



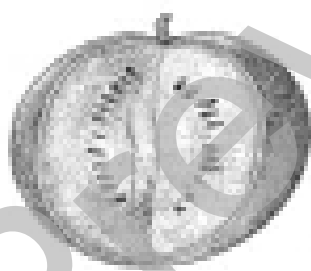
Federal Ministry
for Economic Cooperation
and Development



FMARD
FEDERAL MINISTRY OF AGRICULTURE
AND RURAL DEVELOPMENT

ONE WORLD – No Hunger

Green Innovation Centres for the Agriculture and Food sector - Nigeria



Farmer Business School

Cassava production systems

Cassava, Maize, Egusi

Trainer's File Nigeria

Edition 2016

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AFC
AFC Consulting Group

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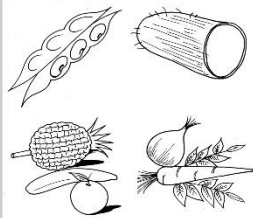
Foreword

The Farmer Business School (FBS) approach has been developed for cocoa production systems in 2010 by GIZ/Sustainable Cocoa Business and local partners from Ghana, Nigeria, Côte d'Ivoire and Cameroun. Over 334,000 cocoa producers have been trained by local partners in these countries with the support of the Federal Ministry of Economic Cooperation and Development of Germany (BMZ) and other donors such as NIRSAL and European Union. The FBS approach has been adapted to cotton production systems in Ghana, Benin Republic, Côte d'Ivoire, Zambia, Malawi and Burkina Faso by the Competitive African Cotton Initiative (ComPACI). Over 80,000 cotton producers have been trained since 2012. The FBS approach is used by Competitive African cassava Initiative (CARI) in cassava production systems in Nigeria, Burkina Faso and Tanzania with over 30,000 producers trained. The present training notebook for cassava production systems in Nigeria is based on these experiences.

The present trainer file for cassava production systems in Nigeria is based on these experiences. The trainer file guides FBS trainers for proper organization, delivery and reporting of FBS training to male and female cassava smallholders in Nigeria.

Only FBS-Trainers that underwent a special qualification program including class-room and learning trainings with farmers deliver the training in line with the principles of adult and discovery learning and the quality standards of FBS. To access certification, a trainer has successfully trained at least 450 smallholders in FBS.

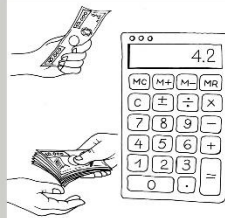
Farmer Business School What is it about?



**M3 Manage your farm
for enough food**



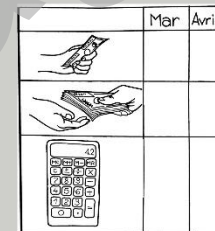
**M4 Money-out/Money-in:
Know whether you
do good business**



**M5 Decisions for more
income**



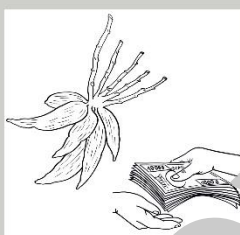
**M6 Seize opportunities
to diversify your
farm enterprises**



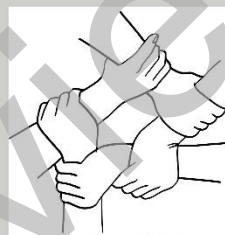
**M7 Manage your money
throughout the year**



**M8 How to get good
financial services**



**M9 Make more money
with quality cassava**



**M10 Benefits from
membership in
farmer organizations**



**M11 Good business with
good agricultural
practice**



**M12 Becoming an
entrepreneur in
practice**

**M1 Is farming a
business?**

**M2 Know the units
to know your
assets ?**

The skills learned at the Farmer Business School help the farmers to become better entrepreneurs who:

- ➔ Take advantage of improved technologies and market opportunities to increase income
- ➔ Plan and adapt their production to assure food security for their family
- ➔ Lead professional negotiations with buyers, input suppliers, credit institutions and land owners.
- ➔ Manage money, savings and loans.

The partners



The Federal Ministry of Agriculture and Rural Development (FMARD) of Nigeria promotes the cassava value chain as a priority for national food security and value addition from industrial processing. The Federal Department for Agricultural Extension is the lead implementing unit of Green Innovation Centres Programme in Nigeria.



The Global Programme Green Innovation Centres for the Agriculture and Food Sector (GIAE) is part of the OneWorld - No Hunger Initiative of the Federal Ministry for Economic Cooperation and Development of Germany. This Global Programme aims to increase the productivity and income of smallholders by promoting the market oriented development of agricultural value chains. It places focus on the identification and fostering of innovations, dissemination of know-how and technology solutions and skills upgrading. GIZ and AFC implement the Nigeria country module



The Sustainable Smallholder Agri-Business Programme (SSAB) of German International Cooperation (GIZ) is commissioned by the Federal Ministry of Economic Cooperation and Development of Germany and cofinanced by the European Union. It supports 50 public and private partners in Ghana, Nigeria, Côte d'Ivoire, Togo and Cameroon to provide basic business skills training and business services for 364.500 farmers. The preceding Sustainable Cocoa Business project has developed the Farmer Business School approach in 2010 for cocoa production systems. So far over 334.000 farmers have graduated from the Farmer Business School and adopted improved techniques, business skills leading to yield and income increases. SSAB has supported the adaptation of this curriculum based on this experience.

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