Minutes of the Start-up Workshop in Nairobi, Kenya

Participants: Prof. Chibuike Uche (ASC Leiden), Dr. Akinyinka Akinyoade (ASC Leiden), Dr. Kenneth Amaeshi (University of Edinburgh, UK), Dr. Ifediora C. Amobi (African Heritage Institution, Nigeria), Dr. Ifeanyi Okoye (Enugu Chamber of Commerce, Industry, Mines and Agriculture, Nigeria), Dr. Paul Kamau (University of Nairobi), David Ong'olo (Dutch Embassy, Kenya), Agnieszka Kazimierczuk (ASC Leiden), Ubagwu Charles (ASC Leiden)

Apologies: Dr. Bethuel Kinuthia (University of Nairobi)

The project "Dutch Multinational Businesses, Dutch Government And The Promotion Of Productive Employment In Sub-Sahara Africa: A Comparative Study Of Kenya And Nigeria", funded by WOTRO, aims at understanding the nature of the relationship between multinational businesses and their host and home governments and how this influences the character of such companies. The research, using Kenya as its main study and Nigeria as a comparative study aims at exploring how stakeholders can reduce institutional and operational tensions that affect multinational businesses in Africa.

The project start-up seminar, hosted by University of Nairobi, took place on 13 -14 November 2014 in Nairobi, Kenya. Beside the project team, among invitees were Dr. Kenneth Amaeshi from University of Edinburgh who gave a key-note address on "Impact investing for productive employment in weak institutional contexts" and David Ong'olo – Senior Policy Advisor from the Dutch Embassy in Nairobi who gave an overview of Dutch multinational investments in Kenya.

The objective of the workshop was to re-confirm with the fully represented project consortium the project goals and discus the road map for its successful implementation. The key-note addresses of Dr. Amaeshi, as well as presentations by project junior researchers: Agnieszka and Charles sparked lively debates inspiring the way forward in terms of theoretical framework and academic relevance of the project. Presentations of Dr. Kamau and Dr. Amobi brought more practical overview of government policies and the state of foreign investments in Kenya and Nigeria respectively, while address of David Ong'olo and Dr. Okoye gave an excellent overview of the Dutch multinationals in Kenya and Nigeria. Second day of the workshop was focused on more practical matters. Roles and responsibilities of consortium members were discussed and commonly agreed upon as well as detailed planning per country study.

During the country sessions, decisions among country teams were taken regarding choice of case studies, national stakeholders and other practical matters. For Kenya, it was decided to focus primarily on two sectors: one sector that could be easily compared with the Nigerian study and second sector that is most country relevant in the context of Dutch-Kenya trade. Ultimately, energy and horticulture were chosen. Energy sector will serve as a comparative study with Nigeria and we will look into 3 Dutch companies: Shell, Phillips and Ubbink. Horticulture was chosen due to its long trade history with the Netherlands. Its historical analysis should also yield a good overview of policies and institutional changes that occurred in both Kenya and The Netherlands since the 60s. Within horticulture sector, we will look into de Ruiter, Florensis and Flora Holland.

Among other stakeholders that should be included in the study, the following were identified:

- For Energy sector:
    - Kenyan Association of Manufacturers (KAM)
- For Horticulture sector:
    - Kenya Private Sector Alliance (KEPSA)
    - Kenya Flower Council (KFC)
    - Horticultural Association of Kenya (HAK)
    - Horticultural Crops Development Authority (HCDA)

A number of suggestions where to find sector-specific policies and legislations were also given.

As for the methodology, the Kenyan study will use mixed methods approach. We will start with extensive literature review and analysis of existing policies (Dutch, Kenyan and international) related to FDI, employment and MNCs. During the field research, qualitative interviews will be conducted, as well as quantitative self-administered surveys. In addition, participatory methods are envisioned to be used for focus group discussions. The target group consists of Dutch MNCs' officials (both in The Netherlands and Kenya; both retired and active), employees (present, former and retired), suppliers (value chains) and local communities. On a practical note, it was advised that the junior researcher should become research associate to University of Nairobi (UoN) IDS department. The affiliation (cost of 60eur per year) will not only allow the researcher to freely use the University's facilities, such as library, copy room and canteen, but will also substantially facilitate the process of obtaining the research permit.

For Nigeria, it was decided that the country common study would involve a sector that would facilitate comparison with the Kenyan study – to be further agreed upon. The consumer goods sector involving the Nigerian Breweries (where Heineken has a controlling share) was decided to be studied either in comparison with Kenya or specific to Nigeria. The junior researcher was equally mandated to collect as much relevant data as possible on all the Dutch multinationals in Nigeria. On a practical side, the African Heritage Institution (AHI) and Enugu Chamber of Commerce, Industry, Mines and Agriculture (ECCIMA) will provide technical assistance and facilitate organization of stakeholders and local businesses meetings in Nigeria. Such meetings will facilitate collection of relevant data and information, and provide an opportunity for interested parties to meet with representatives of Dutch multinationals.

Ultimately, it was decided that the two first articles for both Kenyan and Nigerian study will focus on theoretical framework of the study: institutional theory. The first drafts prepared separately by junior researchers should be ready by the end of January 2015. Furthermore, the first stakeholder meeting (MNT+suppliers) will take place in Kenya within the coming 5-6 months and will be aligned with a 3-month fieldwork period in Kenya of one of the Junior Researcher. UoN will facilitate organization of this meeting.

Overall, the workshops were considered a great success. It helped to strengthen the ties between the consortium members and allow very good and open debates about how the research outcomes can truly contribute to real improvements on the ground.

Please consult workshop Agenda in Annex 1.

Annex 1: Workshop Agenda

Dutch Multinational Businesses, Dutch Government and the Promotion of Productive Employment in Sub-Sahara Africa:

A Comparative Study of Kenya and Nigeria

Start-up seminar, 13-14 November 2014, IDS/UONBI, Nairobi

Day 1, 13 November, morning		
8.30-9.00	**Objectives of programme**	***Introduction to seminar objectives and arrangements*** Prof Uche and Dr Akinyoade of ASC Leiden
9.00-10.00	Guest Lecture	***Impact investing for productive employment in weak institutional contexts: a review of multinational practices in Eastern and Western Africa*** Kenneth Amaeshi, PhD (Strategy & International Business, University of Edinburgh, UK)
10.00-11.00	**Dutch investments and multinationals in Africa** Moderator: Dr Akinyoade (ASC Leiden)	***Overview of Dutch multinational investments in Kenya*** David Ong'olo (Dutch Embassy, Nairobi, Kenya)
		Overview of Dutch multinational investments in Nigeria Ifeanyi Okoye, PhD (Enugu Chamber of Commerce Nigeria)
11.00-11.30 Refreshment break		
11.30-12.30	**Theoretical perspectives on productive employment** Moderator: Dr Akinyoade (ASC Leiden)	***Institutional theory and Kenya study*** Presenter: AgnieszkaKazimierczuk (ASC Leiden)
		Institutional theory and Nigeria study Presenter: Charles Ubagwu (University of Nigeria)
12.30-13.30 Lunch break		
Day 1, 13 November, afternoon		
13.30-15.30	**Government policy and foreign investment** Moderator: Dr Akinyoade (ASC Leiden)	***Government policy and foreign investment: Asia and Africa comparison*** Bethuel Kinuthia, PhD (UONBI)
		Government policy and foreign investment in Nigeria Ifediora C. AMOBI, PhD (African Heritage Institution Nigeria)
		Government policy and foreign investment in Kenya Paul Kamau, PhD (UONBI)
18.00 Dinner/ Reception		

Dutch Multinational Businesses, Dutch Government and the Promotion of Productive Employment in Sub-Sahara Africa:

A Comparative Study of Kenya and Nigeria

Start-up seminar, 13-14 November 2014, IDS/UNOBI, Nairobi

Day 2, 14 November, morning	
8.30-9.00 Welcome coffee/tea	
9.00 – 9.30	***Opening presentation on research methods*** Akinyinka Akinyoade, PhD (ASC Leiden)
9.30-10.30 **Country sessions**	***Working session (1): Productive employment and multinational investments in Kenya*** - Introduction/Ice breaking - Draft planning - Potential partners - Methodology
	Working session (2): Productive employment and multinational investments in Nigeria - Introduction/Ice breaking - Draft planning - Potential partners - Methodology
10.30-10.45 Refreshment break	
10.45-12.00	Presentation of Working Session Agreements, Questions and Answers; Closing of the conference
12.00-13.00 Lunch	
13.00-14.00 **Meeting of Project Partners**	Timeline of activities, research design, logistics, deliverables