



**Market Facilitation Peer-Learning Event 2014
East & Southern Africa region**

AGENDA

Day I

1. Opening & Welcome
2. Introduction
3. Participant Survey – Summary of input
4. **Input supply market systems that benefit smallholders, including low-income and/or remote producers**
 - a. What are you doing to facilitate improved performance in input supply systems?
 - b. How do you know if your interventions are working (achieving change in the system)?
 - c. How do you link technical information and research to commercial input markets?
 - d. How do you achieve increased scale of outreach, adoption of new technologies, practices and business models?
 - e. How do you increase inclusion (gender, vulnerable populations, etc.)?

Participants select between:

5a. Sustainability: Market facilitation in practice

- a. What are facilitation tactics to achieve sustainable scaling?
- b. How do you make the case for facilitation tactics in light of the pressure of attaining immediate results?

5b. Incentives to adopt & innovate within market systems

- a. How can you create momentum for change in market systems?
- b. What are the roles of incentives and feedback loops in understanding if change and/or adoption are taking place within market systems and why that is happening?

6. Market linkages and supply chain management - output market systems that are inclusive of smallholder suppliers

- a. What are you doing to facilitate improved performance in output market systems?
- b. How do you know if your interventions are working (achieving change in the system)?
- c. How do you develop partnerships with input providers and service providers?
- d. How do you achieve increased scale of outreach, adoption of new technologies, practices and business models?
- e. How do you increase inclusion (gender, vulnerable populations, etc.)?

Select session that did not attend earlier in day:

7a. Incentives to adopt & innovate within market systems

- a. How can you create momentum for change in market systems?
- b. What are the roles of incentives and feedback loops in understanding if change and/or adoption are taking place within market systems and why that is happening?

7b. Sustainability: Market facilitation in practice

- a. What are facilitation tactics to achieve sustainable scaling?
- b. How do you make the case for facilitation tactics versus the pressure of attaining immediate results?

8. Close

Day 2

1. Opening & Key Priority Areas

2. **Financing private sector growth** to improve the performance of input & output markets

2a. Appropriate and cost-effective financial services and financial management

- a. Does cost of finance generate appropriate returns?
- b. What are appropriate terms and conditions for financial services?
- c. Which constraints can be addressed by alternative financial services?

2b. Appropriate types of finance for firm and market system growth

- a. What is management for growth?
- b. What are firms' capacities for growth?
- c. How do you understand the role of equity versus debt in terms of managing incentives for growth?

Participants select between:

3a. Adaptive management practices

- a. What are effective adaptive management practices of market facilitation teams?

3b. Tracking system change

- a. What do you need to do to track/ measure scaling?

4. Learning & practice priorities at country-level

- a. Taking learning back to your project
- b. Exploring Local Learning Hubs and Solution Sharing Exchanges

5. Closing & Evaluation