



## Speaking with One Voice: The Role of Interprofessional Organizations in Public-Private Dialogue

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# Introduction

Consideration of activities relating to the production, processing and marketing/export of cashew has revealed that they create lots of jobs and substantial income for thousands of people (young people and women).

Within an environment characterized by growth of the cashew market and in view of the revenue generated for the country by the sector, the latter has been tagged as a “lead sector” (i.e. a product with a strong potential for economic development). In order to derive maximum benefit from this development potential, the government has opted for the sector approach to help boost its economy.

The sector approach underpins the organization of the direct stakeholders around an interprofessional grouping. This option also means the establishment of a tripartite dialogue: Government, TFPs and direct operators.

# I. Definition of Concepts

First and foremost, let us note that:

- **The Sector Approach** is an effort aimed at enhancing, diversifying and intensifying production in line with market demands.
- **The Interprofession** is a voluntary organization formed by professional groups at the national level and constituted by groups or segments of a sector to ensure vertical coordination of discussions among them and with economic operators.

## II. Role of the Interprofession

The role of the Interprofession, includes, inter alia:

- Developing dialogue among the various stakeholders in the different segments of the sector to facilitate the harmonization of their positions and improvement of communication and discussions among themselves;
- Representing and defending the interests of the sector and serving as an interface between the various stakeholders in the sector and third parties towards defining policies, strategies and methods of promoting the sector;
- Centralizing, processing and disseminating information, on the one hand, and members' statistical information and monitoring data on the effects or impacts of each interprofessional grouping, on the other.

### III. Conditions for Fruitful Dialogue ! (1/2)

The Interprofession, as a platform for permanent dialogue among the direct stakeholders, cannot fully carry out its roles unless the following conditions are met:

■ **Each party to fully play its role:**

The government to undertake its sovereign and regulatory role,

The technical-financial partners (TFPs) also play their supporting role,

The direct operators also play their role by providing the competitive products.

■ **The government avoids taking over role of replacing the direct operators**

That is to play a frontline role desiring to take the place of the direct operators,

### III. Conditions for Fruitful Dialogue! (2/2)

- **The guiding operational principles are complied with by the stakeholders.**

This includes consultation, unanimity, representativeness, parity and subsidiarity.

- **The singleness of action within the sector.**

In spite of the divergent interests within the sector, avoidance of betrayals.

- **Leadership conflicts are to be avoided:**

Leadership conflicts among the governmental bodies, the TFPs and among the direct operators.

## IV. Some experiences in Burkina(1/2)

- Existence of Law No. 050 – 2012 on regulation of interprofessional organizations in the agricultural sub-sectors: forestry, pastoralist, fisheries and wildlife in Burkina Faso and its implementing regulations. This law enables the interprofessional organizations to collect levies to finance the development of the sector.
- Existence of a national development strategy for the Cashew Sector (SNDFA, 2019-2023) together with an action plan.
- Establishment of a marketing monitoring unit
- Regulation of the marketing of raw cashew nuts in order to provide supplies to the processing units (PUs) in Burkina Faso



## IV. Some experiences in Burkina(2/2)

- ✎ The signing of inter-professional agreements among the direct operators
- ✎ The establishment of a levy system for export and re-export of raw cashew nuts initiated by the operators and approved by the Government,
- ✎ Establishment of a Burkinabè Cashew Council

A woman with dark skin, wearing a white lab coat and a patterned headscarf, is smiling and working with cashew nuts. She is using a small tool to process the nuts, which are piled in a metal tray in front of her. The background is a plain, light-colored wall.

**Thank you  
for your  
kind  
attention**

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