



## Working with Least Developed Countries (LDCs)

### How can the richer business actors work well with partners of impoverished regions?

The developed and developing economies need one another to expand marketability, link resources and capabilities, and create synergies that will be increasingly mutually beneficial.

Global players and local agencies are working to address this need for interdependencies. The question is: How can enterprises from the richer hemisphere respond to the wish of LDCs to join global processes, especially when the latter suffer from endemic poverty and conflict?

Globalization is still far from being global, sustainable or fair. Industry and commerce are strategic avenues to raise the bar of equity and the immediate actors to make this possible are corporations, small and large ones alike.

LDCs have often been caught in vicious cycles of human conflict and economic depression. They not only tend to miss out on opportunities to break away from negative circles, they also weigh upon their neighbors as their problems cross over the borders and spread regionally. The cooperation departments of foreign ministries run programs of economic aid while regional strategies include some measure of conflict management in order to attract foreign investment. Yet the developments of LDCs remain slow and their populations very vulnerable.

Part of the answer lies with courageous entrepreneurs who purposely decide to put their managerial talent to the service of a locality, a province or a city. They intertwine their entrepreneurial idea and their wish to uplift a region at the core of their business plan and they establish their enterprise in order to provide education and health as a direct consequence.

Even if not entirely “social enterprises”, corporations increasingly aim to contribute to societal improvement through their business by providing employment or investing back in the region.

**How can we work with poor countries? How can business respond to their dilemmas and not exacerbate them? How to bring effective development through technology, trade, production and capability-building without incurring harm? How to raise partnership, mutuality and accountability and reduce inequality?**

The EUROBOGEN training program addresses the causes and effects of poverty and conflict in the countries and populations that global players seek to work with as partners. Presentations and case studies portray the reality of economies that have remained depressed for a long time. People’s needs are pegged against the opportunities of collaborative business models that are part of the suggested route towards a healthier balance between global and local growth, and sustainability.

**Target audience:** Business developers of international companies, professionals conducting business in the developing countries, managers in charge of teams situated in LDCs, officers of strategic development of non-governmental organizations, coordinators of international cooperation at European/national/regional levels.



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