

C³ LOCAL – Training Modules

Background Training in LED: Concepts and tools

- Why and How LED?
 - New responsibilities for local governments (decentralisation)
 - Evolution of LED approaches in private sector support
 - LED as multi stakeholder process
- Institutional and Political Framework for LED
 - Government competencies at different levels
 - National policies and priorities
- The role of business membership organizations
- Financial framework
- Local Competitiveness
- The concept of systemic competitiveness
- Influencing factors for local competitiveness
- Different approaches in LED promotion
- Efficient LED Planning
 - The LED cycle (Preparing field work)

Fieldwork: LED strategies and Participatory Process

- Organizing relevant stakeholders
- Rapid economic appraisal
- Validating the analysis
- Action planning
- Preparing the implementation phase
- Setting up monitoring and evaluation systems

Training of Facilitators: Facilitating LED processes (optional)

- Moderation Techniques
 - Efficient planning and moderation of multi stakeholder meetings
 - Communication skills and presentation techniques
- LED Mediation and Tools
 - Status analysis
 - Analysis tools for multi stakeholder processes
 - How to benefit from public-private dialogue
- Workshop Preparation and Project Planning
 - How to plan a stakeholder workshop step-by-step
- The LED Cycle: Introducing Participatory LED Processes
 - Facilitating the LED cycle efficiently
 - Planning, monitoring & evaluation in LED



C³ TRAINER

TRAINING AND MODERATION TECHNIQUES



C³ START

BUSINESS START-UP & PLANNING



C³ GROWTH

CONSULTANCY FOR SUSTAINABLE ENTERPRISE GROWTH



C³ CREDIT

CREDIT APPRAISAL & MONITORING



C³ CRISIS

TURN-AROUND MANAGEMENT OF ENTERPRISES IN CRISIS



C³ COMPLIANCE

MANAGING SOCIAL AND ENVIRONMENTAL STANDARDS



C³ ASSOCIATE

STRATEGIC AND FINANCIAL PLANNING FOR ASSOCIATIONS



C³ LOCAL

FACILITATING MULTI STAKEHOLDER PROCESSES FOR LOCAL ECONOMIC DEVELOPMENT



C³ LOCAL

Facilitating Multi Stakeholder Processes
for Local Economic Development

Why C³ LOCAL?

Decentralization, globalization and the struggle against poverty have brought new challenges and opportunities for national governments and local authorities alike. Economic development is crucial to overcoming poverty and reaching out for a better life for all. Local governments, as well as the local private sector and civil society, are key driving forces for processes that address these concerns “bottom-up”. Participatory Local Economic Development (LED) has proven to be an effective approach for mobilizing local stakeholders for LED planning. This ideally includes a sound analysis of the current socio-economic challenges in a region, which has been attained through broad participation. Getting relevant stakeholders on board and selecting catalytic LED projects, that are paramount for creating a fertile business climate for sustainable development, are two decisive steps in getting the ball rolling. C³ LOCAL helps to initiate and foster a process of local economic development by making use of a region’s economic opportunities and addressing the major barriers to entrepreneurial activity.

C³ LOCAL ...

... is a process-oriented training method, targeting all those who shape the local economy (e.g. government, associations, private business, churches and NGOs).

... consists of a set of flexible, hands-on and proactive training modules, which can be adapted to specific local circumstances and needs (e.g. one sector only).

... gives insight into state-of-the-art know how about LED concepts and helps local stakeholders to generate “quick wins” at the beginning, while at the same time developing a strategic perspective to local economic development.

... enables promoters of LED to become more efficient in using the strengths of all relevant stakeholders for planning, implementation and monitoring of interventions which address local potentials and constraints.

... actively involves both the public and the private sectors and guarantees an efficient and thriving public-private dialogue.



Training Follows The LED Process

The key to economic success

The success of LED processes depends on many factors, namely the understanding of the competitive advantages of a region, sound knowledge of LED tools, an effective participatory approach and the integration of LED in planning processes. Our C³ LOCAL trainees will have excellent knowledge of modern LED tools. They will understand their role as instigators, mediators and facilitators for multi stakeholder processes and will learn how to plan and implement LED projects and strategies efficiently.

Target groups

Through its modular design C³ LOCAL offers a set of tools for different stakeholders. All of them play a facilitating role in creating a fertile environment for increased and equitable growth. Main target groups are local government and legislature, business membership organizations and civil society organizations. If needed, external LED facilitators will be prepared to further sustain the process. The training will enable participants to act as intermediaries who help local stakeholders in initiating and sustaining LED processes.

Action learning and field work

Based on the methodological principals of C³, C³ LOCAL uses highly participatory training approaches, action learning, simulation exercises, group work, discussions, debates and case studies. Participants will be prepared for the field work, which is a key element of C³ LOCAL. During field work participants relate to their own experience and elaborate LED plans for their region or selected sectors, thereby involving many stakeholders. They also prepare the implementation phase and develop a monitoring and evaluation system to accompany the process.

