

Potential for closer cooperation between GDLN South-Asia and GDLN Asia-Pacific

Presentation material

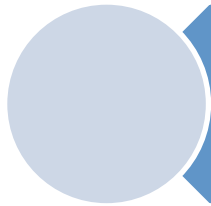
Wednesday, July 1, 2009
Ulaanbaatar, Mongolia

Aim of this session

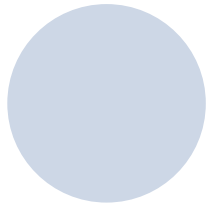
- Establish good level of mutual understanding of both regions
- Identify expectations and key issues regarding closer cooperation
- Draft solutions to key issues and identify a way forward

→ Your participation is invited

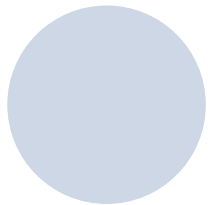
Agenda for this session



Understanding the 2 regions:
presentations and discussion



Key issues for closer cooperation:
survey results and discussion

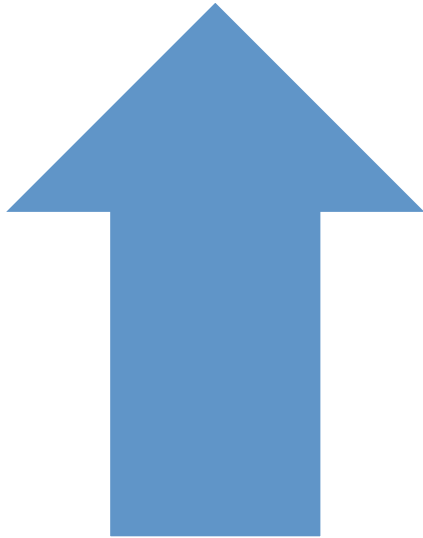


Group work: exploring solutions

Presentation of regions

- GDLN South Asia presentation
- GDLN Asia Pacific presentation
- Time for questions

Asia Pacific: perceived strengths and weaknesses



Examples for strengths:

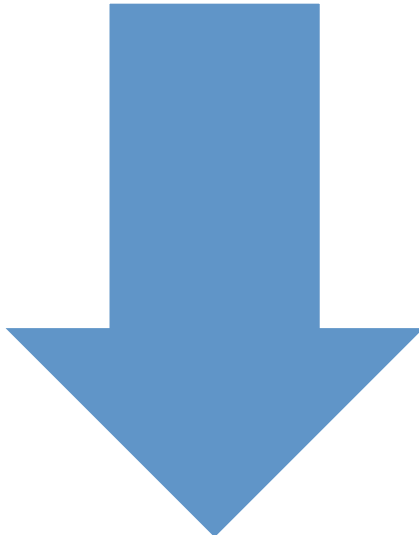
Strong network, strong association, strong coordination, business sense

Coherent and nice group, good partnership between DLCs, mutual understanding,

Large potential (one third of the world's population) Large number of centers capable of design and delivery

Cooperation standards

Network without boundary



Examples for weaknesses:

Difficult language situation

Lack of communication and understanding between affiliates, difficult coordination of events

Too little business development

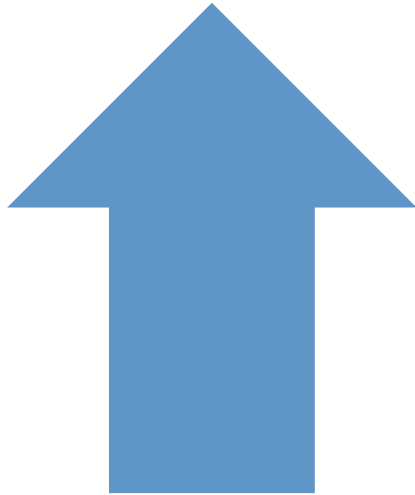
Too many connection downtimes

Uneven DLC abilities and development, considerable capacity building needed

Small Affiliates get neglected

Less emphasis on Southeast Asia as compared to China

South Asia: perceived strengths and weaknesses



Examples for strengths:

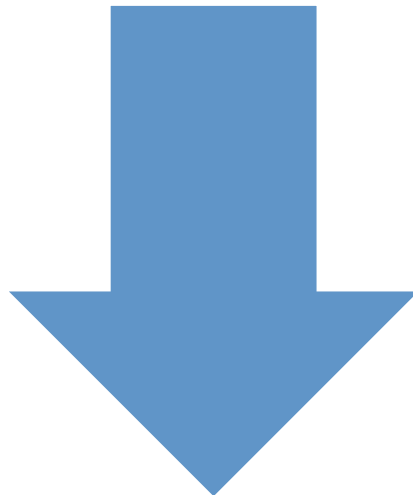
English language widespread

Existing demand, enormous potential

Quality people, willingness to work hard

Good relationship to Washington

Cohesiveness due to smaller size and shared problems



Examples for weaknesses:

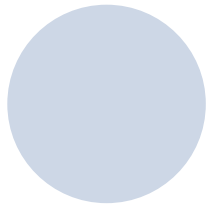
Absence of strong coordination, leadership and strategy

Lack of business, resources and sustainability

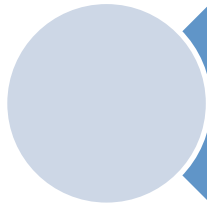
Reduction of help from World Bank national offices

Lack of infrastructure in region

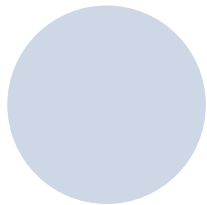
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Understanding the 2 regions:
presentations and discussion



**Key issues for closer cooperation:
survey results and discussion**

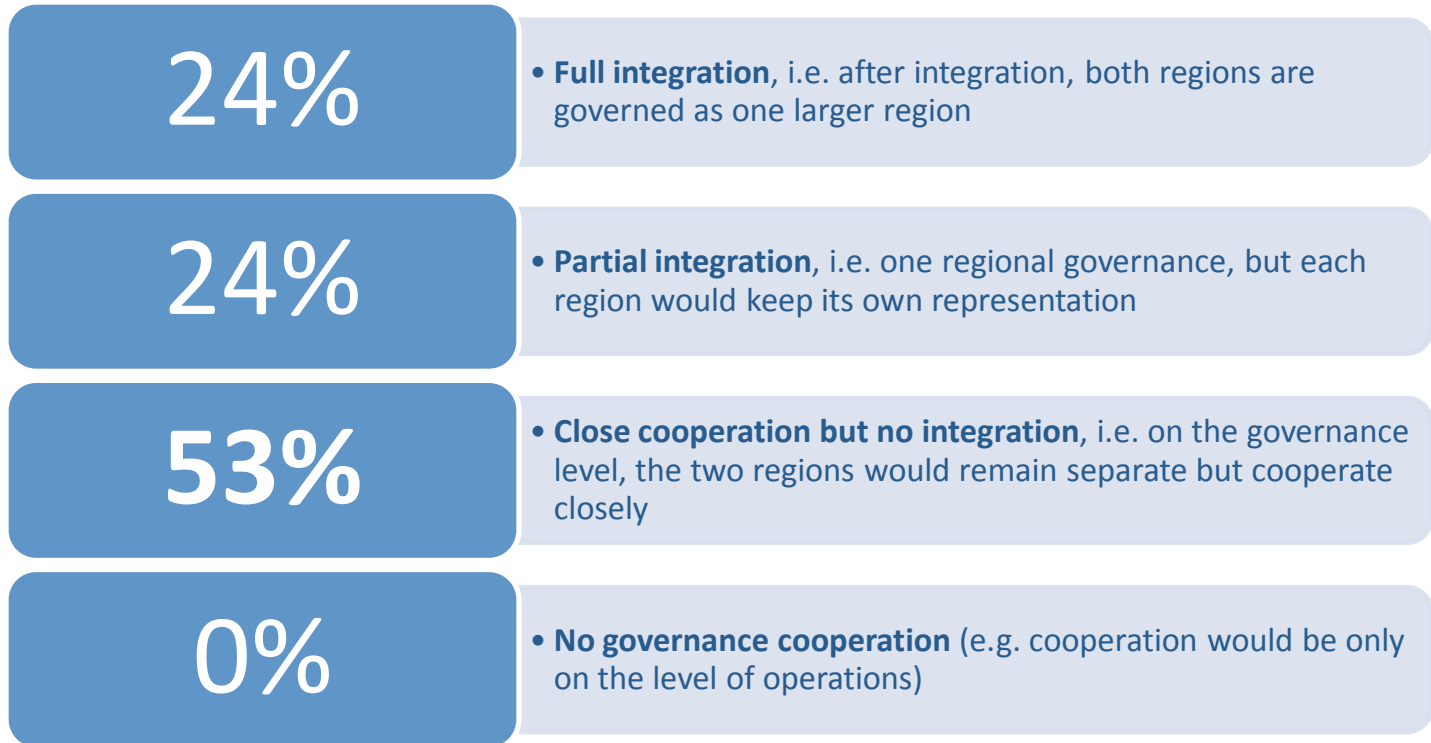


Group work: exploring solutions

Survey participation

- 17 full responses received; thank you!
- Regional distribution (“please indicate what perspective your answer has”):
 - Asia Pacific perspective: 10
 - South Asia perspective: 4
 - Neutral perspective: 3

What level of *governance* integration would you like?



(East Asia respondents split over level of integration)

What level of *operational* integration would you like?

41%

- **Full integration**, i.e. DLCs from South Asia would be treated the same as DLC from the Asia Pacific regarding all contractual and business-related matters

53%

- **Partial integration**, i.e. DLCs from Asia Pacific and South Asia would mostly operate under the same standards but some exceptions might prevail

6%

- **No integration**, i.e. DLCs from South Asia and Asia Pacific operate under different quality, membership and other standards

(Majority of East Asia respondents prefers full integration)

Opportunities with more cooperation

- Access to more content providers and to a larger market, huge market potential
- Stronger market presence and more business opportunities; more events
- Synergies through program and resource sharing
- One time zone with its own hub
- Delivery of programs addressing both regions will be simplified
- Knowledge sharing, learning and improving from each others experiences
- Greater South-South dialogue interaction

Risks with more cooperation

- Losing the 1:1 match with the World Bank regions
- China and India have different level of service provision and need different strategies; fear of “Dictatorship” by few “giant” countries
- South Asia might lose strong integration of its affiliates; South Asia specific issues might be neglected
- Increased size means increased coordination challenges and unwieldy governance
- Non-active participation and lack of operational standards

Perceived priorities for a supra-regional organization

	Absolute priority	Very important	Somewhat important	Nice to have, but not necessary	Not important
Promotion of the brand	47%	47%	6%	0%	0%
Strategic planning	35%	59%	0%	6%	0%
Marketing: regional client initiatives	59%	41%	0%	0%	0%
Marketing: providing a consistent interface to clients, prospects and partners	53%	41%	0%	6%	0%
Marketing: developing marketing strategies for specific programs and assisting members to execute them	41%	47%	12%	0%	0%
Training for DLCs and selected partners: Aimed at implementing standards and methods designed to achieve high quality	71%	29%	0%	0%	0%
Training for DLCs and selected partners: As the means of quickly and consistently implementing innovation and change throughout the region	41%	53%	0%	6%	0%
Training for DLCs and selected partners: To assist in the start-up of new DLCs	41%	47%	12%	0%	0%
Design of products and services	47%	29%	18%	6%	0%

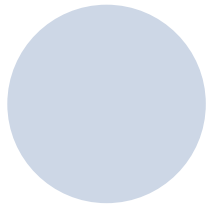
Key issues (and voting on priority)

- ...

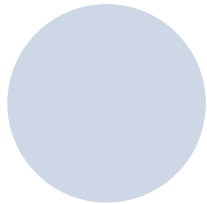
Suggestions for key issues...

- How to do and increase business together? Concrete pilot/champion projects? Concrete business opportunities?
- What can be done to ensure balance between countries and regions of different sizes and stages of development?
- How can quality be increased and ensured across both regions?
- How can the two regions collaborate in marketing, e.g. promote common brand?
- How to organize governance for the 2 regions, e.g. SA representatives on EAP governing board?
- How can problems with losing the 1 to 1 mapping to World Bank regions be avoided?

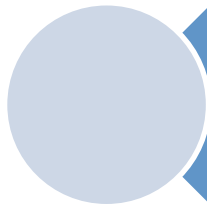
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Key issues for closer cooperation:
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Group work: exploring solutions

Group work

- Please form **6** groups, ideally mixed AP/SA
- Please choose **one rapporteur** per group
- Each group works on **one** of the key questions
- You have **60min**
- Please aim for **concrete results** (...) and use the template for reporting back

Key question	A	B
Opportunities for and mechanics of joint program development and delivery, including a champion project	Juan	Phil
How is this beneficial for both regions (focus on concrete ways to realize this potential)	Rama	Michael
Exploring shared governance arrangements and/or strategic communication	Markus	Han

Conclusions and decisions

- ...

**Thank you
for your cooperation**