



THE ISSI News

The official newsletter of UP Institute for Small-Scale Industries



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Moraga-Leaño spearheads outlining UP ISSI's 2021-2024 blueprint, reaffirms commitment to PHL MSMEs

Prof. Melanie M. Moraga-Leaño, the newly installed director of the University of the Philippines Institute for Small-Scale Industries, led the 3-day strategic planning of the Institute last September 1-3, 2021 held via Zoom.

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UP ISSI 2022 Training Calendar

www.learning.entrepreneurship.org.ph

REGISTER ONLINE AT:
https://bit.ly/UPISSI_2022_TrainingRegistration

Complete list of UP ISSI
2022 Online Training
Programs and Courses at:
<https://entrepreneurship.org.ph>

Training & Entrepreneurship Education Division (TEED)

8928-7076 to 79 local 116

8981-8500 local 4054

Email: training.issi@upd.edu.ph

FEBRUARY to APRIL e-Courses *

3rd Online Course on Productivity through Effective Supervision (OPES)

February 5 - March 12
6 Saturdays / Php 9,000

3rd e-Accounting for Non-Accountants (e-AfNA)

February 5 - March 12
6 Saturdays / Php 9,000

3rd e-Managers Course (e-MC)

February 12 - July 16
20 Saturdays / Php 30,000

4th e-Start Your Own Business (e-SYOB) Course

February 19 - March 26
6 Saturdays / Php 9,000

5th Online Digital Marketing Course (ODMC)

February 19 - March 26
6 Saturdays / Php 9,000

2nd e-Honing Agents for National Disaster Awareness (e-HANDA)

April 5 - 7
3 Days / Php 4,500

2nd Human Resource and Industrial Relations (HIRE) for MSMEs

April 19 - 21
3 Days / Php 4,500

Managing Your Working Capital

April 26 - 28
3 Days / Php 4,500

**Schedule may be subject to change without prior notice*



Previous and on-going e-Courses

cont'd from p.1

The first day was allotted for the four (4) divisions to conduct their respective preparations and report consolidations. Each team performed stakeholder analysis, division and individual accomplishment reports, and leadership capital evaluation, among others. The next two days were allotted for the presentation of accomplishments for the previous and current year and their respective plans for the next 3 years.

Director Moraga-Leaño, in her welcome remarks, vowed to intensify the Institute's efficiency by extending its programs and services to micro, small, and medium enterprises in the country despite the challenges posed by the global health crisis. According to her, there is a dire need to provide extension services to enterprises as they transition to the new normal in doing business by sustaining existing partnerships and by being strategic about allocating the Institute's resources.

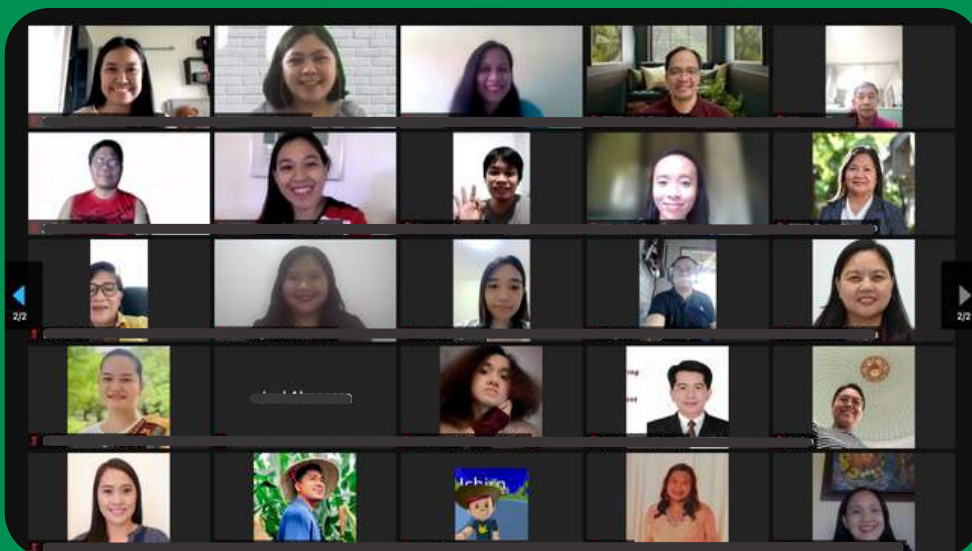
"This strategic planning session is an opportunity for us to listen intently and note all of what we have accomplished, and hopefully come up with a very comprehensive plan for ISSI," she said.

"We are moving in the same direction as we aspire to make ISSI relevant to the MSME sector. It is our collective desire to be the go-to organization of these industries," she added.

Meanwhile, Engr. Leoncio and Mrs. Ludy Cubillas, retired ISSI staff who happened to be a couple, delivered inspirational message to the current employees of the institute by reminiscing how the organization started and eventually thrived over the last five decades.

"In the previous years, there was a vigorous implementation of programs and projects both local and international," Engr. Cubillas said. "The challenge for ISSI in this present time is to remain relevant and continue what we have started," he added.

Mrs. Cubillas extended her appreciation of the outstanding contributions of the Institute in terms of increasing productivity and viability of small-scale industries not only in the country, but also to neighboring countries like Malaysia, Indonesia, Sri Lanka, and Bangladesh through capacity-bridging and training.



UP ISSI Strategic Planning (September 2021)

The couple correspondingly reiterated the importance of providing timely, responsive, and leading research, training, and extension services aimed at empowering MSMEs and creating new markets for and with them.

Into the future: Division presentation of plans

The Research Division (RD) emphasized the division's aspiration and commitment to undertake cutting-edge technical studies, position papers on legislation that concerns the MSME sector, and researches aimed at keeping these industries afloat especially in these turbulent times. The said division also aspires to secure internal and external grants to support these research goals.

The Training and Entrepreneurship Education Division (TEED), the division that is primarily responsible for providing and conducting training courses and periodic seminars, pledged to make these learning opportunities accessible, expansive, and extensive.

On the other hand, the Business Enterprise Development Division (BEDD), whose main task is to provide business counseling and other technical and enterprise development assistance to MSMEs and other sectors, articulated its commitment to sustain its ongoing projects and partnerships with DOST-PCAARRD, farm enterprises, local

UP ISSI STRATEGIC PLANNING 2021			
September 2			
8:00am-8:10am	Zoom Log-in		
8:10am-8:30am	Welcome Remarks/ Agenda Setting/ Kumustahan		Melanie
8:30am-9:00am	Looking Back		Dong & Ludy
9:00am-9:15am	Accomplishment Report ADD		Menchie
9:15am-9:30am	Accomplishment Report BEDD		Marsha
9:30am-9:45am	Accomplishment Report RD		Joanna
9:45am-10:00am	Accomplishment Report TEED		Glennis
10:00am-10:10am	Break		
10:10am-10:35am	NOISE Analysis ADD		Nadine
10:35am-11:00am	NOISE Analysis BEDD		Luisa
11:00am-11:25am	NOISE Analysis RD		Mel
11:25am-11:50am	NOISE Analysis TEED		AA
11:50am-12:00nn	Synthesis		Ferdz

UP ISSI STRATEGIC PLANNING 2021			
September 3			
8:00am-8:10am	Zoom Log-in		
8:10am-8:30am	Recap/ Energizer		AA & Marvin
8:30am-9:00am	Plans ADD		Alan
9:00am-9:30am	Plans BEDD		Ferdz
9:30am-10:00am	Plans RD		Jeff
10:00am-10:10am	Break		
10:10am-10:40am	Plans TEED		Bernie
10:40am-11:10am	Plans MML		Melanie
11:10am-11:30am	Open Forum		Melanie
11:30am-11:40am	Synthesis		Glennis
11:40am-12:00nn	Closing and Fellowship		Melanie

government units, and state universities and colleges. The division also vowed to leverage social media and the internet in promoting MSMEs' products/services and in providing free business counseling.

Lastly, the Administrative Delivery Division (ADD), a division in ISSI that is chiefly in charge of providing general services, logistics support, and maintenance services to all divisions of the Institute, reaffirmed its commitment to render the best possible service to everyone in the Institute despite the limitations brought about by the pandemic.

Mr. Reynold Ferdinand G. Manegdeg, head of the Business Enterprise Development Division, provided the highlights and synthesis of the 3-day strategic planning session. He urged the people behind ISSI to continue what they have started by offering their total support and unwavering commitment to the future initiatives of the Institute.

Tara Na, Negosyo Na!

YEAR 11

MSMEs Thriving in the New Normal

This year's Tara Na, Negosyo Na was held virtually last 25-27 August 2021 in celebration of the Institute's 52nd founding anniversary. This year's theme is MSMEs Thriving in the New Normal. The 3-day event gathered at least 600 existing and aspiring entrepreneurs to learn the essential foundations in starting and sustaining their businesses.

The first session focused on the importance of accounting specially to MSMEs. The webinar series was opened by the Director of UP ISSI, Prof. Melanie M. Moraga-Leano. She stressed that amidst the pandemic, the call to become a Pinoypreneur is stronger as Filipinos are already entrepreneurial and possess traits such as resourcefulness, creativity, hardworking and learner.

The resource person, Asst. Prof. Mikhael Angelu Magana, a faculty member at the UP Cesar EA Virata School of Business, shared the basics of Accounting that MSMEs may be able to easily understand and apply to their businesses. He discussed what Accounting is, the types of business organizations, the accounting equation and assumptions, transaction analysis, financial statements and available accounting systems and software.

Prof. Rolando Ramon C. Diaz, Head of the Administrative Delivery Division of UP ISSI delivered his closing remarks in closing the first session. He stressed on the importance of Accounting in business transactions and enhancing the financial literacy among MSMEs.



Poster of Tara na, Negosyo na - Year 11

The second session brought out the creative juices of the participants as this session focused on another equally important aspect of business today, Content and Digital Marketing, which will enable the MSMEs build their online presence in various social media and platforms. Vice Chancellor for Community Affairs, Prof. Aleli B. Bawagan, shared the research done by UP ISSI on the effects of the pandemic to MSMEs and stressed the importance of having an online presence and letting the world know about your product in the various social media and digital platforms.

The resource person on Digital and Content Marketing is the Founder and Chief Creative Officer of Vitalstrats Creative Solution, Ms. Amrei Dizon, CPM, ME. In this session, Ms. Dizon discussed about how to increase sales through digital and content marketing. She encouraged and challenged the participants to stay curious. The highlighted topics shared during the session were reviewing consumer behavior, creating simple digital campaign, and learning the best practices.

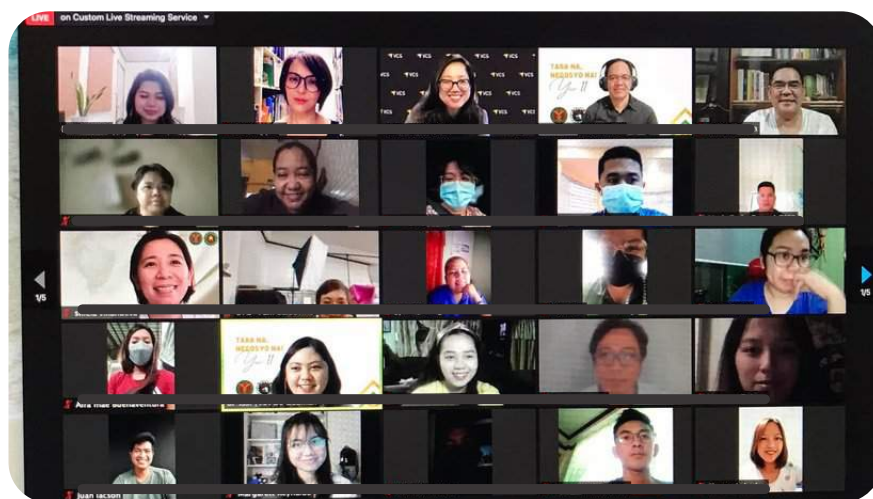
The second day was closed by Mr. Reynold Ferdinand G. Manegdeg, Head of the Business Enterprise Development Division of UP ISSI with the emphasis on the value of time in the business. He also reiterated the importance of market segmentation to reach the right market.

On the third day of the webinar series, four notable entrepreneurs who braved the pandemic shared their experiences in running their businesses and how they thrive in the new normal. Vice Chancellor for Research and Development, Prof. Gonzalo A. Campoamor II, highlighted UP ISSI's continuous service delivery since the start of the pandemic. He encouraged the participants to listen to the stories of the guest MSMEs and together learn from them.

The first speaker, Mr. Teejay Jamiang, is a freelance AI/VR and game developer and the Head Drifting Officer of Driftito Academy, a go cart business. It started as a retail/distributorship and expanded to cart rental/racetrack business. He stressed on the importance of not leaving your day job right away while starting a business to ensure a steady cashflow, building a team which will complement and fill in the gaps needed in sustaining the business and identifying the SWOT.

The Head Chef and creator of the Filipino-themed menu of Kaulayaw Café, Chef Allysa Janine Niño, shared their journey from starting with an online store, pop-up booth to opening their café and branching out during the pandemic. She shared that opening a business during the pandemic is very risky, but it is feasible and worth it. Kaulayaw supports local farmers and their local community by hiring working

Day 2: Growing Your Sales through Content and Digital Marketing. With Amrei Dizon of Vitalstrats Creative Solutions, Co. and participants.



students, breadwinners, and members of the Pantawid Familyang Pilipino Program (4Ps). She also shared what she learned from the new normal: adapt to the new normal, innovate and invest in research and development, be open, resilient, hardworking, and faithful.

Ms. Nicole Dela Peña-Charpentier, co-founder of Kuya Crêpes, a French and Filipino brand – bringing authentic French crêpe experience from France to Manila. They started at the start of the pandemic by sending out and donating crêpes to medical frontliners with the codename Kuya Crêpes. She gave emphasis on going digital and joining communities and engaging with your customers. Another important lesson she shared was to accept, adapt and recalibrate; and make use of whatever resources you have for the business and do continuous improvement over time. And lastly, she advised fellow entrepreneurs to focus on quality more than anything and do not sacrifice the quality over the price.

The last entrepreneur guest was Mr. Mikko Cordova, a graduate of UP ISSI's Start Your Own Business Course and the founder and owner of Daddy Mikks Chili Crunch. His business started during a challenge in his life where he needed to lose weight for his upcoming wedding and discovered that eating spicy foods would help him a lot. As they were building their family, their initial business was falling. He made use of his remaining funds to start Daddy Mikks. One lesson he shared was the importance of having a good support team – his family, who then encouraged him to pursue this business. He also firmly believed that when a door closes, a window of opportunities opens.

To close the three-day webinar series, Ms. Melanie V. Cabotaje, Officer-in-Charge of UP ISSI's Research Division, delivered the synthesis and highlighted faith and hope despite and amidst the global pandemic and challenges. Ms. Glennis S. Uyanguren, Head of the Training and Entrepreneurship Education of UP ISSI, provided her closing message thanking everyone who supported the webinar series. She left the challenge to bounce back better and thrive in the new normal.

Small Business Counsellors Course (SBCC)

2021 Special Training Programs

The Small Business Counsellors Course (SBCC) is a series of five-day training designed specifically for the Negosyo Center Business Counsellors (NCBC) and conducted in partnership with the Department of Trade and Industry (DTI).

The SBCC 101: Diagnosing an Enterprise introduces the participants to the different principles and methods used to diagnose the viability, productivity, profitability, and sustainability of an enterprise. SBCC 103: Strategic Marketing is designed to develop the knowledge and skills of business counsellors in conducting sessions on marketing, including marketing management strategies, utilizing adult-learning methodologies to facilitate mentoring, and guiding MSMEs through

changing value proposition conditions in the business environment.

SBCC 104: Operations Management is designed to develop the knowledge and skills of the participants in conducting sessions, including the use of diagnostic tools on productivity and efficiency to guide the MSMEs to make informed decisions on how to be competitive by providing quality products and services.

SBCC 105: Financial Management is designed to develop the knowledge and skills of business counsellors in conducting sessions in financial management for entrepreneurship and investment.

As of 31 October 2021, a total of twelve SBCCs were conducted: five SBCC 101, three SBCC 103, three SBCC 104, and one SBCC 105. These were in partnerships with DTI CAR, DTI Region III, DTI Region V, DTI Region VIII, DTI Region IX, and DTI Region XII. A total of 602 Negosyo Center Business Counsellors participated and completed each of the abovementioned courses which were conducted through an online learning platform and UP ISSI's Virtual Learning Environment (VLE).

Also scheduled for November is the conduct of two SBCC 102 for DTI Region XII and DTI Region IX.



SBCC schedule and participants

1st e-Manager's Course Launched

Virtual Learning Environment



University of the Philippines
Institute for Small-Scale Industries

1st e-Managers Course

April 17 - September 18, 2021



1st e-MC poster

The Training and Entrepreneurship Division conducted the first run of the Managers Course in an online platform. It was led by the Program Management Team composed of Maria Fe Reyes and Loida de Vera. The program which ran from April 17 to September 18, 2021, was participated by eighteen students coming from Metro Manila, Cavite, and Laguna.

The students shared that they joined the program for the following reasons: build their confidence as a manager, develop their potential as leaders that inspire people, learn advance techniques for

organizational development, and discover how they can better manage their business and people. The participants were given a chance to practice their newfound knowledge in Strategic Management, Marketing, Operations, HR, and Finance through the conduct of Integrated Organizational Survey and Assessment (IOSA) for actual companies. The companies that benefited from the IOSA were JOIE80 Soap Manufacturing, Min's Miraculous Mushroom, Creativly Studio, and CAR-OFEL Woodworks and General Merchandise.

RD articulates MSMEs experiences amidst pandemic, other disasters in 3 studies

As majority of the micro, small and medium enterprise (MSME) sector is still heavily impacted by the coronavirus (COVID-19) pandemic and quarantine restrictions imposed by the Philippine government this year, the Research Division (RD) has conducted three studies that articulate the current realities and experiences of MSMEs amidst the pandemic and other natural and human-induced disasters.

1) Impacts of the COVID-19 Pandemic on Women in the Informal Economy in Quezon City

While everyone has been affected by the pandemic, the intensity of its impact has been far more overwhelming for the most vulnerable and marginalized sectors of our society. This study provides empirical evidence on the gendered impacts of the pandemic as experienced by women in the informal economy. It articulates how the pandemic exacerbates the pre-existing gender inequalities experienced by women in the informal economy. The research participants of this study are the members of three associations of informal workers in Quezon City: the Pambansang Kalipunan ng mga Manggagawang Impormal sa Pilipinas (PATAMABA), Inc.; the Metro Manila Vendors Alliance (MMVA); and the Samahang Manininda sa U.P. Campus, Inc. (UP Manininda). This study is funded by the UP Center for Women's and Gender Studies (UP CWGS).

2) Case Study on the Effects of the UP Shopping Center Fire Incident on Its Concessionaires

This case study aims to assess the effects of the UP Shopping Center fire incident on its concessionaires. Specifically, it aims to gather information on (1) Disaster experiences and vulnerabilities of enterprises previously located in the UP Shopping Center, (2) Disaster preparedness and business continuity planning strategies of MSMEs, and (3) Support programs provided by the UP Administration, as well as other supporting agencies and institutions related to disaster risk reduction, rehabilitation and recovery. Aside from describing the effects of the UP Shopping Center Fire Incident on the business concessionaires, the survey also touches on the initial effects of the COVID-19 pandemic on the operations of MSMEs.

The scope of the study was extended to describe specific threats to business operations and business continuity and disaster preparedness strategies of the MSME sector in the Philippines.

This study is funded by the UP Diliman Office of the Vice Chancellor for Research and Development (OVCRD) through its Outright Research Grant.

3) Business Continuity and Sustainable Recovery of MSMEs in the Philippines: Basis for Developing an Enterprise Resilience Program

This study aims to describe the disaster experiences, impact to their business operations, disaster preparedness, and business continuity-related practices of MSMEs in the Philippines. It also looks into the recovery challenges and strategies of MSMEs in relation to the COVID-19 pandemic situation. The results of this study will aid in the formulation of policies and development of programs related to community disaster risk reduction, and strategies for enterprise resilience. It will also serve as the UP ISSI's basis for improving its training program offerings for MSMEs related to business continuity planning and promoting enterprise resilience. This study is part of the project funded by the OVCRD through its Outright Research Grant.

RD worked with some of the staff from the Training and Entrepreneurship Education Division (TEED) and Business Enterprise Development Division (BEDD) for the conduct of the OVCRD-funded researches.

Based on the findings of these studies, the Institute will put forward policy recommendations aimed at helping the MSME sector recover and rebuild their enterprises. The RD is currently finalizing the reports of the three studies.

UP ISSI studies, programs highlighted in local and int'l conferences

For the second half of the year, ISSI staff presented in a number of local and international conferences, highlighting the programs and results of research studies conducted by the Institute.

"Communities of Practice for Entrepreneurship: Building Forward towards a Better Normal"



UP ISSI staff

Ms. Glennis S. Uyanguren and Ms. Allysa Anne M. De Guzman presented at the 4th Colleges and Universities Public Service Conference (CUPSCon) on October 22, 2021. Themed "Public Service in Time of COVID: The Role of Academic-Community Partnership in Addressing the Challenges of a Global Pandemic", the conference

centered on the significant role that partnerships between the academe and other institutions have played in the fight against COVID-19 and in empowering and building resilience amidst the global pandemic. Ms. Uyanguren and Ms. De Guzman presented the Institute's COPE Program, which brings entrepreneurship education to the people, particularly to communities who have lesser access to such social service through formal education. Citing the program as a proof of people's collective strength through shared learnings and experiences, Ms. Uyanguren and Ms. De Guzman discussed how partnerships among various sectors - such as the academe, MSME sector, public agencies and private institutions - contribute to efforts to build forward particularly in this time of pandemic.

"Impacts of the COVID-19 Pandemic on Women in the Informal Economy in Quezon City"

Ms. Melanie V. Cabotaje presented at the UP Center for Women's and Gender Studies Research Dissemination Forum "Site of Convergence: Weaving Tapestries of Knowledge" on August 31, 2021 at 2:00 PM – 4:00 PM. Ms. Cabotaje presented the findings from the study of the Research Division, "Impacts of the COVID-19 Pandemic on Women in the Informal Economy in Quezon City". While the study reinforces what existing literature states about the gendered impacts of disasters, it also equally recognizes the agency and leadership of women in the informal economy. In her presentation, Ms. Cabotaje emphasized that when provided a supportive environment, proper tools and ample opportunities, women in the informal economy can come up with innovative solutions that will help them and their



UP CWGS poster

enterprises/livelihoods thrive through this crisis, as well as lead in building sustainable and resilient communities.

"Lessons Learned from Enterprises Dealing with Compound Disasters"

The UP ISSI HANDA Program Management Team – Ms. Joanna Rose T. Laddaran and Ms. Glennis S. Uyanguren – presented at the Asia Risk and Resilience Conference 2021 on August 19, 2021. Ms. Laddaran and Ms. Uyanguren in their presentation, "Lessons Learned from Enterprises Dealing with Compound Disasters", discussed how compound disasters adversely affect the life, property and socioeconomic activities of MSMEs. Citing the case of business concessionaires who were still recovering from a major fire incident in 2018 and are now suffering from the COVID-19 pandemic and the subsequent quarantine restrictions, Ms. Laddaran and Ms. Uyanguren highlighted the need for an Enterprise Resilience Program for MSMEs in the Philippines. It also presented an analysis of the available support programs provided by the government, private sector, and other supporting agencies and institutions related to disaster risk reduction, and the sustainable recovery of MSMEs.

"Inclusivity in Business Continuity and Supply Chain Resilience: Lessons from Philippine MSMEs"



UBCI World Horizons 2021 Conference poster

Ms. Joanna Rose T. Laddaran presented at the BCI World Horizons 2021 Conference on June 17, 2021. In her presentation, "Inclusivity in Business Continuity and Supply Chain Resilience: Lessons from Philippine MSMEs", Ms. Laddaran emphasized the need to ensure that Business Continuity Management (BCM) awareness and capacity-building programs are inclusive, localized, and context-based for MSMEs. She also put forward key recommendations on how to gain commitment of MSME owners and employees in embedding business continuity and enterprise resilience practices in their organization. The BCI World Horizons 2021 Conference was virtually conducted on June 16 - 17, 2021 with the theme, Facing the Future Together. The Conference centered on how business continuity and resilience professionals deal with the new challenges and the changed world we now live.

UP ISSI ramps up its expertise on MSME productivity with an echo workshop

Reviving the Philippine economy has been unimaginably difficult for key actors like the government, private sector, and relevant civil society organizations. To date, the pandemic has been on the upsurge for the last 19 months now. It has claimed millions of jobs, taken more than forty thousand lives (and still counting), impaired most formal social institutions, turned the lives of families upside down and these turbulent times also led to indefinitely halting the growth of MSMEs which contribute to almost 40% of the country's Gross Domestic Product and provide 62% of its workforce.

Before the pandemic, the Philippines was one of the fastest-growing economies in the world. However, it is now barely recuperating from the damages of this global health crisis. Being cognizant of complex disruptions of this pandemic to the MSMEs and other related industries, the University of the Philippines Institute for Small-Scale Industries became more driven more than ever in personifying its dedication as a prime mover in helping the MSME sector to be resilient, relevant, and responsive to the times.

The UP ISSI sent a delegation to the recently concluded Workshop on Enhancing Productivity of SMEs sponsored and organized by the Asian Productivity Organization (APO) held last August 11-13, 2021. The delegation is composed of Mr. Reynold Fedinand G. Manegdeg, Head of the Business Enterprise Development Division and Mr. Jeffrey C. Sumalabe, University Extension Specialist II from the Research Division.

The said workshop was participated in by practitioners, entrepreneurs, economists, academicians, and experts from the 21 APO member economies which include the Philippines. Distinguished and seasoned resource speakers from Fiji, Malaysia, and Singapore shared their knowledge and expertise on enhancing business productivity. Moreover, the workshop focused on practice-based and data-driven strategies in navigating the volatility of the MSME sector worldwide while excellently and innovatively meeting the needs of the customers and at the same time maintaining a culture of productivity.

After the said APO-sponsored workshop, Mr. Manegdeg and Mr. Sumalabe took the center stage of cascading their pieces of

learning and insights to the rest of the Institute last October 7, 2021. They have facilitated a virtual echo workshop participated by staff from the four ISSI divisions. The session focused on localizing the productivity strategies and interventions that can be helpful for businesses and entrepreneurs in the country that ISSI works for and with, specifically in harnessing their operational efficiency, institutionalizing technology-mediated business processes, and expediting decision-making.

The half-day echo workshop kicked off with a session on the emerging economic issues and trends in the Asia-Pacific region and productivity concepts that can bring about value addition, business excellence, and productivity to MSMEs. The first session allowed the participants to be mindful of the prevailing disruptions and risks in this day and age like the COVID-19 pandemic, hence take note of possible interventions and strategies in helping MSMEs circumvent costly business inactivity due to lockdowns while safeguarding its resources, employees, assets, and customers.

The second half of the echo workshop focused on applying the productivity concepts, tools, and techniques to a given scenario. This session paved the way for the participants to understand the importance of adaptive and proven strategies in surviving unforeseen events that may disrupt the operations of a business. Since the participants were provided with the necessary productivity tools and techniques, they need to provide their collective findings and recommendations to the management of a crisis keeping in mind that it must lead to productivity and quality improvement.

In order to do this, a breakout session was conducted in order for the participants to share their ideas and thoughts on the case study. The groups shared their output at the plenary where they presented their key findings, productivity indicators (e.g. value addition in resource management, labor productivity, capital productivity, etc.), and their respective action plans in addressing the productivity challenges based on the data provided. Mr. Manegdeg and Mr. Sumalabe provided their feedback to the participants afterward.

The MSME productivity tools that were echoed by the speakers are considerably helpful in overcoming serious consequences of this global health crisis and other disruptions in the future. Also, these tools will be of value in setting forth the vital elements of resilient, sustained, and profitable approaches suitable for the post-COVID-19 world. The echo workshop on MSME productivity is a concrete expression of ISSI's commitment to the promotion and development of MSMEs especially as they build back better and contribute to galvanizing the economy amid the pandemic.



UP ISSI staff attended the echo session

2 UP ISSI staff attend APO-DAP Workshop on “Regulatory Ecosystems for Startups”

Two staff from the University of the Philippines Institute for Small-Scale Industries (UP ISSI) attended the Workshop on “Regulatory Ecosystems for Startups”, sponsored by the Asian Productivity Organization (APO) and implemented by the Development Academy of the Philippines (DAP).

The workshop aimed to equip participants on the startup ecosystems and their regulatory frameworks that support and accelerate startup success, and to examine existing public regulations and tools that promote startup business.

Ms. Marsha Lee A. Delfinado of the Business and Enterprise Development Division (BEDD) and Ms. Melanie V. Cabotaje of the Research Division (RD) attended the workshop on July 28-30, 2021, from 1 PM to 5:00 PM (Japan Time) via virtual sessions. This was participated in by twelve (12) countries with a total of 39 registered participants and eight (8) local observers.

Here's what Ms. Cabotaje and Ms. Delfinado have to say about the workshop:

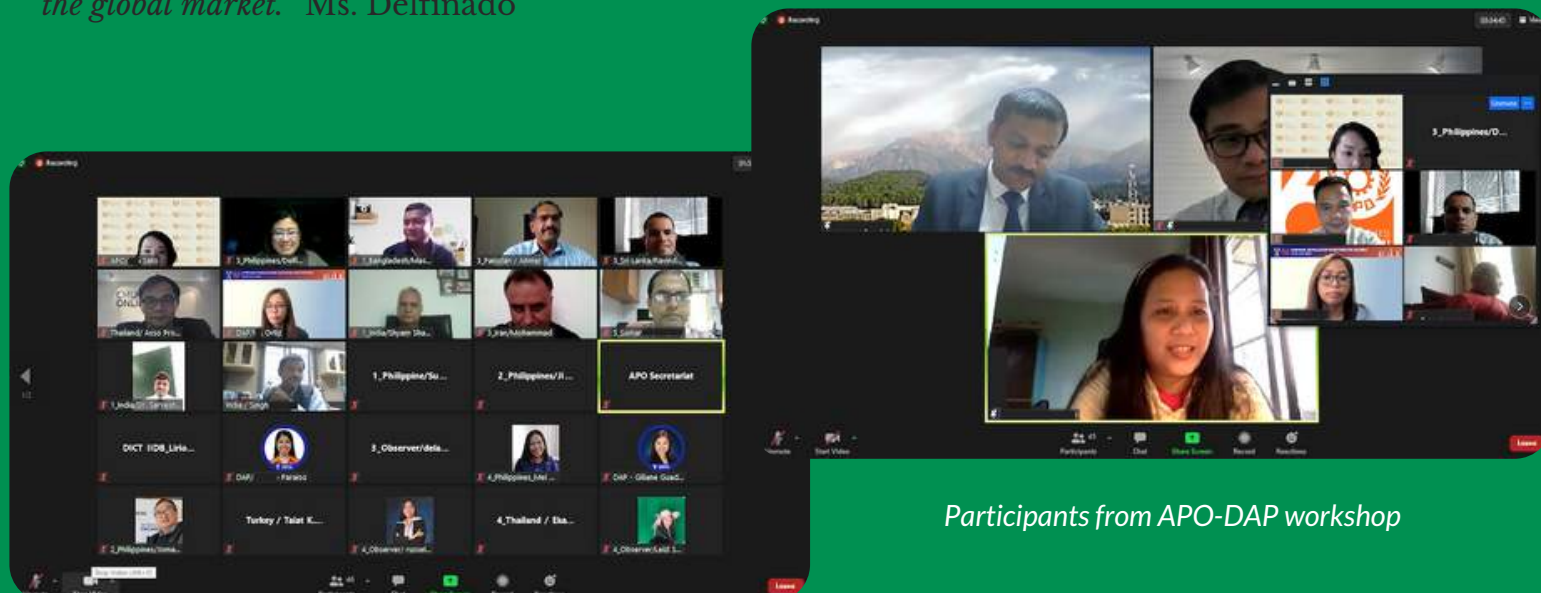
"I found the workshop informative and useful, as it provided us with new knowledge and insights about the start-up ecosystem, particularly the experiences and realities in other countries. The learnings we gained gave us a fresh perspective about start-ups e.g. different startup context parameters, factors, metrics per country and in the global context, something which we can apply in our research and extension work.

As mentors and coaches and even program leaders to MSME programs and projects (including start-ups and university spin-offs), we learned that there is a need to calibrate our mindset considering the startup ecosystems in other countries. We also need to collaborate with other startup enablers and stakeholders and strengthen linkages in the ecosystem, especially that of the Philippines because it is generally fragmented. There is a need to catch up (even leapfrog) in terms of developing the MSME sector to provide a flourishing and thriving environment for startups to be more competitive in the global market." Ms. Delfinado

"The small group discussions gave us an opportunity to share our experiences and insights. There was this discussion wherein the participants were asked to share about what we thought were the top assistance needed by start-ups in order to sustain their operations and grow their enterprises, and even if we came from different countries, our answers were almost the same. This gave us a glimpse of what "start-up ecosystem" looks like across the globe.

The workshop gave us research ideas like looking into experiences of Filipino women who are running/managing start-up enterprises. And since in the Philippines, the way the government defines "start-ups" are more of those technology-based enterprises, it also gave us an idea to look into the practices of micro-entrepreneurs when it comes to technology adoption, what are their challenges and how this can be addressed." - Ms. Cabotaje

This workshop is particularly relevant at this time as the UP ISSI is currently implementing a start-up enabler program entitled, "Start-up Incubation Provider Tie-UP (SUIT-UP). Under this program, UP ISSI partners with business incubation providers. The Institute complements their programs with business mentoring and coaching services to equip start-up entrepreneurs in building successful enterprises amidst the challenges and difficulties.



Participants from APO-DAP workshop

MSME Hub: ISSI Library

The University of the Philippines Institute for Small-Scale Industries (UP ISSI) Library website was developed in February 2020 with URL [www.library.entrepreneurship.org.ph]. In May 2021, redesigns and improvements were made to manage the Micro, Small, and Medium Enterprise (MSME) resources and library functions.

To date, the website is a work in progress, likewise continuing to gather content and fast-track its digitalization efforts. As we move forward, upgrading the web design takes time while we wait for major technical updates from our third-party main servers and hosting providers. Nevertheless, target completion is expected by the first quarter of 2022.

"The UP ISSI Library as a one-stop information and research center aims to provide access to sources of information for the growth and welfare of Philippine MSMEs."

The library performs the following functions:

1. Access to Resources
2. Archives
3. Information Services
4. Workspaces

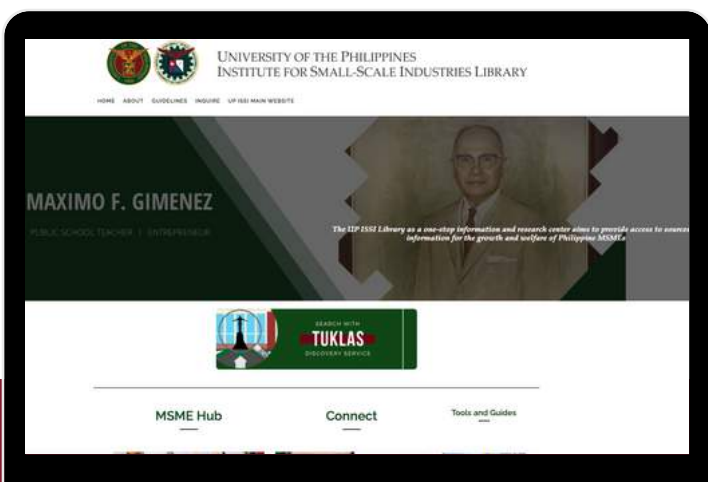


The website features include the MSME Hub, Connect, and Tools & Guides

Institute for Small-Scale Library
University of the Philippines Diliman
4th Floor, E. Virata Building
E. Jacinto Street, Diliman 1101
Quezon City

Tel. Nos: (632) 8928-7076 to 79
(trunk line)

Email: issi_library.upd@up.edu.ph



Library website's homepage

Staff News

The Institute extends its condolences to the families of our three colleagues who passed away this year and also to the family of our former director. We offer heartfelt prayers for the eternal rest of their souls.



Ms. Gloria "Dolly" Recio
University Extension Specialist, head of
Research Division
March 18, 2021



Mr. Mohidin "Din" Abdul
University Extension Specialist, Training
and Entrepreneurship Education Division
September 5, 2021



Engr. Leoncio "Dong" T. Cubillas, Jr.
University Extension Specialist and former head
of Business Enterprise Development Division
October 11, 2021



Dr. Paterno "PV" V. Vilorio
Former ISSI Director
September 22, 2021

Staff News

Meanwhile, congratulations to the four ISSI staff who were recently promoted to higher positions.

Mr. Bernie F. Villaluna
University Extension Specialist II
Training and Entrepreneurship Education Division



Mr. Roy D. Apacible
University Extension Specialist I
Director's Office



Mr. Marvin M. Manlapas
University Extension Associate I
Training and Entrepreneurship Education Division



Ms. Marsha Lee A. Delfinado
University Extension Specialist II
Business Enterprise Development



Ms. Melanie V. Cabotaje
University Extension Specialist II
Research Division





University of the Philippines
Institute for Small-Scale Industries

E. Virata Hall, E. Jacinto Street
UP Diliman 1101 Quezon City
ISSI Trunkline (+63 2) 8928-7076 to 79
UP Trunkline 8981-8500 local 4051 to 4054
Email: info.issi@up.edu.ph

THE ISSI NEWS TEAM

Roy D. Apacible
WRITER-EDITOR

Marilou N. Andres
Melanie V. Cabotaje
Allysa Anne M. De Guzman
Senedith A. Delos Reyes
Joshua Arsenio V. Espiritu, III
Neil DC. Grimaldo
Bernie F. Villaluna
Daryll D. Villena
CONTRIBUTORS

Daryll D. Villena
LAYOUT ARTIST/TECHNICAL
ADMINISTRATOR

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