

# Public-private dialogue

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# Ground rules

- All phones on SILENT or VIBRATE mode
- Show up on time
- Be mentally present
- Value and respect others' contributions
- This is a safe space to disagree (no rank)
- Be direct and honest



# What is public-private dialogue (PPD)?

PPD is a **mechanism for open communication** between **governments and the private sector** to share insights, perspectives, objectives, and ideas **for addressing problems and opportunities in economic development**. It can come in many forms.

It can be structured or ad hoc, formal or informal, wide-ranging or focused on specific issues.

It can be initiated by forward-thinking governments, frustrated entrepreneurs, or third parties such as international donor agencies.

Sometimes it involves only a few private sector representatives, sometimes it includes labor unions and civil society groups.

It can take place at local, national, or international level.

It can be organised by industry sector, cluster or value chain, or it can cover cross-cutting economic issues.

# Why is PPD important?

To accelerate  
human  
development



To accelerate  
economic  
growth



To grow the  
private sector



# What are the benefits of PPD?

To accelerate human  
development

To accelerate economic growth

Governments that listen to the  
constraints of the private sector  
are more likely to devise sensible  
prioritisation plans and workable  
reforms

Making policy reforms easier to  
implement. When entrepreneurs  
understand what a government is  
trying to achieve with a reform  
package, they are more likely to  
accept and work with the reforms  
in practice

Promoting transparency, good  
governance and taking a broader  
view by setting an example of  
openness and rigorous cost-  
benefit analysis, and by creating  
pressure of public scrutiny

Building an atmosphere of mutual  
trust and understanding between  
public and private sectors,  
improving social cohesion and  
civil society

# Examples of PPDs that have worked well in Sierra Leone

If built too closely around a particular individual, a PPD can risk becoming a one-man show, which collapses when the key person loses interest or moves on.

If not sufficiently transparent and broad-based, PPD can reinforce vested interests and create opportunities for rent-seeking behaviour.

If PPD initiatives does not make special efforts to include small and medium enterprises (SMEs) and those based in provinces, they can be dominated by big businesses or businesses based in a capital city.

## What are the risks of PPD?

If poorly planned and unfocused, it can degenerate into a talking shop, which leads to disillusionment, disengagement and loss of credibility, giving strength to opponents of reform and slowing down the reform process.

If not well coordinated with existing institutions or other dialogue mechanisms, duplication of efforts can overburden and confuse participants.

If not accompanied by sufficient efforts to build a broad base of support, PPD can become politicised by being closely associated with a particular party.

# Every PPD is a project, with a START and END

## Discovery phase

- State objectives in writing
- Lit review: find out/ describe who is engaged in doing similar things and who would be the natural transfer or handover agency/BMO/CBO at the end of PPD
- Develop concept note
- Define goals and success outcomes
- Share widely to refine concept note

## Implementation phase

- Invitation to engage
- Engagement
- M&E

## Transfer/handover phase

- Transfer to MDA
- Transfer to BMO

# Features of a good PPD concept note



1. Clear mandate and objectives
2. Existing institutions that are stakeholders (e.g. public and private institutions, sectors, provinces, development partners) – “stakeholder mapping”
3. Participants (ensure GESI)
4. Structure
5. Champions (one public sector, one private sector) and rewards
6. Facilitator
7. Communications strategy
8. Budget and funding source
9. M&E plan
10. Handover plan/entity

# PPD facilitator role



Define the  
timetable and  
meeting agenda

Logistics of meeting

Arm's length and  
impartial  
engagement

Own the process,  
not the outcome

Lead from behind

Full and transparent  
documentation

Resolve disputes  
privately and  
professionally

Be respectful,  
command respect

Keep the  
conversation  
moving towards the  
goal

# PPD facilitation best practices



1

Clear meeting purpose and agenda

2

Pre-communication is important for setting the tone of the meeting, preferably with assignments submitted prior to the meeting

3

Start and end on time

4

Intros and ice-breaker – have an ice-breaker to help people get to know each other

5

Have a meeting plan (how you are going to manage the meeting minute by minute)

6

Establish ground rules through consensus

7

Use breakout groups with assignments to encourage small group participation and presentation by participants

8

Use panel discussions to leverage expertise and roundtable discussions to leverage stakeholder experience

9

Talk less; ask questions more

10

Ensure that no one dominates the discussion, and call out people who are not contributing by asking them specific questions

11

Use rapporteur and flip charts to note key concepts and to keep the concepts top-of-mind for the participants

12

Facilitate take-away/concluding discussions and alignment on next steps

# PPD role play

## Scenario one:

The Minister of Energy has called on you to organise a PPD to identify and eliminate the reason for transmission losses that cause energy shortages and outages in Sierra Leone. The Minister heard that much of the energy gets lost because of collusion between some businesses and some EDSA workers. He seeks to have a PPD to find ways to eliminate this issue. You and your team have been approached by the Minister to organise a PPD.

## Scenario three:

The keke drivers are unhappy about the rules that have been put in place by the police restricting their movement in the CBD following the introduction of Wakafine buses. The Keke union decides to initiate PPD with the Ministry of Transportation, Trade, and Internal Affairs to devise an ideal solution that will meet the needs of the Keke drivers. The Chair of the union has spoken to you and wants to engage your team to organise a PPD.

## Scenario two:

The Minister of Finance is considering a new set of import taxes for the next Finance Act. He informs his FS that he would like to see broader engagement with the private sector to know whether some of the proposed changes will help to drive economic growth. The FS has called on your team to organise a PPD.

## Scenario four:

Exporting products through the Water Quay is becoming a hassle and burden for many industrial producers. A few members of CAPPA have decided that they want to engage in a PPD to resolve the issues surrounding trying to get their products exported without excess delay and cost. They have engaged you to organise a PPD for this matter.

# PPD role play



## Scenario five:

Too many graduates are without jobs and too many business owners are complaining about the lack of finding competent workers and too many companies are applying for work permits for expatriate workers. The Minister of Labour and the Minister of Tertiary Education wish to have a PPD to find a solution to this problem and have engaged your team to organise this.

## Scenario six:

Indiscriminate construction in Western Area is affecting water distribution and supply as well as the beaches and tourism. It has already claimed lives through mud slides. Yet despite the attempts at making edicts, it does not appear to have been stopped. The Chief Minister has engaged your team to organise a PPD to resolve this issue in a sustainable way.

## Scenario seven:

Mining communities affected by large industrial mining operations are agitating for greater compensation and the mining companies are adamant that they can only pay what has been agreed via their concession agreements with GoSL. The tension between them is starting to affect the companies' operations and they have reduced tax payments based on reduced profitability. This is concerning to the GoSL, especially the Chairman of the Parliamentary Committee for Mining operations. The Chair has engaged your team to organise a PPD to find a sustainable way forward.

# Thank you

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