



**CALL FOR EXPRESSION OF INTEREST FOR CONSULTANTS
TO PARTICIPATE IN THE UNDP GROWING WITH YOUR BUSINESS METHODOLOGY TRAINING**

The Economic Resilience Programme Kosovo (ERP) implemented by UNDP Kosovo is inviting consultants and technical experts to express their interest in participating in “Growing with Your Business” Methodology International Training Course.

UNDP Economic Resilience Programme

The UNDP Economic Resilience Programme is articulated around several methodologies that seeks to strengthen value chains with the objective of increasing productivity and competitiveness for sustainable and inclusive growth, through actions that can strengthen the capacities of small and medium-sized enterprises (SMEs) and their ecosystem, expanding their access to finance, incorporating innovation in business models, strengthening local productive chains and supporting the internationalization of enterprises.

By fostering a better enabling environment for private sector engagement in the framework of the 2030 Agenda, UNDP can directly encompass business support to different types of economic units (such as farms, productive associations, cooperatives, SMEs, but also large anchor companies). Support aimed at how to better interconnect local, regional and global supply chains, through specific methodologies.

The UNDP Economic Resilience Programme offers integrated solutions for the private sector, governments, and development partners to foster MSMEs incubation and acceleration, through a demand-driven approach towards more inclusive and sustainable economies. The Programme works hand in hand with governments to identify priority sectors and the key value chain for implementation. The toolkit of the Programme includes 5 methodologies: In Motion, Digital In Motion, Starting Your Business, Growing with Your Business and the Supplier Development Methodology. This training will give an overview of all methodology but will have a strong focus on the Growing Your Business Methodology, as UNDP Kosovo will implement the first pilot in Kosovo of this specific methodology.

The GYB methodology is rooted in the UNDP’s Supplier Development Methodology (SDM) which seeks to implement systems to optimize the development of suppliers in production chains characterized by the coexistence of large and medium-sized companies (anchor companies) with micro, small and medium-sized enterprises (MSME) in supplier relations. This methodological adaptation arises from the need to provide support to those MSMEs whose areas of business management are not well-developed or non-existent, as well as demonstrating a lack of suitable business organization, weak marketing structures, and few or no administrative, accounting and financial controls, among others.



Through its deployment, it aims to stimulate the development of inclusive markets through a structured integration of MSMEs and productive organizations in production chains. These chains will promote the continuous improvement of their quality and productivity, as well as adequate insertion into the markets, thereby generating opportunities for growth both for the companies themselves as well as the personnel working within them.

Similarly, the methodology focusses on aligning the strategic objectives and requirements needed by the demand with the provision of goods and services. This is to promote business professionalization, and drive through best practices in commercial management, operations, and communication throughout the value chains that the companies are working with. This link between supply and demand helps to promote the incorporation of the best technology, teamwork, business integration and associative practices in MSMEs, which favor long-term development and sustainability.

In the future, this training will be offered at a cost, which will have to be covered by the consultants and experts who wish to undertake and who fulfill the required criteria below. Since this is the first call for expression and training, UNDP will cover the associated costs.

Required skills and experience

To be part of this program, candidates must demonstrate the following:

- University degree in management, engineering, economics, or agriculture economy. A Master's degree would be an advantage.
- At least 5 years of verifiable work experience in the private sector, and preferably 2 years as a consultant.
- Applicants must pass a basic knowledge exam in the areas of finance, micro-economic concepts, competitiveness strategies, productivity, market, quality, administration, operations, trade, and supply.
- Ability to interact positively with personnel of different levels in organizations.
- Full participation throughout all the training programme is expected.
- Full working knowledge of English is essential.
- Advanced digital skills.

Registration and Selection Process

- The candidates must upload their resumes (personal information, education, experience and accomplishments) to the following: [link](#) by **25 March 2024**. Applications sent after this date will not be considered.



- The selection process to participate in the training will be done in 3 steps:
 1. Evaluation of the **completed profiles** of the applicants in the platform.
 2. The candidates with a completed profile will be invited to take a knowledge **test** in the areas of accounting-finance, marketing, productivity, quality, and consulting skills.
 3. The candidates with a test score above 70% might be invited to participate in a virtual **interview**.

The evaluation of the applicants will be done by a selection committee, composed by international experts on the Economic Resilience Programme, UNDP Kosovo Team and UNDP international staff.

- The training will last over a period of 3 months, starting on 11 April 2024 until 20 July 2024 with additional online consultation.
- At the end of the training, participants must also pass a final exam.
- Full participation is required to qualify for the final exam which consultants will be asked to take.

The training will be combined in person and online via online learning tools. There will be at least 10 virtual coaching sessions (1 hour per session). In person training will be organized as per below table:

In person sessions	Tentative training dates
In person 1	April 11 th - April 13 th
In person 2	May 23 rd – 25 th May
In person 3	July 18 th – July 20 th

Those who pass successfully the exam will be included in the Economic Resilience Programme Roster of Consultants. UNDP will utilize this roster to hire the consultants needed for the implementation of its programme on a need basis and depending on the availability of funds.

Objectives and Characteristics of the Training Course

The objective of the training course is to enable the Kosovo consultants and technical experts to successfully apply the Economic Resilience Programme Methodologies in approved value chains in the Kosovo context.

The methodologies are based on the international standards of general competences of labor for consultant, so that the participants will be able to reinforce the structure of their current service provision by aligning their knowledge to these processes.



Course Structure

Methodology: The delivery of training shall be done through a blended methodology combining face-to-face and online training in a Moodle environment.

Duration: The training course will take place over a period of 3 months with three (3) training sessions planned (three days for each session) from Thursday to Saturday, under the guidance of an international UNDP team. The main objective of these sessions will be to strengthen the capacities of the participating consultants through previous field experiences, real situations, and experiences from other countries.

In addition, in between the training sessions, the tutors will maintain communication with the participants and will set up virtual meetings on specific dates and times for tutorials on the application of the methodological tools. Through these virtual sessions, technical support will be given to participants to clarify doubts about the application of the tools.

Pilot company: In addition to the use of the information contained in the manual and tools of the methodology and the interaction and advice with the leading instructor, participants must have access to a company that allows the application of the Growing with Your Business Methodology in its different stages. The main objective is to carry out a practical case of application, necessary to pass the corresponding learning units in a period not longer than 5 months.