

Facts about the ETI Training Programme

Who is it for?

The training is primarily designed for people who work in large retail or supplier companies that outsource most of their production. It is ideal not only for ethical trade managers but also for buyers and human resource managers, technologists and merchandisers: in short, anyone who may influence or be asked to consider issues connected to workers' rights and conditions as part of their jobs. It is also relevant for social auditors and people in trade unions and non-governmental organisations (NGOs) who work on labour rights issues. Initially the training will be held in the UK, but we plan to roll it out internationally during 2006.

Who developed it?

It was developed through a unique partnership between ETI and the Co-operative College and represents a distillation of the knowledge of some of the world's leading lights in ethical trade, including Marks & Spencer, Pentland, Levi Strauss, Christian Aid, Oxfam, Traidcraft, the TUC and the ITGLWF, and many more¹. No other training course reflects such a wealth of knowledge. This gives it a unique credibility – and practical experience of what works.

Why is it different?

It is the only training package in existence that reflects the new agenda for ethical trade. Many other training courses exist that focus solely on workplace auditing. Our training programme reflects the need for companies to embed ethical trade principles in their core business activities. It aims to build practical skills in dealing with critical issues like company buying practices (eg lead times and price negotiations with suppliers) and collaborating with other companies and organisations to tackle the root causes of poor working conditions.

What are the different modules?

- **An Introduction to ethical trading and ETI:** provides a background to ethical trade and codes of conduct; introduction to ETI; getting started on ethical trade.
- **Developing and implementing an ethical trading policy:** Identifying stakeholders to work with; the ETI approach; how to define changes and implement them.
- **Managing supply chain issues:** Understanding and mapping supply chains; making changes; working to get compliance with the Base Code; the ETI approach.
- **Interfacing with internal and external stakeholders,** Identifying and working with other stakeholders; stakeholder partnerships; influencing internal policy; strategy and tools for change
- **Training the trainers:** Training for staff of organisations that would like to roll out the ETI Training Programme.

¹ ETI members who oversaw the development of the Training Programme were: Levi Strauss & Co., Monsoon Accessorize, Union Coffee Roasters, Traidcraft Exchange, Africa Now, the Trades Union Congress and the International Textile, Garment and Leather Workers' Federation. ETI members who participated in piloting the modules were: Inditex, Marks & Spencer, Sainsbury's, the Ethical Tea Partnership, Betty's and Taylor's of Harrogate, Christian Aid and Oxfam. Pentland also supplied training materials.

How much does it cost?

The training modules are competitively priced, with discounts for ETI members and non-profit organisations (e.g. trade unions, campaigning organisations). For example:

- The one-day introductory module to Ethical Trade and ETI is available for member companies at £300 and non-member companies at £375.
- Modules 2, 3 and 4 are held over 2 days and cost £1,000 for a company member of ETI (£1,250 for a non-member)

We also plan to offer some free or subsidised places to ensure small organisations can benefit from the programme.

When will it start?

The first series of modules will be held between February and May 2006:

<i>Module 1: An Introduction to ETI and Ethical Trade:</i>	15 February 2006.
<i>Module 2: Developing and implementing an ethical trading policy</i>	15-16 February 2006
<i>Module 3: Managing supply chain issues</i>	25-26 April 2006
<i>Module 4: Interfacing with internal and external stakeholders</i>	24-25 May 2006
<i>Module 5: Training the Trainers</i>	3-7 April 2006

In-house and franchising options

We also offer in-house programmes. The cost of these will depend on whether or not the organisation is a member of ETI, the length of the course and whether it is a company or a non-profit organisation receiving the training. As an indication, prices start at £790 for a one-day course with an ETI trade union or NGO member. Franchising opportunities are also available for organisations that can demonstrate the right skills and experience.

ENQUIRIES

For detailed information about the training modules:

Chris Cooper at the Co-operative College email: Chris@co-op.ac.uk phone: 0161 246 2928	Fiona Mabbott at ETI email: fiona@eti.org.uk phone: 020 7404 1463
--	--

To book a place on the programme

Steve Kingman at the Co-operative College:
Email: Steve@co-op.ac.uk Phone: 0161 246 2966

Media enquiries

ETI Media Relations Manager Julia Hawkins 020 7404 1463 or julia@eti.org.uk

Ethical Trading Initiative

Cromwell House
14 Fulwood Place
London WC1V 6HZ
United Kingdom

t +44 (0) 20 7404 1463
f +44 (0) 20 7831 7852
www.ethicaltrade.org