

Agenda for the capacity building workshop

“Fostering integrated economic development through sustainable use of natural resources and greening of value chains”

Day 1 – 24.04.2017

Starting time	Ending time	Speaker/ Facilitator	Title	Note
	13:00		Arrival of participants	
13:00	14:00		Lunch	
14:00	14:15	<i>Damjan Surlevski</i> <i>Bojana Jovanovska</i> <i>FAO representative</i>	Opening of the Workshop	<i>Plenary session</i>
14:15	14:30	<i>Irena Dzimrevska</i>	Introduction to the workshop agenda, objectives and methodology	
14:30	14:45	<i>Damjan Surlevski</i>	SWG activities for facilitation of the sustainable economic development of WB rural cross-border areas. Current status and possible future actions	
14:45	15:00	<i>Kaj Mortensen</i>	Concept of cooperation in value chains and trends in the EU; Potentials of products and services from WB cross-border areas	
15:00	16:00	<i>Srdjan Susic</i> <i>Irena Dzimrevska</i>	Principles of sustainable management of natural resources within the framework of developing rural areas. Plenary discussion of the environmental concerns to be considered in planning of economic development actions in the cross-border regions	<i>Plenary session Presentation and discussions</i>
16:00	16:30		Coffee break	
16:30	17:00	<i>Lars Albæk</i>	Developing business partnerships and networks in cluster organisations	<i>Plenary session Presentation and discussions</i>
17:00	18:00		Group work Development of cluster organization in cross-border context	<i>Group work</i>
18:00	18:30		Presentation of results from the working groups – feedback from experts	
19:00	20:00		<i>Dinner</i>	

Day 2 – 25.04.2017

Starting time	Ending time	Moderator/ Speaker/ Facilitator	Title	Note
09:00	10:00	Suzana Djordjevic - Milosevic	Greening of value chains and fostering of integrated cooperation between actors	Plenary session Presentation and discussions
10:00	11:00	Anne-Mette Hjalager	Business development through the improvement of small operator's capacity to manage business in rural areas Food and tourism business strategies in a rural development context	Plenary session Presentation and discussions
11:00	11:30		Coffee break	
11:30	13:00	Anne-Mette Hjalager Lars Albæk supported by: Irena Dzimrevska Suzana Djordjevic - Milosevic Srdjan Susic	Introduction of the Business Model Canvas, a practical tool for business planning. Identification of cases from the regions to be discussed in the groups Key elements: <ul style="list-style-type: none"> • Sustainable use of natural resources • Greening of value chains/ environmental concerns • Strategies for small scale producers/businesses • Creating clusters 	Plenary session Preparation for group work
13:00	14:30		Lunch	
14:30	17:30		Group work Development of business strategy using the Business Model Canvas approach around attractive products, attractions and services from the regions	Group work
19:30			Dinner	

Day 3 – 26.04.2017

Starting time	Ending time	Moderator/ Speaker/ Facilitator	Title	Note
09:00	11:30		Presentation of results from the working groups (5 min each based on ppt or handout) Direct feedback from experts to each group/case	<i>Plenary session Presentation and discussions</i>
11:30	12:00		<i>Coffee break</i>	
12:00	13:00		<i>Overall feedback from the experts; Presentation and discussion of future actions</i>	<i>Plenary session</i>
13:00	14:30		<i>Lunch and departure of participants</i>	