



Royal Tropical Institute

**Knowledge that works**

*We think. We share. We act.* 



Photo: Rob Pastoor.



Photo: Paul Romijn.

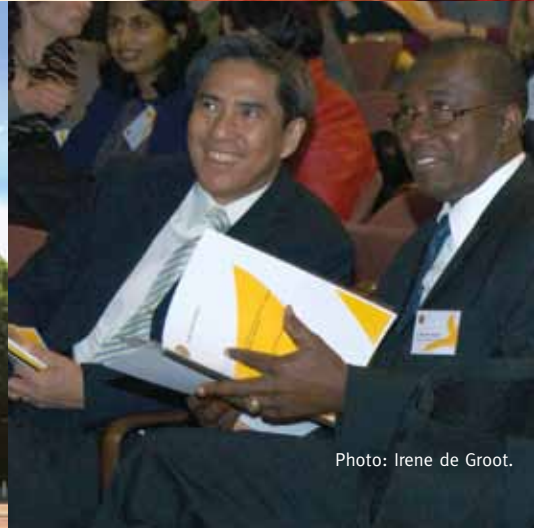


Photo: Irene de Groot.

# Knowledge that works

**Your organization operates domestically or internationally. You do serious work for example in the area of sustainable economic development, cultural exchange, health or knowledge transfer. But how can you ensure that your solutions bring real improvements, that your innovations are sustainable and effective in the long-term, and that they produce tangible results?**

Maybe you have a different reason to get involved with us: we are open to discussing any kind of partnership that can strengthen your organization and ours.

It all starts with knowledge. And you need to be able to apply that knowledge in practice; in different countries and cultures, in a broad range of situations, and taking into account the needs and potential of many kinds of people. That's the kind of knowledge that works. And that's precisely the kind of knowledge that we have at the Royal Tropical Institute in Amsterdam, the Netherlands.

## 'One-stop shop'

The Royal Tropical Institute (KIT) helps businesses, cultural institutions, development organizations, governmental bodies and many other organizations at home and abroad to achieve their aims with high-quality, targeted knowledge. At KIT, you will find specialists in cultural preservation and exchange, sustainable economic development, sustainable chain management and governance. And we have a wealth of in-house expertise on health issues, too. KIT's specialists cover a broad spectrum of topics: everything from the local economies of Latin America to healthcare in African countries. They have expertise in traditional and digital knowledge transfer and in the setting up of museums and libraries, as well as in coaching theatre organizations in developing countries and training staff at home and abroad in intercultural communication. And if you would like to organize a symposium or business dinner in the splendid KIT building, you can do that too. We can even arrange overnight stays in the NH Tropen hotel next door.

## New paths

The world is changing faster than ever and that means we need to find new ideas, approaches and solutions in the fields of sustainable development, culture, health and knowledge transfer. KIT can help you navigate these new paths. Through its collaborations with many organizations in the business world, the non-profit sector and government, KIT has acquired vast knowledge on best practices across a wide range of sectors in more than 60 countries. And our own research leads to product development and new initiatives based on knowledge exchange. This results in new opportunities that benefit a whole range of clients and collaborating organizations. In this brochure, you will find examples of just some of these opportunities.

## Looking for knowledge that works?

KIT is an enterprising knowledge institute that wants to work with you. How about putting our expertise to work for new or existing business activities in Latin America, Africa or Southeast Asia, for effective investments in developing countries or for building collaborative relationships in international healthcare? You can also use our knowledge for cultural exchange in the Netherlands and beyond. Visit KIT to get to know us better and experience our knowledge for yourself.



# Sustainable development

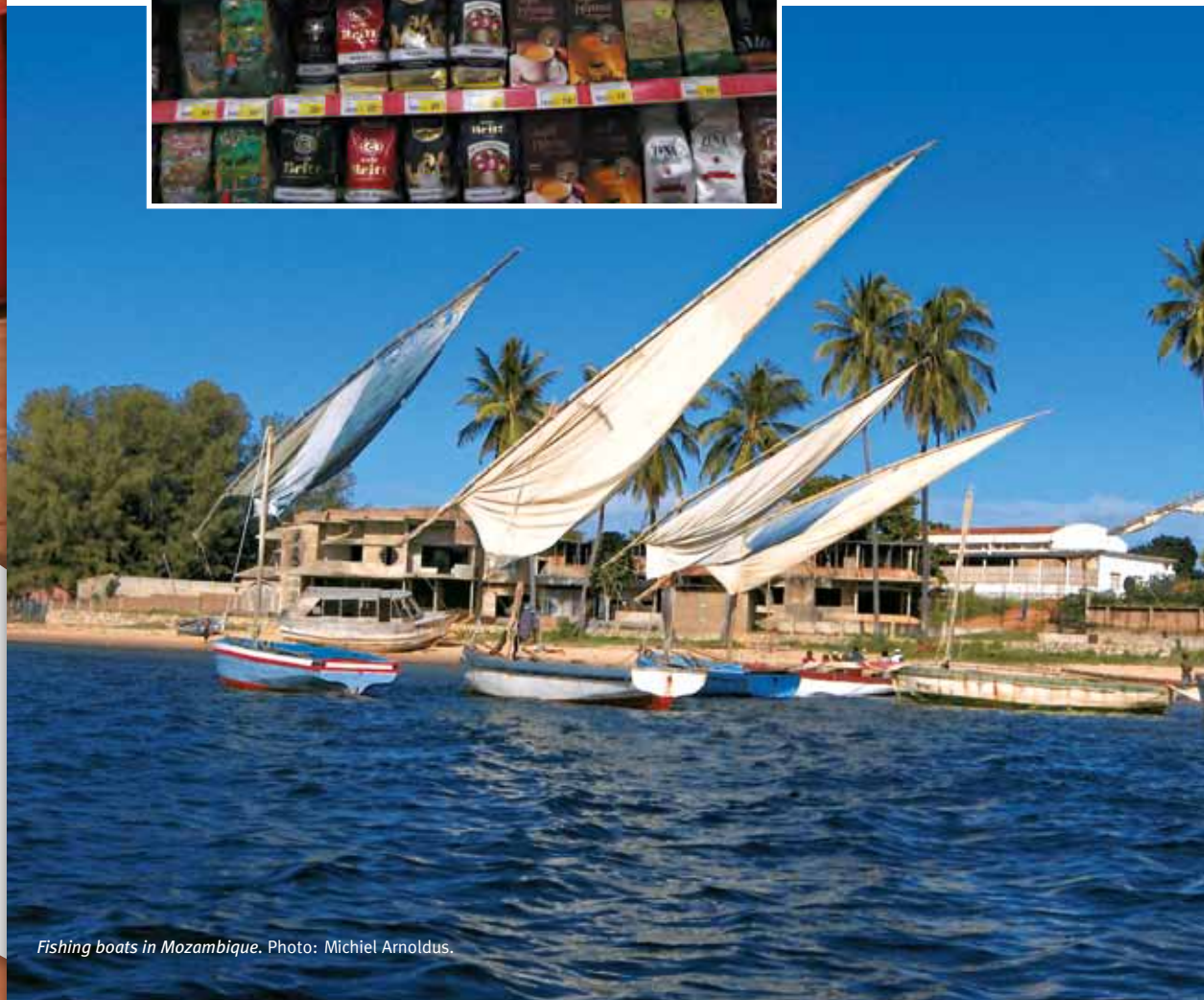
**Are you searching for the knowledge you need to do sustainable business in a region you are unfamiliar with? Or do you perhaps need expertise to support people or organizations in developing countries so they can stand on their own feet? Or are you looking for a partnership that can strengthen your organization abroad? Then contact us at the Royal Tropical Institute.**

The Development Policy & Practice department is active in the areas of food security, agribusiness, health, governance and gender. This department has more than 50 experienced advisers who carry out applied research, give advice, and organize training programmes for a wide range of development organizations, companies and governmental bodies.

This department of KIT has a strong international reputation, particularly because of the applicable knowledge it supplies and its practical approach to capacity development. The department's advisers teach local professionals in developing countries how to assess problems in the field and solve them together with various local organizations and communities. Another of the department's practical activities is the applied research it conducts at the request of businesses and other organizations. KIT Development Policy & Practice's many partners and clients include UNESCO, the World Bank, USAID, various non-governmental organizations, universities and financial institutions, as well as businesses such as FMO, Rabobank and Heineken.



Several coffee products in Peru. Photo: KIT.



Fishing boats in Mozambique. Photo: Michiel Arnoldus.





## Sustainable peanuts from Bolivia

KIT takes innovative approaches to bring together knowledge on sustainable business, market access for small farmers and risk-bearing capital. One such approach is to match a Dutch business to a partner in a developing country to create a collaboration that offers new opportunities for both companies. KIT's expertise laid the foundations for the Bolivian company AgriNuts to supply peanuts produced in a socially responsible way to the Dutch company Intersnack – for its Jack Klijn brand. The Annona Sustainable Investment Fund, in which KIT Holding is a shareholder, provided AgriNuts with the investment it required. There were benefits for all the parties involved: increased market share for AgriNuts, a fair income for local farmers, a high-grade product for Intersnack and an attractive investment project for Annona.



Packaging for Jack Klijn's 'Oerpinda' ('wild peanut'). Photo: KIT.





*Signing of a cooperation agreement between Mali Biocarburant and a French development organization.  
Photo: Mali Biocarburant SA.*

## **Improving the position of women in Bangladesh**

KIT is very active in developing countries in the areas of social development, gender equality and women's economic participation. These aims are mainly achieved by strengthening women's organizations. Seven local women's organizations in Bangladesh have benefited from KIT training on conducting research, collecting criminal evidence, documenting outcomes and influencing local policy through lobbying and other activities. The organizations use their newly acquired expertise to operate more effectively. There are many benefits for the local women, including improved access to fair legal proceedings, increased representation of women in government and mediation in cases of physical and sexual violence.



*Gender training in Bangladesh. Photo: KIT.*



*Photo: KIT.*



*'In KIT, Intersnack has found a partner to enter new markets. The results have been impressive: the Jack Klijn 'Oerpinda' [wild peanut] is the first widely available fair trade snack in the Netherlands that is linked to a specific sustainability project. The Oerpinda is a source of pride and satisfaction for both the local Bolivian communities and the Intersnack organization. Thanks in part to KIT's advice and guidance we have successfully introduced a fair trade product to the Dutch market. Following on from the success and the underlying message of sustainability, we have placed the product on the German, Austrian and French markets.'*

**Sándor van Mil**

Brand manager, Intersnack, the Netherlands.



*A field with peanuts plants in Colombia. Photo: Annona.*

## **KIT Holding**

Through the KIT Holding, KIT participates in many sustainable enterprises in developing countries, including:

- Mali Biocarburant, a biofuel producer in Mali and Burkina Faso. KIT is a 40 per cent shareholder in this company. Mali Biocarburant is supplied by ten thousand small local farmers growing jatropha nuts, a raw material for biodiesel.
- The Annona investment fund combats poverty

by investing in medium-sized agricultural businesses in Africa and Latin America. KIT owns a 12.5 per cent share of the fund.

Many parties benefit hugely from investments such as these: the businesses generate local employment and incomes, particularly for women and small farmers – and they do it in a way that is good for both the local economy and the environment.



*One of the businesses in which Annona has invested is a local company that produces red peppers in Mozambique. Photo: Annona.*



*Mango factory with drying racks in Burkina Faso. Photo: Floris van der Pol.*

# Health

**Are you searching for knowledge about neglected tropical diseases so you can help improve the health of people in developing countries? And what about expertise on transferring practical medical knowledge? Or are you perhaps looking for the right partner to develop diagnostic tools for the tropics? Then contact us at the Royal Tropical Institute.**

KIT's Biomedical Research department develops affordable diagnostic tests for neglected diseases and mainly tropical diseases such as malaria, typhoid fever, leptospirosis and tuberculosis. It also carries out health-oriented research, advises on this subject and organizes dedicated training courses. This department is a global leader in capacity building in developing countries on such matters as laboratory quality, clinical testing and proven effective healthcare.

KIT operates in both clinical practice and the public health sector. It integrates research and product development in its capacity building activities. KIT specialists also contribute to academic education and supervise doctoral students. KIT's partners include the World Health Organization (WHO), the University of Amsterdam, the Foundation for Innovative New Diagnostics (FIND), the KNCV tuberculosis foundation, the European Union, the Netherlands National Institute for Public Health and the Environment, and businesses in the Netherlands and abroad.



Photo: Rob Pastoor.

## Cooperation

In the field of healthcare, KIT works closely together with partners in developing countries, the European Union and the United States. One of the tangible results of these efforts has been a KIT initiative in Africa: the setting up of the 'Collaboration on Evidence Based Health Care in Africa' (CEBHA). This collaborative venture

sees doctors, nurses and other healthcare workers in sub-Saharan countries being trained to look for, identify, evaluate and use medical literature and scientific evidence in clinical practice and national healthcare. And that means a better outcome for the patient!



Participants during the CEBHA symposium in Africa.  
Photo: KIT.



*'Thanks for sharing an excellent report on laboratory quality, a high standard from KIT as usual.'*

**Dr. Christopher Gilpin**

TB Department, World Health Organization (WHO), Switzerland.

Photo: Hans de Ronde.

## Gold standard in diagnostics

Diagnostic tests for infectious diseases need to be not only accurate, but also affordable and practicable under a broad range of conditions in developing countries. It was with this in mind that KIT used various techniques to develop tests for diseases including tuberculosis, leptospirosis and typhoid fever. KIT's test for visceral leishmaniasis is seen as the gold standard in diagnostics. This kind of innovation speeds up patient diagnosis and brings good healthcare a step closer.

Photo: Emily Adams.



*'Penside test' for brucellosis in cattle in Indonesia.*

Photo: Henk Smits.



Photo: John Belt.

**KIT's Development Policy & Practice department conducts healthcare research and provides advice, courses and training on capacity building for the international healthcare sector. KIT hosts around 300 professionals annually in Amsterdam for a short course or Master's programme organized in cooperation with the VU University Amsterdam and other partners.**

This department specializes in improving the accessibility and quality of healthcare for vulnerable groups in developing countries, including mothers and pregnant women. Cornerstones of its activities include the prevention of prevalent diseases (especially among young people) and the care of patients with HIV/AIDS, tuberculosis and leprosy. In all its endeavours, the primary focus is on creating effective and sustainable health systems. KIT's partners include the World Health Organization (WHO), VU University Amsterdam, Netherlands Leprosy Relief, Nuffic, the Bill and Melinda Gates Foundation, Cordaid and HealthNet International.



*Medical tests on location.*  
Photo: Gerard Schoone.





Participants in KIT's Master of Public Health programme, also known as the International Course in Health Development, 2010. Photo: Prisca Zwanikken.

## Improving health education in Vietnam

At the request of the Medical University of Hanoi, Vietnam, KIT trained local teachers in research competencies, interactive teaching methods and the development of new educational programmes. These new programmes have led to improvements in orienting preventative healthcare to day-to-day practice in Vietnam. And that means doctors can carry out their work more efficiently and effectively and that patients' needs are being better met.

## Healthcare insurance in Ghana

KIT supports healthcare systems in many countries with its expertise on new and effective knowledge and working methods. The Ghanaian government set up a national healthcare insurance system to improve the availability of medical care. Working in parallel, KIT developed a matching system for assessing the quality of patient care and introduced result-oriented financing for health care institutions. What does that mean in real terms? It means improved quality and affordability of healthcare for large numbers of people in Ghana.

*'At KIT I was particularly impressed about the course content, the teaching staff composed of world class public health experts and leading academics and researchers, as well as the support staff whose teaching, guidance and administrative support combined to improve my academic orientation and shape my thoughts about public health and its practice.'*

**Francis-Xavier Andoh-Adjei**

Deputy director of Strategy and Corporate Affairs, National Health Insurance Authority, Ghana, and former Master's student at KIT's International Course for Health Development/ Master of Public Health.

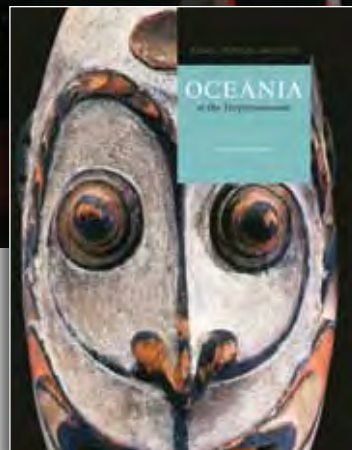
# Culture

**Are you looking for knowledge to support cultural exchange at home and abroad? Perhaps you need expertise to help professionalize a museum, theatre company or music group. Or are you trying to find the right partner for a collaboration in the field of cultural heritage or cultural exchange? Then contact us at the Royal Tropical Institute.**

The Tropenmuseum is a very well-known department of KIT as well as being the Netherlands' oldest ethnological museum. Every year, 200,000 people make a fascinating and unforgettable visit to see the museum's collection of ethnological objects and modern art from around the world. And at Tropenmuseum Junior, children discover other cultures in interactive and innovative ways.

Over the course of its long history, the Tropenmuseum has built up an impressive level of expertise on museum policy and practice. It also knows how important the role of the museum is in society. The Tropenmuseum shares its knowledge at home and abroad in co-productions as part of new exhibitions and in numerous sustainable partnerships with museums in developing countries.

*Opening of the Frederik Hendrik Museum in Mauritius. Photo: Tropenmuseum.*



*English language publications about the Africa and Oceania collections of the Tropenmuseum.*

*Publication of the Tropenmuseum Junior exhibition 'Qi van China'. This children's book won the Dutch 'Zilveren Griffel' award in 2010.*





*The Tropenmuseum during Amsterdam's Museum Night. Photo: Tropenmuseum.*

## **Museum expertise for the whole world**

Tropenmuseum staff travel all over the world to share their expertise with colleagues in other museums – ranging from an eco-museum in Vietnam to an exhibition space in a fort on the island of Mauritius. Tropenmuseum Junior exhibitions also travel to Suriname, where they are displayed in Villa Zapakara, a children's cultural centre in the capital Paramaribo. Other museums place their trust in KIT to provide the expertise they need to professionalize their organization. KIT trains their staff in skills such as researching and recording museum collections and curating exhibitions. Partner organizations in the Netherlands and abroad are increasingly calling on the Tropenmuseum's expertise on museum education, marketing and communication. The result is preserved cultural heritage that can be shared by local communities.



*Exhibition 'The art of survival, Maroon culture from Suriname'.  
Photo: Tropenmuseum.*

## Traditional textile culture on Timor

The Tropenmuseum is working together with local partners in East and West Timor on the building of two educational centres that actively preserve the splendid textiles and rich weaving traditions of the two regions. As well as preserving the local textile heritage, the centres promote the practice and development of traditional skills and provide local weavers with an income. And an important side benefit is that following a period of conflict the very act of working together helps restore social cohesion on the island.

*'In Indonesia we need more staff in our museums with extended skills in the field of museology. At the moment there is not only a lack of truly qualified staff, but also a lack of teachers with corresponding knowledge and skills. The Tropenmuseum helps us out in a fantastic and pragmatic way: highly skilled employees of the museum co-teach with our lecturers of the University Gadjah Mada.'*

**Mahirta Sasongko**

Head of Archaeology at Gadjah Mada University, Yogyakarta, Java, Indonesia.



*World music in the Tropentheater, Amsterdam.  
Photo: Maria Pia Kille.*



*Performance by Dance Forum Taipei from Taiwan.  
Tropentheater, Amsterdam. Photo: Maria Pia Kille.*



*Taipei Today - Dance Forum Taipei.  
Photo: Dance Forum Taipei.*



**The Tropentheater is dedicated to non-Western performing arts for all ages, including theatre, music, dance and film – for diverse cultures and by diverse cultures. This means that not only is the Tropentheater unique in Amsterdam, it is also unique in the Netherlands and perhaps even the world.**

Nowhere else can audiences visit a single theatre to see so many non-Western productions across so many disciplines. Contemporary or traditional, the Tropentheater has it all – around 250 performances that attract 40,000 guests every year. In addition to performances for schools and general audiences, workshops, lectures and debates, the Tropentheater fosters sustainable relationships with collaborating partners for capacity building in developing regions. It organizes long-term programmes of clinics, lectures and trainings to help professionalize fellow theatres in these countries. The Tropentheater also develops new productions with domestic and international partners.

## *Institutional capacity building in Indonesië*

Since 2009, the Tropentheater has been working intensively with the Komunitas Salihara theatre in Jakarta. Salihara is Indonesia's first black box theatre. It hosts dance, music, drama, film and literary events. There are no other courses in Indonesia to train staff for working in the theatre, so the training and coaching that the Tropentheater provides is a unique opportunity for staff at Komunitas Salihara theatre to develop as professionals and to serve their audiences with their own programme.



Komunitas Salihara theatre, Jakarta, Indonesia.

*'I see the Tropentheater as a place to be inspired, where I can find out about good world music, and where there's a healthy exchange of knowledge going on. The people who work there are inspired, enthusiastic and engaged, and you'd be hard-pressed to find their combination of specialisms anywhere else in the Netherlands.'*

### **Thirza Lourens**

Manager of the Kraayenhof Tango Ensemble, the Netherlands.



Promotional folder for Opera Java at the Tropentheater.

## *Opportunities for artists*

The Tropentheater is very keen to create new productions with its partners. Opera Java, for example, whose co-producers include the celebrated Indonesian director Garin Nugroho, was performed not only in Amsterdam, but also in Indonesia and Paris. The production then went on tour to London, Edinburgh, Rome, Berlin, Brussels, Barcelona, Seoul, Taipei, Singapore, Sydney and Melbourne. Apart from the many fine performances themselves, the promotion of non-Western arts in the West also raises levels of interest and appreciation. And that helps keep alive a whole range of cultural heritage.



# Knowledge transfer

**Are you looking for a one-stop shop for all the knowledge you need on sustainable development, culture and health in developing countries? Do you need expertise to coach the staff in your organization on how to deal with internal cultural differences? Or do you want to find the right partner for publishing and distributing information? Then contact us at the Royal Tropical Institute.**

KIT's Information & Library Services manages an extensive library specialized in international cooperation and Dutch colonial history. Here you will find more than a million (digital) scientific publications, a range of websites on development cooperation, and more than 30,000 maps dating from 1579 to the present. Through its specialist online portals, digital dossiers and up-to-date databases, the department makes information accessible to a range of individuals and organizations in the Netherlands and abroad.



*Old map of Venezuela.*

This department is also dedicated to providing (digital) information services to development organizations, the business sector and universities and other knowledge institutes. Its services are high-quality and cost-effective. It also engages in capacity building in developing countries by providing training, advice and a broad selection of practical tools in the fields of library automation, electronic publication and the sustainable conservation of heritage collections. The department's partners in these activities include Médecins Sans Frontières, ICCO, Oikos, ECDPM, PharmAccess, Elsevier, Swets, NCDO, the Association of African Universities, the University of Ghana and several universities in Mozambique.







*Discussion in the reading room of the KIT library. Photo: Dingena Mol.*

## **Collaboration with Elsevier**

Thanks to a collaborative operation between Elsevier and KIT that has been running successfully for many years, 200 libraries in some of the world's poorest countries have access to around 2,500 specialist periodicals, including The Lancet. This free service focuses mainly on Africa, helping bridge information gaps between developing countries and offering knowledge institutes / research centres the opportunity to access up-to-date information. This supports the progress of institutes and professionals, and they in turn pass on the benefits of the latest developments and information to local organizations and communities. As Gebremichael Gebreselassie, library manager at the National AIDS Research Institute in Addis Ababa, Ethiopia, explains, 'The few journals we have can hardly cover the enormous amount of studies that are published in the academic health field annually. Thanks to Elsevier and KIT, we have access to countless digital journals. Can you imagine what an opportunity that is?'



*Signing of the cooperation agreement between Elsevier and KIT. Photo: Peter Hessels.*





*The KIT library's reading room is also used for lectures and conferences by external parties. Photo: KIT.*

## ***Heritage conservation in Ghana***

KIT advises and supports the University of Ghana's library in preserving its collection of rare books. Specialists from KIT set up a dedicated climatized room, developed a security framework and trained their Ghanaian colleagues in conservation techniques. The Dutch embassy in Ghana is supporting their

efforts to digitize and publish electronically the archive of John Talford Furley, a British scholar who studied the history of the Gold Coast (modern-day Ghana) in the first half of the 20th century. This collaboration has led to the conservation of important Ghanaian cultural heritage for current and future generations.

*Joint seminar in Ghana. Photo's: Peter Hessels.*





**KIT Intercultural Professionals provides training, coaching and management advice on international business and cultural diversity in the Netherlands. This KIT department works for large and medium-sized Dutch private and public organizations that operate internationally or interculturally. The activities contribute to the development of personal competencies on an individual level and to strategic and social development on a company or organizational level.**

As well as providing individual training in business and local culture for expats and their partners and children, KIT Intercultural Professionals gives tailor made team training on working together in international teams or following an international merger. This KIT department possesses specific knowledge on more than 70 countries and it is Cedeo and ISO certified. Its clients include Philips, Rabobank, ING, AKZO Nobel, DSM, G-Star, Pon Holding, Randstad, various Dutch ministries and diplomats, Dutch premiership football clubs, the Dutch police force and Dutch colleges.

## *Working with distant colleagues at G-Star*

Dutch designer clothing company G-Star makes every possible effort to ensure that its products are made under good working conditions. Local ethical standards often differ from Western or G-Star standards. The question they asked KIT was this: how can we best run our Bangladesh office remotely, while maintaining our standards of corporate social responsibility? KIT supported G-Star with its expertise on local management and local interests, and provided practical tools for bridging cultural divides. This led to improved communication between staff from different cultures enabling them to work together more effectively to improve conditions for local employees.

## *Information and training for expat Philips employees*

KIT provides information to expat Philips employees about China, the US and the Netherlands. It also trains them on local business cultures in Hong Kong, Shanghai, Boston and Amsterdam, preparing the American, Chinese and Dutch expats and their families for relocation to one of these four major cities. Once they have been given the practical tools they need, they are better equipped to navigate cultural differences in their new country, helping them to feel at home more quickly and work more effectively.

*Signing of an agreement between KIT Intercultural Professionals and the language institute Regina Coeli.*  
Photo: KIT.



*'Our employees value KIT's training on cultural differences very highly. The courses are structured in a practical way and the material is very useful. Feedback from colleagues working abroad confirms KIT's added value for ING.'*

### **Nico de Schryver**

Executive Director, International Assignment Centre, Corporate HR, ING Bank, the Netherlands.



*Doing international business over dinner. Photo: Dragons Businessclub.*



**KIT Publishers is KIT's own publishing house. As well as publishing material for the organization's various departments, this department also publishes books for museums, businesses, institutions and government bodies. Each year, it publishes 50 to 60 new titles on art and culture, intercultural communication, politics and debate, international cooperation and travel.**

KIT Publishers has its own distribution network in the United Kingdom and the United States, while in the Netherlands and Belgium it distributes through regular retail channels. Its clients include the Amsterdam Museum, the Surinamese Museum, NCB Naturalis, the Museum Volkenkunde in Leiden, the Afrika Museum, Berenschot consultancy, Surinam Airways, the Bank of Suriname, Radio Netherlands Worldwide, the Curaçao Built Heritage Foundation and various Dutch embassies abroad.

*A limited edition book to celebrate the 100th anniversary of KIT in 2010.*



*'KIT Publishers is an efficient, client-oriented publisher that thinks and operates outside the usual boxes. The catalogue for the De Verborgene Tuin (The Hidden Garden) exhibition is a good example of this and it looks fantastic!'*

**Saskia Konniger**

Curator, Museum Volkenkunde,  
Leiden, the Netherlands.



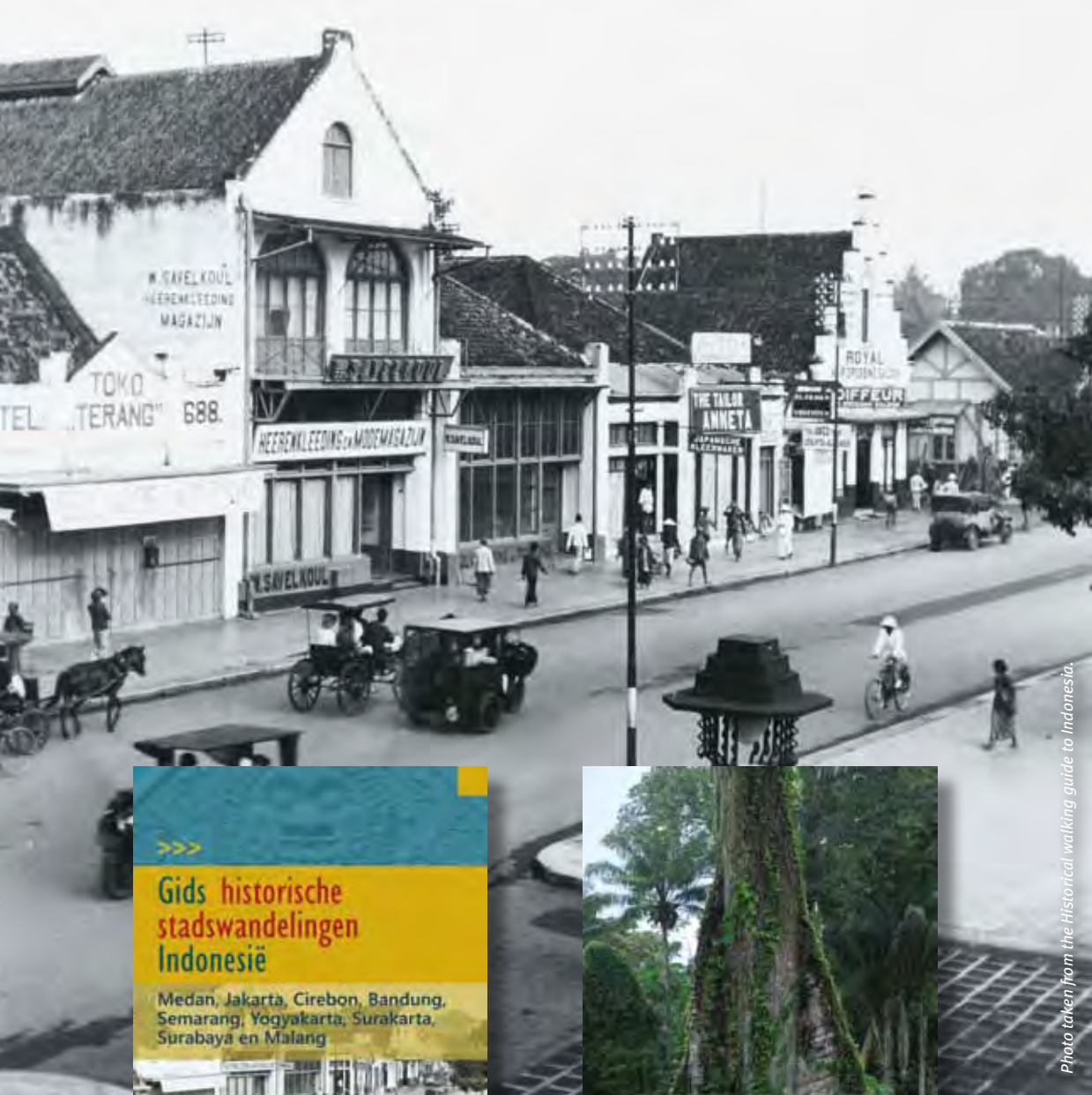


Photo taken from the Historical walking guide to Indonesia.



## Historical walking guide to Indonesia

Indonesia's historical cities have a clearly identifiable colonial history. Since the country's independence from the Netherlands, they have grown into dynamic urban areas packed with contrasts: contemporary and historical elements are in constant and dynamic contact with each other. This walking guide published by KIT describes the most important places of interest in the old city centres, the urban Kampong districts and the historical colonial neighbourhoods of the larger cities on Java. This guidebook opens the door for travellers looking for a remarkable cultural heritage experience. (The book is published in Dutch.)



## Medicinal and ritual plants from Suriname

The rainforest of the Surinamese interior conceals a veritable treasure trove of healing herbs. Over the centuries, African slaves and Asian contract workers also brought large numbers of useful plants with them to the country. The use of medicinal plants is essential for maintaining good physical and mental health for many Surinamese people. KIT produced this field guide in collaboration with the Dutch National Herbarium (NCB Naturalis) and Belgium's University of Ghent. It means that this important knowledge is being preserved and can find new paths to patients or other people interested in the subject. (The book is published in Dutch.)

# A unique venue...

Important events deserve a stylish setting. You are welcome to host your congress, meeting, company party or business dinner in the finest rooms of KIT's splendid home in Amsterdam. KIT is a unique venue for events such as international conferences and seminars, staff parties and training sessions. KIT has several suitable spaces for just about any event, from small and intimate to large and lively.



The Council Chamber. Photo: KIT.



The Main Auditorium. Photo: Irene de Groot.

## KIT offers the following halls, rooms and facilities:

- the Marble Hall, a grand reception and meeting area with a capacity of 600
- two conference rooms with a capacity of 450 and 170
- eight classically furnished chambers for 6 to 20 guests, and one for 100 guests
- historical library reading room for lectures and debates, for a maximum of 80 guests
- various fine rooms and halls in the Tropenmuseum – in combination with guided tours on request
- modern congress facilities and professional audio-visual/IT facilities
- catering facilities for reception, lunch and dinner
- overnight stays at the 80-room NH Tropen hotel next door to KIT



Photo: Dragons Businessclub.



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