

## Enhancing the Quality of Industrial Policy (EQuIP) Training-of-Trainers

In recent years many countries have become frustrated as conventional economic policy prescriptions continue to trap them in low-value added activities, delivering jobless growth and severe environmental degradation. As a result, countries around the world are moving away from a pure market-based approach to development and returning to industrial policy as a way to strategically mold and direct their economies in line with their development vision. Development organizations are therefore experiencing a growing demand for industrial policy support from their counterparts and require qualified professionals to assist in this area.

In the same way that “development” has moved beyond the old, “growth-first” approach, industrial policy is now being used to promote a more inclusive and sustainable structural transformation of economies. EQuIP understands industrial policy as the *Government’s promotion of structural transformation through support of economic activities that are perceived to be socially beneficial*. Industrial policy is once again being viewed as a critical tool for development worldwide.

The challenge, however, is rooted in many governments still needing to further develop and strengthen their capacities to effectively design and implement industrial policies. There continues to be an over-reliance on externally-based advisors to conduct industrial analysis and draft policies, particularly in developing countries, which often results in poor ownership and policies that are not aligned to a country’s greater developmental goals and priorities.

In response to these challenges, GIZ and UNIDO joined forces to develop the *Enhancing the Quality of Industrial Policies (EQuIP) Toolkit*, which supports countries to develop their own goal-oriented, evidence-based and context-appropriate industrial policies. The ultimate aim of EQuIP is to build the capacities of government officials and other stakeholders to confidently design effective industrial policies autonomously. EQuIP focuses on transferring an intuitive method for industrial policy design and the analysis of industrial performance (across social, economic and environmental dimensions).

As a result of the growing demand for EQuIP around the world, GIZ and UNIDO are organizing a prestigious *EQuIP Training of Trainers*. It aims at expanding the pool of qualified policy and development practitioners who can use this transformative methodology to strengthen governmental industrial policy capabilities.

We are now calling for applications for the first phase of the *EQuIP Training of Trainers* which will focus on mastering the diagnostic methodologies of EQuIP from **16 – 27 July 2018 in Bonn, Germany**. We are looking for motivated individuals who believe in the



importance of self-determined economic policy solutions for more inclusive and sustainable industrial development across the globe.

### **What you will gain from participating in the EQulP Training of Trainers**

- Increase knowledge about industrial policy theory, approaches and the role of industrial policy for inclusive and sustainable development;
- Learn approaches to improve self-determination and independent economic policy making processes in developing countries;
- Boost knowledge of how to use data from international data bases to analyze the economic, social and environmental performance of industry;
- Learn quantitative methodologies and indicators to support evidence-based industrial policy design;
- Discuss how to plan and execute capacity development initiatives to enhance the quality of industrial policies;
- Become part of a global network of policy practitioners and international development organizations working in the rapidly growing field of industrial policy;
- Exceptional participants will be invited to conduct "on-the-job" trainings worldwide in Fall/Winter 2018;
- Exceptional participants will be certified as "EQulP Analysts" and will have the ability to design and deliver industrial policy analysis training programs around the world;
- Certified EQulP Analysts will be added GIZ and UNIDO's roster of qualified practitioners for consideration in future capacity development initiatives.

The *EQulP Training of Trainers* course will be conducted between June-December 2018. Participants are required to attend two-week training in Bonn, Germany from July 16<sup>th</sup>-24<sup>th</sup>, 2018. All participants will be expected to complete preparatory self-study in advance of the training. Participants will be evaluated throughout the training course and exceptional participants will be invited to travel worldwide for 1-week "on-the-job-trainings" in the fall/winter of 2018. Those who successfully design and deliver "on-the-job-trainings" will then be certified as "EQulP Analysts" and added to the GIZ and UNIDO consultants roster and will be eligible to participate in the second phase of the *Training of Trainers* which will focus on facilitating industrial policy design.

**No fees will be charged. Stipends are available for participants from outside Europe to cover travel and accommodation costs.**

### **The application process**

In order to be considered as a participant for the EQulP Training of Trainers, you must submit a CV and letter of motivation (max 2 pages) that answers the following questions:

- What is the role of industrial policy in development?
- Why do you think that more independent policy design processes matter for development?

- Why do you want to become an EQuIP trainer?
- What are your most relevant professional experiences in this work area?
- How will you use EQuIP in your future professional work?

**The deadline for application is 15<sup>th</sup> May 2018. Applications can be submitted at:**  
<https://institute.unido.org/equip-tot-registration-form>

Short listed candidates will be contacted by email and invited for a phone/skype interview in early June, 2018.

Qualified female candidates from developing countries are particularly encouraged to apply.

### **Selection criteria for training participants**

- ***Proven interest in supporting Industrial Policy in developing countries***
  - Prior work in the area of industrial policy or closely related areas (e.g. economic policy, private sector development, SME development, social or environmental policy etc.);
  - Experience with capacity building initiatives;
  - Prior work experience in developing countries;
  - Preferably experience working as a trainer or advisor for governments.
- ***Relevant skills and work experience***
  - Self-starter, independent thinker who is able to take initiative and is passionate about development;
  - Strong ability to deconstruct and communicate complex socio-economic concepts in an accessible way;
  - A good understanding of current economic development issues and experience working in economic, environmental and/or social development;
  - Strong quantitative skills: Solid MS Excel skills, user experience with key international databases (WITS, INDSTAT, WDI) and some knowledge of quantitative indicators to measure economic and industrial performance;
  - At least 1 year of relevant work experience in economic development;
  - Language skills: Fluent in English and ideally one additional language (preference given to French, Spanish, Portuguese, Arabic and Russian).
- ***Availability to act as an EQuIP trainer in the foreseeable future***
  - Time availability and flexibility to design and deliver EQuIP trainings in the medium to long-term;
  - Willingness to travel globally over extended periods of time.
- ***Relevancy of EQuIP for current and future work***

Different types of professionals will be considered:



- Individuals that are part of a development organization that works on capacity development in industrial policy related areas;
- Independent development experts working on industrial policy related issues;
- Members of think tanks, research and academic institutions who see an opportunity to include the EQulP methodologies within the mandate of their organizations;
- Members of NGOs or government bodies that work to improve economic policy design processes.

For further information about EQulP, please visit: <http://www.equip-project.org/>

For further queries, please contact: [equip@unido.org](mailto:equip@unido.org)