



Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung

ded
Deutscher
Entwicklungsdienst

Objective and effects:

- Entrepreneurs and business people with entrepreneurial potential from previously disadvantaged population groups set up on their own and are able to survive in the market in the long term.
- Participants at training courses are able to make rational decisions on starting businesses.
- Graduates of training courses develop a sense for market opportunities and are enabled to turn these into entrepreneurial action on their own.
- Associations, lobbies and chambers represent their sector in dealing professionally with government offices and investors.
- Graduates of training courses receive preference on bank loans and are able to repay them on time.

The DED

The German Development Service (DED), founded in 1963, is one of Europe's leading development services for personnel cooperation. Almost 1.000 development workers are currently based in approximately 40 countries in Africa, Asia and Latin America at the request of governmental and nongovernmental organisations and on the basis of framework agreements with the respective governments. These development workers are professionally experienced and socially committed specialists. Their aims are to fight poverty, promote a self-determined, sustainable development and to preserve natural resources.

The fields of work are Agriculture and Resource Management, Economic and Employment Promotion, Democratisation and Health Projects. The DED also coordinates and executes measures related to Civil Conflict Transformation and Peace-Building.

The DED supports partner organisations and self-help initiatives by providing specialist advice, financing smaller programmes and promoting local skilled staff.

The German Development Service also offers its services to international clients.

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Capacity Development



Capacity development and DED

Achieving internationally agreed development goals involves far reaching change processes in our partner countries. The skills and capacities needed at all levels is often in short supply in partner country societies. The OECD Paris Declaration in 2005 rightly states that **capacity development** plays an important role.

Capacity development means strengthening the ability of people, organisations and societies to use resources effectively and efficiently in order to achieve their goals. Sustainable capacity development of actors in the public and private sectors and civil society in the given partner state includes the professionalisation and reform of existing structures and institutions.

In line with its development policy profile, DED orients its actions towards the needs of the organisations and target groups in the partner countries requesting its services. These mostly address the micro and meso levels. Under the multilevel approach of German development cooperation, DED assigns its qualified experts mainly to these decentralised levels, complementing measures by other actors.

“We work on a partnership-oriented, participatory basis in close proximity to our target groups and support processes of structural change from a micro or meso level”. This statement is part of DED’s corporate guidelines. DED target groups are civil society and public and private sector actors. DED has extensive experience in this field going back many years. The focus of the expert’s work is on technical advice and support to change and networking processes, thereby incorporating feedback from experience with implementation at the macro level. Besides technical advisory services, DED assists its partners in organisational development, and in planning,

monitoring and evaluating projects and programmes. In short, DED empowers people to exercise their scope for action, and strengthens the ability of organisations at the micro and meso levels to play their role sustainably in social change processes. **Capacity development** is the common denominator of all sectoral advisory goals.

The hallmarks of DED’s work, such as the principle of help for self-help, empowering marginalised groups to participate in and benefit from economic and social development, flexible and community-based advisory services, and backstopping and strengthening processes are key elements in sustainable capacity development.

Partner orientation and **capacity development** techniques and instruments have always been a key quality feature of the DED and its work. “Self-determined sustainable development” is the overarching and ultimate goal of all contributions to establish sustainable capacity at the decentralised level in the partner country.



Example

Context: Sustainable economic development

Target: Empowerment of small and medium sized enterprises (SMEs) in their role as drivers of economic development.

Performances:

- Advice on business start-ups and craft trade promotion: DED development experts advise on whether a business concept is really viable. They encourage implementation of business ideas which have long-term potential to survive in a climate of competition.
- Sharpening commercial and entrepreneurial competences: Training courses advise and assist entrepreneurs from the lower income groups in both the start-up phase and in ongoing operations.
- Promoting vertical and horizontal cooperation between enterprises: In the framework of the cooperation, DED development experts arrange contacts between SMEs and the larger established companies in a country.
- Organisational development for private sector institutions: SME associations, chambers and lobbies are advised on setting up, developing and consolidating their organisations in order to better perform their multiplier and intermediary function for their companies. This institutional empowerment process is aimed at establishing and professionalising advisory centres which assist the SMEs on customer orientation, management competence, quality control, efficiency of internal procedures and organisational structures, accounting and marketing.