



Industrial Policy and Economic Diversification Strategy Course: Sector Targeting and Instruments

1 – 5 February 2027

Amsterdam - Zuidas business district hotel



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Introduction:

Industrial policy and economic diversification strategy, covering sector targeting and policy instruments, is the subject of this 5-day course for ministry, economic-development and sector-strategy teams, who build an Industrial Diversification Strategy for a case economy. Many economies still rely on a narrow export base, while support budgets are spread across sectors chosen by lobbying rather than evidence, and incentives continue long after they stop changing investment decisions. Nominees already prepare sector studies, policy papers or incentive proposals, and work through case studies on export, value-chain and incentive data. CoreConcept Training Center delivers this industrial policy and economic diversification course.

Course Objectives:

- Assess an economy's export concentration, commodity dependence and existing industrial support to set a diversification baseline
- Calculate revealed comparative advantage and interpret economic and product complexity measures for candidate products
- Map product-space proximity and value chains to identify feasible diversification opportunities and upgrading gaps
- Prioritise target sectors with a weighted multi-criteria scorecard that a steering body can audit
- Design conditional incentives, export support and supplier development instruments with performance targets, clawback and sunset rules
- Establish the institutional set-up, KPI tree and monitoring routine that detect subsidy capture and trigger instrument exit

Target Audience:

- Industrial policy and economic planning units responsible for national or sub-national diversification strategies
 - Sector strategy teams responsible for preparing priority sector plans and investment cases
 - Economic development agency units responsible for designing and administering industrial incentives
 - Export development and trade promotion units responsible for export support schemes
 - Policy monitoring and evaluation units responsible for tracking the results of industrial support
 - Industry association and development bank units responsible for public-private dialogue on sector policy
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Course Outline:

Day 1: Industrial Policy Rationale, Diversification Diagnostics and Current-State Assessment

- Market Failure and Government Failure Rationale for Industrial Policy
- Horizontal Versus Selective Sector Measures Policy Choice Matrix
- Export Concentration Index and Commodity Dependence Baseline Profile
- Connected Versus Non-Connected Diversification Pathway Comparison
- Existing Industrial Support Inventory and Spending Effectiveness Review

Day 2: Comparative Advantage, Economic Complexity and Product-Space Methods

- Balassa Revealed Comparative Advantage Index Calculation From Export Data
- Economic Complexity Index and Product Complexity Index Interpretation
- Product Space Proximity Mapping for Adjacent Diversification Opportunities
- Opportunity Gain and Distance Scoring for Candidate Products
- Atlas of Economic Complexity Data Extraction and Cleaning Routine

Day 3: Sector Prioritisation, Value-Chain Upgrading and Instrument Design

- Multi-Criteria Sector Prioritisation Scorecard With Weighting Rules
- Value-Chain Mapping to Locate Upgrading Gaps and Missing Inputs
- Conditional Investment Incentives With Performance Targets and Sunset Clauses
- Export Support Instruments From Market Intelligence to Trade Finance
- Supplier Development and Localisation Instruments for Priority Value Chains

Day 4: Institutions, Policy Risks and Anti-Capture Safeguards

- Public-Private Dialogue Councils and Sector Roundtable Design
- Delivery Unit Set-Up and Inter-Ministerial Coordination Charter
- Subsidy Capture and Rent-Seeking Red Flag Checklist
- Incentive Clawback, Exit Criteria and Infant-Industry Protection Limits
- Sector Strategy KPI Tree With Results-Chain Monitoring Logic

Day 5: Case Study: Industrial Diversification Strategy for a Case Economy

- Case Economy Export Diagnostic Using Comparative Advantage and Complexity
 - Case Priority Sector Shortlist From Product-Space Opportunity Scores
 - Case Instrument Mix Costed for Two Priority Value Chains
 - Case Governance, KPI and Anti-Capture Monitoring Framework Drafting
 - Industrial Diversification Strategy Completion and Steering Committee Defence
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Skills You Will Gain:

- Diversification Diagnostics
- Comparative Advantage Measurement
- Product Space Analysis
- Sector Prioritisation
- Value-Chain Upgrading Analysis
- Conditional Incentive Design
- Public-Private Dialogue Facilitation
- Policy Capture Monitoring

Why Attend This Course:

- Deliver an Industrial Diversification Strategy for a case economy to the ministerial steering committee, the planning board or the economic council
- Decide which sectors deserve targeted support and which need only horizontal measures, using comparative advantage and product-space evidence
- Avoid incentives that run without performance conditions, lose their exit point and become captured by established firms
- Share the sector scorecard, value-chain map, incentive term template and KPI tree with planning and agency colleagues

Conclusion:

Back at work, the participant hands the Industrial Diversification Strategy to the ministerial steering committee, the planning board or the economic council, which use it to confirm priority sectors, approve the instrument mix and assign delivery roles. Agency and monitoring units apply its KPI tree, performance conditions and exit rules to each incentive. After the first annual review under the strategy, the unit should compare investment, export and productivity results with targets, check for signs of capture and drop or redesign instruments that are not changing firm behaviour.

Frequently Asked Questions FAQ:

What should participants know before the industrial policy and economic diversification strategy course?

Participants should already work on sector studies, policy papers, incentive schemes or economic planning. A grounding in basic trade and economic statistics helps, and no econometrics is required. A laptop with a spreadsheet application is used for the comparative advantage, scoring and KPI exercises.

How does industrial policy and economic diversification strategy differ from an economic zone or local content course?

This course decides which sectors an economy should develop and which policy instruments support them. An economic zone course plans land, utilities and tenants for one site, and a local content course manages procurement targets and supplier reporting on contracts.

Why does product-space analysis matter in industrial policy and economic diversification?

Product-space analysis shows which new products sit close to existing capabilities, so diversification bets build on know-how the economy already has. Targeting distant products without that bridge usually needs larger and longer support and carries a higher risk of failure.

What do participants take back from the industrial policy and economic diversification strategy course?

Participants take back an Industrial Diversification Strategy for a case economy, with a diversification baseline, comparative advantage and complexity tables, a sector scorecard, value-chain maps, an instrument mix with exit rules and a KPI and anti-capture monitoring framework.
