



Implemented by



Business Support Facility for Resilient Agricultural Value Chains

Facilité d'Appui aux Entreprises pour des Chaînes de Valeur Agricoles Résilientes

Digital and Face-to-Face Human Capacity Development Offers

10 July, 2024

Agri-Business
Facility
for Africa



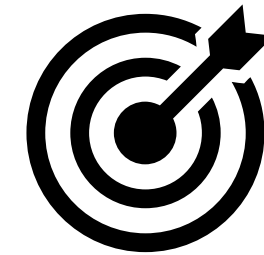
Agenda

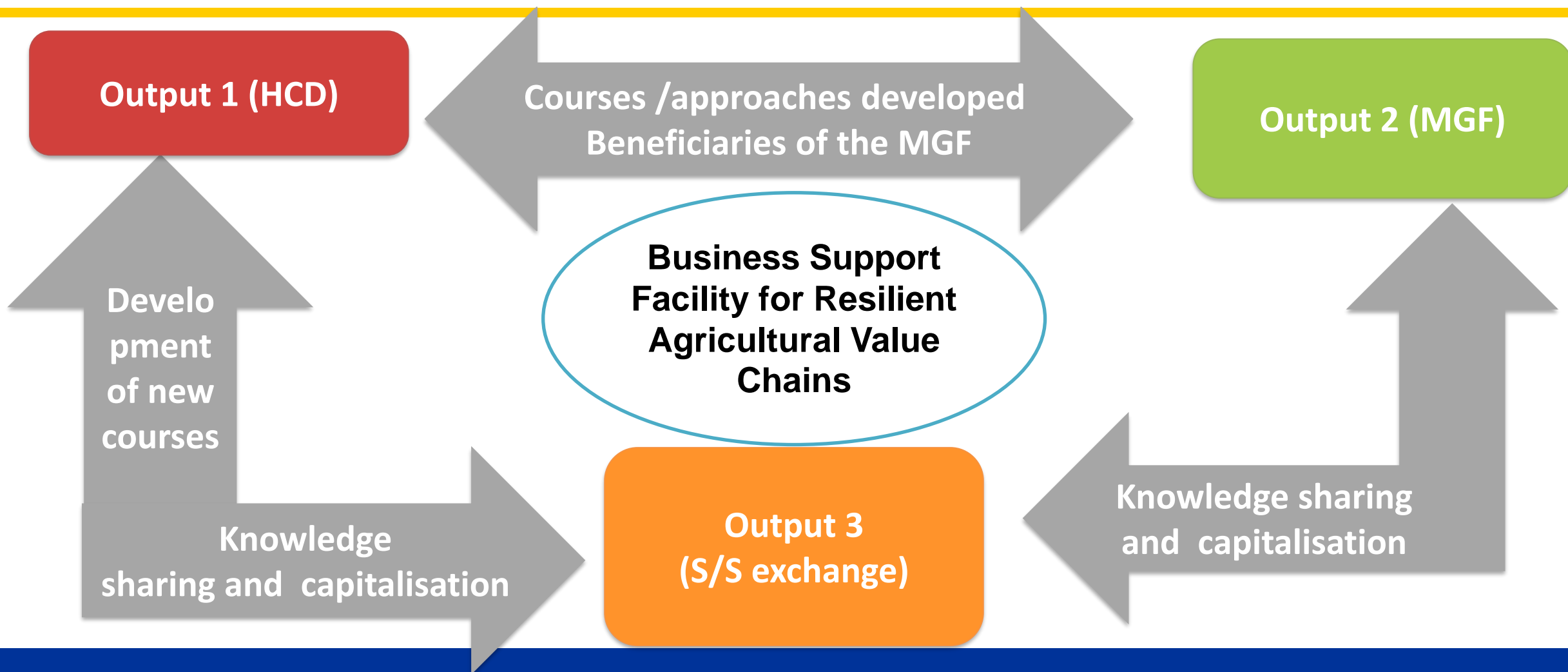
Agenda of the session:

- Introduction: 10 min
- Part 1 - Face-to-Face training and blended learning: 45 min
- Q&A: 15 min
- Part 2 - E-Learning: 30 min
- Q&A: 15 min

Objectives

- Help you prepare for the concept note and how to include capacity development approaches and strategies (face-to-face and online) in your project
- Inform you on the support that **Business Support Facility for Resilient Agricultural Value Chains** can provide you during the implementation of your project
- Answer any questions that you may still have regarding a project idea



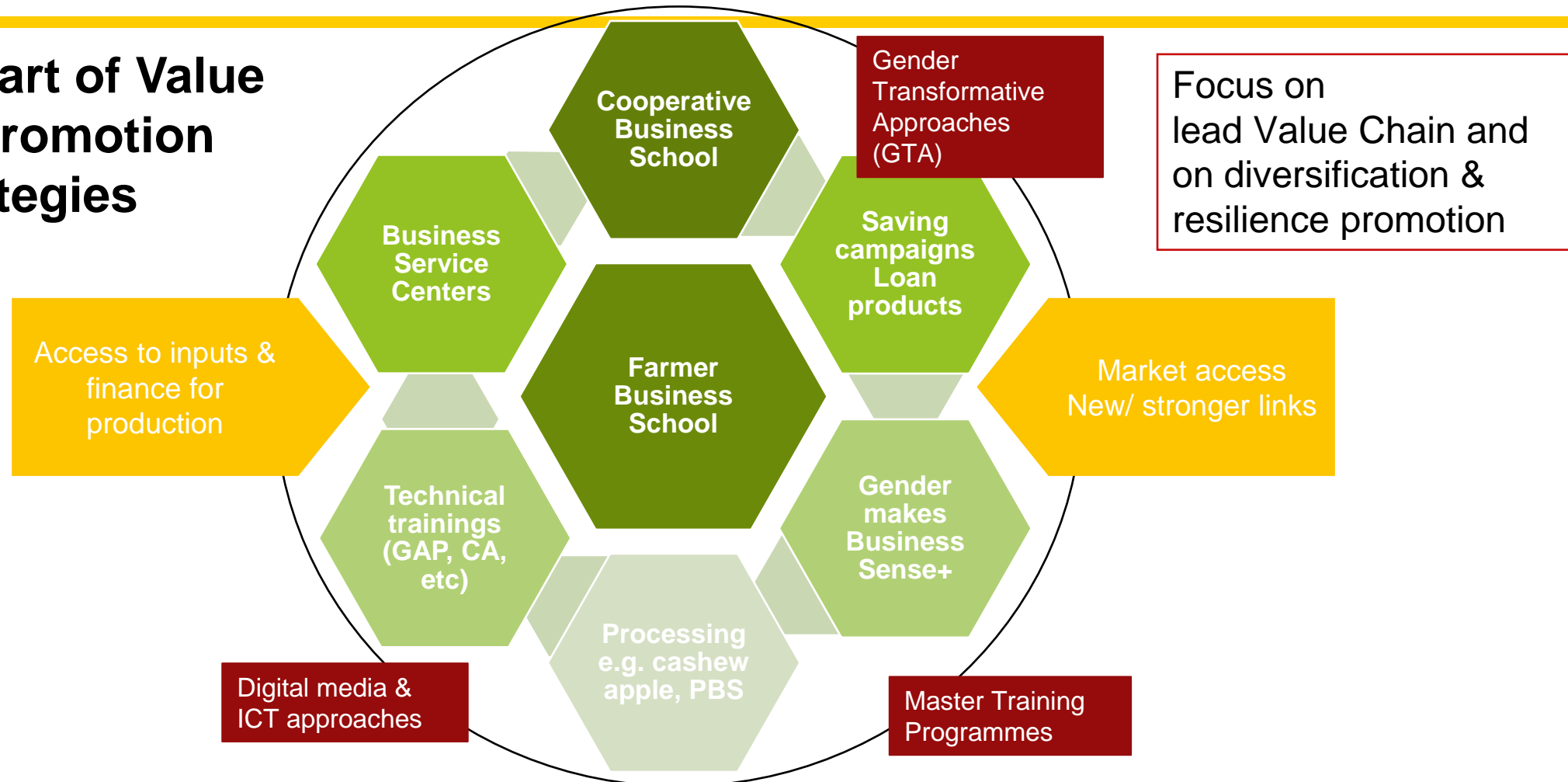


HCD Strategy

Unique Strategy:

- ✓ Institutionalization as sustainability strategy
- ✓ Defined quality standards based on several year dissemination experience
- ✓ Direct dissemination approach
- ✓ Big network of practitioners available: Local consultants, Master Trainers and Trainers
- ✓ Systematic capacity development programme for (master) trainers – training of trainers, supervised learning groups, refresher trainings and certification process.
- ✓ Application of andragogy principles – facilitation vs. teaching.
- ✓ Blended learning or e-learning – (master) trainers acquire technical knowledge in digital courses and focus on didactics and methodology in a in-person training.

HCD as part of Value chain promotion strategies



Face-to-face large scale training offer



Overview large scale training approaches applicable for all value chains

Training	Target group	Requirement	Objective
Technical Trainings (GAP, CC, CA etc.)	Smallholder farmers	Being a primary producer working with a project relevant value chain	Context specific, e.g. improve productivity, climate resilience, good husbandry
Farmer Business School (FBS)	Smallholder farmers	Understanding Good Agricultural Practices	Subsistence agriculture → agribusiness
Cooperative Business School (CBS)	Management teams of cooperatives	Registered APO or cooperative	Empower cooperatives with focus on youth
Inclusive Contract Farming (iCF)	Decision makers, CF managers, other actors in off-taking companies & PO	Off-taker and APO being engaged or interested in contract farming	Better business with Contract Farming
Processor Business School (PBS)	MSME in processing	Running processing business	Increase income through processing
Gender makes Business Sense+ (GmBS+)	MSME in agriculture	MSME	Make better business by empowering women

Overview large scale training approaches for cashew value chain

Training	Target group	Requirement	Objective
CA Cashew	Smallholder farmers	Understanding the principles of Conservation Agriculture	Foster adoption of CA practices (climate smart farming)
Cashew MTP	Actors along the Cashew Value chain	Working in the private, public sectors, and NGOs promoting the cashew value chain	Build a pool of technical and managerial expertise, facilitate regional exchange.
Cashew By-Product training	Women and Youth	Promoting value addition for cashew apples and other by-products	Promoting value addition of cashew apples

Face-to-face training offer

Farmer Business School (FBS)

Mindset shift for smallholder farmers that agriculture is business!

- More income from diversified production
- Informed decision making
- Getting organised in groups

Target group:

Smallholder farmers (no minimum education level required)


Duration of the training:

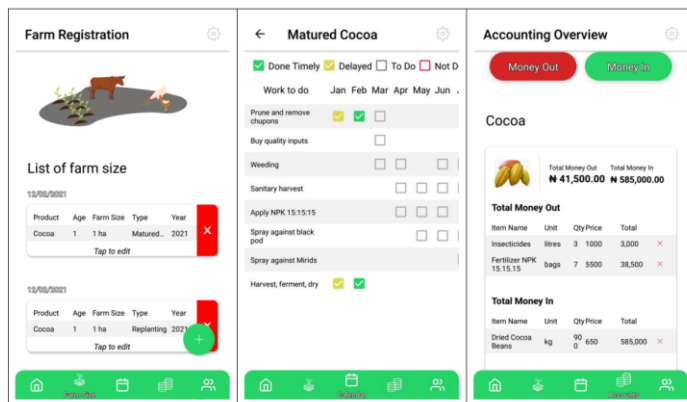
5 consecutive half-days - in the morning, decentralized

Costs:

15-18 euros per participant (at large scale, min 5,000 producers)

Training material provided, no food/drinks

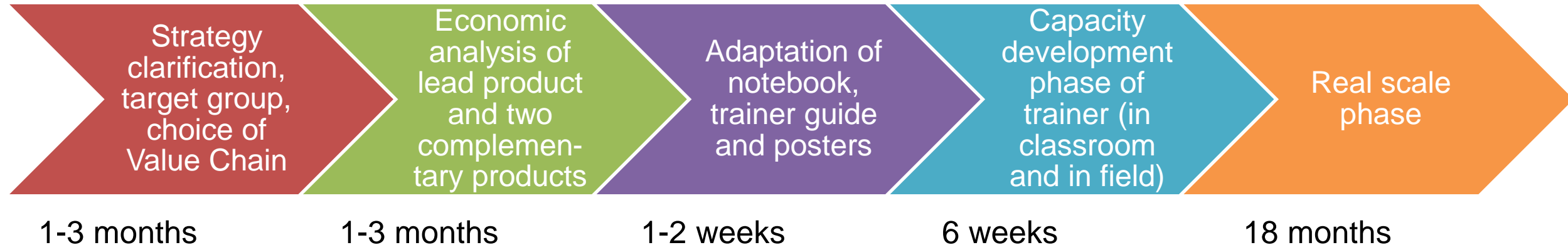
 **FBS InnoVa** in a nutshell [Download it here!](#)



The screenshot displays three panels of the FBS InnoVa mobile application. The left panel, 'Farm Registration', shows a 'List of farm size' with a table containing columns for Product, Age, Farm Size, Type, and Year. The middle panel, 'Matured Cocoa', features a checklist for tasks like 'Prune and remove chupons', 'Weeding', and 'Harvest, ferment, dry'. The right panel, 'Accounting Overview', shows 'Total Money Out' and 'Total Money In' with a table listing items like 'Insecticides' and 'Fertilizer NPK'.

Download it
[here](#)

Implementation Timeline

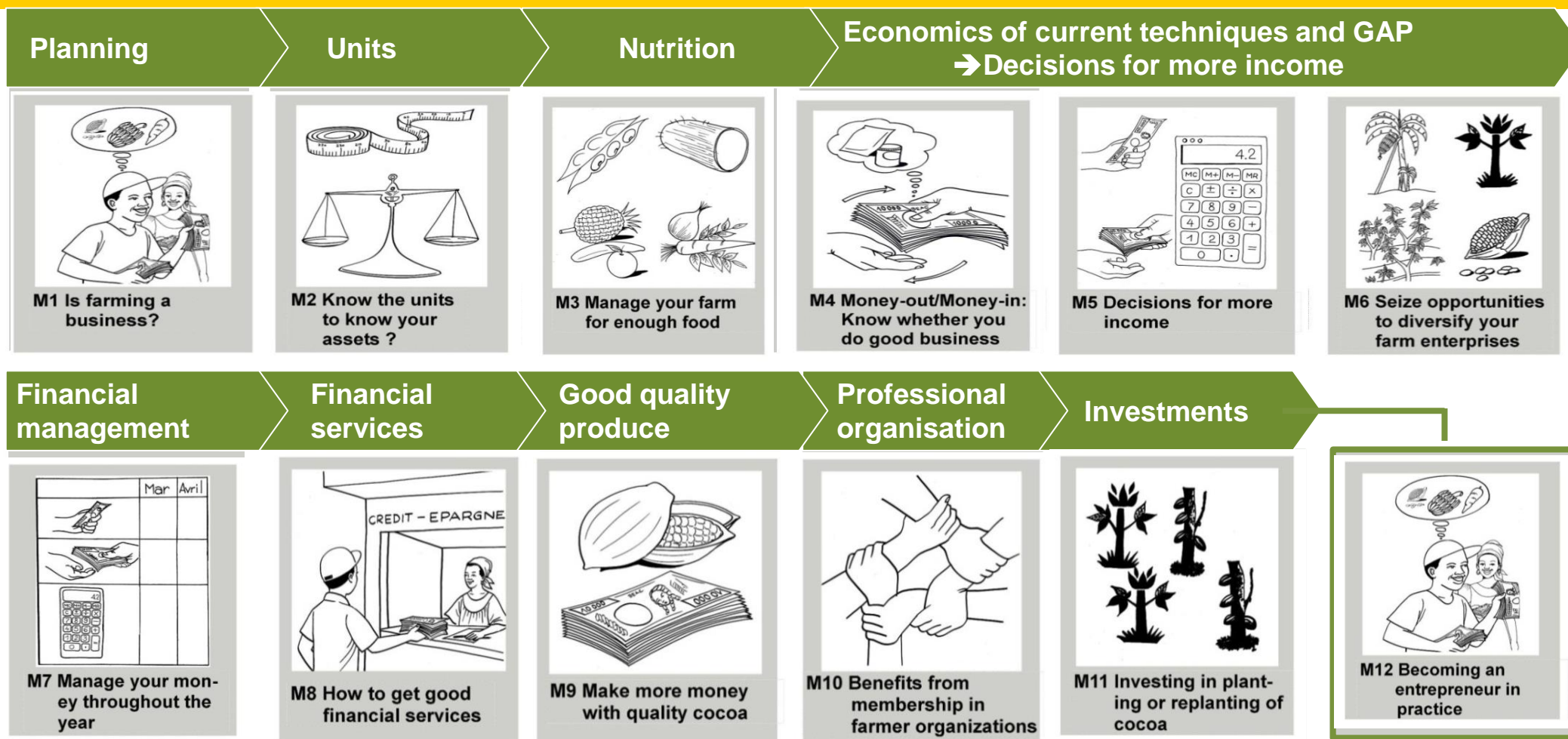


Farmer Business School Trainings

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Zusammenarbeit (GIZ) GmbH





Face-to-face training offer

Cooperative Business School (CBS)

- Organisational development
 - Empowerment of smallholders
 - Structural transformation of rural economies
 - Employment beyond primary production
- 
- APO need to develop equity to become autonomous and powerful business entities on operating on behalf of their members
 - Emphasis on youth employment.

CBS for cocoa

Target group:

Producer organizations (PO) and their delegates : persons from the management team and members, FBS graduates

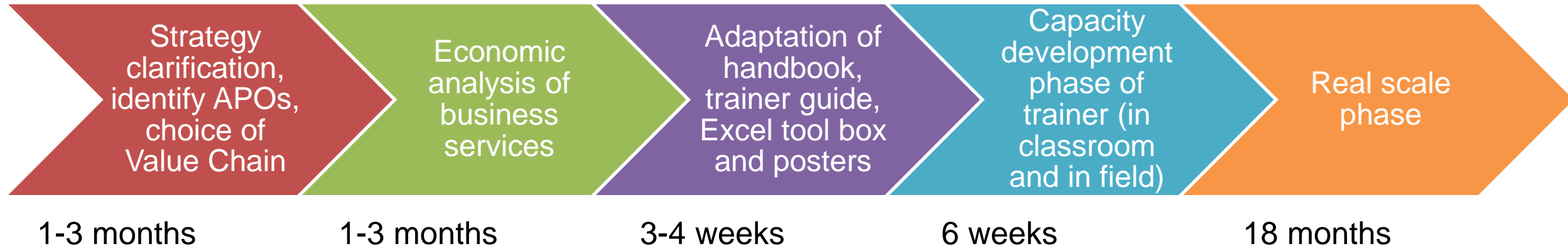
Duration of the training:

5 consecutive full days, centralized

Costs:

180-250 euros per participant (at large scale, min 40 PO /160-240 persons)

Implementation Timeline



Topics covered by CBS



Face-to-face training offer

Processor Business School (PBS)

Processors become aware that they are entrepreneurs and build up professional skills on small enterprise management, marketing and use of a variety of services.



Target group:

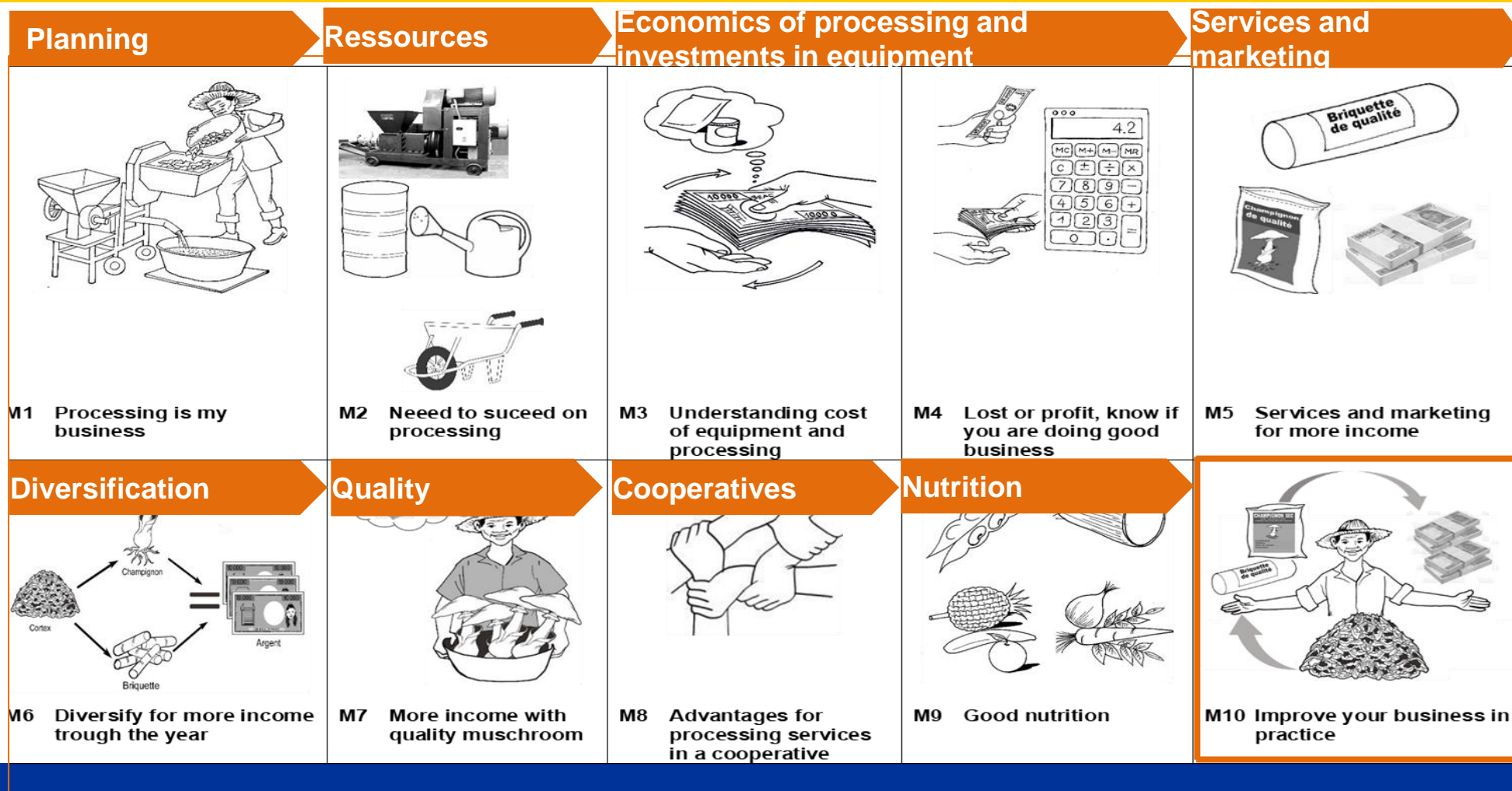
Smallholder farmers or processors (no minimum education level required)

Duration of the training:

3 consecutive half-days

Costs:

8-10 euros per participant (at large scale, min 5,000 producers)



Face-to-face training offer

Gender makes Business Sense + (GmBS+)

The training is a collaborative approach between women, men, public and private sector, and communities and can systematically change the gender imbalances in all agribusiness value chain segments.



Target group:

Micro, small and medium sized enterprises – both women and men

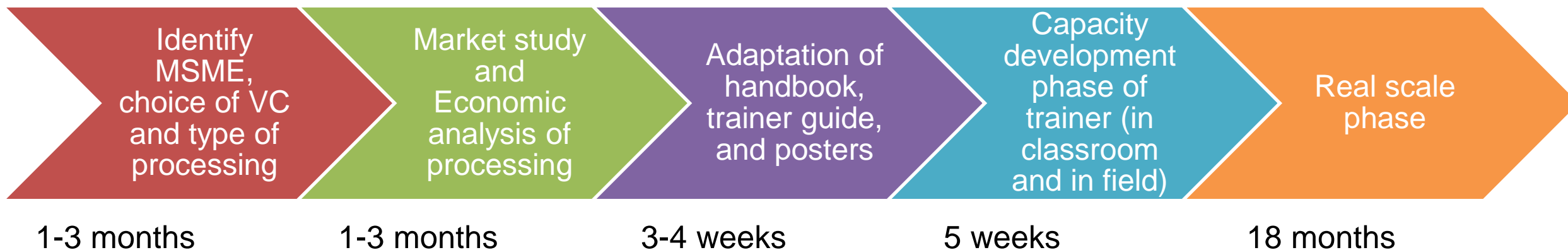
Objective:

Equip participants with: practical business management skills, business tools, financial know-how and understanding of the socioeconomic impact of gender dynamics to make better business

Duration of the training:

5 consecutive days

Implementation Timeline



Face-to-face training offer

Inclusive Contract Farming (iCF)

Strengthen formal relationships between value chain actors and create win-win situation for off-taker and producer organization. Two offers: sensitization workshop and basic training.



Target group:

Decision makers in off-taking companies and producer organisations ideally of one value chain or one agro-processing cluster

Duration of the training:

Sensitisation workshop: 1 day

Basic training: 4.5 days

Costs:

1-day sensitisation: 70-100 € / person

4.5-day basic training: 380-510 € / person

Large scale intervention through the Cashew Master Training Programme (MTP)

It comprises **technical modules** interlinked with **behavioral concepts**.
Activities are aligned with cashew production, processing and marketing.

Target group:

All stakeholders along the cashew value chain within the ACP region

Objective:

To build a pool of technical and managerial expertise, and to facilitate regional exchange between cashew experts.
Building a network of change agents across the cashew value chain.

Duration of the training:

MTP includes 3 one-week classroom sessions. Inter-sessions or field activities are scheduled.



Implementation Timeline – Cashew MTP



Face-to-face training offer

Conservation Agriculture - Cashew

Promoting climate-smart agricultural practices as well as building resilience and supporting smallholders to implement soil and water conservation measures and diversify livelihoods to improve agricultural productivity, as well as food security.



Target group:
Small-holder Farmers

Objective:
Foster adoption of CA practices (climate smart farming)

Duration of the training:
5 Days of training

Face-to-face training offer

Technical Trainings on Cashew

Organised for stakeholders from the various segments of the value chain on topics ranging from cashew production through processing to marketing and other relevant sector-related matters. To maximise the usefulness of this activity, a Training of Trainer (ToT) approach is adopted.



Target group:

Stakeholders along the cashew value chain

Objective:

Creation of a reliable pool of resource persons on the crop and value chain with the ability to transfer the acquired knowledge to others and to serve as capable advisors to top-level decision makers on matters that concern the sector.

Duration of the training:

Six days

Face-to-face training offer

Cashew Apple Recipe Trainings

Aims at increasing the demand, utilization and consumption of cashew apples and its by-products, within cashew growing areas. A Cashew Apple Recipe book has been developed by ComCashew.



Target group:
Women & Youth

Objective:
Promoting value addition of cashew apples with the aim of increasing the utilization and the demand for cashew apples and by-product development.

Duration of the training:
Four days of practical training sessions on cashew apple recipes



Implemented by



Q&A

E-learning for Agribusiness



« Free of charge! »

« Open to anyone! »

« Start any time! »

« All in one place »

Developed by



Hosted on



Efficient knowledge dissemination

- Self-tutored & self-paced for scaling
- Saving cost/resources
- Reach new learners

Blended learning and stand-alone

- Provenly more effective knowledge transfer through different media and learning formats
- Offering mixed learning on the ground

Pre-qualification & emPOWERment

- Flexible and equal access for women
- Upcoming: Access to services, job opportunities, networks, other offers through newsfeed and online-matchmaking

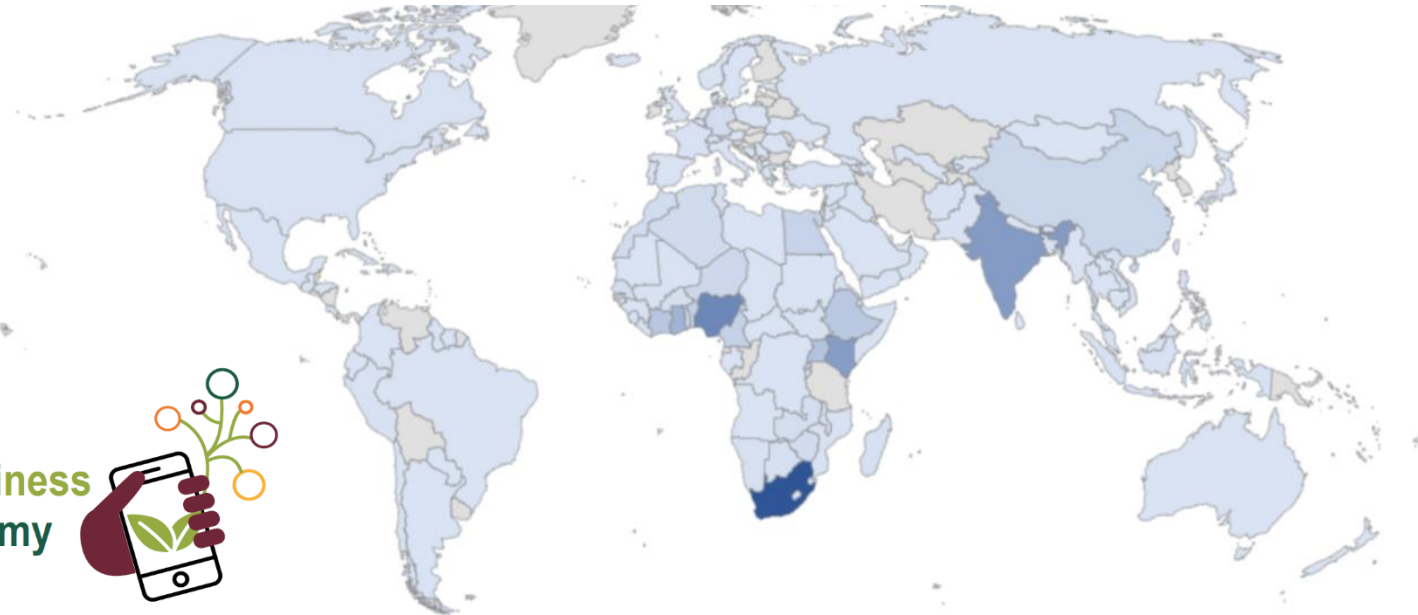
Digital learning for agribusiness professionals across the globe

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- Agripreneurs & Agribusiness practitioners
- Youth in rural areas
- Staff and suppliers of value chain operators
- ATVET staff and students
- Teachers, Trainers & Extension agents
- MFI institutions and their clients

Individual learners per country worldwide



Learners in the Agribusiness e-Academy

27,240

Total Number of Enrolments ⓘ

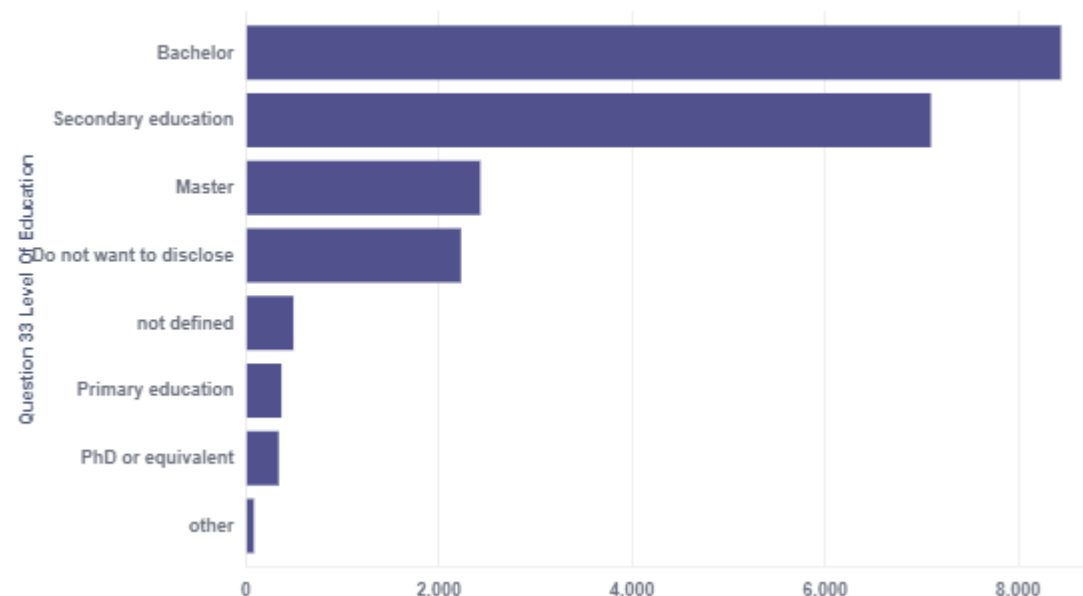
21,502

Enrolled Learners (Unique) ⓘ

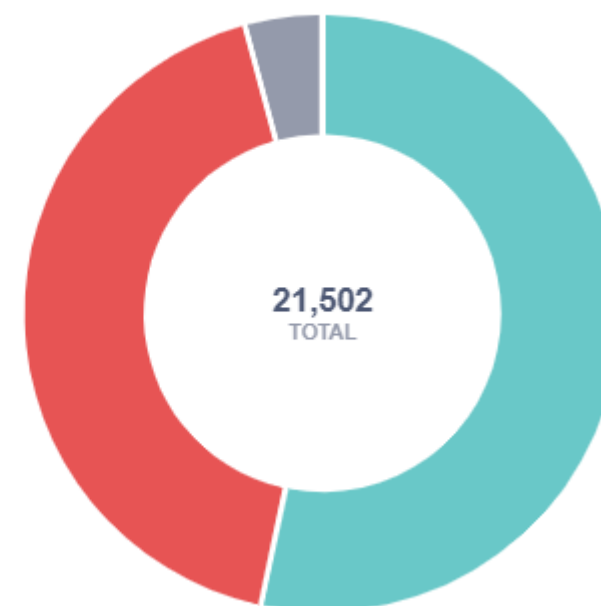
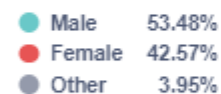
11,748

Unique Learners (at least 1 LUC) ⓘ

Unique Learners by Level of Education



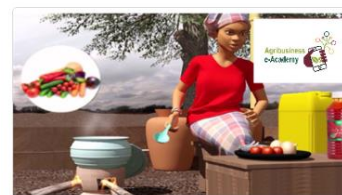







Unique Learners by Gender



Current course offers

8 courses in EN, FR, ES, PT

- Agriculture as a Business (EN, FR, ES)
- Business Model Canvas for Agribusinesses (EN, PT, FR)
- Healthy nutrition (EN, FR)
- Safe use of pesticides (EN, FR)
- GAP for Maize, Cocoa & Cassava (each in EN, FR)
- Introduction to FBSInnova (EN)

 <p>Healthy nutrition In this self-study course, you will gain knowledge on the importance of healthy nutrition. You will be introduced to the different type of food that is necessary for a good and balanced nutrition. It will take about...</p> <p>VIEW</p>	 <p>Agriculture as a Business In this self-paced course, you as an extension officer, teacher, trainer, ministry staff or agribpreneur will learn about farms as economic units...</p> <p>VIEW</p>	 <p>Safe use of pesticides In this self-study course, you will learn how to use pesticides safely. It will take about 30 to 60 minutes of your time and you will receive an PDF certificate. This is a course of the Agribusiness e...</p> <p>VIEW</p>	 <p>Maize - Good agricultural practices In this self-study course, you will learn about how to produce quality maize and increase your income. You will get to know the Good Agricultural Practices (GAP) and how to store the yield correctly. ...</p> <p>VIEW</p>
 <p>Cocoa - Good Agricultural Practices Summary In this self-study course, you as micro, small or medium-sized agricultural entrepreneur will learn how to produce quality cocoa en...</p> <p>VIEW</p>	 <p>Business Model Canvas for Agribusinesses In this 2-3 hour self-paced course, you, as a (future) agribpreneur in the primary, secondary or tertiary sector will learn about a tool to analyse and improve your future or existing agribusiness. Who is this course...</p> <p>VIEW</p>	 <p>Cassava - Good Agricultural Practices Summary In this self-study course, you will learn how to produce quality cassava and thereby increase your income. You will get to know the Good...</p> <p>VIEW</p>	 <p>FBSInnova: Getting started In this 45 minutes self-paced course, you will learn how to use the smartphone application FBSInnova and what it offers to you. This will help you to succeed in farming as a business...</p> <p>VIEW</p>



Upcoming courses

Courses coming in 2024 & 2025:

- Climate-Smart Agribusiness - 3 Courses (Q3 2024)
- Business Model Canvas for Agribusinesses in ES (Q3 2024)
- Value Chains in a Nutshell (Q3 2024)
- FBS Refresher for FBS trainers (Q3 2024)
- Organic certification (Q3 2024)
- Agroprocessing as a Business (Q1 2025)
- Economics of Cooperative Services (Q1 2025)
- Regional and international market access for agribusiness (Q1 2025)
- Creating viable, climate resilient investment projects (Q1 2025)



Upcoming courses - ComCashew

Upcoming in 2024 & 2025:

- Harvest and Post-Harvest Practices on the Cashew Farm (Q3 – 2024)
- Economics of Cashew Nut Processing (Module 1 to be launched in Q3 of 2024)
- Sustainable cashew Production through Conservation Agriculture (2025)
- Cashew KOR Analysis (2025)
- Economics of Cashew Production (2025)



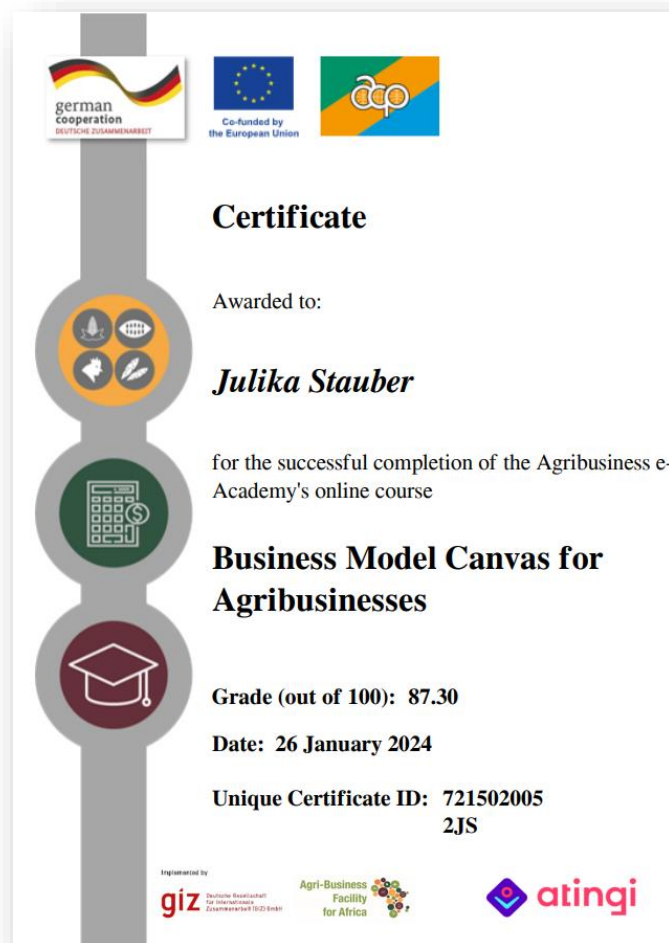
E-learning content strategy

- Designed for **both blended & stand-alone**
- Optimized for **self-tutored** learning:
 - Digestible dosage of content and learning steps
 - Easy and direct language supported by companions
 - Interactive knowledge test
 - Attitudinal and role change!
- Generic and value chain specific content



Hosted on:
www.atingi.org

Certificates



- Courses published since March 2023 feature the EU and OACPS logos as well.
- New course certificates present your achieved grade.
- Session certificates (in Agriculture as a Business) and older course certificates do not feature a grade.

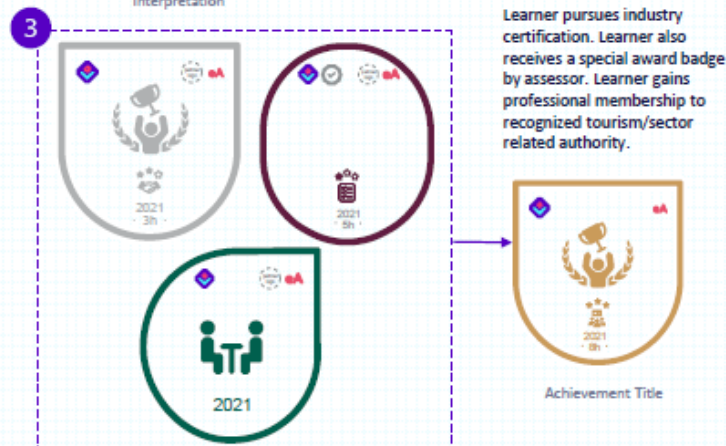
Badges and Learner Pathways

DIGITAL TOUR GUIDING Learner pathway

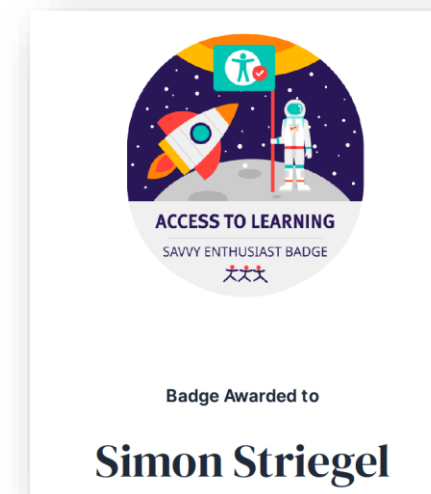
Learner completes the 8 microlearnings. The assessments for these courses target the cognitive level: KNOWLEDGE. He earns a compound badge [BRONZE]



Learner continues to pursue other courses. These assessments target the cognitive level: APPLICATION. He completes required fieldwork. He completes an internship recognized by the sector [this could be a partnership].



- Badges and learning pathways will be established for the Agribusiness e-Academy
- Possible example: Gender in agribusiness



« Agriculture as a Business »

Part 1 & Part 2

Developed by



Hosted at



Agribusiness
e-Academy



1. The farm as economic unit

- 1.1 Global Market trends for agriculture
- 1.2 Agriculture as a Business
- 1.3 Key success factors for your business

2. Agripreneurship

- 2.1 Agripreneurship, competencies
- 2.2 Production factors
- 2.3 Farm management
- 2.4 Risk management

3. Basics & key concepts

- 3.1 Units
- 3.2 Prices in Agribusiness
- 3.3 Production and Unit Cost
- 3.4 Value of production

4. Management & tools for short-term upgrading

- 4.1 Gross margin
- 4.2 Productivities
- 4.3 Choosing farm enterprises
- 4.4 Financial management over the year

5. Management & tools for medium-long-term upgrading

- 5.1 Investing in the future: extension, modernizing
- 5.2 Analyzing multi-annual investments (Cashflow, NPV, IRR before financing)
- 5.3 Sensitivity analysis
- 5.4 Investing in resilient and climate smart business

6. Financial Services

- 6.1 Savings and payment services
- 6.2 Loans and risk management
- 6.3 Bankability of short-term investments complements session 4
- 6.4 Bankability of medium & long-term investments complements session 5
- 6.5 Financial Service Institutions

*Ready to learn
about my business
secrets ?
Then follow me !*



« More than 15h of seat time for a deep dive into agribusiness »

e-learning Module: Business Model Canvas for Agribusinesses

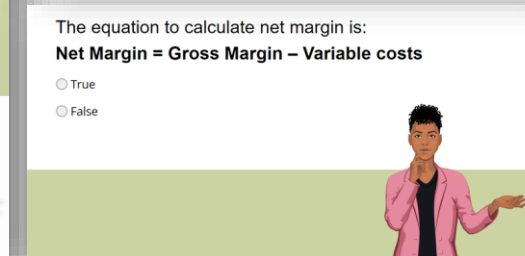
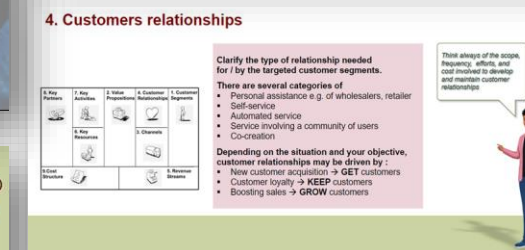
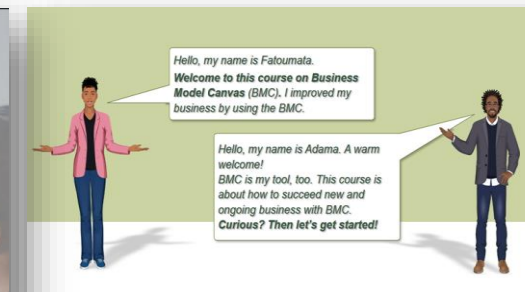
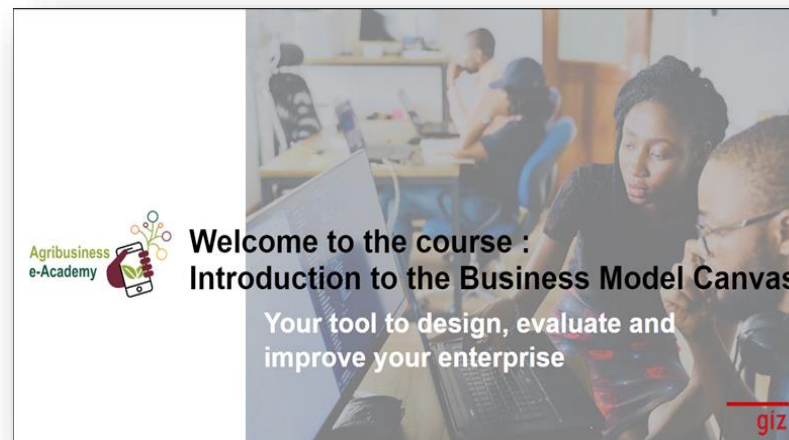
Objective/Content: With the Business Model Canvas, entrepreneurs learn how to create and progressively improve a business model in the primary, secondary and tertiary agribusiness sectors". The course guides learners through the steps involved in creating the "Canvas", using examples that can serve as the basis for a more detailed business plan and access to financing instruments in the subsequent process.

Target group: (future) entrepreneur in agribusiness, MSME,

Length: 2,5 hours

Status: available from Q1 2024

Languages: EN, FR, ES, PT



e-learning Module: Climate-Smart Agribusiness

Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Objective/Content: Understand the challenges associated with climate change for agribusiness and learn about effective adaptation and mitigation strategies essential for certain value chains.

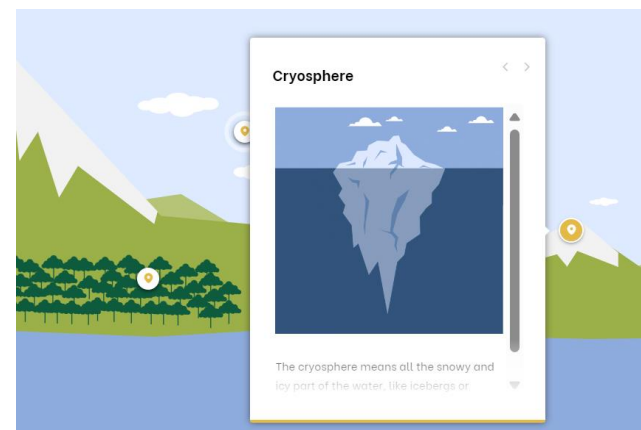
Target group: trainers, agripreneurs, MSME

Length: 3 to 4 hours

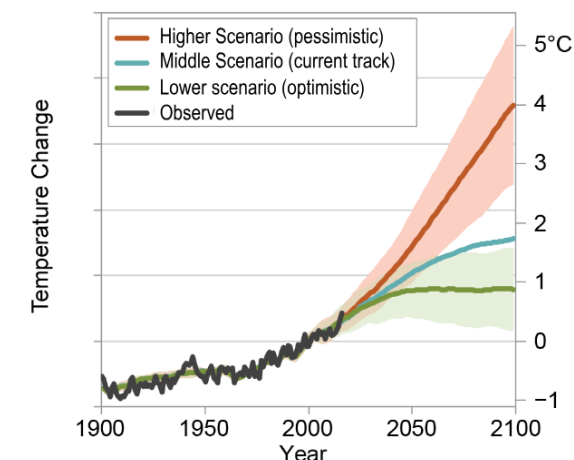
Languages: EN, FR, ES, PT

Creation: edeos (instructional design company)

Launch: available from Q3 2024



Global Average Temperature Change



Cashew e-learning Module: Harvest and Post-Harvest Practices on the Cashew Farm (3D Animation video)

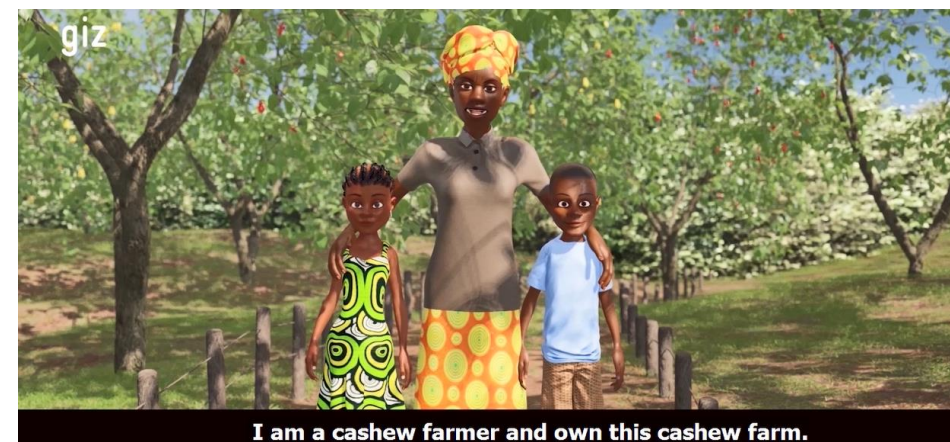
Objective/Content: To provide learners with a comprehensive understanding of the processes involved in climate-smart cashew harvest and post-harvest. By covering essential Good Agricultural Practices such as weeding, harvesting, drying, storing and quality control, this course will equip participants with the knowledge needed to effectively engage in cashew production.

Target group: agricultural extension agents, trainers, MSME

Length: ~1 hour

Languages: EN, FR,

Launch: available from Q3 2024



Cashew e-learning Course: Economics of Cashew Nut Processing

Objective/Content: To provide a thorough understanding of the process of transformation of Raw Cashew Nuts (RCN). This course will provide essential and practical guidelines on the step-by-step approach to successful RCN Processing. Learners will gain insights into optimizing operations, enhancing efficiency, and maximizing returns.

Target group: Cashew processors, MSME

Length: ~4 hours of seat time for all 5 modules

Languages: EN, FR,

Launch: First module to be launched in Q4 of 2024



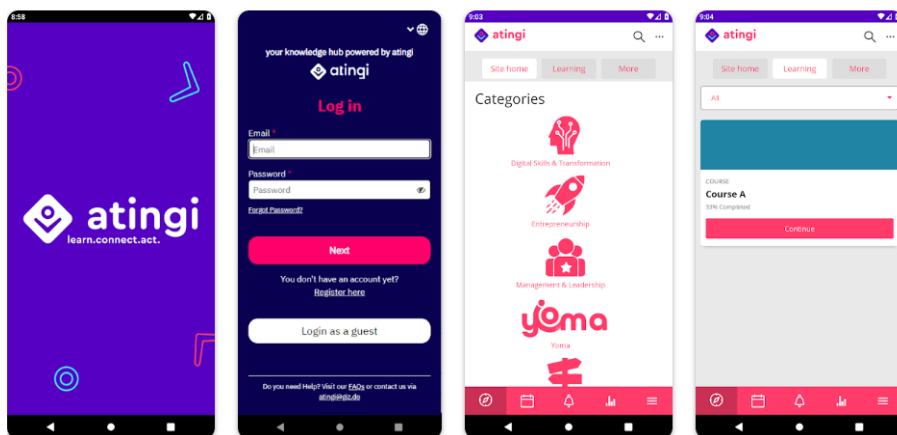
«5 processing guidebooks developed into 5 comprehensive e-learning modules for a sustainable cashew nut processing business»

Digital offline learning solutions available

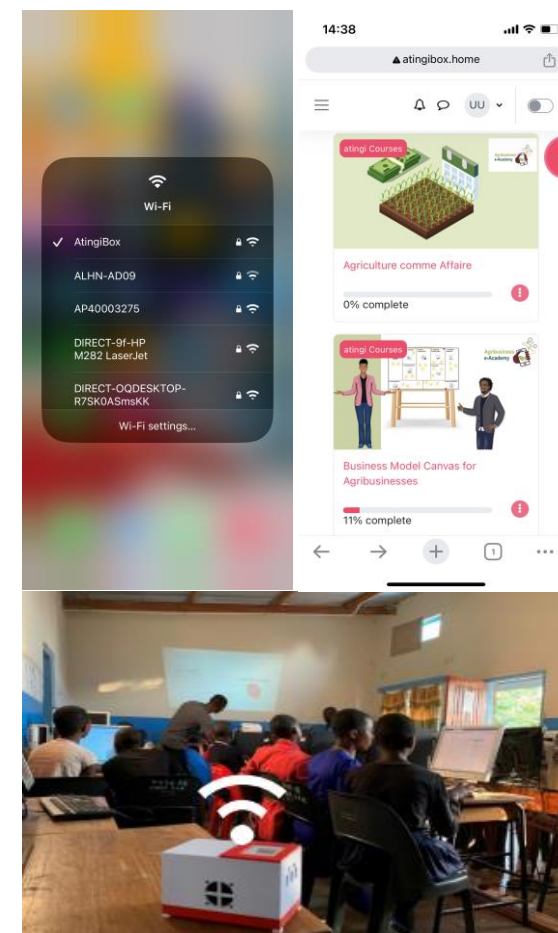
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atingi app with offline functions:



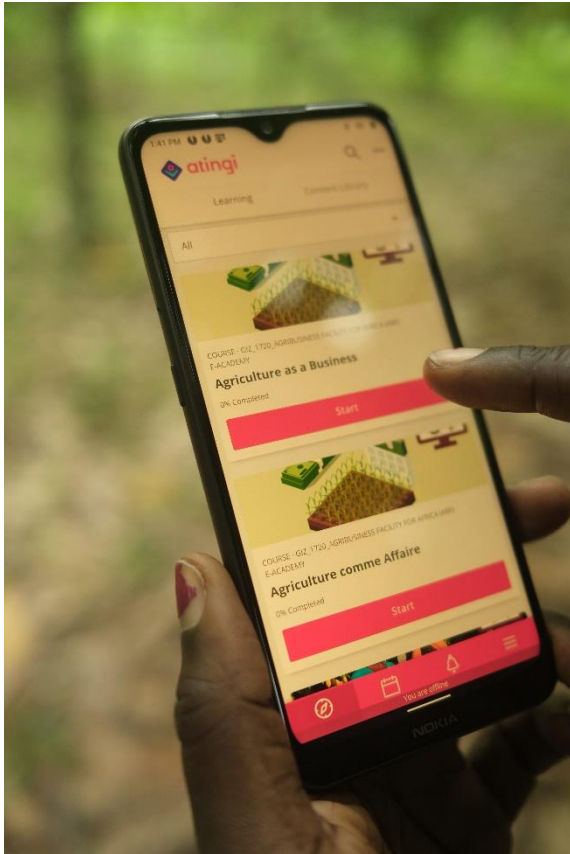
Remote classroom: « atingi box »



Building an agribusiness practitioner (e-learning) platform

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für Internationale
Zusammenarbeit (GIZ) GmbH



South-South exchange network: Access to ABF on-site and online event



Competitive calls for additional agribusiness support: Awards granted to agripreneurs with the most convincing climate-resilient and bankable business ideas



Matchmaking: Link successful graduates to financial institutions in selected countries









Implemented by



Q&A

Overview Webinars

<p>08 July 2024, 2pm - 3 pm GMT</p> <p>Official launch: Matching Grant Fund for Climate-Resilient Value Chains</p> <p>Click here to join the meeting</p>	<p>09 July 2024, 2pm - 3:30pm GMT</p> <p>Application process & consortia</p> <p>Click here to join the meeting</p>	<p>10 July 2024, 2pm - 4pm GMT</p> <p>Human Capacity Development</p> <p>Click here to join the meeting</p>	<p>11 July 2024, 3pm – 4:30pm GMT</p> <p>Webinario Español</p>
<p>12 July 2024, 2pm - 3:30pm GMT</p> <p>Contract formats & Finances</p> <p>Click here to join the meeting</p>	<p>16 July 2024, 2pm - 3:30pm GMT</p> <p>Gender</p> <p>Click here to join the meeting</p>	<p>18 July 2024, 2pm - 3:30pm GMT</p> <p>Climate</p> <p>Click here to join the meeting</p>	<p>11 July 2024, 10am – 11:30am GMT</p> <p>Sessão de informação em português</p>

Go to

www.agribusiness-facility.org/funding

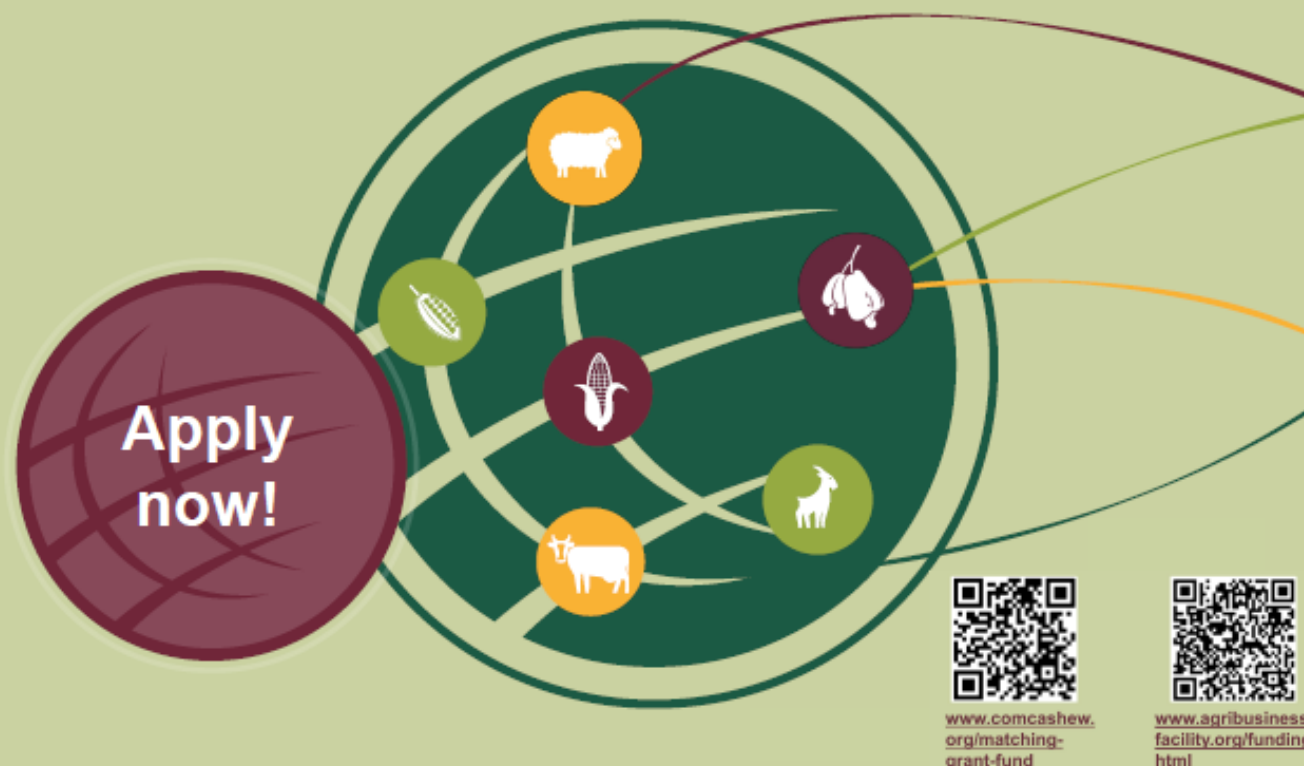


www.comcashew.org/matching-grant-fund



Call for Action!

Matching Grant Fund (MGF) for Climate-Resilient Value Chains



For questions, please contact

abf-fund@giz.de

or

cashew@giz.de

Thank you | Merci beaucoup | Obrigado | Gracias

