

# Praxisprojekt

# Entwicklungszusammenarbeit

Einführung in SECO und DEZA

19. Februar 2018

Urs Heierli / Peter Beez

Lars Stein

# **Sie sind Gewählt als Direktor von COSUDE in Zentralamerika**

Was würden Sie tun?

Sie haben 30 Millionen Franken pro Jahr zur Verfügungen

# Die Schweizer EZA und ihre Instrumente

Am Beispiel von Zentralamerika

Peter Beez

# Swiss Cooperation Strategy for Central America 2013 - 2017



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Swiss Agency for Development  
and Cooperation SDC



BELIZE

La Ceiba

San Pedro Sula

GUATEMALA

**HONDURAS**

Tegucigalpa

EL SALVADOR

Choluteca

**NICARAGUA**

Matagalpa

León

Managua

COSTA RICA



# seco

- Kam etwas zu kurz am Länderbeispiel Zentralamerika
- Wir werden zwei Gruppenarbeiten aus dem seco Bereich behandeln
- Themen und Aufgaben des seco:
  1. Wirtschafts- und Finanzpolitik stärken
  2. Städtische Infrastruktur und –Versorgung ausbauen
  3. Privatsektor und Unternehmertum unterstützen
  4. Nachhaltigen Handel fördern
  5. Klimafreundliches Wachstum ermöglichen

# Film Kleinkraftwerke



# Filme Social Enterprises

# Programm Bern Tag 1

Abfahrt St- Gallen 07.25  
Ankunft 09.38 in Bern-  
Ausserholligen;

„SECO und DEZA live erleben“: 2 Tage in Bern Dienstag, 1. Mai:  
DEZA Tag  
Jede Gruppe wird ihre Arbeit während eineinhalb Stunden mit  
den jeweiligen SachbearbeiterInnen von SECO und  
DEZA vorstellen und diskutieren können.

Ort: DEZA, Freiburgstrasse  
130  
Raum 2023  
3003 Bern

10.30 – 12.00

1. Thema 1: Creating shared value – potential of a new public-private development partnership in the health sector: The social enterprise “Healthy Entrepreneurs” brings basic health services to underserved rural areas in four countries in Africa and in Haiti. The social business model seems intriguing, so SDC’s Global Programme Health wants to analyse it in more detail and explore possibilities for a collaborative project with this social enterprise and selected commercial companies. You support GPH in this endeavour.

Ansprechpersonen: DEZA  
Sabine Unternährer  
Lars Stein

12.30 – 13.30

Mittagessen DEZA Kantine:

14.00 – 15.30

1. Thema 2: Impact Hubs and their potential for development – examined with the example of Eastern and Northern Africa: The concept of Impact Hubs has spread to over 90 countries and may grow further. What effects do Impact Hubs have on development? How could they be used in a more systematic way? What kind of collaboration opportunities are there for SDC – specifically in Africa? Could Impact Hubs help solving the challenge of creating so much needed jobs? Any other synergies between local coordination offices, their programmes and local impact hubs?

Ansprechpersonen  
Carmen Thönissen,  
Peter Beez

15.45 – 17.15

2. Thema 3: Vocational Skills Development (VSD) – best practices and breakthrough innovations: VSD services can be provided by the private sector, too. Services can be sold to clients directly or to the public sector or to professional associations. Combinations are possible. SDC is supporting social entrepreneurs in Latin America who are successful in the market and create at the same time a lot of value for their clients (e.g. training over 18 months costing let’s say 50 USD a month, but afterwards increasing revenues by 300 USD a month!).

Ansprechpersonen  
Brigitte Colarte

19 Uhr

Gemeinsames Nachtessen

Rest. Kornhauskeller  
Bern

Übernachten in der Jugendherberge Solothurn

Jugendherberge Solothurn

# Programm

## Bern

### Tag 2

"SECO und DEZA live erleben"

Mittwoch, 2. Mai 2017 SECO

Fortsetzung der Diskussionen mit SachbearbeiterInnen von SECO und DEZA

Ort

DEZA, Humanitäre Hilfe, Effingerstrasse 27, 3007 Bern  
Saal 27.E14  
Alain Bühlmann, SECO

09.00 - 09.15

Einführung in die Arbeit des SECO

09.15 – 10.45 Uhr

Thema 4: Infrastructure Development

How to close the infrastructure gap in developing countries most efficiently and effectively. Is PIDG the appropriate tool to do so?

What are alternative instruments (established or yet to be established) for this goal?

SECO is one shareholder of PIDG and seeks appropriate ways to optimize the performance management of PIDG. You should assist SECO in finding optimal performance management instruments and tools taking into account the governance structure.

Ansprechpersonen  
Christoph Liechti, SECO

11.00 - 1230

Thema 5: Trade Policy – GSP (Generalised System of Preferences)

The GSP system enables industrialized countries on an autonomous basis to grant preferential tariff treatment to products from developing countries.

The GSP allows developing countries to pay fewer or no duties on exports to Switzerland, giving them vital access to the Swiss market and contributing to their growth. In the last years the average utilization rate of goods imported under the Swiss GSP amounted to 30 percent. How could this utilization rate be improved? What could Switzerland learn or adapt from other countries?

Ansprechpersonen:  
Raphael Jenny, SECO

12.30 – 13.45

Mittagessen ASCOM Kantine

14.00 – 15.30

Kombiniertes DEZA/SECO-Topic – Investment Guarantee Schemes and their potential for fostering Private Sector Engagement

Engaging and especially investing in developing countries is risky.

At the same time, the UN Sustainable Development Goals (SDGs) can only be achieved by a strongly intensified engagement of the private sector. Is there potential in developing new guarantee mechanisms or using existing ones (like MIGA for example) to mobilize private engagement for the SDGs? How would an ideal risk reduction landscape look like to motivate Swiss companies to substantially increase their engagement?

Ansprechpersonen:  
Reto Grüninger, DEZA

16.32 – 18.35

Rückreise nach St. Gallen: Nach diesem Austausch und mit dem feedback der SachbearbeiterInnen kann jede Gruppe ihre Gruppenarbeit bis zum 14. Mai 2017 fertig stellen.

# Gruppenarbeiten 201

Praxisprojekt  
Entwicklungszusammenarbeit  
Uni St. Gallen 2018

Urs Heierli,  
Peter Beez,  
Karin Imoberdorf,  
Lars Stein

# 1. Public private development partnerships in health

## Creating shared value – potential of a new public-private development partnership in the health sector:

The social enterprise “Healthy Entrepreneurs” brings basic health services to underserved rural areas in four countries in Africa and in Haiti. The social business model seems intriguing, so SDC’s Global Programme Health (GPH) wants to analyse it in more detail and explore possibilities for a collaborative project with this social enterprise and selected commercial companies. You support GPH in this endeavour.

Sabine  
Unternährer  
Lars Stein

## 2. Impact hubs and entrepreneurship

**Impact Hubs and their potential for development –  
examined with the example of Eastern and  
Northern Africa:**

The concept of Impact Hubs has spread to over 90 countries and may grow further. What effects do Impact Hubs have on development? How could they be used in a more systematic way? What kind of collaboration opportunities are there for SDC – specifically in Africa? Could Impact Hubs help solving the challenge of creating so much needed jobs? Any other synergies between local coordination offices, their programmes and local impact hubs?

Carmen Thönissen  
Lars Stein

# 3. Vocational skills development

## Vocational Skills Development (VSD) – best practices and breakthrough innovations:

VSD services can be provided by the private sector, too. Services can be sold to clients directly or to the public sector or to professional associations. Combinations are possible. SDC is supporting social entrepreneurs in Latin America who are successful in the market and create at the same time a lot of value for their clients (e.g. training over 18 months costing let's say 50 USD a month, but afterwards increasing revenues by 300 USD a month!). Task is to identify some highly successful models for providing VSD and describing them. Successful= high outreach x high impact being much higher than the cost for the clients (see example above).

It does not matter whether provision is private, by a commercial or social entrepreneur, by an NGO or a state or a mixture.

Brigitte Colarte  
Peter Beez

# 4. Infrastructure Development

## Thema 4: Infrastructure Development

How to close the infrastructure gap in developing countries most efficiently and effectively. Is PIDG the appropriate tool to do so? What are alternative instruments (established or yet to be established) for this goal?

SECO is one shareholder of PIDG and seeks appropriate ways to optimize the performance management of PIDG. You should assist SECO in finding optimal performance management instruments and tools taking into account the governance structure.

Christoph Liechti,  
SECO  
Urs Heierli



# 5. Trade policy

## **Trade Policy – GSP (Generalised System of Preferences)**

The GSP system enables industrialized countries on an autonomous basis to grant preferential tariff treatment to products from developing countries.

It is the privilege of each individual country (donor country) to choose a) which countries shall be covered and b) which products shall be included by the scheme, together with the applicable customs rate. The GSP allows developing countries to pay fewer or no duties on exports to Switzerland, giving them vital access to the Swiss market and contributing to their growth. In the last years the average utilization rate of goods imported under the Swiss GSP amounted to 30 percent. How could this utilization rate be improved? What could Switzerland learn or adapt from other countries' unilateral preference giving schemes? How is the emerging trade environment (increasing bilateral and plurilateral preferential trade agreements) affecting GSP systems?

Raphael Jenny, SECO  
Urs Heierli

# 6. Private sector and development

## **Kombiniertes DEZA/SECO-Topic – Investment**

### **Guarantee Schemes and their potential for fostering Private Sector Engagement**

Engaging and especially investing in developing countries is risky. At the same time, the UN Sustainable Development Goals (SDGs) can only be achieved by a strongly intensified engagement of the private sector. Is there potential in developing new guarantee mechanisms or using existing ones (like MIGA for example) to mobilize private engagement for the SDGs? How would an ideal risk reduction landscape look like to motivate Swiss companies to substantially increase their engagement?

Reto Grüninger

DEZA

Peter Beez

# Für nächste Veranstaltung

Roundtable am WEF zum Thema Entwicklung.  
Rollenspiel.

Ich brauche die folgenden Rollen (freiwillige)

- |                     |                  |
|---------------------|------------------|
| 1. Jeffrey Sachs    | Fabienne Zumbühl |
| 2. Dambisa Moyo     | Leo Theobaldt    |
| 3. William Easterly | Yolinka Vossen   |
| 4. Bill Gates       | Sarah Moundir    |
| 5. Ignazio Cassis   | Julia Sifringer  |
| 6. Thomas Aeschi    | Arian Schül      |
| 7. Gerhard Pfister  | Sarah Bünter     |

# Gruppeneinteilung