

# EPS PEAKS

Our Expertise.  
Your Knowledge.

ECONOMIC AND PRIVATE SECTOR  
PROFESSIONAL EVIDENCE AND APPLIED KNOWLEDGE SERVICES

## Learning and Development Sources and Resources

Private Sector Development



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## Introduction

Continuing professional development in the Private Sector Development (PSD) cadre rests on three pillars: 1. On the job learning through increasingly challenging assignments on PSD policy and programmes. 2. Coaching, mentoring and formal training. 3. Self-study, reading and reflection. This Directory of both external and internal sources, courses and learning resources is an aid to pillars 2 and 3 above.

The PSD cadre Competency Framework identifies the essential skills, knowledge and understanding that PSD advisers are expected to acquire and deploy. This Directory uses the same structure to set out the key subject matter that a PSD Adviser is required to master in each of the PSD competency areas. It further lists recommended learning resources for a more advanced exploration of particular knowledge areas. Recommended reading/learning is marked **R**.

**Overarching sources:** In addition to the detailed listings below under each PSD Competence, much more material on multiple issues can be accessed at the following websites and meta-sources:

## Internal

- CSL Gateway <https://civilservicelearning.civilservice.gov.uk>
- PSD Advisers' Teamsites <http://cw-insight/Teamsites/ts-43/SitePages/Home.aspx> and <http://teamsite/sites/advisorygroups/psd/default.aspx>
- Private Sector Department <http://dfidinsight/other/departments/ifd/privatesectordepartment/index.htm>
- Growth & Resilience Department, Policy & Research Division  
[http://dfidinsight/Other/Departments/PolicyResearchDirectorate/Ourteamwork/GrowthResilienceDepartment/PUB\\_036215](http://dfidinsight/Other/Departments/PolicyResearchDirectorate/Ourteamwork/GrowthResilienceDepartment/PUB_036215)
- DFID Systematic Reviews on Economic Development at R4D <http://r4d.dfid.gov.uk/SystematicReviews.aspx#Economic%20Development>
- Systematic reviews by International Initiative for Impact Evaluation (3ie) <http://www.3ieimpact.org/en/evidence/systematic-reviews/?q=>
- EPS PEAKS <https://partnerplatform.org/eps-peaks>

## External

- Donor Committee for Enterprise Development (DCED) which is an excellent resource covering most areas of PSD [www.enterprise-development.org](http://www.enterprise-development.org)
- CGAP 'The' one-stop-shop for microfinance [www.cgap.org](http://www.cgap.org)
- European Centre for Development Policy Management (ECDPM) <http://www.ecdpm.org>
- iTunes U [www.open.edu/itunes/](http://www.open.edu/itunes/)
- TED.com [www.ted.com](http://www.ted.com) (select the topic of your interest)
- Development Drums <http://developmentdrums.org>
- World Bank e-institute <http://einsteinstitute.worldbank.org/ei/>
- Learn4dev <http://www.learn4dev.net>
- MOOCs (Massive Online Open Courses) are free learning platforms provided by leading universities and business schools in the USA and UK.
- OpenLearn <http://www.open.edu/openlearn/about-openlearn/try>
- Coursera <https://www.coursera.org/courses?orderby=upcoming&lngs=en&cats=business>
- Edx <https://www.edx.org/course/harvard-university/ph201x/health-and-society/905>
- FutureLearn <http://futurelearn.com/>
- ALISON <http://alison.com/subjects/9/Business-and-Enterprise-Skills>

**Updates and additions:**

This Directory is intended to be a dynamic document. Suggestions from users for additions or amendments are welcome and should be submitted to David Elliott, Head of Profession, Private Sector Development.

**Directory Key:**

<b>Resource category</b>	
Reading (e.g. papers, articles, guides, reviews, reports, case studies, blogs)	
Online training (e.g. courses, video lectures, webcasts, webinars, podcasts)	
Online learning resources (e.g. lecture notes, presentation slides, toolkits)	
Personal attendance courses	

Competence: The Role of Government in Private Sector Development				
Title / Course / Topic	Source / Provider / Description	Type of training and/or resources available	Cost (if any)	Links and coordinates
'The engine for development: The private sector and prosperity for poor people' R	DFID (2011)	Private sector approach paper	Free	<a href="https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/67490/Private-sector-approach-paper-May2011.pdf">https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/67490/Private-sector-approach-paper-May2011.pdf</a>
Comprehensive overview of PSD R	Meta-source website: <b>The DCED</b> promotes economic opportunity and self-reliance through PSD in developing countries. It is the forum in which donor and UN agencies share their practical experience of PSD, and agree guidance on effective practice	Knowledge portal, papers, studies, videos	Free	<a href="http://www.enterprise-development.org">http://www.enterprise-development.org</a>
Private Sector Management for Development	<b>University of Manchester – School of Environment &amp; Development.</b> The course explores the management of business organisations and the development of the private sector focusing on the role of the key actors in the following areas: • State (government and regulatory agencies) • International organisations/NGOs - private sector development (PSD) initiatives and 'market-based' social movements (e.g., socially responsible investment); • Business community – corporate social responsibility (CSR), social entrepreneurship, the business strategies targeting the poor.	Attended lectures & tutorials at the Manchester campus	Fee charging	Oxford Road, Manchester M13 9PL Tel: +44 (0)161 275 0969 <a href="http://www.sed.manchester.ac.uk">http://www.sed.manchester.ac.uk</a>
The lessons of new institutional economics for development	<b>Mercatus Center, George Mason University.</b> John Nye holds the Frederic Bastiat Chair in Political Economy. What should development agencies really learn from the New Institutional Economics? Nye discusses the impediments to growth in underdeveloped countries and explains why most reform attempts ignore the most important distortions in poorly functioning economies and misunderstand the incentives facing both donors and recipients.	Online video lecture	Free	<a href="http://www.mercatus.org/john-nye">www.mercatus.org/john-nye</a>
Private Sector Development Strategy - AusAID	This <b>AusAID</b> strategy outlines the Australian aid program's broad approach to the development of the private sector in partner countries	Strategy document in pdf and Word formats	Free	<a href="http://www.ausaid.gov.au/publications/pages/private-sector-development-strategy.aspx">http://www.ausaid.gov.au/publications/pages/private-sector-development-strategy.aspx</a>
Donor Partnerships with Business - What can we learn from the experience to date?	The <b>DCED</b> has published a review that gives structure to the field of partnerships with the private sector and helps to focus future work on key issues that have received little attention so far: assessing additionality, measuring partnership results, and achieving better outcomes based on the lessons from experience	Review paper. March 2013	Free	<a href="http://www.enterprise-development.org/page/insights-partnerships">http://www.enterprise-development.org/page/insights-partnerships</a>
Health Policy Toolkit	<b>World Bank</b> toolkit about policies and practices that can help enhance the contribution of the private sector to important health goals in developing countries.	Online tools	Free	<a href="https://www.wbginvestmentclimate.org/toolkits/public-policy-toolkit/">https://www.wbginvestmentclimate.org/toolkits/public-policy-toolkit/</a>



<b>Competence: The Role of the Private Sector in Growth and Poverty Reduction</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
"Accelerating Pro-Poor Growth through Support for Private Sector Development" <b>R</b>	<b>OECD DAC</b> , 2004	Report and analytical framework.	Free	<a href="http://www.oecd.org/development/povertyreduction/34055384.pdf">http://www.oecd.org/development/povertyreduction/34055384.pdf</a>
"Unleashing Entrepreneurship – Making Business Work for the Poor" <b>R</b>	Martin & Zedilo, <b>UNDP</b> 2004	PDF of a report to the Secretary General of the UN.	Free	<a href="http://web.undp.org/cpsd/documents/report/english/fullreport.pdf">http://web.undp.org/cpsd/documents/report/english/fullreport.pdf</a>
Promoting Pro-Poor Growth – A policy Guide for Donors	<b>OECD</b> 2006	Report	Free	<a href="http://www.oecd.org/development/povertyreduction/36427804.pdf">http://www.oecd.org/development/povertyreduction/36427804.pdf</a>
Promoting Pro-Poor Growth. Prosperity for all: private sector development and pro-poor growth	<b>Train4Dev and OECD, DAC. POVNET</b> 2010 Prosperity for all: private sector development and pro-poor growth Authors: Henri Leturque, Chris Coles and Dan Harris, Research Officers, Kate Bird, Research Associate and Jon Mitchell, ODI.	Briefing paper	Free	<a href="http://www.oecd.org/dac/povertyreduction/47466588.pdf">http://www.oecd.org/dac/povertyreduction/47466588.pdf</a>
Economics for non-Economists	<b>GES.</b> An introductory course for non-economists across government	3 day attendance course		For information please contact <a href="mailto:ges.int@hmtreasury.gsi.gov.uk">ges.int@hmtreasury.gsi.gov.uk</a>
Connecting business, development and communities	<b>Devex Impact</b> is a global initiative by Devex and USAID in partnership with top international organizations and private industry leaders. Here at the intersection of business and global development, companies, organizations and professionals connect to find the practical information they need to make an impact. It serves a global community of 500,000 development professionals and one thousand funding agencies, companies, and NGOs in 100 countries.	Reports, papers.	Free	<a href="https://www.devex.com/impact">https://www.devex.com/impact</a>
The role of private sector in development	<b>The European Centre for Development Policy Management (ECDPM)</b> aims to strengthen the policy management capacity of institutions and other players in the countries of Africa, the Caribbean and the Pacific to improve relations between the European Union and African, Caribbean and Pacific countries -	Research & analysis papers GREAT insights is a periodical that covers a wide range of topics related to economic development in Africa and the developing world. It gathers expert analysis and commentary. The <i>Weekly Compass</i> bulletin is delivered to your inbox on Fridays. It contains updates and analysis of key development issues. <i>Talking Points blog</i>	Free	<a href="http://www.ecdpm.org">http://www.ecdpm.org</a>

Competence: Knowledge and Experience of Private Business (local & international)				
Title / Course / Topic	Source / Provider / Description	Type of training and/or resources available	Cost (if any)	Links and coordinates
Business Call to Action – a comprehensive meta-source	<b>BCTA</b> aims to accelerate progress towards the Millennium Development Goals by challenging companies to develop inclusive business models that offer the potential for both commercial success and development impact	Case studies, reports, newsletters, resource guides, toolkits.	Free	<a href="http://www.businesscalltoaction.org">http://www.businesscalltoaction.org</a>
Business Skills	<b>Institute of Directors</b> runs short attendance courses delivered from a director's perspective, at venues throughout the UK.	Short courses (1 – 3 days). A free online analysis tool to test knowledge as an individual director.	Approx. £800 + VAT per day	<a href="http://www.iod.com">http://www.iod.com</a> Tel: +44 (0)20 7766 260
Business skills, economics	<b>Biz Ed Learning Zone</b>	Case studies, blogs, business features, games and reference material. Covers topics of accounting, business studies, economics	Free	<a href="http://www.bized.co.uk">http://www.bized.co.uk</a>
Finance: Islamic finance, corporate, equity, derivative investments, quantitative methods, portfolio management, financial analysis.	<b>LearnRev</b> is an online learning platform with a range of free finance related courses jointly written by leading companies and universities.	Online certificated courses. 4 to 11 hours duration.	Free	<a href="http://learnrev.com/">http://learnrev.com/</a>
Business skills	<b>Business Matters magazine</b> is a monthly publication from The OU Business School for senior business figures in the UK and worldwide. It features comment from prominent business-leaders, articles on current international research and the latest global management thinking as well as news from international partners across the world.	Magazine	Annual s'cription £35	<a href="http://www.bmmagazine.co.uk">http://www.bmmagazine.co.uk</a>
	<b>Business Matters magazine website</b>	Articles and blogs by prominent business figures, toolkits.	Free	
Business skills	<b>OpenLearn</b>	Free Open University courses online	Free	<a href="http://www.open.edu/openlearn/about-openlearn/try">http://www.open.edu/openlearn/about-openlearn/try</a>
Corporate finance, equity finance, financial market context, investment risk, financial services, portfolio management				
Business skills	<b>Whitehall &amp; Industry Group. WIG</b> runs events held mainly in London, bringing business and public sector together. WIG also offers secondment opportunities, mentoring and training, at a cost.	Attendance briefings, workshops, seminars.	Many of these events are free.	<a href="http://www.wig.co.uk/what-we-do/events/our-next-events">http://www.wig.co.uk/what-we-do/events/our-next-events</a>
Business Skills	The <b>Birkbeck</b> Mini-MBA blends academic knowledge and practical insights into a broader understanding of the business world. It recognises that people have enormous experience and knowledge of their own organisation, and that this can become powerful when combined with new ideas and insights into the major levers of business performance. Key topics: People and Performance; Marketing in Action; Strategic Change; Finance for Managers.	Four intensive interactive workshops combined with practice based assignments	Fee charging	Birkbeck, Malet Street, London. WC1E 7HX Tel: 020 7079 0710 email: managementcerts@bbk.ac.uk <a href="http://www.bbk.ac.uk/study/ce2012/modules/FFMN001H4.html">http://www.bbk.ac.uk/study/ce2012/modules/FFMN001H4.html</a>

Business skills	<b>Harvard Business Review</b>	Blog from the Harvard Business Review.	Free	<a href="http://blogs.hbr.org">http://blogs.hbr.org</a>
The Role of Business in Social and Economic Development: Creating Shared Value	Professor Michael E. Porter, <b>Harvard Business School</b> , World Bank CSV Discussion, August 2, 2012	PowerPoint presentation from discussion session	Free	<a href="http://www.isc.hbs.edu/pdf/2012-0802---World_Bank_CSV.pdf">http://www.isc.hbs.edu/pdf/2012-0802---World_Bank_CSV.pdf</a>
Creating shared value – the path forward	Professor Michael E. Porter, <b>Harvard Business School</b> FSG CSV Leadership Summit May 31, 2012  Economic policy and social policy have been largely separate agendas involving different participants. However, there is no inherent conflict between capitalism and social needs. A productive and growing economy requires rising skill levels, a proliferation of new companies, safe working conditions, healthy workers who live in decent housing in safe neighborhoods, and a sense of opportunity. Social and economic policy must be integrated in addressing society's ills and ensuring true progress.	Online video lecture & PowerPoint presentation	Free	<a href="http://www.isc.hbs.edu/Creating_Shared_Value.htm">http://www.isc.hbs.edu/Creating_Shared_Value.htm</a>
Entrepreneurship guest lectures	<b>UCL Advances</b> is the centre for entrepreneurship at UCL that offers training, networking and business support to encourage and enable new enterprises to get established. Its primary role is to promote a culture of entrepreneurship and engagement with entrepreneurs and small businesses. UCL Advances is affiliated with UCL Enterprise, which provides UCL's structures for engaging with business for commercial and societal benefit.	A weekly series of guest lectures at the UCL campus - videos of lectures are then posted online.	Free	<a href="http://www.ucl.ac.uk/advances/training/entrepreneurship_lectures">http://www.ucl.ac.uk/advances/training/entrepreneurship_lectures</a>
How to Build a Start-up	<b>Udacity</b> is an online open source provider of higher education.	Short video tutorials, quizzes, assignments, feedback. Courses are certificated.	Free or ariable low cost fees.	<a href="https://www.udacity.com/course/ep245">https://www.udacity.com/course/ep245</a>
Example courses: Computational Finance and Financial Econometrics, Financial Markets, Operations Management Marketing Organisational analysis	<b>Coursera</b> is an education company that partners with the top universities and organizations in the world to offer courses online for anyone to take, for free.	Online business related courses 3 – 10 weeks duration	Free	<a href="https://www.coursera.org/courses?orderby=upcoming&amp;lngs=en&amp;cats=business">https://www.coursera.org/courses?orderby=upcoming&amp;lngs=en&amp;cats=business</a>
Business & management	<b>Edx</b> is a non-profit online course provider founded by Harvard and MIT leading a consortium of 28 different institutions.	Online lessons, interactive tools, peer learning	Free	<a href="https://www.edx.org/course/harvard-university/ph201x/health-and-society/905">https://www.edx.org/course/harvard-university/ph201x/health-and-society/905</a>
Business & management	<b>Future-Learn</b> is a consortium of 21 mostly British universities led by the Open University	Online lessons, interactive tools,	Free	<a href="http://futurelearn.com/">http://futurelearn.com/</a>
Business & management	<b>ALISON</b> is an online learning resource of interactive multimedia certification/standards-based online courses.	Short, certificate level and diploma level courses. All self-paced.	Free	<a href="http://alison.com/subjects/9/Business-and-Enterprise-Skills">http://alison.com/subjects/9/Business-and-Enterprise-Skills</a>

<b>Competence: The Legal and Regulatory Environment for Business (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
“Supporting business environment reform” (The Yellow Book) <b>R</b>	<b>DCED</b> , 2011	Guidance notes, country level reviews, other publications of the Business Environment Working Group		<a href="http://www.enterprise-development.org/page/BER">http://www.enterprise-development.org/page/BER</a>
Business environment surveys and tools <b>R</b>	e.g. <b>FIAS</b> Administrative Barriers surveys; <b>WB</b> Doing Business; <b>OECD</b> Policy Framework for PSD & investment; World Competitiveness Report; <b>DFID</b> competitiveness Framework.	Surveys, tools, reports	Free	Readily available by Google search. <a href="#">Competition Assessment Framework (CAF)</a> <a href="#">Competition Policy Reform, Growth and Poverty Reduction</a>
Identifying and avoiding corruption in the infrastructure sector	<b>GIACC. Global Infrastructure Anti-Corruption Centre</b> . Training aimed at achieving a better understanding of corruption in the infrastructure sector; avoiding it, identifying it and how to deal with it.	Online training module	Free	<a href="http://www.giacentre.org/online-training.intro.php">http://www.giacentre.org/online-training.intro.php</a>
The World Development Report – A better investment climate for everyone <b>R</b>	<b>World Bank</b> , 2005	PDF and text version of report	Free	<a href="http://econ.worldbank.org/external/default/main?pagePK=64165259&amp;theSitePK=469382&amp;piPK=64165421&amp;menuPK=64166093&amp;entityID=000310607_20070712093118">http://econ.worldbank.org/external/default/main?pagePK=64165259&amp;theSitePK=469382&amp;piPK=64165421&amp;menuPK=64166093&amp;entityID=000310607_20070712093118</a>
Business Environment – World Bank Snapshots	<b>World Bank</b> . Covers business environment indicators, laws, and World Bank Group project information for 183 countries	Data, statistics, ‘at a glance’ guides.	Free	<a href="http://rru.worldbank.org/BE/Snapshots/">http://rru.worldbank.org/BE/Snapshots/</a>
Investment climate toolkits	<b>World Bank</b> . Includes ‘Investment Generation Toolkit’ & ‘How to Reform Business Licences’.	Toolkits and ‘How to’ guides	Free	<a href="https://www.wbginvestmentclimate.org/toolkits/">https://www.wbginvestmentclimate.org/toolkits/</a>
WB Finance & Private Sector Resources	<b>World Bank</b> .	Includes links to: - Doing Business; - Enterprise Surveys; - Investing Across Borders; - Subnational Doing Business; - Women Business and the Law.	Free	<a href="http://rru.worldbank.org">http://rru.worldbank.org</a>



Competence: Market Development (Specialist)				
Title / Course / Topic	Source / Provider / Description	Type of training and/or resources available	Cost (if any)	Links and coordinates
Comprehensive overview of PSD R <i>Key Resource</i>	Meta-source website: The <b>DCED</b> promotes economic opportunity and self-reliance through PSD in developing countries. It is the forum in which donor and UN agencies share their practical experience of PSD, and agree guidance on effective practice	Knowledge portal, papers, studies, videos	Free	<a href="http://www.enterprise-development.org">http://www.enterprise-development.org</a>
M4P Hub – A comprehensive meta-source. R	The <b>M4P Hub</b> is a knowledge and exchange forum for all those interested in making markets work better for the poor.	M4P resources, tools and links. A forum for news and debate with policy makers and practitioners A route finder to what M4P programmes are currently being implemented and current M4P stakeholders.	Free	<a href="http://www.m4phub.org">http://www.m4phub.org</a>
'Making Markets Work Better for the Poor – A Framework Paper' R	<b>DFID</b> Private Sector Policy Dept. & OPM, 2000	Framework paper	Free	<a href="http://www.opml.co.uk/news-publication/people-markets">http://www.opml.co.uk/news-publication/people-markets</a>
A synthesis of the Making Markets Work for the Poor Approach R	<b>DFID &amp; SDC</b> , 2008 A comprehensive overview of the approach in theory and practice.	M4P synthesis paper; M4P perspectives paper; M4P operational guide.	Free	<a href="http://www.value-chains.org/dyn/bds/docs/detail/681/6">http://www.value-chains.org/dyn/bds/docs/detail/681/6</a>
M4P Training	The <b>Springfield Centre</b> provides training, consulting and research in PSD.	Attendance courses in the UK and internationally (2 week duration)	£3300 + VAT	Durham, UK. T +44 191 383 1212 global@springfieldcentre.com <a href="http://www.springfieldcentre.com/training/current-programmes/">http://www.springfieldcentre.com/training/current-programmes/</a>
Market development		Downloadable PDFs of discussion papers, case studies, reports.	Free	
Supply chain/M4P	<b>Open Learn</b> . Business school academics look at different approaches to supply chain.	Online video	Free	<a href="http://www.open.edu/openlearn/money-management/money/business-bursts-supply-chain">http://www.open.edu/openlearn/money-management/money/business-bursts-supply-chain</a>

Competence: Market Development – Capital/Financial (Specialist)				
Title / Course / Topic	Source / Provider / Description	Type of training and/or resources available	Cost (if any)	Links and coordinates
Financing constraints of SMEs in Developing Countries: Evidence, Determinants and Solutions. R	<b>Thorsten Beck</b> , May 2007	Paper	Free	<a href="http://siteresources.worldbank.org/DEC/Resources/Financing_Constraints_of_SMEs.pdf">http://siteresources.worldbank.org/DEC/Resources/Financing_Constraints_of_SMEs.pdf</a>
Do micro-credit, micro-savings and micro-leasing serve as effective financial inclusion interventions enabling poor people, and especially women, to engage in meaningful economic opportunities in LMICs? A systematic review of the evidence. R	<b>University of London</b> , June 2011	Protocol	Free	<a href="http://r4d.dfid.gov.uk/pdf/outputs/systematicreviews/microcredit2012stewartreport.pdf">http://r4d.dfid.gov.uk/pdf/outputs/systematicreviews/microcredit2012stewartreport.pdf</a>
Financial Infrastructure – Building Access through Transparent and Stable Financial Systems. R	<b>World Bank</b> , 2009	Policy & research paper	Free	<a href="http://siteresources.worldbank.org/FINANCIALSECTOR/Resources/282044-1252596846652/FinancialInfrastructureReport.pdf">http://siteresources.worldbank.org/FINANCIALSECTOR/Resources/282044-1252596846652/FinancialInfrastructureReport.pdf</a>
Microfinance – <i>The one-stop-shop</i> R	<b>The Consultative Group to Assist the Poor (CGAP)</b>	Papers, reports, technical guides	Free	<a href="http://www.cgap.org/publications">http://www.cgap.org/publications</a>
The World Bank's Finance & PSD Department. R <i>Key Resource</i>	<b>World Bank</b>	Papers, guides, news	Free	<a href="http://web.worldbank.org/WBSITE/EXTERNAL/TOPICS/EXTFINANCIALSECTOR/0,,menuPK:282890~pagePK:149018~piPK:149093~theSitePK:282885,00.html">http://web.worldbank.org/WBSITE/EXTERNAL/TOPICS/EXTFINANCIALSECTOR/0,,menuPK:282890~pagePK:149018~piPK:149093~theSitePK:282885,00.html</a>
The World Bank Financial Sector Assessment Program. R <i>Key Resource</i>	The <b>FSAP</b> is a joint program of the IMF and the World Bank. The program brings together Bank and Fund expertise to help countries reduce the likelihood and severity of financial sector crises. The FSAP provides a comprehensive framework through which assessors and authorities in participating countries can identify financial system vulnerabilities and develop appropriate policy responses	Studies, reports, papers, guidance notes	Free	<a href="http://worldbank.org/fsap">http://worldbank.org/fsap</a>
Rural Finance (meta-source)	The <b>Rural Finance Learning Centre</b> aims to assist organisations in developing countries to build their capacity to deliver improved financial services which meet the needs of rural households and businesses.	Self-study guides, training guides & tools, videos, online lessons plus a library with links to external resources for business support services, financial services and policy advice	Free	<a href="http://www.ruralfinance.org/raining/en/">http://www.ruralfinance.org/raining/en/</a>
Microfinance	The <b>Boulder Microfinance Training Programme</b> is the pre-eminent training course in the sector which is extremely useful for colleagues developing financial inclusion programmes. The course is attended by practitioners, private sector, NGO and funder representatives	The curriculum includes courses on governance, risk management, internal controls, mobile banking regulation and core principles and is held over	Substantial fee but DFID as a member of CGAP has	<a href="http://www.bouldermicrofinance.org/eng/">http://www.bouldermicrofinance.org/eng/</a>

		three weeks in Turin Italy.	a scholarship for the course	
Certified Expert in Microfinance (including Agricultural Lending) - Certified Expert in SME Finance - Certified Expert in Risk Management Sustainable Energy Finance	<b>LinkedIn</b> is the development finance e-learning platform of the Frankfurt School of Finance & Management. It offers courses that cover topics that are highly relevant for financial sector professionals in developing and emerging markets.  The programme is examined, leading to the qualification "Certified Expert" by Frankfurt School. The course takes approx. 6 months assuming 4 hours of self-study per week. It consists of 8 modules which build upon each other. The 8th module is an elective, non-mandatory module. Some modules comprise exercises that have to be submitted via email. All course materials are provided in English.	Six-month e-learning programmes offered twice a year, starting in March and in September.	€550	Frankfurt School of Finance & Management Sonnemannstr. 9-11 60314 Frankfurt am Main Germany Tel +49-69-154008619 Fax: ++49-69-154008-4619 Email: f.dirkes@fs.de <a href="http://www.frankfurt-school.de/content/de">http://www.frankfurt-school.de/content/de</a> LinkedIn Team: linked@fs.de
Finance & capital markets	<b>The Khan Academy</b> is a not-for-profit organisation with the goal of changing education for the better by providing a free world-class education for anyone anywhere. Materials and resources are available completely free of charge.	Online videos on finance & capital markets	Free	<a href="http://www.khanacademy.org/">http://www.khanacademy.org/</a>

<b>Competence: Market Development – Land (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
Agricultural Investment: A survey of business models that provide opportunities for smallholders	<b>International Institute for Environment &amp; Development</b>	Report – downloadable pdf	Free	<a href="http://pubs.iied.org/12566IIED.html?k=land">http://pubs.iied.org/12566IIED.html?k=land</a>
Global Land Rush: Foreign investors are buying up farmland in developing countries	<b>IMF Finance &amp; Development Magazine</b>	Articles, reports	Free	<a href="http://www.imf.org/external/pubs/ft/fandd/2012/03/arezk.i.htm">http://www.imf.org/external/pubs/ft/fandd/2012/03/arezk.i.htm</a>
Community issues related to the extractive industry, agribusiness, forestry and infrastructure sectors.	<b>CommDev</b> houses information on community issues related to the extractive industry, agribusiness, forestry and infrastructure sectors. It seeks to draw from the experience of IFC clients, partner institutions and industry alliances to present a selected set of knowledge and tools exemplifying best practices and guidelines for practitioners in these industries in private sector as it engages with communities around the world.	Reports, public documents, presentations, case studies	Free	<a href="http://commdev.org/">http://commdev.org/</a>
Sustainable Agricultural Land Management	<b>Coursera</b> is an education company that partners with the top universities and organizations in the world to offer courses online for anyone to take, for free. This course will cover the agricultural and urban water quality issues, their bases, land and nutrient management strategies, and the science and policy behind the best management practices (BMPs). Students will learn to evaluate BMP research and analyze its role in determining practices and policies that protect water quality	Online courses 3 – 10 weeks duration	Free	<a href="https://www.coursera.org/course/sustainableag">https://www.coursera.org/course/sustainableag</a>

<b>Competence: Market Development – Labour (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
Protocol for the Systematic Review of Question 2: What is the evidence of the relationship between education, skills and growth in low income countries? R	Denise Hawkes and Mehmet Ugur, University of Greenwich, revised October 2010	Report, protocol	Free	<a href="http://r4d.dfid.gov.uk/PDF/Outputs/SystematicReviews/Q2-Education-skills-growth-2012Hawkes-report.pdf">http://r4d.dfid.gov.uk/PDF/Outputs/SystematicReviews/Q2-Education-skills-growth-2012Hawkes-report.pdf</a>
Labour market issues and trends	The <b>Centre for Economic Performance (CEP)</b> at London School of Economics produces research on labour market issues e.g. causes and consequences of child labour in poor countries, education decisions, and trends in labour supply and demand	Discussion papers, seminar papers, occasional papers	Free	<a href="http://cep.lse.ac.uk">http://cep.lse.ac.uk</a>
Labour skills development	<b>skills.oecd</b> is about countries building the right skills and turning them into better jobs and better lives.	Reports, surveys, news releases, blogs.	Free	<a href="http://skills.oecd.org">http://skills.oecd.org</a>
Learning for the world of work	<b>The UNESCO-UNEVOC International Centre for Technical and Vocational Education</b> and Training acts as part of the United Nations. The Centre assists Member States develop policies and practices concerning education for the world of work and skills development for employability and citizenship,	Publications, eForum, world TVET database, TVET events calendar, videos, presentations.	Free	<a href="http://www.unevoc.unesco.org/go.php">http://www.unevoc.unesco.org/go.php</a>
Skills for employment	<b>Skills for Employment</b> is the ILO's Global Public-Private Knowledge Sharing Platform on Skills for Employment that aims to help strengthen the links between education and training to productive and decent work by sharing approaches, knowledge and experiences that governments, employers, workers and international organizations have found effective in addressing these issues of common concern across the world.	Research, strategy and policy papers. Syntheses, evaluation reports, case studies and good practice guides.	Free	<a href="http://www.skillsforemployment.org/KSP/en/index.htm">http://www.skillsforemployment.org/KSP/en/index.htm</a>

<b>Competence: Market Development – Product Markets (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
Developing Value Chains DCED. R <i>Key Resource</i>	The <b>DCED</b> database on developing value chains, linkages and service markets contains information from hundreds of agencies, working all over the world. The site also holds knowledge pages on various other approaches to PSD, and relevant future trainings and events	Synthesis reports, knowledge pages	Free	<a href="http://www.value-chains.org/dyn/valuechains/bds2search.home2">http://www.value-chains.org/dyn/valuechains/bds2search.home2</a>
Value chains, microenterprise development	<b>USAID</b> Microlinks	Online training in microenterprise development and related sectors.	Most courses are free & open to Microlinks members	<a href="http://microlinks.kdid.org/training-group">http://microlinks.kdid.org/training-group</a>
Sustainable markets and value chains	<b>The Royal Tropical Institute (KIT)</b> is an independent centre of knowledge and expertise in the areas of international and intercultural cooperation. KIT contributes to sustainable development, poverty alleviation and cultural preservation and exchange. It focuses on three broad areas: health, sustainable development and culture.	Bulletins, reports.	Free	<a href="http://www.kit.nl/kit/value-chains?tab=6">http://www.kit.nl/kit/value-chains?tab=6</a>

How to use value chains for economic & poverty reduction  Value chain publications	<b>ACDI/VOCA</b> is a private, nonprofit organisation that promotes broad-based economic growth, higher living standards and vibrant communities in low-income countries and emerging democracies. We are an leader in value chain-oriented poverty alleviation and enterprise development. We have hard-won experience in conflict-affected and fragile states and proficiency at managing the transition from relief to development	Reports, analyses, case studies	Free	<a href="http://www.acdivoca.org/site/ID/ourwork_valuechainstraining">http://www.acdivoca.org/site/ID/ourwork_valuechainstraining</a>  <a href="http://www.acdivoca.org/site/ID/ourwork_valuechainspublications">http://www.acdivoca.org/site/ID/ourwork_valuechainspublications</a>
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<b>Competence: Market Development – Service Markets (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
Inclusive business	<b>Business Fights Poverty</b> is a community of individuals from business, the international donor community, non-government organisations and academia. It provides its members with targeted online and face-to-face peer-to-peer engagement and hot-off-the-press, mission-critical knowledge	Events, blogs and workshops from the leading online community for business and development, connecting over 10,000 professionals.	Free	<a href="http://www.businessfightspoverty.org/events">http://www.businessfightspoverty.org/events</a>
Inclusive business	<b>The International Finance Corporation (IFC)</b> , alongside a growing number of business and development partners, is driving a new movement in development, which aims to redefine people living at the base of the economic pyramid – as valuable economic partners for business – as both talented and resilient business entrepreneurs, and value conscious consumers. For companies, inclusive business models are opportunities for market growth and competitive advantage.	Reports, case studies, video stories	Free	<a href="http://www.ifc.org/wps/wcm/connect/AS_EXT_Content/What+We+Do/Inclusive+Business">http://www.ifc.org/wps/wcm/connect/AS_EXT_Content/What+We+Do/Inclusive+Business</a>
Mobile for development	<b>GSMA Mobile for Development</b> brings together mobile operator members, the wider mobile industry and the development community to drive commercial mobile services for underserved people in emerging markets. The mobile industry is moving beyond basic voice to the use of mobile to deliver services in adjacent sectors such as health, financial services, agriculture and education enhancing mobile services.	Reports, case studies, intelligence briefings, videos of conference and course sessions.	Free	<a href="http://www.gsma.com/mobilefordevelopment/">http://www.gsma.com/mobilefordevelopment/</a>
Business models for sustainable development	<b>International Institute of Environment &amp; Development (IIED)</b> is one of the world's most influential international development and environment policy research organisations. IIED carries out research, advice and advocacy work and generate robust evidence and know-how that is informed by a practical perspective. We advise government, business and development agencies, and we argue for changes in public policy	Reports, briefings, journals	Many resources are free.	<a href="http://www.iied.org/business-models-for-sustainable-development">http://www.iied.org/business-models-for-sustainable-development</a>  <a href="http://pubs.iied.org/search.php?c=corp">http://pubs.iied.org/search.php?c=corp</a>
Agricultural & rural finance Anti-money laundering Consumer financial empowerment. Credit Financial policy & regulation Housing finance Insurance Long-term savings Payment system	<b>FinMark Trust</b> is a not-for-profit independent trust registered in South Africa whose mission is to “make financial markets work for the poor” in Africa. It does this by conducting research to identify the systemic constraints that prevent financial markets from reaching out to poor consumers and by advocating for change on the basis of research findings	Reports, protocols, studies	Free	<a href="http://www.finmark.org.za/">http://www.finmark.org.za/</a>



Small, micro & medium enterprises				
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<b>Competence: Trade (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
World trade. R	<b>WTO Distance learning.</b> Interactive training modules on WTO subjects built on material developed by WTO experts.	Online training modules	Free	<a href="http://www.wto.org/english/ress_e/dlearn_e/dlearn_e.htm">http://www.wto.org/english/ress_e/dlearn_e/dlearn_e.htm</a>
World trade R	<b>WTO Distance learning.</b> Materials on WTO topics	Papers, multimedia presentations, toolkits	Free	<a href="http://www.wto.org/english/ress_e/dlearn_e/dlearn_e.htm">http://www.wto.org/english/ress_e/dlearn_e/dlearn_e.htm</a>
Developing countries in the world trade regime	<b>OpenLearn.</b> Free trade or fair trade? Analyse the relationship that exists between developed and developing countries under the World Trade Organization regime of Development Round negotiations.	Online course unit. 8 hours, Advanced level	Free	<a href="http://www.open.edu/openlearn/society/politics-policy-people/geography/developing-countries-the-world-trade-regime/content-section-0">http://www.open.edu/openlearn/society/politics-policy-people/geography/developing-countries-the-world-trade-regime/content-section-0</a>
Kaplinsky lecture on China and Africa	<b>OpenLearn.</b> The Open University's 2008 Annual Lecture by Professor Raphael Kaplinsky explores the impact on China of the rise of the Asian drivers in general, and China in particular - and what implications this has for development strategy and poverty in Africa.	Audio recording	Free	<a href="http://www.open.edu/openlearn/society/international-development/international-studies/listen-the-lecture">http://www.open.edu/openlearn/society/international-development/international-studies/listen-the-lecture</a>
Fairtrade	<b>The Fairtrade Foundation</b> exists to promote Fairtrade which is about better prices, decent working conditions, local sustainability, and fair terms of trade for farmers and workers in the developing world.	Reports, briefing papers	Free	<a href="http://www.fairtrade.org.uk/resources/reports_and_briefing_papers.aspx">http://www.fairtrade.org.uk/resources/reports_and_briefing_papers.aspx</a>
Trade and Economic Governance	The <b>European Centre for Development Policy Management (ECDPM)</b> aims to strengthen the policy management capacity of institutions and other players in the countries of Africa, the Caribbean and the Pacific to improve relations between the European Union and African, Caribbean and Pacific countries -	Research & analysis papers GREAT insights is a periodical that covers a wide range of topics related to economic development in Africa and the developing world. It gathers expert analysis and commentary. The <i>Weekly Compass</i> bulletin is delivered to your inbox on Fridays. It contains updates and analysis of key development issues. <i>Talking Points blog</i>	Free	<a href="http://www.ecdpm.org">http://www.ecdpm.org</a>

<b>Competence: Public/Private Partnerships (Specialist)</b>				
<b>Title / Course / Topic</b>	<b>Source / Provider / Description</b>	<b>Type of training and/or resources available</b>	<b>Cost (if any)</b>	<b>Links and coordinates</b>
Private infrastructure development. R	The <b>Private Infrastructure Development Group (PIDG)</b> mobilises private sector investment to assist developing countries in providing infrastructure vital to boosting their economic growth, and combating poverty.	Resource library includes case studies, monitoring reports, policies, guides, handbooks.	Free	<a href="http://www.pidg.org">http://www.pidg.org</a>
Partnerships and Inclusive Business R <i>Key Resource</i>	<b>DCED.</b> This area of the website contains useful information and resources on partnerships as well as Inclusive Business	Mapping of PPP programmes, publications of event reports on PPPs and Inclusive business, toolkits, synthesis reports	Free	<a href="http://www.enterprise-development.org/page/partnerships">http://www.enterprise-development.org/page/partnerships</a>
PPPs R <i>Key Resource</i>	The <b>Public-Private Infrastructure Advisory Facility (PPIAF)</b> is a multi-donor trust fund that provides technical assistance to governments in developing countries in support of the enabling environment conducive to private investment, including the necessary policies, laws, regulations, institutions, and government capacity.	Knowledge centre includes a library of best practice on PPPs, reports, guides, toolkits and training resources	Free	<a href="http://www.ppiaf.org">http://www.ppiaf.org</a>
Attracting Investors to African PPPs – A project preparation guide (Chapters 1 – 3) R		Project preparation guide document		<a href="http://www.ppiaf.org/sites/ppiaf.org/files/publication/Attracting%20Investors%20to%20African%20PPP.pdf">http://www.ppiaf.org/sites/ppiaf.org/files/publication/Attracting Investors to African PPP.pdf</a>
PPPs. Investment Climate	<b>The International Finance Corporation (IFC)</b> Advisory Services (part of the World Bank Group) offers advice, problem solving, and training to companies, industries, and governments, all aimed at helping private sector enterprises overcome obstacles to growth	Videos, publications	Free	<a href="http://www.ifc.org/wps/wcm/connect/AS_EXT_Content/What+We+Do/Advisory+Services/About+Us/Public-Private+Partnerships/">http://www.ifc.org/wps/wcm/connect/AS_EXT_Content/What+We+Do/Advisory+Services/About+Us/Public-Private+Partnerships/</a>
PPPs in Health	On February 29, 2012, the <b>IFC</b> and the <b>Human Development Network</b> co-sponsored "Public Private Partnerships in Health: Walking the Talk." Participants learned about the opportunities, challenges, and trade-offs of doing PPPs in health and learned about examples of recent successful reforms supported by the Bank and IFC	Video of the workshop. Powerpoint presentation	Free	<a href="https://www.wbginvestmentclimate.org/advisory-services/health/ppps-in-health-walking-the-talk.cfm">https://www.wbginvestmentclimate.org/advisory-services/health/ppps-in-health-walking-the-talk.cfm</a>

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