



## RESOURCES AND BIBLIOGRAPHY

This handbook is an output of the first International Workshop on Public Private Dialogue, held in Paris in February 2006. It has been informed by papers and case studies written for presentation at that workshop, and a number of other seminal documents.

70 articles and resources on the topic of public-private dialogue have already been referenced in “Competitiveness Partnerships: Building and Maintaining Public-Private Dialogue to Improve the Investment Climate”, Herzberg and Wright; The World Bank, Policy Research Working Paper Series, no. 3683, which is available online . This Handbook draws in part from those references. Instead of listing them again, the authors have chosen to list only references readily available online, and indexed by topic and countries on [www.publicprivatedialogue.org](http://www.publicprivatedialogue.org).



The website is constantly updated with links to the latest relevant materials about PPD, and aims to be a comprehensive collection of documents and links which will be of interest to PPD practitioners. All documents referenced in this bibliography can be accessed through the website. Readers are advised to check these website links for new information which may also be of interest.

For ease of reference, this bibliography is presented in three sections, corresponding to the organization of links to these source materials on the website. Short descriptions of key papers are provided so that this bibliography can also serve as a recommended reading guide.

Many of these papers also have associated PowerPoint presentations by the authors, also available on the website.

**Lessons learned:** <http://www.publicprivatedialogue.org/papers/>

### **Competitiveness Partnerships: Building and Maintaining Public-Private Dialogue to Improve the Investment Climate**

*Benjamin Herzberg & Andrew Wright; The World Bank, Policy Research Working Paper Series, no. 3683.*

A resource drawn from the review of experiences of 40 countries. The paper is designed to be used as a resource by donors, governments, or businesspeople who are interested in establishing, maintaining, or improving a competitiveness partnership in their country or region. It distills some ideas and techniques from best practice, offering a selection of valuable insights into how practitioners can avoid common pitfalls. The paper has three parts. Part One outlines what competitiveness partnerships can achieve. Part Two presents issues to consider when designing such partnerships, and Part Three identifies challenges that are frequently faced and strategies that have been used to overcome them.

### **Reforming the Business Enabling Environment: Mechanisms and Processes for Private-Public Sector Dialogue**

*Bannock Consulting Ltd, for DFID*

DFID Policy Division's Investment, Competition and Enabling Environment (ICEE) team commissioned Bannock Consulting Ltd to examine how public-private sector dialogue (PPD) can support investment climate improvement. The consultants focused on DFID's and the European Union's field experiences with PPD processes and mechanisms in their private sector development programs. The paper looks at dialogues spanning many continents, political and social systems, ranging from highly formal and structured to informal and ad hoc. It identifies success factors and lessons learned, and includes a helpful list of dos and don'ts for donors.

### **Le Dialogue Public-Privé dans les Pays en Développement: Opportunités, Risques & Préalables**

*Nicolas Pinaud, OECD Développement Centre*

Based on an investigation into the conditions of public-private dialogue in sub-Saharan Africa, this paper aims to pinpoint institutional prerequisites - effectiveness of the bureaucracy, organization and maturity of the local private sector, political environment - for productive dialogue.

### **Survey of Good Practice in Public-Private Sector Dialogue**

*UNCTAD*

A helpful distillation of some best practice in public-private dialogue drawn from experiences in several countries, with emphasis on SME promotion in the developing world. Especially valuable on identifying the conditions and culture which are conducive to dialogue and on discussing the role of private sector representative organizations.

### **Participation Revisited: A Managerial Perspective**

*Benjamin Crosby, USAID*

A philosophical and practical overview of the value and limitations of participation in formulating public policy. Discusses the costs and benefits of efforts to increase participation, identifies circumstances which are most propitious, and assesses some practical problems of expanding participation and strategies to deal with them.

### **Promoting Competitiveness in Practice: An Assessment of Cluster-Based Approaches**

*Mitchell Group, for USAID*

Looks at public-private dialogue from the angle of working with industry clusters rather than investment climate reforms which affect a country's whole economy. Looks in depth at USAID experiences in Mexico and Mongolia and also draws on other country experiences to distil lessons for promoting competitiveness through clusters.

### **Consultation with stakeholders in the shaping of national and regional policies affecting small business**

*European Commission Enterprise and Industry Directorate General*

A valuable report on how policy makers in European countries consult with small businesses. It finds that since small enterprises constitute approximately 99% of businesses in all European economies, it is essential that the policy makers carefully listen to their opinions, involve them in the decision making process at an early stage and take their specific situation and their interests into account when developing new legislation and policies. Along with providing several interesting case studies, the report includes twelve recommendations addressed to national and regional governments on how to establish a more efficient dialogue with stakeholders and improve the consultation procedures.

## Tools for practitioners: <http://www.publicprivatedialogue.org/tools/>

### **How to Promote Public-Private Dialogue for Business Enabling Environment Reform**

*Bannock Consulting Ltd, for DFID*

A brief "how to" note extracting the practical lessons emerging from the larger Bannock Consulting review of DFID's PPD experience (see above).

### **Building the Capacity of BMOs: Guiding Principles for Project Managers**

*Alejandro Alvarez de la Campa et al.*

A World Bank publication that analyses the problems typically faced by BMOs and gives guiding principles on how to design, implement and evaluate a project aimed at building their capacity to become a strong and reputable representative of the private sector. Also:

### **Monitoring and evaluation of multi-stakeholder co-operation and partnerships in local economic development**

*Frans van Gerwen (Msc.), MDF Training & Consultancy, The Netherlands, and Lazar Nedanoski, MCIC, Macedonia*

A valuable resource which looks at participatory and process-oriented approaches for monitoring and evaluation in public-private partnerships. It reviews lessons learned and looks at a case study from Macedonia. This is a draft paper prepared for the international conference on "reforming the business environment", held in Cairo in November/December 2005.

### **Social Marketing Applied to Economic Reforms**

*Alan R Andreasen and Benjamin Herzberg; Social Marketing Quarterly Volume XI / Number 2*

This article discusses the principles of social marketing with reference to the efforts of the Bulldozer Initiative in Bosnia to change attitudes among entrepreneurs, legislators and the general public.

### **Policy Framework for Investment**

*OECD, Paris, 2006*

A set of questions and annotations for governments to consider in ten policy fields identified in the Monterrey Consensus of Financing for Development as critically important for the quality of a country's environment for investment.

### **Policy Framework for Investment: A review of Good Practices**

*OECE, Paris, 2006*

A companion volume to the Policy Framework for Investment, providing analytical background material and examples of good practice on each of the ten chapters of the PFI.

## Case studies: [http://www.publicprivatedialogue.org/case\\_studies/](http://www.publicprivatedialogue.org/case_studies/)

[AFRICA]

### **Participation, Consultation and Economic Reform in Africa: Economic Fora and the EG-DG Nexus**

*Center for Democracy and Governance, Bureau for Global Programs, Field Support, and Research, USAID*

Looks at specific experiences of dialogue in Uganda, Ghana, South Africa and Zimbabwe to explore the relationships between dialogue, economic growth and democratization. Especially interesting on

the connections and potential tension between growth and democratization and the role of donors in addressing that tension.

[AFRIQUE DE L'OUEST ET DU CENTRE]

### **La participation des cotonculteurs d'Afrique de l'Ouest et du Centre aux négociations commerciales internationales**

*Eric Hazard, Head of Policy Dialogue at ENDA Tiers-Monde, Senegal*

[EAST AFRICA]

### **Farmers dialogue - NEPAD process experience**

*Philip M. Kiriro, Vice-Patron KENFAP, President EAFF, Vice-President IFAP*

[EASTERN EUROPE]

### **Social Dialogue and EMU in the Candidate Countries: Estonia, Hungary, Malta, Poland and Slovenia**

*European Foundation for the Improvement of Living and Working Conditions*

Describes a project to use tripartite dialogue - government, trades unions, business - in five EU candidate countries to help them prepare for meeting the Maastricht criteria for joining the Euro. Split into five individual country reports which contain useful discussions of the state of public-private dialogue in each country.

### **Social Dialogue in Central and Eastern European Countries: Trends, Issues and Challenges**

*Giuseppe Casale, International Labour Office*

Comprehensive analysis of the changing state of public-private dialogue in sixteen countries in Central and Eastern Europe. Looks at some of the challenges faced by transition economies, especially in industrial relations and enterprise development, and usefully explores the scope of social dialogue to manage change.

### **Social Dialogue in European Union Candidate Countries**

*European Trade Union Confederation*

Takes stock of social dialogue in the ten Central and Eastern European EU candidate countries plus Turkey, Cyprus and Malta. Especially good at outlining the legal, institutional and political basis of employer and trade union organizations, and assessing how effective interaction between them is in preparing for EU membership.

[PACIFIC ISLANDS]

### **Public-Private Sector Partnerships**

*Pacific Islands Forum Secretariat*

Discussion paper for a meeting of economic ministers of Pacific Islands Forum countries on the subject of public-private dialogue. Contains a good exploration of general lessons about dialogue - its aims and scope and best practice in implementation - together with discussions of experiences both in the Pacific region and beyond.

[SOUTH AMERICA]

### **Government-Business Relations in the Construction of Mercosur**

*Gian Luca Gardini*

Study of interaction between government and business in Argentina and Brazil during the construction of the Mercosur trading area.

[BANGLADESH]

### **The Bangladesh Private Sector Forum**

*Craig Wilson, Program Manager, Investment Climate Assessments, SouthAsia Enterprise Development Facility - International Finance Corporation*

### **The Bangladesh Private Sector Development Support Project: A Case Study in Public-Private Dialogue**

*Farooq Sobhan, President, and Shihab Ansari Azhar, Senior Research Associate, Bangladesh Enterprise Institute*

Looks at how the public-private dialogue mechanism used in the design of the PSDSP was established, its benefits and constraints, and how dialogue can be strengthened and enhanced in the future.

[BOSNIA AND HERZEGOVINA]

### **Investment Climate Reform: Going The Last Mile, The Bulldozer Initiative in Bosnia and Herzegovina**

*Benjamin Herzberg*

Comprehensive exploration of the establishment of the acclaimed Bulldozer project in Bosnia and Herzegovina. Especially valuable in describing how innovative outreach and media management techniques were used to build bottom-up support for economic reform, change social attitudes and enthuse small and medium entrepreneurs.

### **Monitoring and evaluation during the Bulldozer Initiative in Bosnia and Herzegovina**

*Benjamin Herzberg*

[BOTSWANA]

### **Structured Public-Private Sector Dialogue: The Experience from Botswana**

*Dr. Anthony Land*

Based in part on illuminating interviews with participants, provides a helpful general synopsis of public-private dialogue in Botswana, describes how the current structures for dialogue evolved and how they function, and contains a useful discussion of their respective strengths and weaknesses and lessons that can be learned.

[BULGARIA]

### **Effectiveness of Public-Private Dialogue in Bulgaria**

*Petya Mandova*

Discusses the role that public-private dialogue has played in changes in the Bulgarian business environment since the mid-1990s. Explores both formal and informal consultative mechanisms. Especially useful for the negative lessons that can be learned from instances of dialogue that have not been found effective.

[CAMBODIA]

**Cambodian Government - Private Sector Forum (G-PSF)**

*James Phillip Brew, Project Manager, IFC*

[CROATIA]

**Local/National Level Economic Policy Dialogue: the Competitiveness Council and Economic and Social Councils in Croatia**

*Joe Lowther, Senior Manager, Emerging Markets Group; Kresimir Sever, President, NHS Trade Union Confederation*

[DOMINICAN REPUBLIC]

**The Dominican Republic Competitiveness National Council**

*Andres van der Horts, Executive Director, Competitiveness National Council*

[FIJI]

**The Fiji Regulatory Reform Task Force**

*Isireli Koyamaibole, CEO, Ministry of Commerce, Business Development and Investment; and Ken Roberts, CEO, Fiji Employers Association*

[JAMAICA]

**The Jamaica Cluster Competitiveness Project (JCCP)**

*Kenneth Hynes, Director, and Country Coordinator for OTF Group Jamaica; and Beverley Morgan, Director, Jamaica Exporters' Association*

[LAO PDR]

**Lao Business Forum: Improving the business environment through constructive dialogue**

*Pascale Rouzies, Lao Business Forum Coordinator, IFC-MPDF; and Trang Nguyen, Manager, Business Enabling Environment Program, IFC-MPDF*

[MALAWI]

**The Malawi National Action Group (NAG)**

*Jason Agar, Managing Director, NAG Secretariat, and Chancellor L. Kaferapanjira, Chief Executive, Malawi Confederation of Chambers of Commerce and Industry (MCCCCI)*

[MALI]

**Communication sur le Dialogue entre le Secreteur Public et le Secteur Prive: Cas du Mali**

*Paul Derreumaux, Djibril Tabouré, Mohamed Traoré*

[MEXICO]

**Dialogue, Partnerships and the evolution of Clustering efforts in Chihuahua, Mexico**

*Alonso R. Ramos Vaca, Senior Advisor, Chihuahua Nuevo Milenio Project*

**Is it possible to institutionalize a public-private dialogue mechanism to reform economic regulation and policy in Mexico by the end of the current administration?**

*Miguel Flores Bernés, Coordinator General for Regulatory Impact Assessment, COFEMER*

**Public-Private Dialogue in the State of Aguascalientes, Mexico**

*Armando Jimenez, Secretary of Economic Development, State of Aguascalientes*

[NIGERIA]

**A Case Study of the Nigerian Economic Summit**

*Mansur Ahmed, Director General and Chief Executive of the Nigerian Economic Summit Group*

[PAKISTAN]

**Pakistan Small and Medium Enterprise Development Association (SMEDA)**

*Andleeb Abbas, SMEDA*

[PERU]

**Utilizing Public-Private Dialogue to Create a Market for Reform**

*Beatriz Boza, Executive Director, Ciudadanos al Día (CAD); and Luke Haggarty, Program Manager, Business Enabling Environment Program, LAC Technical Assistance Facility, IFC*

[PHILIPPINES]

**A Case Study of the Philippines Task Force on the WTO Agreement on Agriculture Renegotiations (TF-WAAR)**

*Raul Q. Montemayor, National Manager, Federation of Free Farmers (FFF Philippines)*

**Managing the Politics of Reform - Overhauling the Legal Infrastructure of Public Procurement in the Philippines**

*J. Edgardo Campos and Jose Luis Syquia, World Bank Working Papers 34044*

Looks at the sequence of events in building a public-private dialogue initiative that ultimately led to the passage of legislation that markedly altered the rules that govern public procurement in the Philippines. The study attempts to distill operationally useful lessons for managing the politics of a reform process.

[RUSSIA]

**Private-Public Sector Dialogue in the Development and Implementation of Regional Projects: Tomsk Oblast, the Russian Federation**

*Babushkin Evgeny, Head of the Department of Investment and Economic and Legal Expertise, Administration of Tomsk Oblast*

[RWANDA]

**The Rwandan Revenue Authority Project**

*Eugene Torero, Commissioner for Large Taxpayers, Rwanda Revenue Authority; Max Everest-Phillips, Senior Governance Adviser, DFID; and Richard Stern, African Regional Program Coordinator, FIAS*



[SOUTH AFRICA]

**PSI (Private Sector Initiative) in Southern Africa**

*Corin Mitchell, Director of Operations, SBP South Africa*

**The Role of Donors in PPD and the Southern African Development Community (SADC) Regional Business Climate Survey**

*Thomas Bedenbecker, Advisory Service of Private Business - Southern Africa (ASPB)*

[TANZANIA]

**Promoting Public-Private Dialogue for Self-Motivated Reforms in the Municipality of Moshi, Tanzania**

*Felician John Ifunya, CEO, AMFE Microserve*

[TIMOR LESTE]

**Public-Private Partnerships in Development: Three Applications in Timor Leste**

*José Braz, OECD Development Centre*

[UKRAINE]

**Economic and Social Regeneration in the Ukrainian Donbass**

*Peter Fortune, Private Sector Development Adviser, DFID Ukraine*

[VIETNAM]

**Public Private Dialogue in the making of the Unified Enterprise Law and the Common Investment Law in Vietnam**

*Thomas Finkel, GTZ Vietnam*

**Launching the Vietnam Private Sector Forum, 1997-2000**

*Wolfgang Bertelsmeier, IFC Country Manager for Vietnam, Laos and Cambodia, 1997-2000*

