

GIZ magazine

akzente

Education

From the classroom to the lecture hall: how high quality education drives development

OTHER TOPICS:

Ethiopia: Triangular cooperation opens up new horizons

Viet Nam: Support for hospitals in Viet Nam's provinces

GIZ: International cooperation from one source

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



Dorothee Hutter,
Corporate Communications

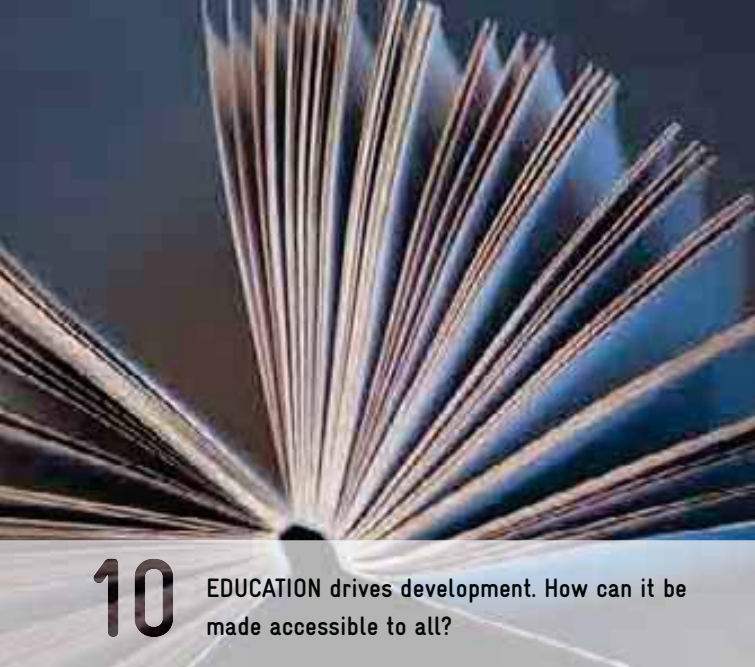
Dear reader,

You will have noticed from the cover page that this edition of 'akzente' is appearing for the first time as a GIZ magazine, GIZ being the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. Formed on 1 January, GIZ brings together the long-standing expertise of the Deutscher Entwicklungsdienst (DED) gGmbH (German Development Service), the Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH and InWEnt – Capacity Building International, Germany. In other words, GIZ unites three organisations which, for decades, have been helping people and societies all over the world to shape their own futures and improve their living conditions. In this issue you will encounter a number of projects in which – even before the merger – the three organisations were working together to provide tailor-made services for their partners. What has already been realised in these projects is now set to be implemented around the world.

This issue of the magazine is dedicated to the topic of education. From primary school to university, from alphabet learning to vocational training – the term is as wide-ranging as the challenges involved in alleviating educational deficits in partner countries. How can we define education? What must we do to give as many young people as possible the chance of receiving a school education or vocational training? And what role can GIZ play here? Find out more on our 'in focus' pages. This issue also covers a number of other interesting topics. You can gain an insight into the efforts of Israeli irrigation specialists and Ethiopian agricultural experts, for example, who are working with GIZ in a triangular partnership to help farmers improve yields while conserving water; or learn more about the growing use of the sun as a source of energy in Mexico.

To help us better gauge the interests of our readership, last year we asked you, our readers, for feedback about our magazine following its relaunch in 2009. The results were very pleasing. Almost 90% liked the magazine's new look, and most of you considered both the quality of writing and the range of topics to be highly appealing. We would like to thank all those who took part in the survey and we will do our best to make sure future issues of our magazine continue to meet your standards. We hope this issue will provide you with some absorbing reading.

Dorothee Hutter



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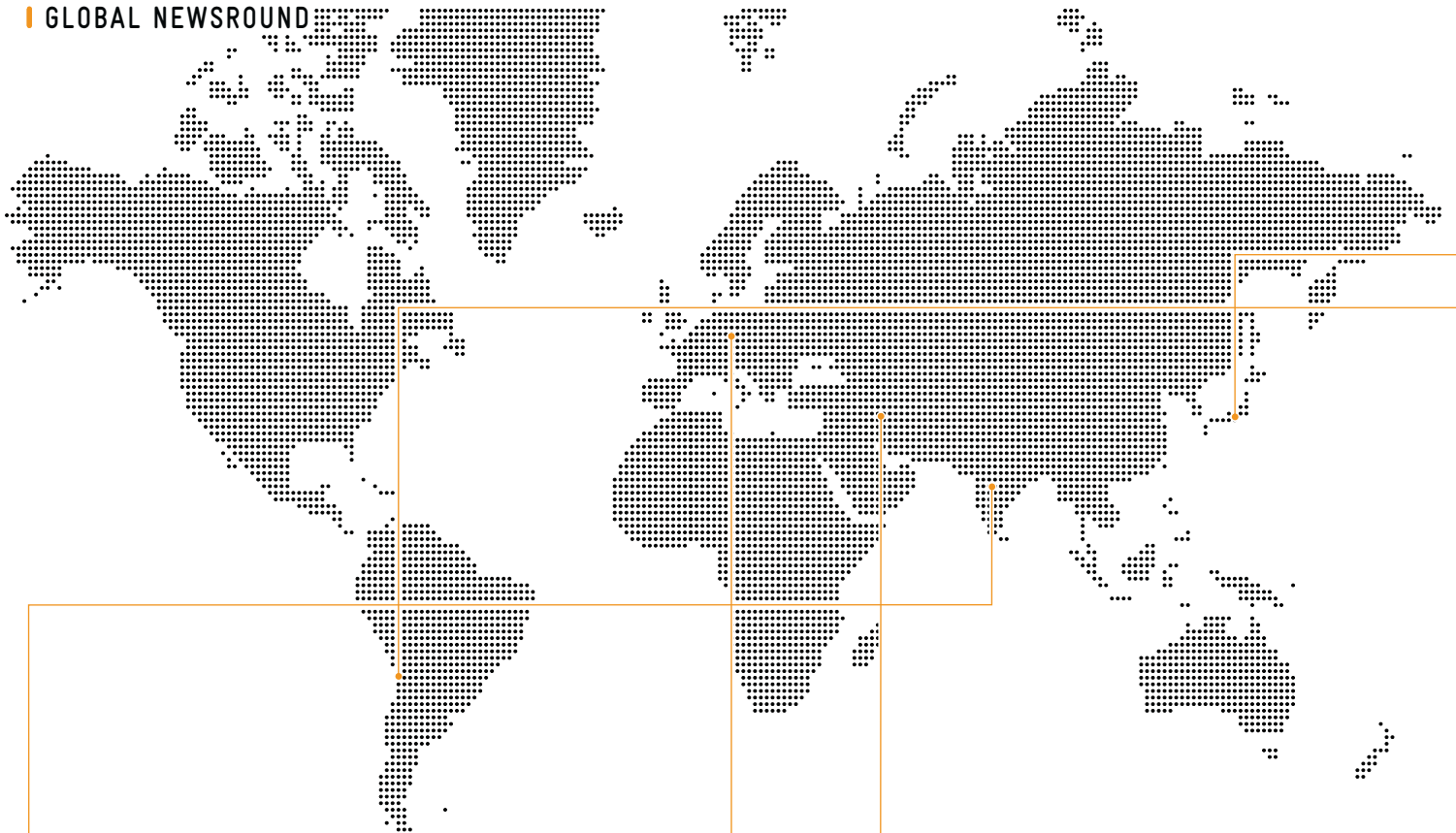
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INDIA

Smart cards for patients



The insurance card provides access to the health care system.

Around 400 million people work in India's informal sector. To ensure these workers also have access to health care, the Indian Ministry of Labour and Employment rolled out a state social security model in 2007. Today the social security programme has over 60 million members, who have access to free health care in hospitals anywhere in the country thanks to their digital insurance card. GIZ was involved in developing this model on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). Now other countries have also registered their interest. GIZ is currently establishing South-South cooperation arrangements on this issue.

GERMANY

Sustainable shopping made easy


For many people, the decision to purchase a product is partly dependent on whether its manufacture was environmentally friendly and socially responsible. This has motivated the purchasing departments of many public institutions and small and medium-sized enterprises to ensure socially acceptable working conditions for their service providers along with the sustainable sourcing of their raw materials. The Internet portal kompass-nachhaltigkeit.de is a useful tool here, providing information about reliable certificates and seals. GIZ created this portal on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) in partnership with the consulting firm Leading Standards and the International Trade Centre of the United Nations in Geneva. Detailed explanations of the standards, a neutral list of criteria and requirements, the opportunity to compare different systems of standards and examples of their impact all help companies to apply the correct standard.

👉 www.kompass-nachhaltigkeit.de



CHILE

Spotlight on renewable energies

'Chile is renewing its energies – for a safe and sustainable energy future.' This is the title of a touring exhibition, designed by GIZ on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), which has been on display since autumn 2010 in various towns and cities in Chile. The aim of the exhibition is to inform the general public about the potential of the various sources of renewable energy in Chile and the importance of energy efficiency. The exhibition concept combines education and entertainment using such elements as interactive models on wind energy and small hydropower plants. Teachers can download teaching materials from an accompanying website.  www.chilerenuevaenergias.cl



Chile has sizeable geothermal resources. Here near San Pedro de Atacama research on geothermal energy is being carried out at high altitude.

GERMANY

Studying reform management

'International Education Management' is the name of one of four study programmes promoted by the German Federal Ministry for Economic Cooperation and Development (BMZ) to provide training for reform managers. The programme is aimed at German and Arab experts and managers in need of training to initiate and monitor reform processes. In this way, it is hoped to boost the effectiveness of German development cooperation with countries in the Middle East and North Africa. The study programme is being implemented by the Ludwigsburg University of Education (PH Ludwigsburg) and Helwan University Egypt, in partnership with the German Academic Exchange Service (DAAD), and with conceptual advice from GIZ.  www.inema-master.com

JAPAN

Hope for biodiversity conservation

The 10th UN Convention on Biological Diversity, which took place in Nagoya, Japan, in October 2010, brought tangible results: the Nagoya Protocol now controls how profits from genetic resources can be equ-




itably divided among countries of origin and users. GIZ advised the German Federal Government during the negotiations. In addition, on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), GIZ organised a number of sideline events at the conference covering all aspects of biodiversity – including a panel discussion on the topic 'Access Benefit Sharing (ABS) Capacity Development Initiative for Africa'. The participants highlighted the positive impact of the initiative on ABS negotiations. 'Thanks to the initiative, the African states were very well prepared for the negotiations,' reported Claudia Mayer, GIZ project manager in the division for Biodiversity, Forestry and Resource Governance.

AFGHANISTAN

New contract from Australia

Australian ISAF units took over the work of troops from the Netherlands in the province of Uruzgan in 2010. The Netherlands Government had awarded contracts to GIZ International Services for humanitarian and civil reconstruction through to June 2011. These included development of a water supply system, promotion of small-scale trade and agricultural enterprises and efforts to accelerate the development of provincial and district administrative structures. The Australian development agency AusAID has guaranteed the continuation of activities already begun and will finance a three-year programme that includes plans to provide training for administrative staff. In addition, AusAID is to provide €8.5 million for a small project fund, which will also be managed by GIZ International Services.

 Latest news at: www.giz.de/news

IMPROVING QUALITY OF LIFE

What happens when Israeli irrigation specialists, German development experts and Ethiopian agricultural professionals join forces on a project? They achieve results that are only possible through teamwork – and improve the quality of life of thousands of people in the Ethiopian highlands.





Left: Water is delivered by hose straight to the plant without leakage. Right: Weldu Gebremeskel and his daughter Selam hope that improved water distribution will boost crop yields.

Text Philipp Hedemann Photos Michael Tsegaye

Weldu Gebremeskel energetically treads a rather antiquated foot pump. Slowly, water from the nearby canal fills the 500-litre tank next to him. The 68-year-old only has to pump just a few hundred times more to commission the first drip irrigation system on the plateau – on his own field! Weldu Gebremeskel is one of 400 farmers set to benefit, along with their families, from an irrigation and water usage programme in northern Ethiopia. The triangular cooperation between the Ethiopian Government, the Center for International Cooperation of the Israel Ministry of Foreign Affairs (MASHAV) and Germany's Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU) is designed to help small farmers cope with the consequences of climate change.

The moment has finally arrived. Weldu Gebremeskel turns the blue plastic handle on his new water tank. With so many eyes watching him, he appears a little nervous. Twenty-seven agricultural experts, each with a six-day training course behind them, had helped the small farmer to lay lengths of perforated black plastic hose across his land measuring barely one hectare. As Gebremeskel turns the handle, everybody stares at these perforations as if transfixed – at first,

◀ Small farmer Weldu Gebremeskel and many helpers laid 32 irrigation hoses in his field in the Ethiopian highlands.

nothing happens. But suddenly, a few seconds later, the first droplets emerge from the hose-pipes and trickle away into the dusty earth.

Up here at an altitude of around 2,000 metres it has not rained for over three months. The fierce intensity of the sun and the strong winds during the dry season have left the stony land parched. But water from the new irrigation hoses is not a drop in the ocean. The dark patches of land grow larger with each droplet. At the moment they are still 30 centimetres apart, but before long the dry earth between the damp patches will also become moist. 'I'm excited, happy and grateful all at once,' says Weldu Gebremeskel. 'The new irrigation system will give my family a better life.'

The water trickling into Gebremeskel's field represents the highpoint so far in the cooperation agreed in May 2008 by the then German Environment Minister, Sigmar Gabriel, and the Israeli Foreign Minister at that time, Tzipi Livni, to mark the 60th anniversary of the creation of the State of Israel. The two close allies wanted to work together to help African states adapt to climate change and make better use of their water resources. Just two months later the Ethiopian Ministry of Agriculture and Rural Development was brought on board. The project was launched in May 2009 for a term of three and a half years. Financing is split three ways with €1.5 million coming from the German Environment Ministry, US\$1 million in advisory services from the Israel Foreign Minis-

try's Center for International Cooperation and €100,000 from the Ethiopian Ministry of Agriculture. The objective is to develop sustainable irrigation systems in twelve locations in the Ethiopian regions of Tigray, Amhara, Oromia and the southern region. Training will be provided for around 5,000 farmers and their families.

Three harvests per year

Weldu Gebremeskel used to draw water from the canal using an old diesel pump, which would leave his field flooded. Much of the water evaporated, the rest washed away valuable topsoil and left parts of the field under water, whereas other more elevated areas remained bone dry. 'Using the old method I managed one harvest a year. The new approach should give me up to three harvests and boost the yield per harvest by as much as 50 per cent,' explains the father of seven optimistically.

Selam, Weldu Gebremeskel's second-youngest daughter, has come out to the field to see with her own eyes what her father has been talking about for so long. This young woman with a crucifix tattooed on her forehead worked for two years as a domestic servant in far-off Dubai. Now she has returned to Ethiopia to help her family, who have tilled the barren soil of the Ethiopian highlands all their lives. She watches attentively as the water turns the dust into fertile agricultural soil. 'If this means >>



Gad Elharar from MASHAV explains how the irrigation system works.

» INTERVIEW

'TRIANGULAR COOPERATION'



Ronit Golovaty is an irrigation and agriculture specialist for the Israeli state development cooperation programme MASHAV. She is spending three years on site in Ethiopia supporting the triangular irrigation project.

What new approaches are being taken as a result of the cooperation between Ethiopia, Israel and Germany?

We use synergies to achieve results that would not have been possible in a bilateral project. We Israelis have many years of experience in irrigation. GIZ has been involved in Ethiopia for many years and enjoys a great deal of trust here. I would have been stuck without the networks and experience of my German colleagues. And because the partnership between GIZ and MASHAV works so well, the Ethiopian partner sees us as a single partner.

What are the major challenges facing the project?

The sheer size of our project is a challenge. Our aim is to engineer the sustainable adaptation of agriculture to climate change in four regions of Ethiopia with twelve very different project approaches – and all that on a tight budget in just three and a half years.

What aspects are already working well, and where is remedial work necessary?

Coordination processes between three partners are of course bound to be somewhat time-consuming. But tasks and responsibilities are clearly assigned, so we are able to work efficiently. Although the project brings together three very different working cultures, each partner can learn from the others.

we can now harvest more chillies, tomatoes and onions from this field, then we will also be able to sell more,' she says. 'And then reinvest the money in an irrigation system for our second field.'

What her father is practising in his small field will hopefully serve as a lesson to others. Although older in years, he remains youthful in mind and open to technological advances. For this reason he has been voted a 'model farmer' by his village, which still uses traditional agricultural methods that have been practised for centuries. 'In Ethiopia innovations are often met with scepticism, even though you could hardly call what we are doing high tech wizardry. But when the other farmers realise irrigating fields with this new technology produces higher yields, they will follow suit. Just as important as the irrigation system, however, is the more rational approach to water use. Here time is of the essence; we need to achieve results quickly, since climate change can no longer be ignored,' explains GIZ employee Eckart Bode. He is working on the Ethiopian-German Sustainable Land Management programme, an initiative financed by the German Federal Ministry for Economic Cooperation and Development (BMZ) which encompasses the triangular partnership between Israel, Ethiopia and Germany initiated by the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU).

Gad Elharar, who along with Weldu Gebremeskel and the 27 agricultural experts helped install the 32 hoses that now deliver water at a rate of 1.2 litres per hour, would not really call the irrigation system 'technology'. The Israeli expert is normally responsible for programming large-scale computer-controlled irrigation systems worth millions. He has worked in over 50 countries. 'This system is low tech, of course. But it is highly effective and cheap. The farmers are able to maintain the technology themselves. The hoses are produced in Ethiopia and therefore create jobs locally,' says the trainer. Altogether the cost of the water tank, foot pump and hoses amounts to the equivalent of €250, and thanks to improved yields the farmers will have refinanced the investment after one year.

'Everyone can benefit'

Tsige Fesseha is also excited. She is the only woman taking part in the agricultural training programme. 'I come from a farm,' says the graduate farmer, the first female in her family to go to university. 'My parents farm a small field and would certainly benefit from an irrigation system like this.'

But even the most sophisticated irrigation system can be worthless if the weather conditions are not right. In northern Ethiopia there is either too much water – or too little. 'The transition from rainy to dry season is becoming more and more difficult to identify. Often it doesn't rain for months; then when the rains finally come they are heavier than ever,' explains Eckart Bode. Under conditions such as these, efficient and reliable irrigation is becoming an ever greater necessity. That is why the Ethiopian Government decided to build a dam above Weldu Gebremeskel's field thirteen years ago – but this failed to generate the expected positive impact on agriculture. Although, after the rains, the reservoir holds up to 1.7 million cubic metres of water, most of it simply goes to waste. 'The water runs away unchecked through trenches in the fields. As much as 70 per cent is lost in this way,' says water engineer Kimariam Negusse. He is standing up to his waist in an ir-

rigation channel currently being excavated by helpers from the nearby village. The contractor is reinforcing the ailing irrigation channels to prevent the precious resource from trickling away unused on its way to the fields.

One of those helping to build the channel is 19-year-old Freweyni Mesfin. She and her friends drag sandbags to the freshly dug trench, which will later be lined with concrete. 'It's tiring work, but I enjoy it here,' says the farmer's daughter, whose family farm a small field around 500 metres below the construction site. 'First, it is a way to earn money; and secondly I know the channel will benefit me and my family.' Heftu Mekonnen from the Agriculture Office of Tigray province has come to the site to see how work is progressing. The agricultural expert is very satisfied: 'Once the channel system is complete, we will be able to irrigate 100 hectares. That will benefit up to 2,500 people,' he says. Mekonnen explains that this has mainly been possible thanks to excellent cooperation between the project partners: 'The Israelis are the world's finest irrigation experts. The Germans have been in Ethiopia for a very long time and know how to plan and finance such projects. And we Ethiopians put the plans into action. It all works perfectly. We should do more projects like this that provide benefits all round,' says the Ethiopian.

Even if he is not familiar with the term 'triangular cooperation', Weldu Gebremeskel would doubtless subscribe to this view. The following morning he returns to plant his seedlings in the patches of dark earth, evenly moistened by the black hoses. In just two months the farmer hopes to harvest and sell his first crop of tomatoes. He has already calculated exactly how many metres of new irrigation hose he will be able to buy for his second field using the profits. ■

> CONTACT

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> HOW DOES TRIANGULAR COOPERATION WORK?

Triangular cooperation brings together a 'traditional donor', in the case of the irrigation and water usage programme in Ethiopia, this is the German Government; a 'new donor', often an emerging country such as Brazil, Thailand or, here, Israel; and a third beneficiary country, in this case Ethiopia. All partners make their own contributions to the project, each of which complements the others.

Triangular cooperation is seen as the way forward in terms of restructuring international relations. It is a new partnership tool that complements previous forms of South-South and North-South cooperation.

The Federal Government of Germany has committed itself to promoting triangular cooperation arrangements, contractually declaring the following in the coalition agreement of 2009: 'We want cooperation with emerging countries to develop into partnerships for the sustainable shaping of globalisation based on mutual responsibility, and particularly favour triangular cooperation. We will involve ourselves primarily in areas of significant joint interest such as promoting the rule of law, environmental and climate protection and scientific cooperation.'

GIZ supports a series of triangular projects on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), as well as other federal ministries. Chile, Brazil, Russia, Costa Rica, Thailand, Israel, Mexico and South Africa, for example, are taking on the role of 'new donors', while countries such as Mozambique, Guatemala, Paraguay, Laos and Ethiopia are the beneficiary third partners.



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EDUCATION

THEMES

IN FOCUS: Good education systems cost money. But the investment is worth it – for each individual and for society as a whole.

INTERVIEW: The Saudi Arabian labour market is facing a period of radical change.

OVERVIEW: GIZ education projects.

IN NUMBERS: Educational facts and figures from Germany and around the world.



Large classes are the norm in the Democratic Republic of the Congo.

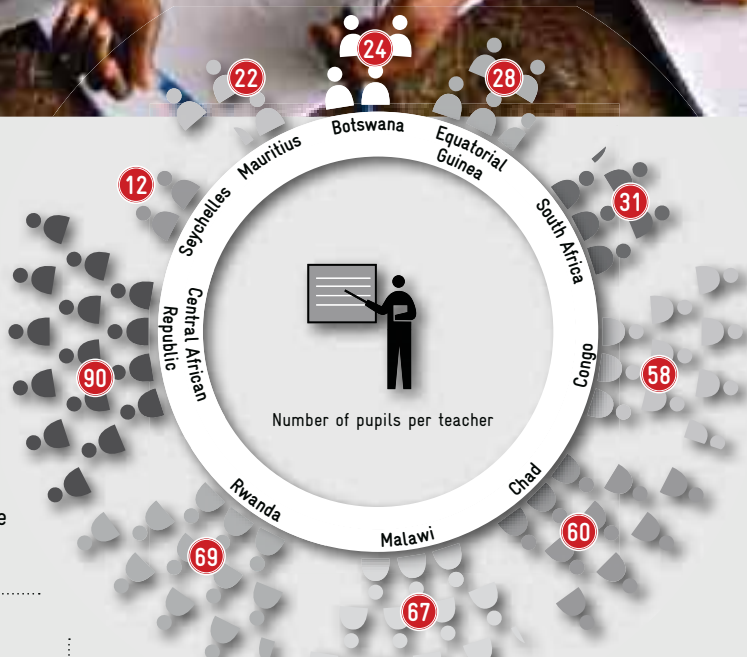
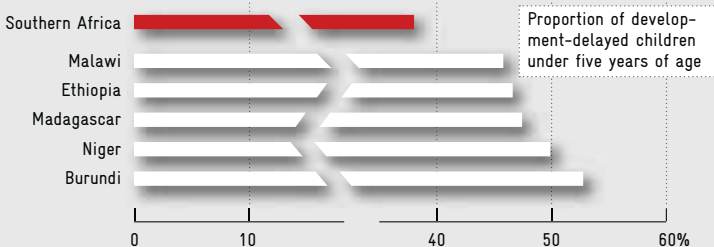
> SOUTHERN AFRICA

Poverty is an obstacle to education

Right from the outset children in sub-Saharan Africa have very poor educational opportunities. Malnutrition and disease mean that many children in this region show signs of delayed development – which in turn impacts negatively on their learning ability. At school they are faced with dilapidated buildings, inadequate equipment and a shortage of trained teachers. Furthermore, over one third of all 5 to 14-year-olds in southern Africa do work of some kind – the highest percentage for any region in the world.

Hunger inhibits a child's ability to learn

Malnutrition among young children slows development – and has a lifelong impact on the health and functional capacity of those affected.



Comparative overview



Too few teachers, too many pupils

Even if there is no direct correlation, the teacher-to-pupil ratio is an important indicator of the quality of an educational system. In southern Africa there are more pupils per teacher than in other developing countries. At the same time, there are significant differences between individual states.

Education drives development

People who have received a sound basic education and vocational training have a better chance of leading a healthy life free from poverty. This not only helps the individual, it benefits society as a whole. So why isn't 'Education for All' a universally established principle?

Text Marike Frick **Illustrations** Sabine Schiemann

There is only one thing in the long run more expensive than education: no education.' These words were spoken by John F. Kennedy and in more recent times we have come to recognise just how right the former U.S. president was. As the cold facts and figures demonstrate: education pays. Even small improvements in scholastic performance result in enormous growth effects, as was demonstrated in a recent study by the Organisation for Economic Cooperation and Development (OECD). If the OECD countries involved in the PISA study were to increase their PISA rating by an average of 25 points, experts calculate this would result in improved economic performance worth US\$115 billion over the lifespan of children born in 2010. More than half a century after Kennedy's words, it is clearer than ever that investing in education means investing in a country's future. Education is no longer simply a humanitarian ideal, it is now an economic necessity. And yet worldwide 72 million children still do not attend school. It is possible to make out four major risk groups: girls, children from poor families, children from rural regions and those with disabilities. In many cases, parents are also illiterate. Currently around 759 million adults worldwide are unable to read or write. By way of illustration,

that is roughly equivalent to the populations of the European Union and the United States of America combined. Those who cannot read, write or do arithmetic also generally have little chance of undergoing training and therefore of accessing the labour market. In the countries affected, there are often additional factors that further exacerbate the problem: the new economic sector is undeveloped, underemployment is common, and if employment is to be found at all, then it is in the informal sector, comprised of commercial enterprises that have developed separately from normal business operations and which offer jobs requiring few skills, with poor remuneration and no social security. At the same time, between seven and ten million young people flood the labour market each year in Africa alone, most of whom have no qualifications relevant to the labour market. For this reason, many governments are reappraising their education systems and – in many cases with the assistance of the international community – implementing comprehensive reform programmes.

But what is education? Does it start with school; does it end with vocational training, or after a university degree? Shouldn't personal education be a lifelong process – 'lifelong learning', as the experts call it? Yet if education is such a »

**'If you plan for one year, plant rice. If you plan for ten years, plant trees.
If you plan for one hundred years, educate mankind.'**

Zhuangzi, Chinese philosopher (4th century BCE)

broad term, where should investment start? Questions such as these reveal the full dimensions of the concept of education: education is wherever you learn. So investing in education demands a shift of focus – towards results – asking instead the question: what should education achieve?

In Europe today the term embraces a two-fold vision: the claim of the individual on a society which is obliged to equip its members with values, abilities and skills; and the claim of society on its citizens to invest this knowledge for the good of the community as a whole. Education should provide individuals with the ability, for example, to manage their own lives – but also to question standards. Discussion, ideas and individuality have a chance to flourish when nurtured through education. For this reason, the Western-influenced world sees education as capital both for the individual and for the good of a society.

Educational disadvantage through poverty and migration

It is up to each society to determine how best to realise these objectives. In the United Kingdom, for example, the challenge is specifically about improving opportunities in the education system for children from working class backgrounds. Similarly, Germany and the US face a problem with inequality – despite high financial investment: children from poorer sections of the population remain disadvantaged, as do children from migrant families. In many parts of Latin America, children who speak an Amerindian language at home rather than Spanish are marginalised. In a country such as Malawi, on the other hand, where only 11 out of every 100 children complete a primary school education, the focus is on ensuring children do not drop out of school. Otherwise they run the risk of remaining illiterate – as is the case for so many in developing countries.

This was the reason why, over ten years ago, 164 governments of the world jointly signed up to the 'Education for All' action plan. The initiative was designed to support the

Millennium Development Goals of the United Nations, whose commitments include providing basic education for every child by 2015 and ensuring gender equality. This is exactly what 'Education for All' is about – and yet the initiative has also embraced even loftier goals, such as improving early childhood education and cutting illiteracy rates by half. Employment was included as a goal in 2005. Progress in the field of primary education has, in turn, increased pressure on further educational provision, which is not always able to cater for the increased take-up of pupils from primary schools.

The international community also sets targets that at first sight have little to do with education – for example, reducing by half the number of people living on less than a dollar a day, stemming the spread of HIV/AIDS, and cutting by two thirds the mortality rate for children under five years. It is not immediately obvious that investment in education can also make a difference here. But as the 2010 Education For All Global Monitoring Report of the United Nations explained, those with an education live healthier lives, because they know about diseases, are better able to care for their children and make more frequent use of medical provision. The higher the level of education, the more common it is for mothers to delay having children. The period between births also increases. Moreover, school lessons provide opportunities for teaching on issues such as HIV/AIDS and conflict prevention. Investment in education therefore also has a radiating effect on other areas – indeed on society as a whole.

'Education for All' did achieve a great deal by the year 2010 – nevertheless the ambitious targets set will almost certainly not be reached. As the Global Monitoring Report put it: 'The bad news is that, on current trends, some 56 million children could still be out of school in 2015.' An additional US\$16 billion of investment is required if the EfA goals are to be met by 2015, and it is the quality of education in particular that must be improved. But what are the obstacles? Why do the figures for illiteracy and children without a school education remain so frighteningly high? In part it is because the governments in poor countries often have to »



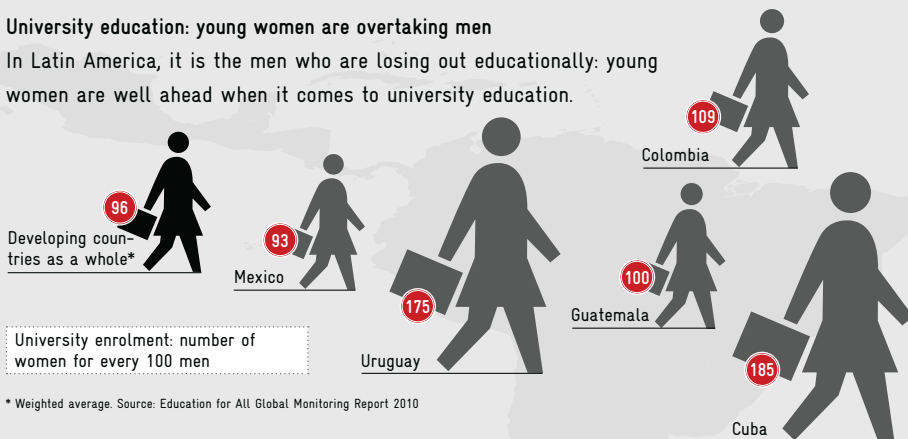
In Cuba girls are educationally more advanced than their male counterparts.

> LATIN AMERICA AND THE CARIBBEAN

Major success in the educational sector

Unlike other developing regions, Latin America and the Caribbean are remarkable for their high participation rates in education, high literacy rate and high degree of educational justice for girls. 91% of adults are literate – a figure closer to that of developed countries (99%) than to that of developing countries (80%). And as far as enrolment rates at secondary schools and university matriculation are concerned, the figure is actually higher for girls than for boys: in many countries of Latin America and the Caribbean, girls are the winners in educational terms.

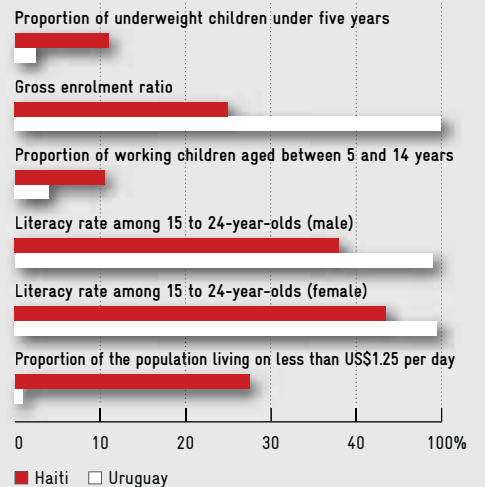
University education: young women are overtaking men
 In Latin America, it is the men who are losing out educationally: young women are well ahead when it comes to university education.



* Weighted average. Source: Education for All Global Monitoring Report 2010

Education: no uniform picture

In Latin America and the Caribbean there are significant differences when it comes to education, as a comparison between Haiti and Uruguay demonstrates.



Source: UNICEF

be persuaded of the logic and importance of spending money on education. Budgets are often tight. ‘Guaranteeing school enrolment for every 8-year-old child in Malawi would drain the entire national budget,’ says Nils Geissler, GIZ education expert. By 2015 an additional 10.3 million teachers will be needed worldwide – if we are to achieve the goal of ‘Education for All’. That means 10.3 million teachers who have to be trained and remunerated. For many states this is money that is hard to find.

In part, too, it is often necessary to convince the children’s families. ‘Some parents think it’s enough to be able to read and write a little,’ says Nils Geissler. ‘In many cases they are not able to do much more themselves.’ And for many people, what you have in your head counts for less than what you can do with your hands – and helping hands are often vital, in poor families in particular. It is estimated that worldwide around 116 million children aged between five and 14 do some form of work – leaving little time for learning. Parents are often financially overextended, for example when

they have to pay school fees, many of which are charged illegally. Additional indirect costs which parents are expected to meet for books, transport and school uniforms also represent obstacles. In Cambodia, for example, excessive cost is one of the most common reasons given for a child’s absence from school – and yet the country does not have a system of school fees. Another barrier is the distance many children have to travel to school. Even the weather and climate are factors that influence children’s ability to learn. In Uganda and Pakistan the droughts of recent years meant it was mainly girls who stayed away from school in order to help at home. When household income is short, many families adopt the traditional custom of sending their sons to school, while daughters are more commonly required to work at home or in the fields.

In order to address all these issues, GIZ provides advisory services on educational policy to many governments in partner countries, in most cases on behalf of the German Federal Ministry for Economic Cooperation and Develop-

EXAMPLES OF GIZ’S WORK > EDUCATION

>YEMEN

General and vocational education



Commissioned by: German Federal Ministry for Economic Cooperation and Development (BMZ)

Partner: Ministry of Education, Yemen

Overall term: 2002 - 2011

Yemen has one of the world’s lowest school enrolment rates and lacks resources and competences throughout all levels of the educational system. German advisory services are extensive and focus on capacity development in educational administration; in-service training for school staff; social work and community participation to improve opportunities for girls; improving currently inadequate secondary education; reforming the provision of school books and improving vocational training. In almost all the schools supported, it has been possible to set up parents’ councils. Here school enrolment rates have increased significantly and the drop-out rate has fallen.

>MALAWI

The right to a basic education

Commissioned by: German Federal Ministry for Economic Cooperation and Development (BMZ)

Partner: Ministry of Education, Science and Technology, Malawi

Overall term: 2002 - 2018

A shortage of teachers and classrooms, unsuitable curricula and a lack of teaching and learning aids, along with malnutrition and diseases such as HIV/AIDS and malaria, mean the drop-out and repetition rates among primary school children are high. Following initial improvements achieved as a result of curriculum revision and teacher training, new school books and school meal programmes, the objective is now to set up a functioning educational administration through comprehensive capacity development in Malawi’s ministries and educational institutions and to create sustainable quality management. Since a large number of international development partners are currently active in Malawi’s education sector, individual contributions require close coordination, with the German project playing a key role.

ment (BMZ). Currently one of its most important roles is to improve the training of teachers. For in many countries, although school enrolment rates are rising – in Africa the rate went up five-fold between 1999 and 2007, and globally the number of children with no access to education was cut from 105 million per year to 72 million, despite the simultaneous rise in world population – it is all too often the case that children sit at school and receive poor quality education. They don't learn enough and what they do learn is of little use; school equipment, teaching materials and teaching methods are out-of-date. In some cases, as in Mozambique and Togo, the teachers are not well trained or must teach 80 children in one class. Others simply do not turn up to lessons because the pay is so poor. All of which leads to inadequate results: in many countries in sub-Saharan Africa, 11-year-old pupils are unable to solve simple arithmetic problems. And in rural Pakistan one third of all eight-year-olds have difficulty subtracting one two-digit number from another. For this reason, educational work

now focuses more sharply on quality and recognises that structures must change.

Providing sound advice to decision-makers and multipliers

German development cooperation also provides advisory services at the political level, in education ministries and school administrations. This can involve proposing better ways of deploying material and staffing resources and helping to draft curriculum standards so that all pupils receive the same teaching. Advisors explain how to calculate the training requirements for teachers and how such training can be organised on a regular basis. Joint consideration is given to the problem of equipping schools with new textbooks. Alternatively, nationwide tests are introduced to facilitate pupil comparisons. However, there is little point in arriving in these countries with a predetermined programme: each region, each country, requires a unique concept. In »

>SAUDI ARABIA

Technical Trainers College



Commissioned by: Technical and Vocational Training Corporation, Saudi Arabia
Overall term: 2008 - 2012

The Technical Trainers College is the country's first training facility for vocational trainers built and run to international standards. The effect has been to improve the quality of teaching at vocational schools so that, unlike before, vocational trainees are now readily able to find employment on the Saudi job market. GIZ International Services is responsible for delivering an overall concept for the college, ranging from the organisation of teaching and resource planning to equipment, administration and human resources. The college launched operations in 2009 with 150 students; by 2012 its training capacity will have increased to 1,200 students.

👉 www.ttcollege.org

>VIET NAM

Vocational training system

Commissioned by: German Federal Ministry for Economic Cooperation and Development (BMZ)
Partner: Ministry of Labour, Invalids and Social Affairs, Viet Nam
Overall term: 2006 - 2015

Modernisation, growth, integrating the economy in the global market, boosting employment and reducing poverty are key objectives for the Vietnamese Government. Economic progress has increased demand for competent skilled workers. On behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), GIZ supports capacity development and the necessary reform processes in the vocational training system at the national, political and institutional levels. The objective is to improve the strategic orientation, control and organisation of vocational education. Teaching at 16 vocational training institutions and one competence centre has been aligned more closely with the needs of business and industry. To date over 300 trainers have been taught to adopt practical training approaches using newly developed training modules and teaching materials.



Egypt's young population struggles to realise its potential.

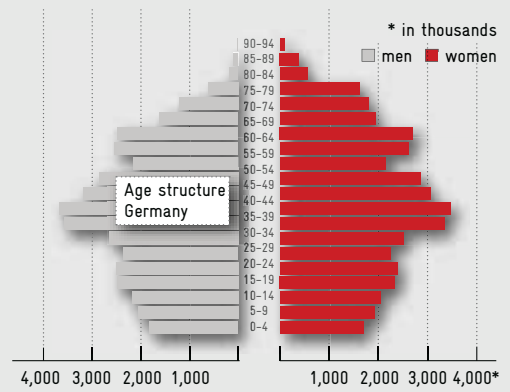
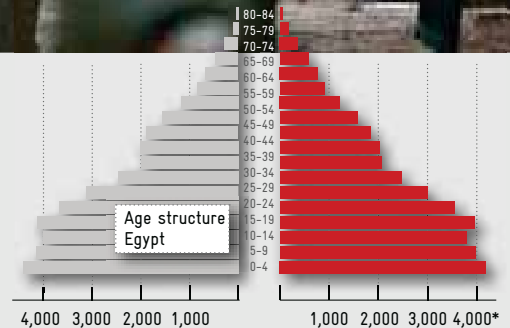
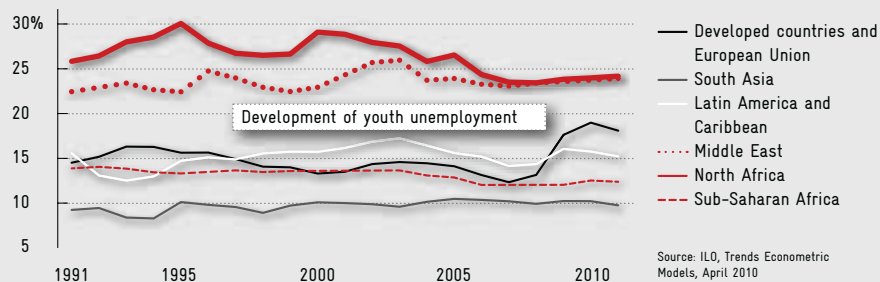
>MIDDLE EAST AND NORTH AFRICA

High youth numbers, limited prospects

At 2.1% and 1.7% respectively, population growth in the Middle East and North Africa is very high by international standards. In fact, the proportion of young people in these regions is higher than in any other region in the world. And yet the pace of educational progress is slower. And it is girls who are particularly disadvantaged: for every 100 boys attending school in the Middle East and North Africa, there are 90 girls – and the figure for Yemen is just 74. In spite of the fact that the job market is not open to women, over one fifth of all young people are still unable to find employment.

Permanently high youth unemployment

The number of young people unable to find employment in the Middle East and North Africa is well over 20%. This situation, which has been ongoing for decades, is a social time bomb.



Diverging developments

Age pyramids representing Egypt and Germany show clearly the differences in demographic development between North Africa and Europe.

Sources: UN (World Population Prospects), Federal Statistical Office Germany

Yemen, for example, it was discovered that the quality of teaching materials was poor, that girls often did not attend school, that the lessons given by teaching staff were less than competent and that most teaching focused on learning by rote rather than promoting independent thinking. In response, programmes were developed to address precisely these problems: teachers were given in-service training, textbooks were improved, and parent councils were initiated to focus in particular on girls' education. The involvement of parents is often crucial, since they need to be made aware of the fact that girls can benefit from education just like their brothers. Recently 1,200 pupils in Yemen were tested, lessons were observed and interviews conducted to provide data for an interim report. The findings show that the children are more active, play a more active part in lessons and exhibit improved scholastic performance. Moreover, they attend school with greater regularity.

GIZ advisors are constantly working with partners to find realistic solutions. 'In some regions, for example, we ad-

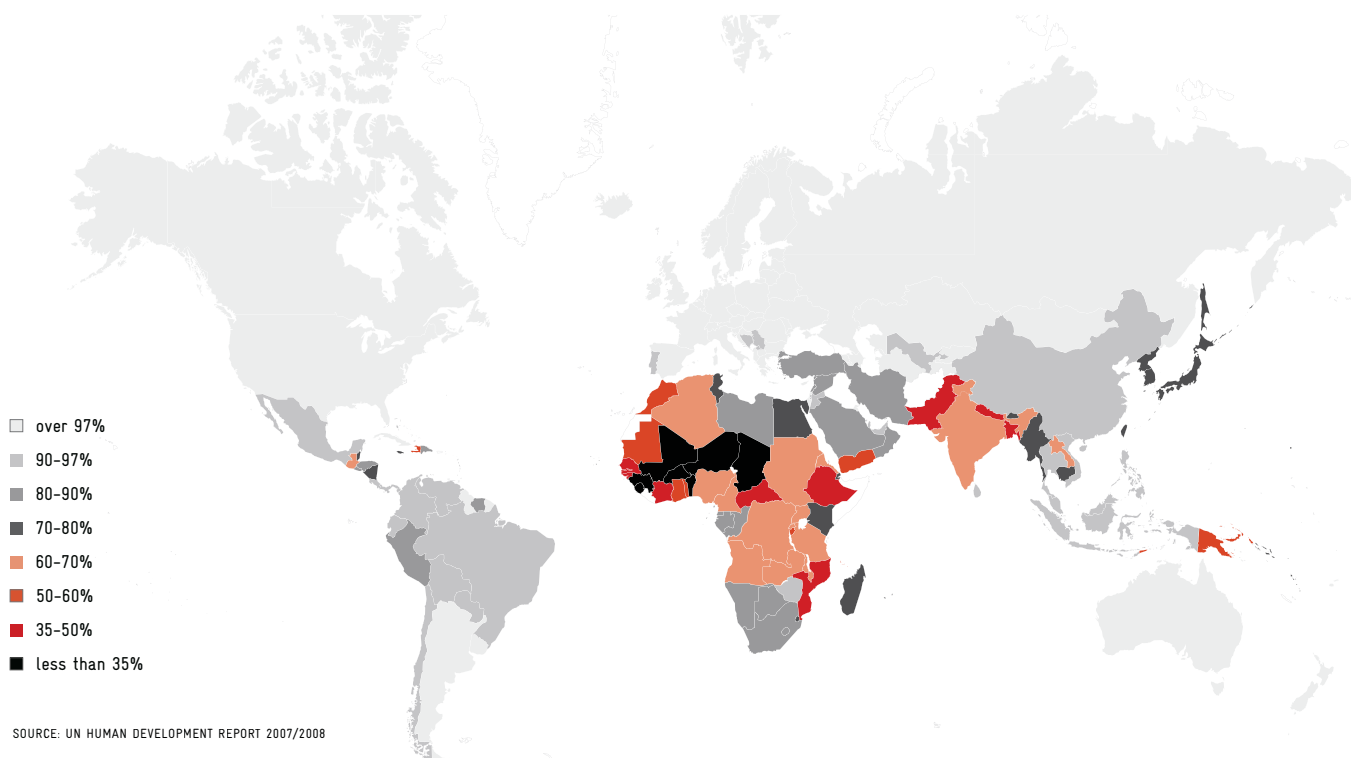
vice that, at certain times of year, school lessons should take place only in the afternoon,' says Nils Geissler. 'This enables children to spend the morning helping with the sowing.' GIZ advisors also regularly advocate bilingual teaching. Children accustomed to speaking a regional language at home are at a serious disadvantage when lessons are conducted in the country's official language of French, English or Spanish for example. This problem affects 221 million children worldwide. Bilingual, partly mother-tongue lessons have boosted enrolment rates and reduced drop-out rates in schools in Burkina Faso, Ethiopia, Mali and Guatemala.

Discussion is the key

Whenever something new is proposed in a partner country, such as the introduction of science teaching, it is usually tried out in just a few schools first. Experiences from these pilot projects are then fed back to the planners. Only then is the innovation rolled out nationwide. But the most im- »

GLOBAL LITERACY RATES

The opportunity to learn to read and write remains a privilege in many developing countries.



portant task is covered by the two rather technical-sounding terms 'evaluation' and 'monitoring', which involve constant scrutiny of the issues. Where is pupil absenteeism still a problem and what are the reasons? What kind of in-service training is really essential? Are the teacher trainers themselves adequately trained? What is the most professional way to collect all these data and what conclusions can be drawn from them? Ultimately the aim is that at some point in the future the actors involved can answer these questions and control the processes by themselves. This is known in the language of development experts as 'capacity development'. Often the most important learning process for many partner countries of German development cooperation is that a course may on occasions need correcting. The course you set out on does not necessarily have to be the one you follow right to the end. Only by adopting this approach can programmes achieve sustainable results.

But working sustainably also means looking beyond the immediate horizon of primary school education and instead

looking at the workings of the entire educational system, including the transitions from one level to another. Holistic educational approaches embrace all areas of education: early childhood education, primary education, secondary education, vocational education, university education, non-formal education and adult education. And when it comes to helping people to find a job that will assure a livelihood, it is also important to consider links to the labour market. The integrated approach also meets youth unemployment head-on, a phenomenon that is rife in many countries, and helps young people negotiate the transition from general education to professional education and integrate themselves into the employment system.

The challenge in many developing countries is that far too often an academic degree is valued more highly than a vocational qualification such as a solid apprenticeship. 'Desk jobs are incredibly attractive,' says Michaela Baur, head of GIZ's Vocational Training and Labour Market section. But an academic degree is also no guarantee for a career and

» INTERVIEW

'THE SAUDI JOB MARKET IS EXPERIENCING GREAT CHANGE'



Dr Saleh Al Amr, vice governor of the general institution for technical and vocational training and development, Riyadh, Saudi Arabia

What are the challenges facing the Technical and Vocational Education and Training sector in Saudi Arabia?

First, we face a high degree of uncertainty regarding what exactly is needed on the job market. Since the Saudi labour market is very dynamic, it is difficult to make projections for the future. Secondly, Saudi Arabia is currently implementing what is probably the world's most comprehensive

expansion programme for TVET infrastructure. Finding trained staff for the new institutions will be a major challenge. Furthermore, the links between primary, secondary and vocational education are still not as close as they should be.

What impact is globalisation having on the Saudi job market?

We are currently experiencing a period of major change. Some sectors of the economy are relocating abroad, to nearby India for example. Agriculture has declined dramatically following the cuts in government subsidies. We won't be able to sustain the strong growth in our construction sector, so we need to scale back training for this sector. On the other hand, downstream industries from our oil production are undergoing

rapid expansion and require many skilled workers.

How do you see the developing role of women in Saudi society?

Nowadays, women need an income of their own if they are to support their families and be independent. There's no way round that. Some 158,000 girls graduated from high school in 2010. Now they need training and jobs.

Why do you rely on German expertise for developing the vocational education sector?

Our vision is to become world leaders in the field of vocational education and training. To do so, we want to learn from the best.

Interview: Klaus Sodemann, GIZ, Riyadh

income. In many parts of the world people with vocational training have much better prospects on the labour market than those with a university qualification, because companies are crying out for them. However, formal vocational education systems are mostly not in a position to meet industry's demand for skilled workers – a situation that has now become a serious obstacle to development in many emerging countries. While in Germany around 60% of young people from any one year-group receive training in the dual education system, in developing countries the figure is just 9%. However, in many countries the job market attaches little value either to popular academic qualifications or to those gained from the formal vocational education system: often there is a mismatch between training supply and demand, and graduates find themselves competing in a market that has no need for them. The EFA Global Monitoring Report sums this up as follows: 'In many developing countries technical and vocational education has suffered from a combination of underfinancing, poor design, negative parental attitudes and weak links with employment markets.'

Vocational training with clear practical relevance

In this scenario, too, the system must be approached as a whole. 'Even the most fantastic training centre with the latest computers and state-of-the-art equipment is worthless if we don't simultaneously act on other key factors,' says Michaela Baur. 'Vocational education must tackle the needs of the labour market and actively involve companies.' The way in which this can be achieved differs from country to country – after all, each has its own unique working environment. Take India, for example, where over 90% of the labour force is employed in the 'informal sector'. This means, for example, that they work in small enterprises which are unregistered, pay no taxes and establish no proper contracts with their employees. The workers, for their part, have no social insurance and no legal recourse, say, in the event of being dismissed. All of which begs the question: why is India's informal sector so large? The answer is to be found in the peculiarities of the formal market. This is frequently overregulated and rules and

PISA in Africa

Scholastic performance tests and comparisons are also carried out in sub-Saharan Africa. Performance tests at primary schools in Kenya and Tanzania showed that the top ten per cent of a particular year-group came from significantly wealthier families than the bottom ten per cent. But poverty is not the only factor to influence learning outcomes. In comparative tests conducted in Malawi, Namibia, Lesotho, Zambia and South Africa, children attending South African primary schools were found to perform particularly poorly in arithmetic – even though South Africa invests much more in education than Kenya, for example. Learning outcomes also depend on how effectively funding is used.

fees are applied arbitrarily. 'Registering a company involves doing the rounds of lots of different administrative bodies,' explains Michaela Baur. 'And each visit involves a fee.' Even formal registered companies often employ informal workers. 'It is considered complicated and expensive to register or, when necessary, fire employees.' In the view of this vocational training expert, the informal sector is often simply a reaction to this problem.

Development projects geared to vocational education in India must take this into account. 'Companies must see benefits in the registration process, such as legal security and increased stability,' says Baur. But in many countries it is impossible to eliminate the informal sector. That is why vocational training measures not only target school leavers with a desire to learn a regular trade, but also promote individual skills that are in demand on the informal labour market and give people an opportunity to set themselves up independently. These may be courses in welding or accountancy. But here, too, the offers must match reality. 'The courses often take place in the evenings or at weekends, because people are unable to attend during the day,' says Michaela Baur.

In addition to employment offices and vocational schools, the business community is also brought on board to ensure that training opportunities are geared to company demands. However, in many cases business enterprises first have to be sensitised to the idea of sharing responsibility for their young recruits. This often results in mixed financing arrangements, in which companies, governments and non-governmental organisations cooperate – and work out among themselves which roles and responsibilities should be shouldered by the state, business and civil society in vocational education. For the companies the investment is worthwhile, because it allows them to influence the training, motivation and productivity of their employees directly.

Those implementing the project should also be in a position to organise, evaluate and adapt the work once the »

'An investment in knowledge always pays the best interest.'

Benjamin Franklin, US politician, writer and scientist (1706-1790)

German commitment has ended. 'A large part of the work consists in strengthening the competences of partner institutions and decision-makers in the individual countries as well as experts working in the field,' says Michaela Baur. In that way, we are able to reach the entire education system. It all comes back to that term again: capacity development.

Education creates life-enhancing prospects

This is particularly important in some Arabic-speaking regions. In Egypt, for example, the population continues to grow unabated, with an ever-increasing number of young people crowding the labour market. Vocational training and the resulting improved prospects on the job market can be used as a means to alleviate the potential for conflict. 'In societal terms, the high proportion of unemployed young people there makes for an enormously explosive potential,' explains Baur. 'Young people without prospects are also much more open to religious or political extremism.' That is why, in addition to training opportunities, there must also be business start-up programmes. Careers guidance and job placement services help to marry supply and demand on the labour market. Efforts are made to inform youngsters about qualifications required in other countries and in neighbouring regions.

At first sight the situation appears similar on the Arabian Peninsula: here, too, birth rates are high and the population very young. Consequently demand for training opportunities is enormous. But countries such as Saudi Arabia, Kuwait, Qatar and the United Arab Emirates invest massively in education and vocational training – and they have a lot of money to spend. German vocational training is in great demand, and German products also enjoy a high status. GIZ International Services is paid directly by the governments of these countries for its work; no money from the

German taxpayer is used. The work often goes far beyond the provision of advisory services. This is particularly evident at the Technical Trainers College in Riyadh, which GIZ runs on behalf of the Saudi Government.

The man responsible for this project is Klaus Sode-mann. Under his leadership, the college trains teachers who will one day be teaching metal technology and electronics at vocational schools. Until recently engineers without any pedagogical training were employed to do this job in Saudi Arabia. The development of the Technical Trainers College has therefore opened up the prospect of improved teaching for future generations.

Students receive three years of training in subjects such as metal technology, English and, of course, vocational education. 'When the young people come to us they have a comparatively low level of technical ability,' says Klaus Sode-mann. 'Then at the TTC they learn how to prepare lessons, and acquire different methodologies that make lessons interesting and promote learning.' According to official estimates, the expert says, Saudi Arabia will experience a shortfall of 10,000 teachers over the next few years. The Kingdom of Saudi Arabia is investing €50 - 60 million in order to prepare 1,000 students at the TCC for their roles as vocational school teachers.

Yes, education is expensive. But it is a worthwhile investment. If governments do it right, every single euro invested will pay back dividends. People's health improves, they become more responsible citizens and innovation and investment increases. In addition, competitiveness improves, as do economic performance, living conditions and participation in political life. Young people then grow up recognising the importance of education at first hand. And these are the same people who will one day become parents themselves, and whose foremost concern will be to send their children to school. ■

PUTTING A FIGURE ON EDUCATION

221,000,000

of the world's children speak a different language at home to the one they speak at school.

(Source: UNESCO Global Monitoring Report 2010)

1088

is the year Italy's University of Bologna was founded. That makes it the world's oldest university with an unbroken history of teaching.

(Source: Wikipedia)



25 THOUSAND

school children attend the City Montessori School at Lucknow in India, making the educational institution, founded in 1959, the world's largest school. The smallest school is situated on the North Sea island of Neuwerk – it currently has just three pupils.

(Sources: various newspaper reports from 2010; www.onecountry.org/e133/e13304as_CMS_profile.htm; Guinness Book of Records)

759,000,000

adults worldwide cannot read or write. Two thirds of these are women.

(Source: UNESCO Global Monitoring Report 2010)



1/3

of all children in southern and western Asia and in half of all countries of southern Africa leave primary school before completing their final year.

(Source: UNESCO Global Monitoring Report 2010)



1,167

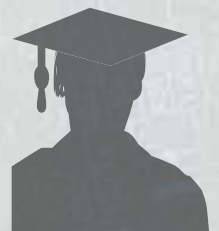
is the number of hours 12 to 14-year-olds spend at school each year in Mexico. The same age group in Germany spends on average just 883 hours per year at school.

(Source: OECD.org, 2007)

ONE HUNDRED

is the age of the man thought to be the world's oldest PhD student. Bholaram Das from India, a former freedom fighter and judge, is studying for a doctorate in neo-Vaishnavism, a branch of Hinduism.

(Source: BBC News)





» In Conversation

MAKE CHILDREN STRONG

Soccer player Nia Künzer, winning goal-scorer in Germany's Women's World Cup team, talked to akzente's Lisa Süß about the role of sport in education and personal development.

> PROFILE

Nia Künzer was born in Botswana and grew up in Wetzlar. In the 2003 Women's World Cup, she scored the winning goal for Germany. She retired from football two years ago. A graduate in education, Nia capitalises on her popularity to advocate for children. She is currently working for Hesse's Ministry of the Interior and Sport, where she is involved in various projects, including preparing the programme of events for the FIFA Women's World Cup 2011 in Germany.

Ms Künzer, you are a volunteer with the 'Make Children Strong' campaign launched by the Federal Centre for Health Education (BZgA) and you're also an Ambassador for the 'Football Meets Culture' project, which is part of the Frankfurt Book Fair Literacy Campaign (LitCam). You've been involved in other children's initiatives in the past as well. What is the core motivation behind all your activities?

My core motivation is the work with children and young people, especially girls. In all the projects I'm involved with, sport is used to support educational goals. All the projects have to have a real and practical impact – that's very important for me as a sportswoman. It's always about the children; it's not about creating a big media impact.

What do children learn from sport – apart from how to control the ball and score goals?

They learn about team spirit, tolerance and patience. They learn how to fit in and obey rules,

and how to cope with losing. And they learn how to celebrate success as part of a team. Sport is an ideal way to help children learn these lessons. Of course, music and drama can do the same thing very effectively too and there are some very successful rap music projects out there. But they need equipment and facilities. Sport's different, especially football: you can play it on the street and in the park and you don't need a lot of equipment or expensive musical instruments. When we were children, we often kicked a tennis ball or a coke can around. Sport is accessible to almost every social group.

The anti-drugs campaign launched by the Federal Centre for Health Education (BZgA) aims to 'Make Children Strong'. When are children strong?

They are strong if they can say no. Children get their first real taste of alcohol, smoke their first cigarette or try drugs for the first time when

PHOTOS: DIRK OSTERMEIER



they are with their friends. If a child is able to say 'No, I'm not doing that, I don't want to, I don't need it' even if their best friend is involved, we have achieved a great deal. But it takes a strong personality and a lot of self-confidence. And that's where sport comes in. We want to build up the self-confidence that children need by the time they reach the critical age of 12 or 13, which is why we run the 'Make Children Strong' programme with earlier age groups. But it's not just about the children. The parents also have to be consistent and say 'no' when it really matters.

Is competitive sport an opportunity for social advancement?

Yes, to some extent, especially in men's football, where some players who would otherwise have no prospects become stars and earn massive salaries. But I don't think that's so important. What counts more for me is that, even when it's not about a big-time career, team sports provide a great many people with clear structures and support. In women's football, I know players who say that without sport, they would have dropped out and gone off the rails. So it's not about offering young people a great career op-

but I think it's best to find practical solutions that can be applied in daily life. Sport is useful here as well. For example, football particularly seems to appeal to girls with an Islamic migration background, who are otherwise hard to reach. So it's important to seize these opportunities to talk to the girls, get them involved and help integrate them into positive peer groups.

You've experienced something similar in Africa.

Yes, I've visited football camps for girls in Namibia. In Namibia, and indeed in Africa as a whole, football is just for boys: girls don't get a look in. But if you give them a chance and let them play football, they really take an interest. And people sit up and take notice of them. This shows how sport can have a very positive effect in terms of participation and ownership. The football camps are used as an opportunity to educate young people about HIV and other issues as well.

'What counts more for me is that, even when it's not about a big-time career, team sports provide a great many people with clear structures and support.'

But don't some aspects of sport conflict with this? What about the saying that 'the runner-up is the biggest loser'?

Yes, there's that as well, but I don't think that this is likely to be much of an issue in the areas we are talking about, i.e. drug prevention and personal development for younger children. At this age, children just want to play, although they already enjoy competing with others. We use the group dynamics of team sports to guide young people onto the right path and give them a better start in life. The pressure to succeed comes later. But I hope that our work in the early years will help them to cope better later on.

portunity; it's about helping them to develop life skills through sport. And if some of them do turn professional and make a career of it, so much the better. But money doesn't necessarily make people more inclined to engage in education. Social inclusion, on the other hand, is much more important, and sport can be the starting point.

Speaking of the education gap, what's your view on the current integration debate in Germany?

Integration is a very important issue for me, both personally and professionally. But I try not to artificially inflate the issue. Of course, there are problems and things that need improving,

Do you still have links with Botswana, where you were born?

I only lived in Botswana for a short time, when I was very young. But I've visited the region many times for the football camps in Namibia and during the 2010 World Cup in South Africa, and I've built up a real bond with the people and culture. I follow developments in Southern Africa very closely, and if I were to go abroad for a while, that would be my first choice. But Germany is the focus of my life; this is where I grew up.

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www.kinderstarkmachen.de
www.litcam.org



HAVING A BALL IN HANOI

VIET NAM. Thanks to the efforts of the Austrian Embassy, the Mayors of Vienna and Hanoi and a host of sponsors, the Vienna Charity Ball was held in Viet Nam in November 2010 to raise funds for disabled Vietnamese children. The ball gowns were designed by students of the Faculty of Garment Technology and Fashion Design at Hung Yen Technical University as part of a competition organised together with a clothing industry training expert deployed at the University by the Centre for International Migration and Development (CIM). CIM is a joint operation of GIZ and the Federal Employment Agency.

Photo: Tsc Tempest



HEALING FOR HOSPITALS

Viet Nam's economy is booming, but the effects of this have yet to be felt in the country's provincial and district hospitals, which are affected by a chronic shortage of resources – equipment, expertise and personnel. Since 2009, German development cooperation has provided management support to hospitals in key provinces.

Text, interview and photos Martina Merten



The corridors in the outpatient department of Phu Yen Provincial Hospital are gloomy. In many places, the plaster is peeling off the walls. Along the corridor, left and right, around a dozen men and women are perched, waiting, on small blue plastic chairs. In the sparsely furnished hospital wards one storey above, two or three patients often have to share a bed. Some lie sleeping on the simple reed mats that cover the slatted bed frames. Others are sitting up, eating the rice and vegetables that their relatives have brought in for them. There are no washing facilities on the wards, and patients have to do without air conditioning. In fact, there seems to be very little of anything in the hospital – very little equipment, very few doctors and few basic comforts.

Doctors are migrating to the cities

Phu Yen Provincial Hospital in Viet Nam is the largest and still the best-equipped hospital in the region. It has 500 beds, 17 departments, 122 doctors and more than 250 nurses. Even so, 'It's not enough,' says Nguyen Tan Khoa, the hospital's Director of Planning. At times, there are as many as 900 patients sharing the 500 beds, and the poor pay means doctors lack motivation, says Khoa. Since 2007, 10 doctors have left the hospital to work for higher salaries in better equipped private clinics in Ho Chi Minh City a few hours away. 'The environment that we have to offer in our hospital is by no means state-of-the-art,' says the Director of Planning.

The economic boom in Viet Nam over the last 10 years has led to an increase in salaries. Exclusive private clinics have been set up in the cities, and the health status of the population has improved considerably. However, the country-wide averages are somewhat misleading: rural regions have been woefully unable to keep pace with progress in the large towns and cities. This is especially evident in regions like Phu

< The outpatient department at Phu Yen Provincial Hospital lacks modern information systems. Nurses and doctors record everything by hand.

>> INTERVIEW

'GOOD PLANNING IS EVERYTHING'



An interview with Nguyen Thi Mong Ngoc. A doctor at Phu Yen Provincial Hospital, she participated in a training programme run by InWEnt (Capacity Building International, Germany, now incorporated into GIZ).

What's ailing Viet Nam's hospital management?

There's plenty wrong with it. Let me mention just two of the problems. Firstly, we have no information systems; everything is still recorded by hand. That's time-consuming and allows too much scope for error. Secondly, the costs of treatment are never calculated precisely, and if the calculations aren't right, the hospital staff have to pay the difference from their own very low salaries. Case rates such as those existing in Germany are unknown in Viet Nam.

You spent a year gaining experience in German hospitals? What have you learned?

I learned that non-medical staff can manage hospitals, sometimes more efficiently than the doctors. That's something else that we don't have in Viet Nam at present. Everything is much more transparent in Germany, partly because of the information systems used there. I also learned that good planning is everything in hospital management.

Which of these lessons do you intend to apply in the provincial hospital?

I've drafted the first-ever contingency plan for our hospital's emergency system. For example, we now have an emergency number for patients to call. This has done much to improve efficiency and speed of response.

Yen, a province with a population of around one million, where 13 per cent of the inhabitants belong to an ethnic minority. None of the 12 hospitals in the region is adequately equipped, and their chronic lack of funding is preventing them from appointing more staff and improving the delivery of basic and advanced training. For a long time, the hospitals had no idea how to maximise the potential of their existing resources, says Nguyen Minh Huong, a Health Ministry director at provincial level. 'Our doctors had very few management skills,' says Huong.

However, this is about to change. 2009 saw the launch of a project on 'Strengthening Provincial Health Systems', commissioned by the

German Federal Ministry for Economic Cooperation and Development (BMZ). In five problem provinces, various stakeholders are working together to make the management and infrastructure of the local hospitals more efficient. Technical support is provided by GIZ and the Centre for International Migration and Development (CIM) and includes advice on provincial health development planning and on hospital management. KfW Entwicklungsbank is providing funding to upgrade the health system's physical infrastructure and to ensure the maintenance of medical equipment and improve the disposal of medical waste. 'The various instruments deployed by German development cooperation interact effectively,' says >>



Left: In most health care centres – small health centres within walking distance of patients' homes – there is often very little equipment apart from a basic bed. Right: In more serious cases, a referral to a provincial hospital is generally needed to obtain more comprehensive care.

doctor and health expert Anna Frisch, who coordinates the project partners in GIZ's programme office in Hanoi and is responsible for evaluating the work in the project areas. This 'joined-up' approach is working particularly well in Phu Yen.

Hospital management expert Stephan Kärcher has lived in Tuy Hoa, the capital of Phu Yen province, since the summer of 2009. Since then, he has helped hospital managers to set up a viable management system at four project hospitals in the province. It sounds straightforward, but it actually involves a great deal of hard work: none of the advice is acted on until a certain level of trust has been established between

the Vietnamese partners and the expert. Linguistic, cultural and systemic obstacles can sometimes cause long delays. Nonetheless, the project is producing some initial results: with Kärcher's support, the first-ever strategic plan based on a modern management system has been produced for the provincial hospital, covering the period up to 2015. The work programme includes improvements in human resource planning and more targeted training provision. 'Until now, training and professional development for the staff have not been structured properly. For example, we have to start by determining the qualification levels of the doctors and other workers, so that we can judge

which type of individual training they need.' Together with local colleagues, Kärcher has also drawn up a 'mission statement and vision' for the hospital. The aim is to improve the hospital's image and build its staff's sense of identification with their place of work.

A high demand for training

Tuy An Hospital is even further removed from a properly functioning management system than the provincial hospital. Tuy An district has a population of 130,000. The district hospital ranks one treatment level below Phu Yen Hospital. Each level – province and district – is as-

signed a specific role which depends on various factors, such as the hospital's equipment and the range of diseases which can and must be treated there. And each hospital is allocated a fixed budget. 'Our budget only just covers the maintenance of our outdated equipment and the very low salaries, so management training was beyond our wildest dreams,' says the hospital's Director Nguyen Hong Son. However, this has all changed. With Germany's support, the Deputy Director of the hospital has been able to take a two-year Master's degree in hospital management in Hanoi. The course content, based on best practice from Germany, was developed by an expert advisor deployed by the Centre for International Migration and Development (CIM) at the Hanoi School of Public Health, an institute of advanced training linked to the Ministry of Health. Doctor and Deputy Director Vu Hoang Viet hopes that when he completes his Master's degree this summer, he will be able to translate some of his newly acquired knowledge into practice – and he intends to prioritise human resource planning. His other aim, he says, is to speed up workflows in the hospital.

The work in the project regions will continue initially until 2012. By then, some of the equipment will have been replaced and a number of doctors will have undergone training. Tran Quy Tuong appreciates the cooperation with Germany. 'Germany has provided health system support to Viet Nam for many years,' says the Director of the GIZ project in the Health Ministry in Hanoi. It is support which his country cannot and does not want to do without. ■

CONTACT

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VIET NAM



COUNTRY STATISTICS

Area in km²: 332,800

Capital: Hanoi

Population:
approx. 85.8 million

Population growth:
1.2% per annum

GDP 2008:
US\$88 billion

Per capita income 2008:
US\$1,025

Percentage of GDP spent on health:
5.2% (1.5% public; 3.7% private)

Health expenditure per capita:
US\$148

Sources: Federal Foreign Office (AA), author's own research

AT A GLANCE

- Strengthening Provincial Health Systems, Viet Nam
- **Commissioned by:** German Federal Ministry for Economic Cooperation and Development (BMZ)
- **Partners:** Socialist Republic of Viet Nam – Ministry of Health (MOH), Provincial Departments of Health (DOH), Provincial People's Committees
- **Programme area:** at national level, Hanoi; at implementation level, the provinces of Thanh Hoa, Phu Yen, Yen Bai, Thai Binh and Nghe An
- **Overall term:** 2009 – 2012

The opening of Viet Nam as part of the government's renewal policy has created an economic boom that has considerably improved the population's health status. This boom has seen the arrival of better equipped private clinics and practices, mainly in major cities such as Hanoi and Ho Chi Minh City. However, in the state health system, especially in rural regions, there have been few improvements. Local health facilities are underutilised and are poorly equipped, and maintenance of equipment is inadequate. Health workers are overwhelmed by the task of managing the entire provincial health system, and there is a shortage of financial resources as well as basic and further training for doctors.



FOR PEOPLE AND THE ENVIRONMENT

Because wood is generally the only fuel available and felling is largely uncontrolled, the riverside forests in the valleys of the Tajik Pamirs have become severely degraded. Now, local communities are to manage the forests themselves – bringing twofold benefits.

Text Edda Schlager

It takes Sabrali Lutfaliev around one week to manufacture a door out of solid pine. The door costs 350 somoni – roughly 75 euros. So what happens if a customer needs the door within three days? Can Lutfaliev do it? And surely he could then charge more for providing a faster service. The carpenter smiles rather awkwardly. ‘Hm, well, yes, it is possible, but that’s not how we do things here. Everyone has to wait their turn, and all the doors cost the same.’

Lutfaliev has not quite grasped one of the basic principles of a market economy, namely that a higher price can be charged for special requests. Nonetheless, there is a healthy demand for his doors and windows, and his order books are full. The carpenter, who lives in Khorog in the Pamirs, is exploiting a gap in the market: he manufactures insulated doors and double-glazed windows from wood. Lutfaliev’s products are of much better quality than the plastic doors and windows imported from China that

are otherwise sold here. Compared with the old windows, which are often in poor condition, Lutfaliev’s products offer a twofold benefit: his customers can cut down on heating, thereby saving money while enjoying a warmer home environment.

Some households in the Pamirs spend almost three quarters of their income on fuel-wood, for the winters in eastern Tajikistan are harsh and long. The homes that are typical of the region are difficult to heat: they are made of

PHOTOS: EDDA SCHLAGER, NICK HANNES/REPORTERS/LAIF (PAGE 32)

◀ Steep bare slopes are characteristic of the landscape in the Pamirs.

mud, which cracks easily and lets in draughts. A large amount of heat energy is wasted. During the Soviet era, however, no one in the Pamirs ever thought about insulation: in those days, the Gorno-Badakhshan Autonomous Oblast (GBAO) in eastern Tajikistan was supplied with coal, oil and gas almost free of charge. With the collapse of the Soviet Union in 1991, however, the energy supply broke down and fuels suddenly became far more expensive. Indeed, for most people in the Pamir, they became unaffordable.

Poverty causes environmental degradation

Back then, Mumisho Odinaev, a farmer in the village of Koside, on the banks of the Panj River, did exactly what all his neighbours were doing: ‘We cut wood in the forest for heating and cooking.’ The felling was illegal, but they had no other choice. Much of the forested area in Gorno-Badakhshan belongs to the state, and is managed by the State Forestry Authority (Leskhoz). ‘But no one ever checked up on us,’ says Odinaev. Faced with poor infrastructure and severely under-resourced, the Forestry Authority still lacks the capacities to monitor – let alone actively manage – the large area under its control.

Today, the effects of this free-for-all are obvious. Instead of stately poplars, willows and groves of apricot, sea buckthorn and rosehip, it is sand dunes that line the banks of the Panj River today. In many places, sheep, donkeys and goats graze on the young shoots, preventing any new growth of trees and shrubs. Felling and overgrazing have massively degraded the riverside forests of the Panj. The fertile soils of the riverbanks have vanished, swept away by dust storms or buried in sand.

Nonetheless, Mumisho Odinaev is optimistic that the forests around his village will soon be restored. The State Forestry Authority has leased 54 hectares to Odinaev and his neighbours as part of a project that transfers forest manage-



❶ Along the banks of the Panj River, dunes have formed where the original riverside forest has been felled. ❷ There are very few places where the natural riverside forest has survived. ❸ Mumisho Odinaev on his two hectares of leased forest. He is responsible for its management.

ment to local communities. Odinaev is now the proud tenant of around two hectares of riverside forest – even though there is still very little forest to be seen. A few isolated plants – rosehip and sea buckthorn – have managed to survive on the rocky ground, where the vegetation barely reaches knee height. Along the road, a small number of poplars have escaped the felling.

Nonetheless, Aslam Munakov, a GIZ worker in the region, certainly seems satisfied when Mumisho Odinaev shows him the wall,

several hundred metres long, which the villagers have built to protect the leased area. Munakov coordinates the Joint Forestry Management project, an instrument for the rehabilitation and development of the riverside forests in the Pamirs. GIZ has been supporting sustainable natural resource management in the Pamirs on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ) since 2004 and is also working to improve energy efficiency. As GIZ advisor Heike Volkmer ex- »

TAJIKISTAN



> COUNTRY STATISTICS

Area in km²: 143,100
Capital: Dushanbe
Population: 7.49 million
Population growth: 1.85%
GDP 2009: US\$5.58 billion
Per capita income 2009: US\$1,900

Source: CIA World Factbook

AT A GLANCE

- Sustainable Management of Natural Resources in Gorno-Badakhshan
- **Commissioned by:** German Federal Ministry for Economic Cooperation and Development (BMZ)
- **Partners:** State Land Use Committee of Gorno-Badakhshan, State Forestry Authority of Gorno-Badakhshan
- **Overall term:** 2002 – 2013

The project in eastern Tajikistan promotes the ‘joint forestry management’ approach as well as the efficient use of wood and dung as fuels, thermal insulation of homes, the development of energy-efficient cooking and heating stoves, and the use of solar water heaters. It also aims to increase the efficiency of water use, support the local community’s adaptation to climate change, and develop appropriate financial products to encourage the necessary investments. The project is being implemented by GIZ and the Centre for International Migration and Development (CIM). The German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU) has provided funding of its own, on top of the resources provided by BMZ, to disseminate the joint forestry management approach in other districts in Tajikistan. The project is closely linked with BMZ’s regional programme ‘Sustainable Use of Natural Resources in Central Asia’. In 2009 and 2010 alone, 250 houses were insulated, resulting in energy savings of 30–60 per cent. 45 carpenters underwent training, and 450 doors and windows were manufactured. Various solar water heaters, stoves, heating systems and water pumps were trialled in homes. The scheme is attracting growing interest among potential customers. Microcredit products were launched to finance the purchases. The experience gained, the working methods introduced, and the new structures for cooperation have established the basis for successful broad-scale dissemination of the individual project components in 2011. The ‘joint forestry management’ approach has proved particularly successful: to date, 300 leaseholders have assumed responsibility for 1,500 hectares of forest.

plains, ‘Sustainable regeneration of the forests is only possible if the demand for fuelwood decreases, easing the pressure on the forests.’ There is very little awareness among local communities that the loss of the riverside forests is linked to the old and inefficient stoves and the lack of insulation in their homes. Munakov and Volkmer agree that attitudes have to change, but economic incentives are needed. ‘We want to create market economic structures that will continue to operate after our project work here has ended,’ says Volkmer.

Conservation comes first

The Joint Forestry Management project is therefore based on lease contracts between tenants and the State Forestry Authority (Leskhoz), which grant tenants long-term property and usage rights for an initial period of 20 years. Under the contracts, the tenants commit to manage their patch of forest, plant new trees and shrubs, irrigate the land, and protect the forest from damage caused by grazing animals. As start-up assistance, each tenant is advised on the measures that will be necessary over the coming years, and support is provided to enable them to undertake initial investments, such as constructing irrigation channels. ‘Otherwise, the highly motivated tenants will immediately start planting trees, instead of building fences and ensuring an adequate water supply,’ explains Munakov. ‘If the young trees die due to lack of water or are damaged by grazing animals, an entire year is lost and the tenants lose heart.’

The main incentive for tenants is that in return for taking on these protection and development obligations, they are allowed to use the forest products. Natural resources gleaned from the forests – fuelwood, timber, grass for animal feed, sea buckthorn and other products – are split with the State Forestry Authority, and local leaseholders can either use their share themselves or sell the products to others. The healthier the forest growth, the greater the increase in tenants’ incomes over the long term. That is why Mumisho Odinaev can still be found working on his plot in the evening, digging small irrigation channels. He hopes that, ‘in one or two



- ❶ Well-insulated doors and windows enhance the comfort of the home environment and reduce heating costs, easing the pressure on household budgets.
- ❷ Carpenter Sabrali Lutfaliev specialises in the manufacture of energy-efficient windows and doors.

years' time, I will be able to gather fuelwood here for my own family and also to sell' – an activity which he anticipates may well earn him the equivalent of around €100 a year. This is likely to increase substantially over the medium term, once there are other forest products to be harvested and marketing structures have been established with support from the German project. For carpenter Sabrali Lutfaliev, however, the figures are on a much larger scale: when business is booming, he can make €1,000 a month. Before becoming a carpenter, he worked as a taxi driver, keeping his head above water with casual joinery work. Then around a year ago, he attended a GIZ training course which gave him the skills to manufacture insulated doors and windows. Lutfaliev does not yet market his products himself: a local microfinance organisation, working with GIZ, has developed a special microcredit product to encourage pri-

vate households to install insulation. The organisation is responsible not only for marketing but also for processing orders and arranging delivery and installation in customers' homes. This means that Lutfaliev can be sure of receiving payment even if his customers are experiencing financial difficulties. What's more, with the microfinance organisation taking on the orders and passing them on to him, he has the security he needs to plan ahead.

Creating market awareness

The long-term plan is for artisans and tenants to form their own cooperatives that will see to the centralised marketing of their products. Potential customers would have a single point of contact, and financial reserves could be built up in a joint fund for repairs or new purchases. The stakeholders all agree that this is likely to be a

difficult step. The Soviet planned economy and five years of civil war have taken their toll, crushing individual initiative and any sense of ownership in many cases. 'Most businesses here have no knowledge of market structures,' says Volkmer. 'They don't know how to do costings, they sell their products at knock-down prices to their relatives, and they have no idea what the customer wants.'

For Sabrali Lutfaliev, however, everything seems to be falling into place. He is all set for expansion. He plans to create additional workshop space in the near future, and he has now recruited two new assistants. Last year, he had to turn down orders due to time constraints and a lack of capacity. 'That won't happen again!' ■

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Pall of smog over Mexico City. A BMU project launched in June 2010 is supporting the installation of 25,000 solar roofs across the country. Mexico thus aims to reduce its CO₂ emissions by 160,000 tonnes.

BRING SOME SUN INTO YOUR LIFE!

Energy saving is a new concept in Mexico. But with fuel prices soaring, poorer social groups in particular have no choice but to adopt a new approach. 'Green' loans help them to make the most of the sunshine: with support from Germany's Federal Environment Ministry, they are installing rooftop solar collectors.

Text Bernd Kubisch **Photos** Marco Antonio Lemus

High levels of air pollution have long been a problem in Mexico City. Over the last 15 years, the Mexican Government has made considerable efforts to reduce pollution from car exhausts and industrial emissions, and with some success. Nonetheless, gridlock, exhaust fumes and smog are still part of daily life for the nine million residents of Mexico's capital city. This is partly because, until recently, energy saving was a foreign concept to many Mexicans. In a country with its own fossil energy resources and subsidised prices, millions of Mexicans were energy wasters. 'Energy was simply too cheap,' says Jorge Wolpert from the National Commission for Energy Efficiency (CONUEE) in Mexico City. But those days are over. Today, Mexicans in lower and middle income groups groan at the higher prices being charged for petrol, electricity and gas. However, there is an upside as well: price pressure is generating greater interest in an alternative source of energy which, in Mexico, is available in almost unlimited quantities – solar power.

A collector on (almost) every roof

A brief visit to Heroes de Tecamac, a new social housing project on the outskirts of Mexico City, with its serried ranks of small new single-family houses painted ochre and brown, bears this out. A glance up towards the roofs provides the proof: local residents are harnessing the power of the sun. More and more people in this rapidly expanding suburb are heeding the call to 'Dale sol a tu vida!' (Bring Some Sun into »

MEXICO



> COUNTRY STATISTICS

Area in km²: 1,964,375
Capital: Mexico City
Population: approx. 112.3 million
Population growth: 0.8% per annum
GDP 2009: US\$874.9 billion
Per capita income 2009: US\$8,135

Sources: Federal Foreign Office, INEGI

AT A GLANCE

- 25,000 Solar Roofs for Mexico
- **Commissioned by:** German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU)
- **Overall term:** 2009 – 2012

The use of solar collectors for heating water has sharply reduced greenhouse gas emissions caused by Mexican homes. Modelled on the successful German Market Incentive programme, subsidies provided by the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU) from its International Climate Initiative are paying for some 25,000 solar collectors. A credit scheme known as the 'Green Mortgage' developed by the National Workers Housing Fund Institute (INFONAVIT) in conjunction with GIZ is intended to contribute to the high initial investment costs of solar collector systems, thus giving lower income groups access to a technology they could not otherwise afford. With the introduction of this innovative subsidy scheme, Mexico is assuming a pioneering role among developing and emerging countries and is also benefiting because it can reduce its gas subsidies.

The '25,000 Solar Roofs' initiative complements the 'Sustainable Energy' programme implemented by GIZ in Mexico on behalf of BMZ. With funding from BMU, 1,700 collectors had been installed by the end of November 2010.



Solar companies provide individual induction sessions for homeowners to explain the new solar collector technology installed on their roofs.

Your Life!) with solar thermal panels on around 1,000 roofs already supplying residents with hot water.

Gabriel Tellez Riva and Priscila Baltazar, who live here with their 11-month-old son Ian, opted for this solution, too. Thin tubes run from the hot water tank on their roof down to the kitchen and bathroom, where Ian is splashing happily in a plastic baby bath. His parents are very happy with the solar collectors. 'We now have a constant supply of hot water and, unlike the old gas boilers, no energy is wasted,' says Tellez Riva. The young family has invested the equivalent of around €20,000 in buying their own home, which provides them with around 40 square metres of living space. The solar panels cost an extra €600 – very reasonable from a German perspective, but a major financial commitment for many Mexicans, even though the pur-

chase costs are quickly recouped. A solar-powered hot water system can shave a good 50 per cent or more off the monthly gas bill compared with an old gas boiler. 'Nonetheless, the high costs of purchasing solar panels are still a deterrent for many people,' says André Eckermann from GIZ in Mexico. 'What's more, many people don't really understand the technology, so homeowners tend to opt for a different type of energy supply.' In 2007, around 20 million Mexican households were using gas-fired and often inefficient boilers for hot water; only 42,000 families were using solar thermal power. And whereas rainy Germany already had more than 13 million square metres of solar collectors in 2009, sun-drenched Mexico had just 1.4 million square metres by the end of the same year.

To help Mexico make better use of its massive solar energy potential, Germany's Federal

Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU) is providing a total of €3.1 million from its International Climate Initiative (ICI). Since June 2010, the funds have been used to support the installation of 25,000 solar roofs in Mexico. The scheme is intended not only to cut energy costs for individual households but also to reduce carbon dioxide (CO₂) emissions by a total of around 160,000 tonnes. So how does it work? Under the scheme, which will run until mid-2012, homeowners in the lower income brackets receive a subsidy to fit solar panels to their homes. This subsidy, equivalent to around €100, makes up about 16 per cent of the solar panel purchase price. What's more, the 'Green Mortgage' developed by the National Workers Housing Fund Institute (INFONAVIT) offers low-interest finance for house construction and



Solar technology is playing an increasingly important role in Mexico.

ecological home improvements. The credit system, which was developed by INFONAVIT in conjunction with GIZ, on behalf of the BMU, has resulted in rooftop solar panels popping up all over the country. Energy-saving lamps and water-saving toilets often feature in Mexico's eco-homes as well.

The BMU's '25,000 Solar Roofs for Mexico' project is driving up demand for solar collectors, and is the ideal complement to CONUEE's own programme to promote solar hot water systems. It forms part of the 'Sustainable Energy' programme implemented by GIZ in Mexico on behalf of BMZ and will enable an additional 1.8 million square metres of collector area to be installed from 2008 to 2012. Other features of the programme include the development of quality standards for solar power systems and the provision of profes-

sional installation training. All these measures, combined with information and awareness-raising for the public at large, are bearing fruit: in 2009, the total installed collector area in Mexico increased by more than 40 per cent. 'The interest in environmental conservation and solar collectors is growing, but it has not quite reached the mainstream population yet,' André Eckermann concludes. 'We still need to do a great deal of awareness-raising to convince people of the benefits. Word of mouth is the best advertisement. After all, everyone wants to save money.' Gabriel Tellez Riva agrees: 'My uncle saw our solar panel system, and now he's bought one for himself,' he says. ■

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➤ INTERNATIONAL CLIMATE INITIATIVE

The International Climate Initiative has been financing climate protection projects in developing and emerging countries and in transition countries in Central and Eastern Europe since 2008. The International Climate Initiative receives funding from emissions trading and thus represents an innovative financing mechanism to support partner countries in the field of climate protection. With this new form of cooperation, the Federal Environment Ministry supplements ongoing development cooperation by the Federal Government.' www.bmu-klimaschutzinitiative.de

Source: BMU



Joachim Hofer has worked for GIZ since 1984. He took up his present post as project leader in southern Viet Nam in 2009.

OUT AND ABOUT

BEYOND LANGUAGE BARRIERS

After 26 years in the profession, Joachim Hofer thought that nothing could surprise him. An agricultural economist, Hofer has worked in Bac Lieu, a coastal province in the Mekong Delta in southern Viet Nam, since January 2009. It is a region where foreigners are still a curiosity. For Hofer, who was born in the German region of Swabia, the language barrier was the key issue at the start - especially when he found that English and French were of little use. It was a completely new challenge, but the Swabian was not fazed. 'After a while, you learn how to make yourself understood - especially if everyone is working towards the same goal.' Together with the project partners, Hofer's work in Bac Lieu aims to increase the region's resilience to the impacts of climate change. Having spent much of his career abroad - in Egypt, Kenya, Malawi, Togo and the Philippines, with brief periods in Germany - he has exactly the right experience. And he is quite relaxed about the new challenges: 'The marvellous thing about this job is the chance to make a difference - beyond the language barriers.'

Carola Ritzenhoff visited Joachim Hofer in Bac Lieu.



85.8 million people live in the socialist one-party state, whose capital Hanoi celebrated its 1000th anniversary in 2010.



Outside the project office in Bac Lieu: Carola Ritzenhoff and Joachim Hofer.

ONE QUESTION, FIVE PEOPLE

WHICH ENCOUNTER HAS IMPRESSED YOU MOST?

GIZ staff meet some remarkable people through their work. Five GIZ members of staff tell us which encounters have left the most lasting impression on them.

1

EMMA KELLNER
was an advisor to Mauritania's Court of Auditors and National Assembly from 2004 to 2010.



'An unwavering commitment to education'

I was most impressed by a female MP from an underprivileged background who was determined to gain an education and worked her way up in the face of massive opposition from her family and society. She now campaigns for equal opportunities.

JÖRG YODER

has worked for GIZ since 2004, first in Afghanistan, and now as Country Manager for Pakistan.



'A major commitment to women's education'

I was most impressed by five elderly gentlemen who visited my office. They had walked for days through the mountains to Faizabad, a provincial capital in Afghanistan, to lobby in person to keep the girls' school open in their village.

2

3

HELMUT EGER
has worked for GIZ since 1985. He currently runs the tropical forest programme in Brazil.



'A hard-won success'

It was a privilege to be there when hundreds of members of the WaiWai indigenous community celebrated the recognition of their rights to their ancestral territories in the heart of the Amazon. They had campaigned for years to acquire the rights to this land.

KATHRIN ERB

A graduate in business management, Kathrin Erb works as a financial controller for GIZ.



'The many faces of GIZ'

As a vocational college student, I got to know GIZ colleagues in many different departments. Simply having the chance to meet so many different people at GIZ's Head Office has made a lasting impression on me. It's a great way to get to know the many faces of GIZ.

4

5

RABIN BISTA
took up his post as the Head of Administration in the GIZ office in Kathmandu, Nepal, in 2009.

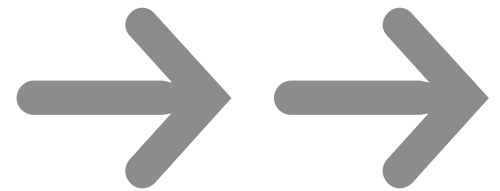


'Openness and friendliness'

In 2010, I was able to attend the meeting of all the Heads of Administration in Eschborn for the first time and was probably the youngest person there. The openness and friendliness of all my colleagues particularly impressed me.

INTERNATIONAL COOPERATION FROM ONE SOURCE

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH began its work on 1 January 2011. It supports international cooperation for sustainable development and is also engaged in international education work around the globe.



Text Anna Friedemann **Illustrations** Mira Gatermann

In its Coalition Agreement published in October 2009, the German Government pledged ‘... to increase the impact of German development policy and to improve the efficacy and targeted nature of the funding provided ...’

GmbH (German Technical Cooperation) and InWEnt – Internationale Weiterbildung und Entwicklung gGmbH (Capacity Building International, Germany) signed an agreement merging DED and InWEnt into the legal struc-

tainable development, and supporting social transformation processes. GIZ now brings the three organisations’ development expertise together under one roof and pools their individual strengths. ‘Today, we are celebrating a milestone in the history of German development cooperation,’ said Dirk Niebel, German Federal Minister for Economic Cooperation and Development, at the signing of the merger agreement in Berlin. ‘The merger is the first step towards even more effective development cooperation and a unified external image for Germany in its partner countries.’

‘A milestone in the history of German development cooperation’

One year on, the merger of the three technical cooperation organisations hit the final straight: then, on 16 December 2010, Deutscher Entwicklungsdienst (DED) gGmbH (German Development Service), Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ)

ture of GTZ, thus creating the Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH – abbreviated to GIZ. GIZ therefore unites three development organisations which are committed to improving living conditions for people around the globe, promoting sus-

Developing innovative products

For the forerunner organisations’ clients and partners, GIZ will continue to be a reliable



partner. It is a 100 per cent federally owned organisation that operates on a non-profit basis. The majority of commissions will continue to come from the Federal Ministry for Economic Cooperation and Development (BMZ) whose contracts account for more than 70 per cent of GIZ's turnover. GIZ will also continue to operate on behalf of other German ministries as well as German federal states and municipalities and public and private sector clients, both in Germany and abroad. It will also work closely with German businesses. Its diversified client structure is reflected in the purpose of the company as defined in GIZ's Articles of Association: its central objective being to 'support international cooperation for sustainable development and international education work around the globe.'

Dr Bernd Eisenblätter, Chairman of GIZ's Management Board, is optimistic about this new set of priorities: 'It creates the basis for innovative product development,' said Dr Eisenblätter at the signing ceremony in Berlin on 16 December. All the right conditions are in place at GIZ: 'All three organisations are already channelling the outstanding expertise that they have built up over many years into the new organisation,' said Dr Eisenblätter.

Maintaining consistency in times of change

GIZ's task now is to master the challenges and capitalise on the opportunities afforded by the merger. In doing so, it will continue to apply its tried and trusted approaches and work with its

customary professionalism and reliability. To support its partners' efforts to achieve their long-term development goals, GIZ offers demand-driven, tailor-made and effective services. It applies a holistic approach to ensure the participation of all stakeholders. In doing so, the company is always guided by its concept of sustainable development. Its projects and programmes take account of political, economic, social and ecological dimensions and thus support partners at local, regional, national and international level in negotiating solutions in the broader social context. 'Our aim, now and in future, is to achieve the greatest possible impact,' says Dr Eisenblätter.

GIZ advises its clients and partners on strategic and policy issues, places integrated experts and returning experts in partner countries, »

and promotes networking and dialogue among international cooperation actors. Capacity building for partner-country experts is a key component of its services. As a recognised development service provider, GIZ seconds technical advisors to partner countries. It also gives young people a chance to gain professional experience around the world, with exchange programmes for young professionals laying the foundations for successful careers in national and international markets.

Expanding the service portfolio

GIZ operates in many fields: economic development and employment; governance and democracy; security, reconstruction, peace building and civil conflict transformation; food security, health and basic education; and

environmental protection, resource conservation and climate change mitigation. GIZ also provides management and logistical services to help its partners perform their development tasks. In crises, it carries out refugee and emergency aid programmes.

GIZ intends to expand its service portfolio in future and harness new opportunities for co-operation. 'We believe that the merger of the three organisations should not just add up to the sum of their parts. We want to generate added value,' says Dr Eisenblätter. 'We are very excited about the new organisation.' ■

> GIZ

GIZ operates in more than 130 countries worldwide. In Germany, the company maintains a presence in nearly all the federal states. Its registered offices are in Bonn and Eschborn. GIZ employs approximately 17,000 staff members worldwide, more than 60 per cent of whom are local personnel. In addition, there are 1,135 technical advisors, 750 integrated and 324 returning experts, 700 local experts in partner organisations and 850 'weltwärts' volunteers. With an estimated turnover of €1.9 billion as at December 2010, GIZ can look to the future with confidence.

» INTERVIEW

'CREATING AN EFFECTIVE AND UNIFIED ORGANISATION'



Hans-Jürgen Beerfeltz is State Secretary in the German Federal Ministry for Economic Cooperation and Development (BMZ) and Chairperson of GIZ's Supervisory Board.

Mr Beerfeltz, GIZ began its work at the start of January. What were your hopes for the new organisation?

The legal merger of three organisations was a tour de force, but there is an even greater challenge ahead, because these very different forerunner organisations now have to be made into one truly effective entity. This is a major task and we will need a great deal of energy, innovative

drive and composure to see it through. But together, BMZ and GIZ, we'll get there and we'll craft a new and even stronger role for German development cooperation worldwide.

GIZ supports people and societies in shaping their own futures and improving living conditions. What can GIZ's partners expect from the new organisation?

Its simplified structure makes for more transparency in German development cooperation. And the unified system for managing the technical cooperation 'toolbox' will make it more flexible and effective. This will create added value for our partners and make their work easier.

One aim of German development policy is to intensify cooperation with businesses. What are your expectations of GIZ in this context?

GIZ will be a key partner for BMZ in implementing our policy objectives, and this applies to more intensive cooperation with the business and industry as well. For example, via GIZ, we are sending 'development scouts' to key business associations, and through CIM, we are strengthening the chambers of foreign trade in our partner countries. And of course, on behalf of BMZ, GIZ will continue to provide advice and support to our partner countries to help them optimise their economic conditions.

Looking ahead, where do you see GIZ at the end of the year?

I see it as well on the way to becoming a flexible, innovative and effective development organisation that can provide optimum support to our partners and has positioned itself well ahead of its international competitors.

RECOMMENDED READING

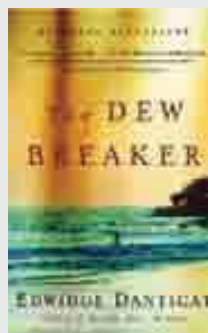
NEW LITERATURE FROM ALL OVER THE WORLD



NGUGI'S memoirs seem to confirm the suspicion that great literature is often born when childhood passions are re-awakened. Like Soyinka's Aké, this story of a childhood encapsulates all the great history of Africa: colonialisation

and rebellion, tradition and modernism and the fight to make one's voice heard.

Ilija Trojanow, author



WE READ about Haiti in the daily newspapers, but the author of this work, now living in New York, recounts the stories that the press doesn't tell us: the real story of a country, its brave and tragic people, and their efforts to survive in an

arbitrary political system, against a background of poverty and perpetual violence.

Karl-Markus Gauß, writer, critic and publisher



A SCHOOL DRAMA as a political parable: played out in the toilets of an elite school, the Colegio Nacional, the novel portrays a teacher as a small cog in the machine of power, both the instrument and the victim of violence. With a sound

grasp of philosophy and a cleverly crafted plot, Kohan uses dark humour to tell the tale of authoritarian structures which lead to repression in school, society and government.

Cornelia Zetzsche, moderator and literary editor at Bayerischer Rundfunk

Ngugi wa Thiong'o: Dreams in a Time of War. A Childhood Memoir. Published by Anchor. ISBN 978-0307476210.

Edwidge Danticat: The Dew Breaker. Published by Vintage. ISBN 978-1400034291.

Martín Kohan: Ciencias morales. Published by Anagrama. ISBN: 978-8433971623.

👉 www.litprom.de litprom – the Society for the Promotion of African, Asian and Latin American Literature – provided the reviews for akzente. The titles were selected from litprom's 'Weltempfänger' list of the best new novels.

GIZ Publications

These current publications can be downloaded or ordered on the Internet free of charge.

👉 www.giz.de/publications



Millennium Development Goals in der Praxis. Projektbeispiele aus der GIZ-Arbeit weltweit. Available in German only.



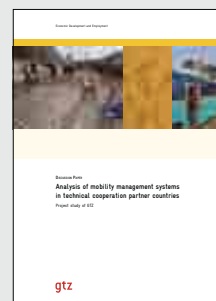
Sustainable Management in Emerging Countries. An analysis of German companies' activities in India. Available in English and German.



The Water Security Nexus. Challenges and Opportunities for Development Cooperation. By Dr Annabelle Houdret, Annika Kramer and Alexander Carius. Available in English.



Climate Proofing for Development. Adapting to Climate Change, Reducing Risk. By Marlene Hahn and Alexander Fröde. Available in English.



Analysis of Mobility Management Systems in Technical Cooperation Partner Countries. Project Study of GIZ. Available in English and German.



At the Eschborn Dialogue, representatives of politics, industry and civil society and international experts meet to discuss 'hot topics' in development.

RESPONSIBLE ECONOMIC ACTION – SUSTAINABLE DEVELOPMENT

ESCHBORN DIALOGUE. Qualitative growth and development that do not take place at the expense of the environment or individual countries are only possible with an ecologically sustainable and socially equitable economy. GIZ assists its partners in pursuing a low-emission, resource-efficient development path. It advises governments and companies, seeks to change

public attitudes and develops innovative technologies and solutions, e.g. for the energy supply or transport sector. The Eschborn Dialogue brings together more than 400 representatives of politics, industry and civil society and international experts to share their knowledge and experience in panel discussions and workshops. This year, they will discuss how international

cooperation can contribute to responsible economic action and hence to poverty reduction worldwide.

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This year's Eschborn Dialogue will take place on 21 and 22 June 2011.

👉 www.giz.de/eschborn-dialogue

PREVIEW

akzente-02/2011 issue

NEW WAYS FORWARD. In a world of expanding economies, dwindling resources and increasing environmental degradation, the guiding vision of sustainable development is more relevant than ever. The forthcoming issue of akzente presents an economic and social model which centres on resource-efficient, climate-neutral economic action, environmental conservation and equitable social relations. The challenge is to reduce emissions and resource use while facilitating growth and prosperity. This will require radical new thinking in politics, the economy and society. So how does GIZ work with its partners to effect this transformation, and which solutions does it propose? Read more in issue 02/2011.



PHOTO: PLAINPICTURE/WESTEND61

AUTHORS AND PHOTOGRAPHERS FEATURED IN THIS ISSUE



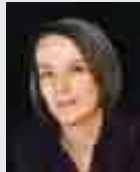
Marike Frick is a freelance journalist in Hamburg. She has covered the topics of education and educational opportunities extensively for *akzente*.



Carola Ritzenhoff works for GIZ's Corporate Communications Unit. She visited her colleague Joachim Hofer in Viet Nam.



Anna Friedemann works for GIZ's Corporate Communications Unit. For this issue she contributed the article on international cooperation from one source.



Sabine Schiemann is an art director at *muehlhausmoers kommunikation* and illustrated the cover story on education.



Mira Gatermann is a freelance art director in Hamburg. She illustrated the 'background' section. www.g-gestaltung.de



Edda Schlager has worked as a freelance journalist in Central Asia for six years and visited the Pamir mountains for *akzente*. www.tengri.de



Philipp Hedemann is a freelance journalist living in Ethiopia. He visited an irrigation project in the arid north of the country on behalf of *akzente*.



Lisa Süß is a trainee at GIZ. She interviewed Nia Künzer.



Bernd Kubisch works for *dpa* in Berlin and other agencies and reported on the new Solar Roofs initiative in Mexico for *akzente*.



Tsc Tempest is a freelance photographer based in Hanoi. He photographed the debutantes at the Charity Ball in Hanoi. www.tsctempest.com



Martina Merten is a freelance journalist specialising in health policy, and also teaches at the Asian Center for Journalism, Manila. www.martina-merten.de



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Dirk Ostermeier is a freelance photographer. He works for numerous publications. In this issue he took the portrait shots of World Cup winner Nia Künzer.

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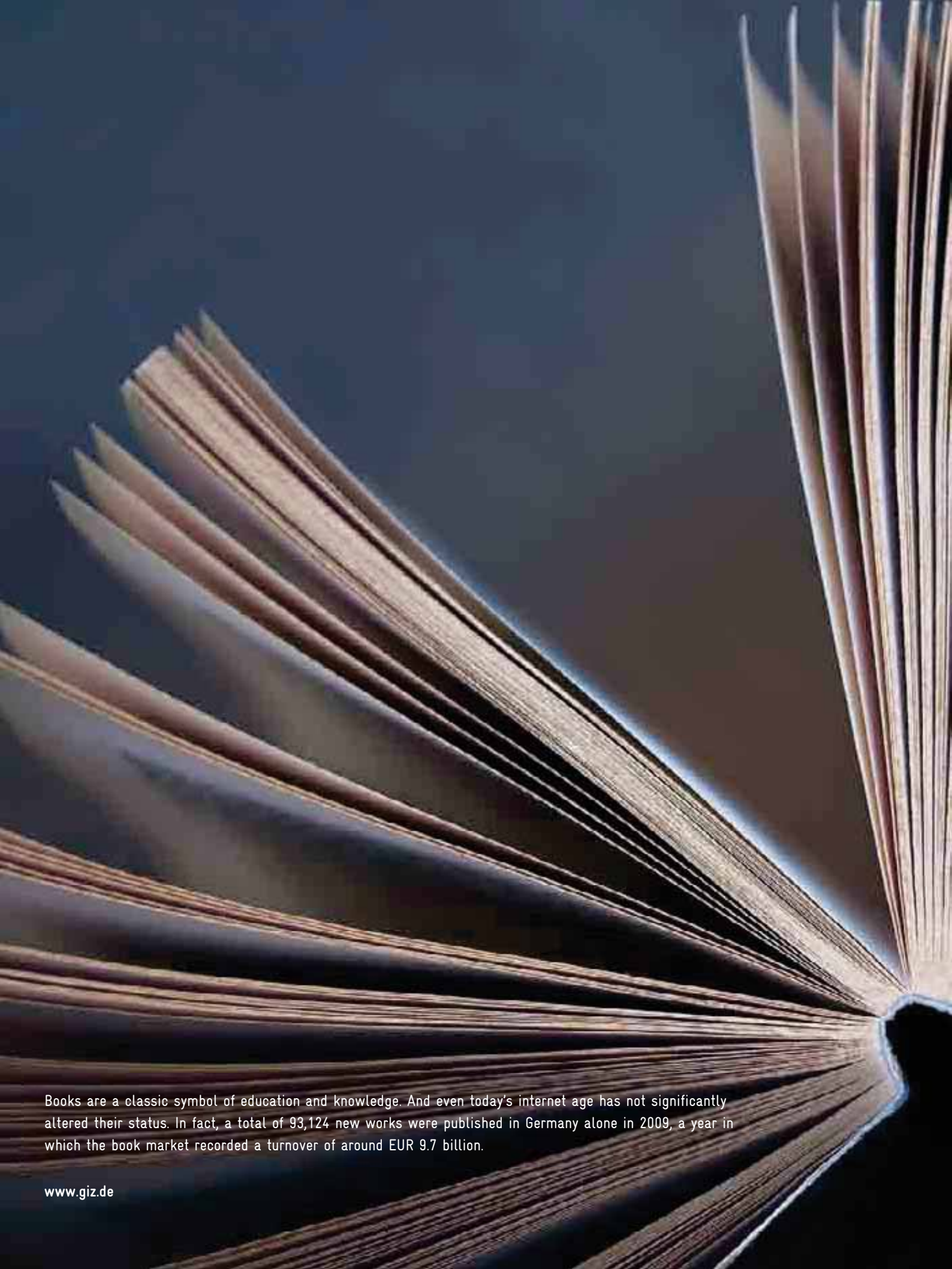
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Books are a classic symbol of education and knowledge. And even today's internet age has not significantly altered their status. In fact, a total of 93,124 new works were published in Germany alone in 2009, a year in which the book market recorded a turnover of around EUR 9.7 billion.