



### The ILO Turin Centre's facilities

Located in an attractive park on the banks of the River Po, the Centre's campus provides a congenial environment in which to live and study.

- It contains 21 pavilions with fully equipped modern classrooms, conference halls and meeting rooms fitted out for multilingual simultaneous interpretation, and a computerized documentation centre linked to various data banks.

The campus has 287 study/bedrooms, all with private bathroom, telephone, free access to internet and cable television. It also has:

- a reception desk open 24 hours a day;

- a restaurant, a self-service canteen and a coffee lounge, all catering for international dietary needs;
- a bank;
- a travel agency;
- a laundry service;
- a post office;
- an internet point;
- a recreation room;
- facilities for outdoor and indoor sports;
- medical service.

Social events are regularly held both on and off campus, so that participants from different cultural backgrounds can make the most of a stimulating international environment.

### For further information, please contact:

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## Effective investment facilitation and sustainable development

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International Training Centre

www.itcilo.org



# Effective investment facilitation and sustainable development



## Background and rationale

Foreign Direct Investment (FDI) is vital to maintain and strengthen economic growth, integrate countries into the global economy, boost technological innovation and know-how, enhance skills transfer and contribute to the creation of decent work. But not all investments have the same development impacts. Getting the most out of FDI requires strategic thinking.

Investment Promotion Agencies (IPAs) are the public face of governments seeking to increase investment and promote economic and social development. They are often instrumental in negotiating investment treaties and concluding investment contracts; and manage investment relationships through after care services.

This course will help IPAs to strengthen their investment promotion and facilitation capacities and to expand their after care services; and, more broadly, to enhance the development impacts of FDI flowing into their countries, particularly concerning the creation of more and better jobs. It is jointly organized by WAIPA (World Association of Investment Promotion Agencies) and the International Labour Organization (ILO). UNCTAD, the United Nations Conference on Trade and Development, is part of the technical team, providing input on FDI and sustainable development.



## Course description and objectives

Through the presentation of best practices and tools on investment promotion and after care services, participants will gain a better understanding of how to improve investment facilitation, converting possible leads into real breakthrough investment projects. Furthermore, driven by the 2030 Agenda for Sustainable Development, participants will examine actively the positive links between FDI, Decent Work and Sustainable Development.

At the end of the course, participants will:

- Be knowledgeable on the latest trends and opportunities regarding investment facilitation
- Have gained a better understanding on how to implement a system of after care services and investment promotion measures
- Understand the positive links between FDI, Decent Work and Sustainable Development



## Participants' profile

The course is designed for representatives of Investment Promotion Agencies and Government departments with a mandate for investment facilitation/promotion, involved in designing and implementation of investment strategies.



## Structure and content

Over the four days, working sessions are presented on, amongst others, the following topics:

### Day 1 and day 2:

1. *FDI, employment and sustainable development:* This session will identify how FDI can be more effectively harnessed to create more and better jobs, boost skills development and technology transfer, and increase business linkages with local enterprises. The discussion will focus on case studies from countries which have successfully transformed their approach to attracting FDI, as well as recent trends in both host and home countries' expectations of investor contributions to sustainable development.
2. *Investment promotion:* In the ever-increasing search for FDI, many IPA staff are still developing or fine-tuning their approaches to targeting investors and providing investment advice and other services. This session will provide an overview of good practices and lessons learned, stressing in particular the investors' point of view.
3. *Empowered analytics:* There can be no progress without an accurate tool to monitor results. Empowered analytics enables government agencies to gauge the success or failure of both their policy framework and their incentive packages for investors. What are the best indicators and which are the top three analytics that can ensure that your IPA is an excellent service provider.

### Day 3 and day 4

4. *After care services:* Investment promotion does not end with signing the MoU or investment agreement. This is where perhaps the most important phase of the process starts. The content of this training section will spell out those techniques and process-oriented standard operating procedures that can be undertaken to affirm the investor's decision and boost your country's reputation as a great place to do business.
5. *Multi-stakeholder dialogue:* An IPA's promotional activities and after care services can be significantly enhanced through facilitating a constructive dialogue between the investors and the workers and enterprises impacted by the investor's operations. This is particularly true for large investment projects with significant community impacts. This session will focus on ways in which IPAs can facilitate multi-stakeholder dialogue on issues of mutual concern between investors and communities, to smooth the establishment and operation of the investment and higher levels of investor and community satisfaction.
6. *Regional investment:* Regional investment offers more avenues than is often recognized. The session puts the emphasis on what it takes to leverage your regional competitive advantages for investment agencies. It also advocates for the steps required to balance political policies with trade and investment policies.

### Preparatory work

In addition, participants will be asked to go through an online self-guided module providing a brief introduction to the ILO Declaration on Multinational Enterprises and Social Policy as well as selected key documents on Investment facilitation, FDI and sustainable development. The module includes real cases of how the MNE Declaration can be used to address a range of labour and employment issues in different contexts. Approximately 40 minutes are needed to complete the module.



## Languages

The course will be conducted in English.



## Methodology and resource persons

The course will take a highly participatory approach, which requires full involvement by all participants and ensures exchange of information and experiences.

Training methods will include: introduction of concepts with illustrative examples followed by plenary discussions, group work, case studies and breakout sessions. Where and if possible, a company visit will be organized to interact directly with private sector.

Resource persons will include specialists from ILO, WAIPA, UNCTAD and selected National Investment Promotion Agencies.



## About the organizers

WAIPA, the World Association of Investment Promotion Agencies represents over 170 IPAs in almost 130 countries. Amongst its core mandate is to provide technical assistance to IPAs on strategies and policies towards investment promotion/facilitation and the sharing of knowledge and best practices ([www.waipa.org](http://www.waipa.org)).

The International Labour Organization is devoted to promoting social justice and internationally recognized human and labour rights. Today, the ILO helps advance the creation of decent work and inclusive growth. Its tripartite structure provides a unique platform for promoting decent work for all women and men ([www.ilo.org](http://www.ilo.org); [www.itcilo.org](http://www.itcilo.org)).



## Cost of participation

The total cost of participation is 1,940 Euro. This includes tuition fees (1,440 Euro) and subsistence costs (500 Euro).

- The tuition fees cover: course preparation, implementation and evaluation; training materials and books; the use of training facilities and support services; emergency medical insurance.
- Subsistence costs cover: full board and lodging on the Centre's Campus and some recreational activities in Turin.
- The figures quoted do not include the cost of travel between the participant's home country and the course venue.
- Participants must ensure that they have a valid passport and appropriate visa for Italy, and for any country in which a transit or stopover to or from the course venue is required.



## Fellowships

A limited number of fellowships are available to qualifying candidates. For more information, please contact Mr. Ismail Ersahin, [ismail.ersahin@waipa.org](mailto:ismail.ersahin@waipa.org).



## Applications

The application deadline is subject to seats' availability and varies: 4 weeks before the commencement date of the course, in case the participant needs a Schengen visa. For other participants not requiring Italian entry visa, the deadline for application is one week prior to the scheduled commencement date of the course.

Candidates must submit through the website the following documents:

- on-line application form duly filled in, available at <http://intranetp.itcilo.org/STF/A9010458/en>
- letter from the sponsor indicating financial support (or letter from the applicant stating that participation cost is covered by himself/herself), to be uploaded when filling in the on-line application form.

*As an Organization dedicated to promoting social justice and internationally recognized human and labour rights, the ILO is taking a leading role in international efforts to foster gender equality. In line with this ILO focus, women are particularly encouraged to apply to ITCILO courses.*

*Gender aspects will also be given special consideration when determining the allocation of (partial) fellowships.*