



## SOUTH-SOUTH KNOWLEDGE EXCHANGE PROGRAM SUSTAINABLE COCOA INITIATIVES THROUGH AGROFORESTRY

To ensure a truly sustainable cocoa value chain, we need alignment at all levels. This program brings together key actors from Latin America and Africa to promote sustainable cocoa through agroforestry.

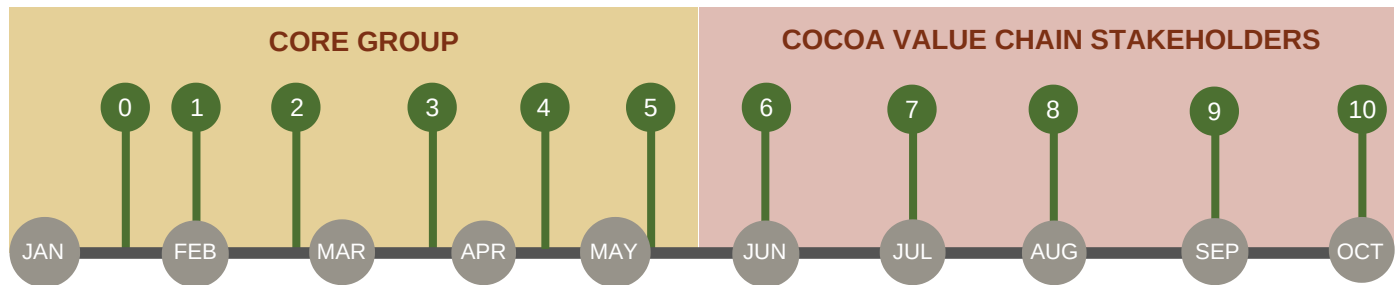
The **South-South Knowledge Exchange (SSKE) Program for Sustainable Cocoa** aims to promote sustainable cocoa production through agroforestry and to strengthen existing public-private partnership initiatives.

Alisos and Kinomé, with the support of the World Bank Forest Carbon Partnership Facility and along with technical and country teams within the World Bank, are inviting participants from Ghana, Ivory Coast, Colombia, Peru, Brazil and Dominican Republic to connect, exchange, learn and discuss different realities in cocoa producing countries. This program will stimulate the growth of a vibrant sustainable cocoa network for practitioners.

## THE PROGRAM

The South-South Knowledge Exchange (SSKE) Program for Sustainable Cocoa is a 10-months long training program, requiring an average of 3 hours a month to attend online sessions. At the end of the program each participant will receive a certificate of completion (core group and wider group of participants), they will be part of the sustainable cocoa network for practitioners.

From January to May 2021, the core group will go through trainings in alliance building, negotiation and persuasion, as well as a series of technical webinars based on real-life successful cocoa projects and cocoa agroforestry models from each of the six countries. From June to October, the programme is open to additional participants, with the core group taking on a co-facilitating role.



## CORE GROUP

An empowered core group that feels ownership of both processes and content is the best way to ensure sustainable impact.

A selected group of participants will go through a very complete, high level professional training program from January to October 2021. The SSKE program will give them tools on process and technical fronts, as well as coaching; it will offer them contacts with different cocoa producing countries counterparts, as well as access to relevant international players in the sector. These elements will encourage the efforts of local sustainable cocoa initiatives and encourage alignment and coordination between initiatives.

The participants (7 per country) form the core group, representing relevant actors from sustainable cocoa initiatives from each country. The core group will include representatives from: public sector, industry, national cocoa organisations, farmers' cooperatives, producers' association, civil society, Cocoa & Forest Initiative secretariats, World Bank and additional relevant actors according to the country. The core group's role is crucial in co-facilitating part of the program and in ensuring impact beyond the programme.

## PRACTICAL INFORMATION:

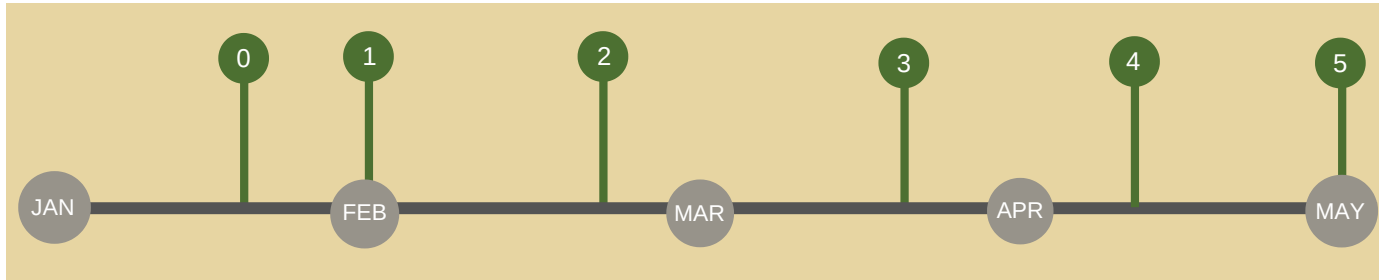
**Time:** The sessions will take place virtually from 09:00 AM in Peru, Colombia; 10:00 AM in Dominican Republic; 11:00 AM in Brazil; 14:00 PM in Ghana & Ivory Coast

**Language:** The program will be delivered in English with simultaneous interpretation in Spanish and French.

# SOUTH-SOUTH KNOWLEDGE EXCHANGE PROGRAM SUSTAINABLE COCOA INITIATIVES THROUGH AGROFORESTRY

## CAPACITY BUILDING PROGRAM FOR CORE GROUP

The first part of the program is aimed at the core group with the goal to share best practices and lessons learned as well as strengthen facilitation, negotiation and technical skills among participants of Sustainable Cocoa Initiatives from Ghana, Ivory Coast, Colombia, Peru, Brazil and Dominican Republic.



0	<b>20 JANUARY</b> PROGRAM KICK OFF PARTICIPANTS INTRODUCTION	3	<b>24 MARCH</b> COCOA IN AGROFORESTRY DESIGN INNOVATIVE FINANCE PUBLIC-PRIVATE PARTNERSHIPS
1	<b>03 FEBRUARY</b> HIGH-PERFORMANCE TEAM CYCLE CONFLICT ESCALATION CURVE TENSION THRESHOLD	4	<b>14 APRIL</b> WORKING WITH SMALLHOLDERS
2	<b>17 FEBRUARY</b> INTRODUCTION TO PSYCHOLOGY OF PERSUASION	5	<b>05 MAY</b> MONITORING, REPORTING, VERIFICATION EARLY WARNING SYSTEMS VALORIZATION & CERTIFICATION



## CAPACITY BUILDING PROGRAM FOR CORE GROUP

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### KICKOFF - 20 JANUARY - 2 HOURS

**GOAL:**

- To introduce the program, facilitators and participants
- To set expectations and engagement (each core group will be asked to draw their own goals and action plan)

*The first session will be a kickoff for the programme with general introductions of SSKE and ways of working together.*



### ALLIANCE BUILDING & FULL VALUE AGREEMENTS PROGRAM 03 & 17 FEBRUARY - 3 HOURS EACH

**GOAL:**

- To share core techniques and processes of group facilitation, dealing with conflict in teams and reaching a full value agreement in order to build and strengthen alliances & coalitions

*The two sessions will focus on inner workings of teams and facilitation techniques, as well as negotiation skills which are crucial when working in multi-stakeholder alliances. In addition to the sessions, each core group will receive coaching and support regarding goals they will set for themselves (1h of coaching per core group, more if needed).*

1

**HIGH-PERFORMANCE TEAM CYCLE  
CONFLICT ESCALATION CURVE  
TENSION THRESHOLD**

2

**INTRODUCTION TO  
PSYCHOLOGY OF PERSUASION**

### TECHNICAL EXCHANGE WEBINARS

24 MARCH, 14 APRIL, 05 MAY - 3 HOURS, 2 HOURS, 3 HOURS

**GOAL:**

- To share the key finding of the Cocoa in Agroforestry Guide
- To enable interactions and exchanges between the participants of the different countries that will enrich this guide and bring precisions on the presented topics
- To nourish the reflections of each country, each organization, each company: how is this topic addressed in my country, my organization? How could we implement what we have learned?

*The technical exchange of the SSKE will be divided into three sessions, each touching on key thematic with the help of real examples from each of the six participating countries. In addition, the discussion and input will be key input for the Cocoa in Agroforestry Guide Kinomé is compiling.*

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**COCOA IN AGROFORESTRY DESIGN  
INNOVATIVE FINANCE  
PUBLIC-PRIVATE PARTNERSHIPS**

4

**WORKING WITH SMALLHOLDERS**

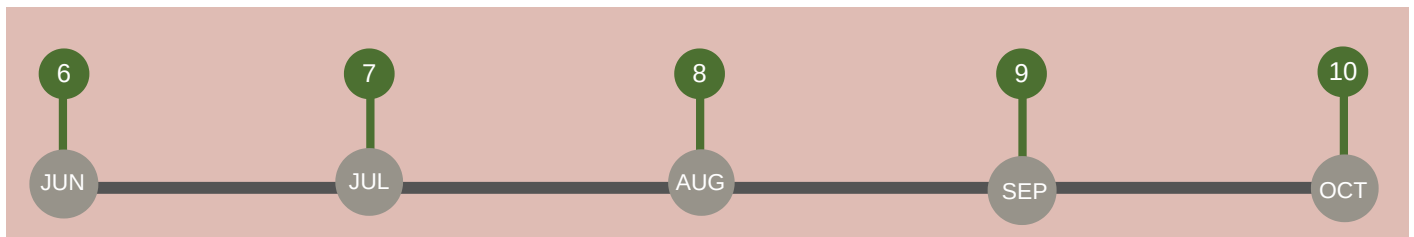
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**MONITORING, REPORTING & VERIFICATION  
EARLY WARNING SYSTEM  
VALORIZATION & CERTIFICATION**

# SOUTH-SOUTH KNOWLEDGE EXCHANGE PROGRAM SUSTAINABLE COCOA INITIATIVES THROUGH AGROFORESTRY

## KNOWLEDGE EXCHANGE & CO-CONSTRUCTION FOR WIDER GROUP

The second half of the program will make use of the increased accessibility the virtual space offers, the program will be open to wider stakeholders' groups from each of the participating countries (all relevant to local sustainable cocoa initiatives). The methodology will ensure ownership by the core group who will be co-facilitators in sessions on the local, regional and international context of cocoa, space for regional discussions and networking with relevant actors in the sector.



6	<b>17 JUNE</b> COCOA CONTEXT: AFRICAN & LATIN AMERICAN CONTEXT
7	<b>07 JULY</b> COCOA CONTEXT: INTERNATIONAL CONTEXT
8	<b>05 AUGUST</b> REGIONAL MEETING AFRICAN & LATIN AMERICAN PARTICIPANTS
9	<b>01 SEPTEMBER</b> NETWORKING
10	<b>06 OCTOBER</b> CLOSING & REFLECTION

## KNOWLEDGE EXCHANGE & CO-CONSTRUCTION FOR WIDER GROUP

### COCOA CONTEXT - 07 JUNE & 17 JULY - 3 HOURS & 2 HOURS

#### GOAL:

- To allow core group to showcase their group work on setting priorities
- To understand realities of sustainable cocoa in each country, region, and the international context

*The core group from each country will present the cocoa context in their countries and share key learnings on cocoa agroforestry models, challenges and best practices. In the second session we will have guest speakers join us to discuss international trends.*

6

#### AFRICAN & LATIN AMERICAN CONTEXT

Each core group will present the African and Latin American cocoa context, looking at successes, challenges and needs.

7

#### INTERNATIONAL COCOA CONTEXT

The session will address international trends (successes, challenges and needs). It allows for interactions, questions and messages between guest speakers and participants.

8

### COCOA REGIONAL MEETINGS - 05 AUGUST - 2 HOURS

#### GOAL:

- To collect input for the co-construction of a Global Sustainable Cocoa Network
- To recognize and make space for a new paradigm for sustainable cocoa as a new standard, starting from one end of the value chain and upstreaming this new vision
- To give space for meetings on a regional level allowing the core group to co-facilitate

*In line with the needs of the core group participants, we will create space for regional discussions and networking.*

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### NETWORKING - 01 SEPTEMBER - 3 HOURS

#### GOAL:

- To facilitate access among key stakeholders in the sustainable cocoa sector in search for alignment of efforts
- To provide space for engaged partnerships (e.g. matchmaking between initiatives and potential partners/funders)

*The breakout session topics will be defined together with the core group (eg. matchmaking sessions, technical sessions, guest speakers).*

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### CLOSING - 06 OCTOBER - 1.5 HOUR

#### GOAL:

- To give space for landing, group reflection
- To measure how much of their own set goals were accomplished
- To formalize engagement going forward

*The last session of the SSKE program will close 10 months of working together, by reviewing all our sessions together, we will make time to reflect.*





ALISOS is an organization created in 2010 committed to changing the current models of development to ensure a sustainable present and future. We are in permanent search of new and better tools that motivate companies, public and private sector organizations and communities to design and execute transformational actions. Our work is concentrated in Latin America, a region with a privileged natural, economic and human wealth that forces us to promote innovative and collaborative actions for sustainable development for the well-being of the planet. Alisos is currently the Technical Secretariat of the Cocoa, Forest & Peace Initiative aiming to promote sustainable cocoa in agroforestry arrangements.



*" Kinomé, turning forests and trees into human and economic development solutions"*

Founded in 2005, Kinomé is a social business aiming at improving human beings' daily lives thanks to forests and trees (food security, access to water, job creation, project innovation...), and thus reversing the trend of deforestation. Acting in 27 countries, Kinomé's network gathers multidisciplinary experts bolstering the human and economic development of vulnerable populations. Kinomé developed a two-pronged methodology of local development 1) a territorial approach aiming at meeting vulnerable population needs (security, health, education, etc.), 2) a value chain approach promoting entrepreneurship and local economic development while protecting/restoring the environment.



The World Bank's Forest Carbon Partnership Facility is a global partnership of governments, businesses, civil society, and Indigenous Peoples' organizations focused on reducing emissions from deforestation and forest degradation, forest carbon stock conservation, sustainable management of forests, and the enhancement of forest carbon stocks in developing countries, activities commonly referred to as REDD+. Launched in 2008, the FCPF has worked with 47 developing countries across Africa, Asia, and Latin America and the Caribbean, along with 17 donors who have made contributions and commitments totaling \$1.3 billion.

## CONTACT

If you have questions, feel free to reach out to Catalina von Hildebrand via [catalina.vonhildebrand@alisos.net](mailto:catalina.vonhildebrand@alisos.net)  
For urgent matters reach out to +31654942649.