

Knowledge Bank

GOOD PRACTICES

AUTHOR:

Proyecto SEDA

COUNTRY WHERE THE ACTION THAT
ORIGINATED THIS KNOWLEDGE TOOK PLACE:

Argentina
Brasil
Colombia
Cuba
Ecuador
México

PHASE OF THE OPERATION CYCLE FOR THIS
KNOWLEDGE:

Implementation

ACTORS INVOLVED IN THE GENERATION OF
THIS KNOWLEDGE:

**Instituto Nacional de Tecnología
Industrial (INTI) - Argentina**

CONTRIBUTION TO THE SUSTAINABLE
DEVELOPMENT GOALS



Creation and implementation of a methodology for working with final beneficiaries from different countries

Description of the practice:

Defining and organising, within the framework of a methodology, a series of essential guidelines aimed at identifying the final beneficiaries and establishing the lines of work with them in the face of the challenge of working directly with small producers in different countries and very diverse environments.

The project, based on the experience of the National Institute of Industrial Technology (INTI) and of the other partners, defined the following five guidelines that were applied in all the intervention countries:

- **Visits to the beneficiaries and meetings with their representatives**, with the aim of getting to know their characteristics as well as the production needs for the development of the sericulture activity in a particular environment.
- **Identification and dialogue with the local/regional/national leaders of the sector**, in order to align the solutions, to take advantage of the synergies and to anticipate the possible difficulties.
- **Definition of joint actions between beneficiaries and leaders (trainings, punctual events...)**, with the aim of sharing sectoral information, especially regarding production needs.
- **Carrying out regular meetings with all the leaders**, in order to share sectoral information and look for common solutions to meet the production needs.
- **Creating a multidisciplinary working environment with all or some of the leaders**, in order to take up new challenges.

In the case of the project, the successful application of these five methodological guidelines in the 'Sericulture Support Fund' is of particular note. This is a financial support fund, which was created and launched by the project itself, with the aim of promoting and encouraging the inclusion of best practices in sericulture production as a way to improve income, social inclusion and creation of true sources of employment.

Differentiating factors:

- It allows to know and take into account the interests, needs and particularities of the final beneficiaries from the design phase of the different actions and during the whole cycle.
- It allows to take advantage of the leaders' experience and knowledge from the design phase of the various actions and during the whole cycle.
- It allows to permanently align the interests and needs of the final beneficiaries with the capacities of the leaders and of the project itself.

Impacts:

- The application of the five methodological guidelines in all actions involving the direct beneficiaries introduces, in itself, a collaborative building approach with a strong impact on ownership by all actors involved and on the social, cultural, political, technological and environmental adequacy of the proposed solutions.
- Ownership and adequacy are key elements in order to guarantee the quality of the actions as well as the sustainability of the actions and of the project as a whole.

The added value of Triangular Cooperation: (more information [here](#))

1. Building ownership and trust.
2. Promoting complementarity and increasing coordination in development cooperation.
3. Sharing knowledge and learning jointly.
4. Co-creating solutions and flexibility.
5. Enhancing the volume, scope and sustainability of Triangular Cooperation
6. Achieving global and regional development goals through strengthened partnerships for sustainable development.

Keywords:

Peer Review