



Introduction to ECDPM

Our business model

Skills and competencies for think tank work

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On Think Tanks Training (OTT) - Brussels
3 February 2024

ecdpm

Content

1. Welcome and quick survey (15 mins)
2. Introducing *ecdpm* (30 mins)
Break (10 mins)
3. ECDPM's business model (30 mins)
4. Skills and competencies for think tank work (30 mins)



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**1. Before we get started...
two questions to you...**

Key questions for you *(anonymous)*

1. On the **green** piece of paper please complete the following sentence... :

“The most important asset of a think tank is...”

2. On the small **orange** piece of paper please signal your interest in think tanks **“business models”** from 1-5 with
(1) not interested at all
(5) extremely interested

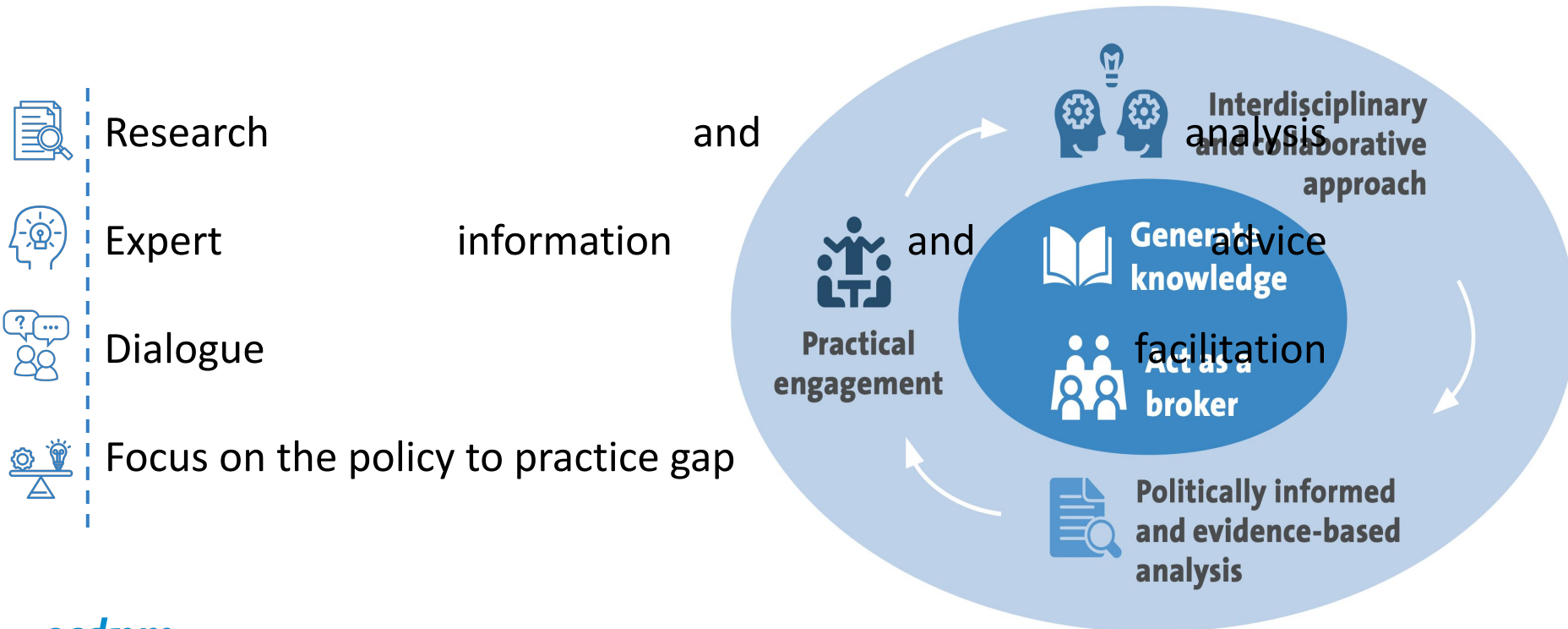
Please fold and return both pieces into the two separate hats that will be passed around

2. Introducing *ecdpm*

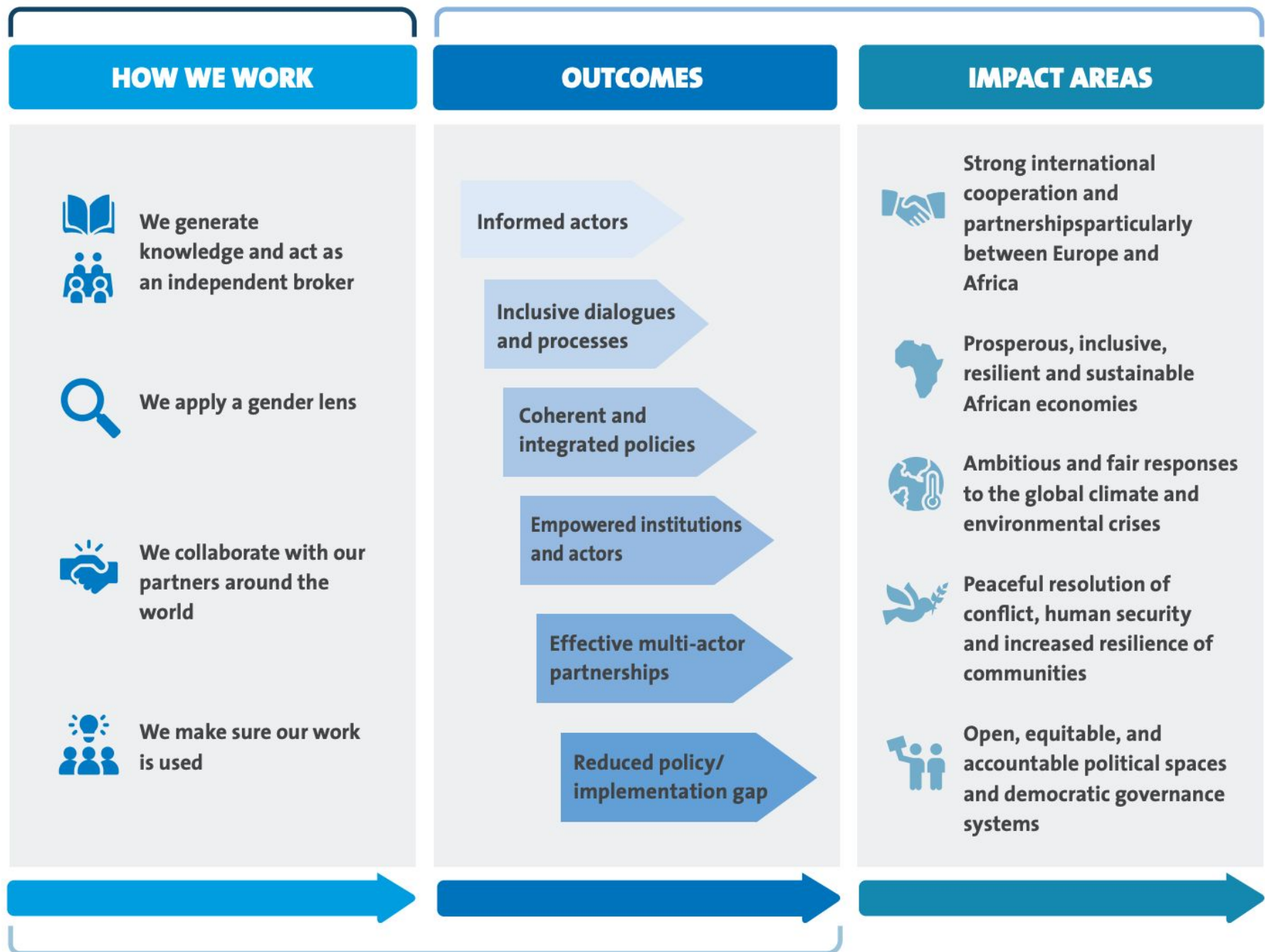
2.1 Introducing *ecdpm*



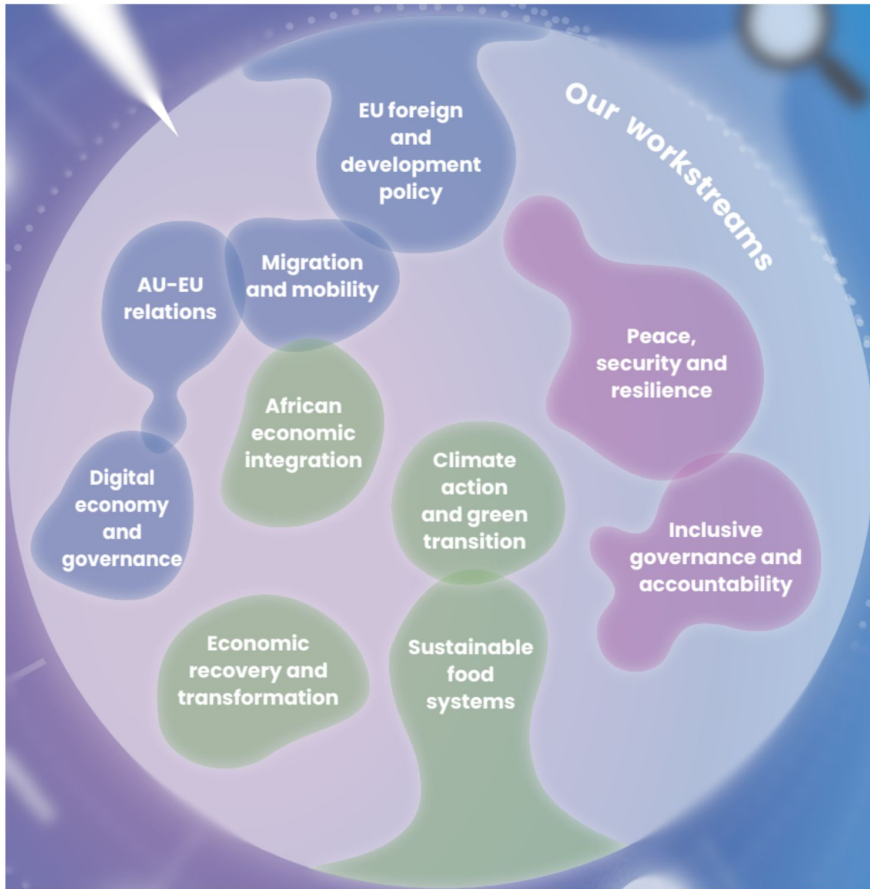
- Independent ‘think and do tank’, with 60 staff working on EU-Africa relations, international cooperation and development
- Thematic foci: AU-EU relations; climate, energy and food; economy & trade; geopolitics; governance; migration & mobility; peace & security; digital; EU foreign and development policy



2.2 ECDPM's Theory of Change



2.3 *ecdpm* clusters and workstreams



Europe and Africa in the world

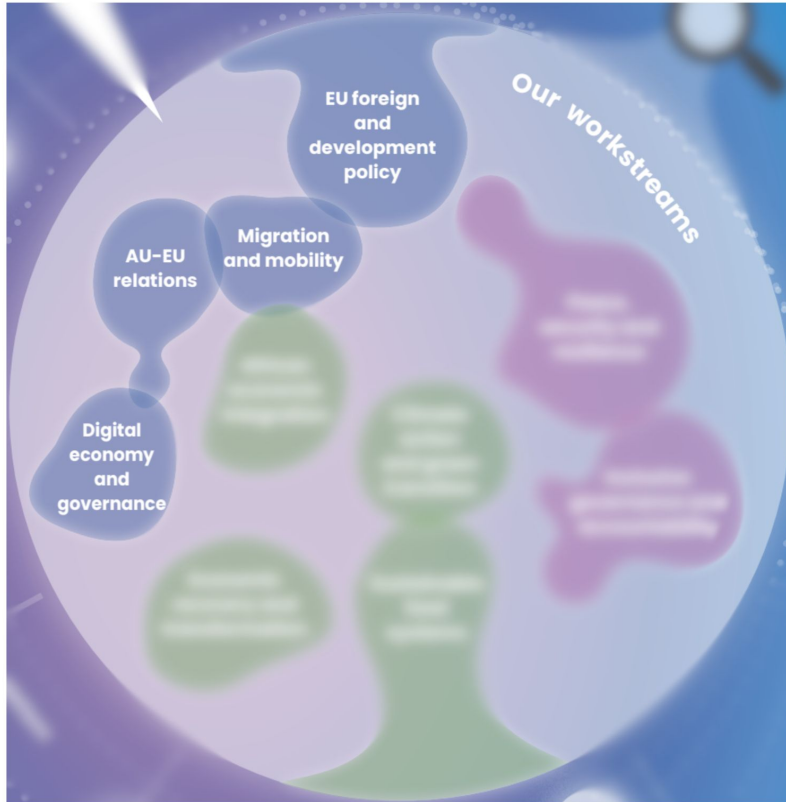


Peaceful societies and accountable governance



Sustainable African economies and climate action

2.4 Europe and Africa in the world

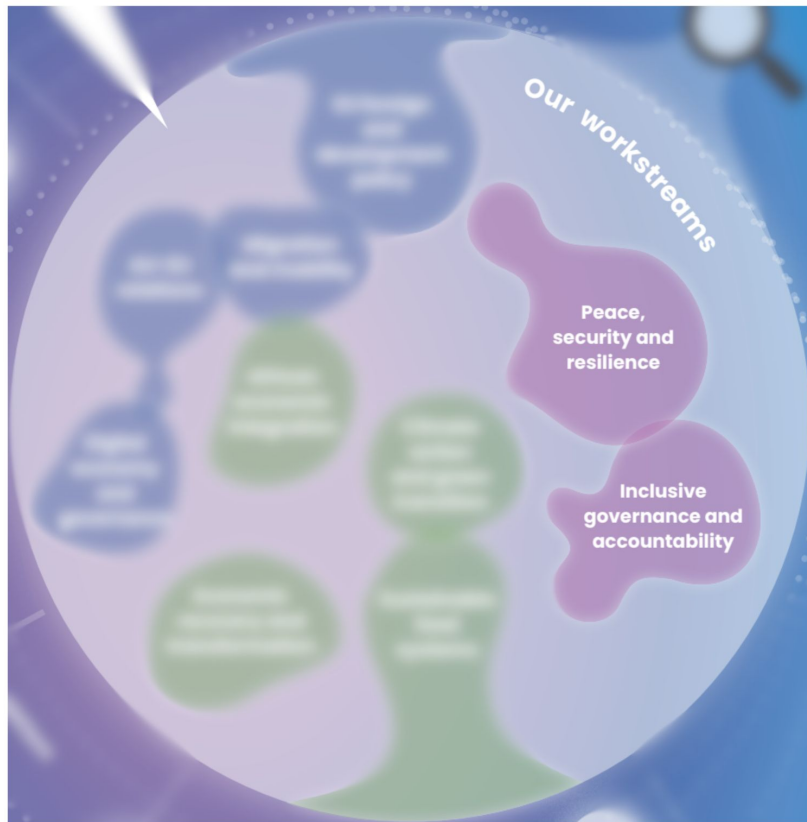


- **EU foreign and development policy**
- **Migration and Mobility**
- **AU-EU relations**
- **Digital economy and governance**

→ EU and Member States as more effective and responsible global actors for sustainable development.

→ Facilitate strong and mutually beneficial international cooperation and partnerships, particularly between Europe and Africa.

2.5 Peaceful societies and accountable governance

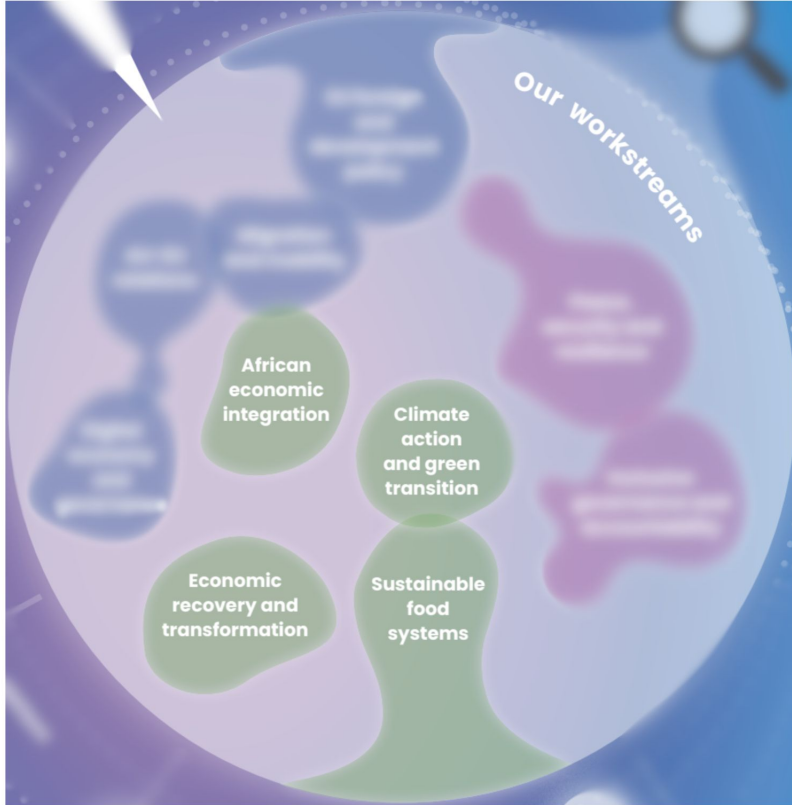


- **Peace, security and resilience**
- **Inclusive governance and accountability**

→ Peaceful resolution of conflict, human security and increased resilience of communities affected by protracted conflict.

→ Processes leading to open, equitable and accountable political spaces and democratic governance systems as 'enablers' of sustainable development in Africa and in Europe.

2.6 Sustainable African economies and climate action



- **African economic integration**
- **Climate action and green transition**
- **Sustainable food systems**
- **Economic recovery and transformation**

→ Formulation and implementation of coherent European external economic policies.

→ Prosperous, inclusive and resilient economies in Africa.

→ Ambitious and fair responses to the global climate and other environmental crises.

2.7 ECDPM work and outreach

Podcasts

Episode 4 – Why is it difficult for women to access justice?

Podcast 11 December 2023



Reports



EVALUATION OF THE EUROPEAN UNION EXTERNAL ACTION
COUNTRY EVALUATION

EUROPEAN UNION COOPERATION WITH SOMALIA (2014-2021)

Work

34 commentaries

23 papers

17 briefs

5 studies

3 books and reports

2 guides

33 events
(co-)organised

Discussion papers



Projects

Africa-Europe relations: A balanced narrative and reality check project (2023)

Project 24 January 2023 1213 views



Articles & interviews in the media

Media

Interviews and articles on our work appeared in Africanews, African Business, Al Jazeera, Deutsche Welle, Devex, EURACTIV, POLITICO, Radio France Internationale, The Africa Report, The Conversation, The Economist, The Financial Times and The Pan African Review, among others

70 media mentions and interviews

2 press briefings around the EU-AU Summit

Policy Briefs

What is driving change in Europe's international cooperation agenda? Part 1

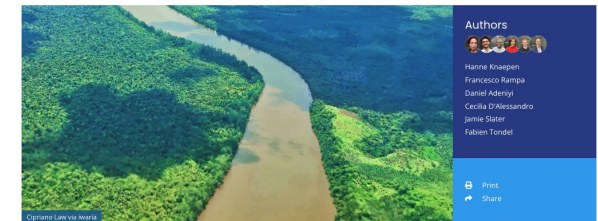
Brief 22 January 2024



Dossiers

ECDPM at COP28

Dossier 07 November 2023



weekly newsletter

ecdpm

A weekly update on
Africa-Europe relations and
international cooperation



3. *ecdpm* business model

To allow us to be frank and to aid discussion
this part of the meeting will be conducted
under the Chatham House rule

3.1 Poll of “business model” outcome & quick think tank “naming exercise”



3.2 Defining “business models”

- “In *The New, New Thing*, Michael Lewis refers to the phrase *business model* as “a term of art.”
And like art itself, it’s one of those things many people feel they can recognize when they see it (especially a particularly clever or terrible one) but can’t quite define.”
- Peter Drucker defined the term —
“assumptions about what a company gets paid for”

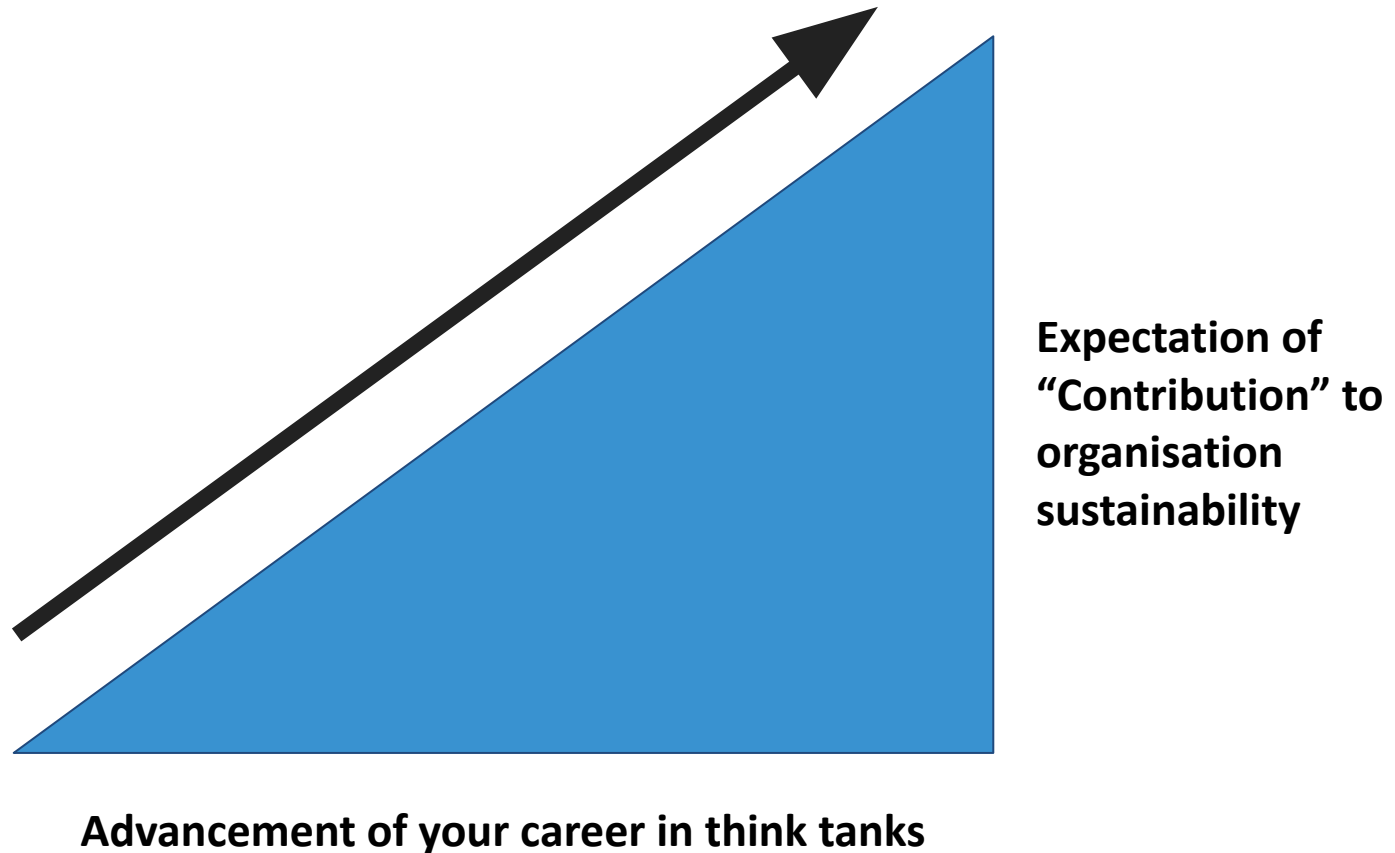
Andrea Ovans - Harvard Business Review, 2015



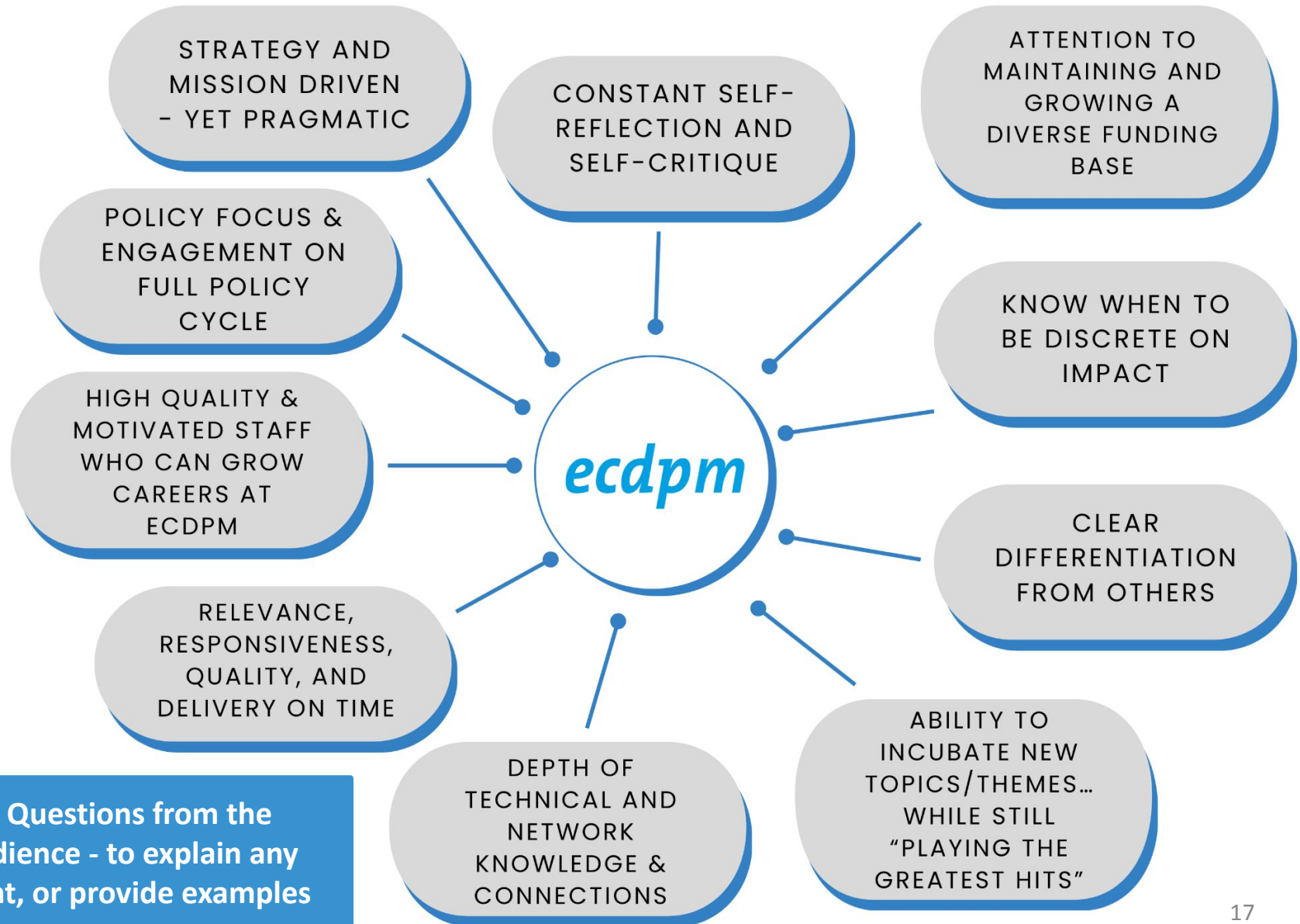
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3.3 Contributions to the business model and your career

“I just want to do thing I want to do, they way I want to do it, to my timing” (commonly expressed view in think tank content staff)



3.4 Personal reflections... what underpins ECDPM business model



3.9 Key Points Remaining - Questions

Overall



Successful “Business model” essential to the sustainability of think tanks (not just great content or even illusive “impact”)



Being aware of how the “business model” works can help you navigate **your career** in think tanks and help you lead successful think tanks

ECDPM specific points



ECDPM business model designed to ensure non-partisan nature while being financially sustainable (yet not perfect, evolving, and particular to ECDPM’s history and niche)

4. Skills and competencies for think tank work

4.1 The key question... feedback...

“The most important asset of a think tank is...”

pick one piece of paper from the hat, say what is written on it and pass the hat on...

4.2 The “perfect” “think tanker?”...

“Research like an academic, write like a journalist, speak like a politician, act like a diplomat, fundraise like a businessperson”

Daniel Keohane currently Senior Research Fellow at the Brexit Institute at DCU, formerly ETH Zurich, EU Institute for Security Studies, Centre for European Reform, National Institute for Security Studies - USA



4.3 Exercise: what would be the most important skills and competencies of a think tanker in your view?

In groups of 5 amongst your nearest colleagues discuss and decide what are the **top 5 skills and competencies** of people that a think tank should have

Time for exercise 8 minutes

THANK YOU!

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