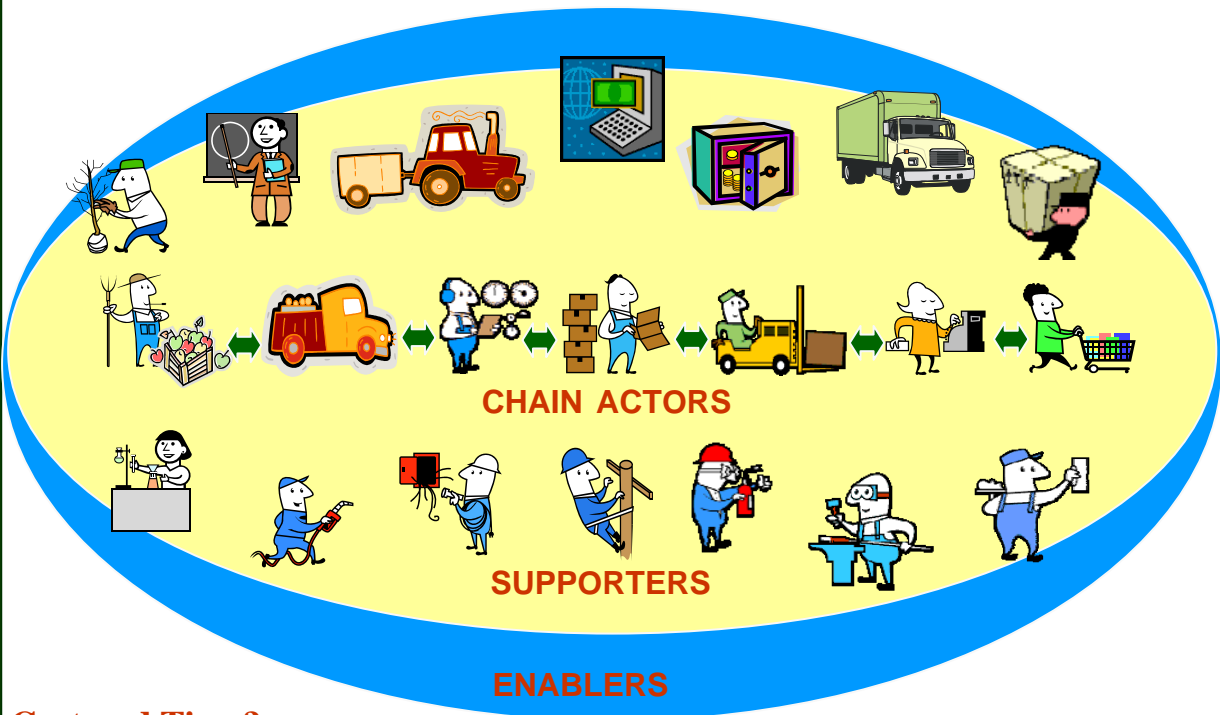
## Training Coverage

- Matrix of instruments, process and outcome
- Desk Review
- Sub-sector analysis
- Mapping of the selected value chain
- Quantification of a value chain
- Market observation
- Customer survey
- Diagnosis of targeted MEs
- Lead company survey and VC governance
- VC financing
- Gap Assessment of Chain Support Services
- Report writing
- Monitoring and Evaluation



## Whom is the training for?

The program is aimed at Business Development Service Providers (BDSPs), Government and Non Government Development Promotional Agencies and those who want to freelance on Value Chain Analysis and Value Chain facilitation can apply now.



## Cost and Time?

The total cost of the training is \$620 including light lunch and refreshments. Duration of training is five full days.

## Contact Address

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