

**Peer-exchange workshop to enhance capacity of Civil Society Organizations (CSOs)
to effectively engage business actors on sustainable development**

Time	Session
DAY 1, 21 st June	
8.30 – 9.00	<i>Registration</i>
9.00 – 12.15 (Coffee break at 10:45)	<p>SESSION 1: FRAMING – WHAT IS THE SITUATION IN VIET NAM WITH REGARDS TO BUSINESS AND SUSTAINABLE DEVELOPMENT?</p> <p>Welcome and introduction (60 min)</p> <ul style="list-style-type: none"> - Welcome by Pan Nature (5 min) - Welcome by IUCN NL (5 min) - Introductions and mapping of experiences and expectations (40 min) - Workshop process, including the “business canvas” template tool (10 min) <p>Business Engagement introduction (30 min)</p> <ul style="list-style-type: none"> - Context 1: presentation on what do we mean by business engagement in Viet Nam <p>Panel Discussion (90 min)</p> <ul style="list-style-type: none"> - Context 2: panel discussion on the role of business in delivering green growth <p>Exercise Rich Picture (45 min)</p> <ul style="list-style-type: none"> - Facilitated group discussion: in our own respective landscapes, what businesses are present, which business practices do we want to change and why? <p>Picture taking (15 min)</p>
12.15-13.00	<i>Lunch</i>
13.00-17.00 (coffee break approx. 15.00)	<p>SESSION 2: DESIGNING TRANSFORMATIONAL ENGAGEMENTS WITH BUSINESS: PEER TO PEER LEARNING AND EXCHANGE</p> <p>Risk & opportunities (30 min)</p> <p>Presentation: From risk to opportunity: a framework for designing transformational engagements</p> <p>Reflection on successful change processes (30 min)</p> <p>Stage in the ADKAR change process</p> <p>Exercise: Business canvas: what is my organization’s approach to business? (45 min)</p> <p>Ecosystem Services Review (60 min)</p> <p>Re-cap on day (15 min)</p>

DAY 2, 22 nd June	
9.00 - 12.15 <i>(coffee break approx. 10.30)</i>	<p>SESSION 3: BUILDING THE BUSINESS CASE FOR ENGAGEMENT</p> <p>Night thoughts and check on agenda (15 min)</p> <ul style="list-style-type: none"> - Introduction to Green Finance – Mr. Jan Willem den Besten (30 min) - Example Voluntary Guidelines Invest in Nature – Ms. Puong (Pan Nature) (60 min) - Business canvas: what type(s) of engagement could lead to change? (60 min)
12.15-13.00	<i>Lunch</i>
13.00-17.00	<p>SESSION 4: BUILDING THE BUSINESS CASE FOR ENGAGEMENT</p> <p>SESSION 5: MOVING FORWARDS</p> <ul style="list-style-type: none"> - Dragon's Den competition – business case pitches for action by selected participants. Includes a prize giving! (90 min) - Business canvas: objectives, actions and next steps (30 min) - Carousel on action planning, question responding and workshop evaluation (60 min)
17;00	<i>End</i>