

Annex 4 Template for building capacity of marginalised actors

Question	Response
Representation and mobilisation	
Which other market actors are most important for you and your peers to engage with and why?	
What opportunities do you and your peers have to speak with, and engage, with these market actors?	
How and when will you report back to your peers on this roadmap process?	
How can you and your peers align your activities and investment plans with other market actors?	
Market literacy	
What is the information that is most important to you and your peers?	
When negotiating with other market actors what are the most important market attributes (e.g. price, quality, quantity etc.)?	
How do you and your peers get the information you need and require about other market actors and your customers?	
How can you and your peers build trust and transparency with other market actors and your customers?	
Dialogue and negotiation	
Which other market actors are most important for you and your peers?	
How can you and your peers better engage with these market actors to build trust, collaboration and coordination?	
When engaging with these other market actors how should you engage and behave with them?	
As dialogue and negotiation takes time, how can you engage with these market actors in the long term?	