

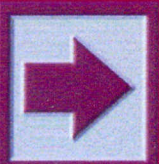
# Certificate

**Torsten Striepke**

has successfully attended the

## ValueLinks Introductory Training Seminar

in Oestrich-Winkel, Germany, June 11-15, 2012

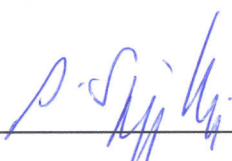


### Training objectives

Participants acquired state-of-the-art know-how on applying the value chain concept in development cooperation following the *ValueLinks* methodology. The seminar imparted methods and procedures for choosing a promising value chain for promotion, conducting value chain analyses and designing appropriate upgrading and facilitation strategies. This included tools to foster business linkages and strengthening services. In a series of working group exercises, participants applied the principles to real cases in different value chains.

### Modules of the *ValueLinks* methodology covered

Utilization of the value chain approach in development (Module 0)  
Selecting value chains for promotion (Module 1)  
Mapping and analysing value chains (Module 2)  
Determining a vision and upgrading strategy (Module 3)  
Facilitating value chain promotion (Module 4)  
Upgrading solutions and implementation issues (Modules 5-10)  
Monitoring and managing impact (Module 11)

  
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Dr. Andreas Springer-Heinze  
Trainer

  
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Alfons Eiligmann  
Trainer