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**Business skills drive agricultural value chains**

By

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The views expressed are those of the author and do not necessarily reflect  
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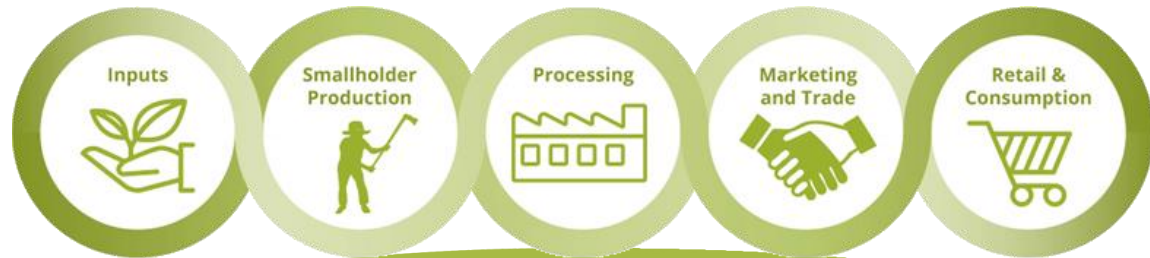
## BUSINESS SKILLS DRIVE AGRICULTURAL VALUE CHAINS

Successful approaches to increase and diversify  
smallholders' incomes and  
sustain economic growth

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# AGRICULTURAL VALUE CHAINS FOR SUSTAINABLE DEVELOPMENT (A4SD)

## 4 PROGRAMMES - 15 COUNTRIES



**giz** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

 Federal Ministry for Economic Cooperation and Development

**BILL & MELINDA GATES foundation**

  
European Union

**COMCASHEW CASHEW**

**SSAB COCOA**

**COMPACI COTTON**

**CARI RICE**



# ACHIEVEMENTS DELIVER VALUE FOR MONEY

newly trained farmers

>2,000,000

Impacts at a glance

>450,000

(~23 %) trained women

approximately

760,000

job opportunities\* created

income increase up to

287%

30,000,000€

from national public partners

200,000,000€

from private partners

56,000,000€

official development assistance(oda)

Cooperation with

>150

private & public partners

Status:03/2018

17 PARTNERSHIPS FOR THE GOALS



13 CLIMATE ACTION



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



8 DECENT WORK AND ECONOMIC GROWTH



5 GENDER EQUALITY



4 QUALITY EDUCATION



2 ZERO HUNGER



1 NO POVERTY



# JOBS FOR YOUTH AND WOMEN IN RURAL AREAS



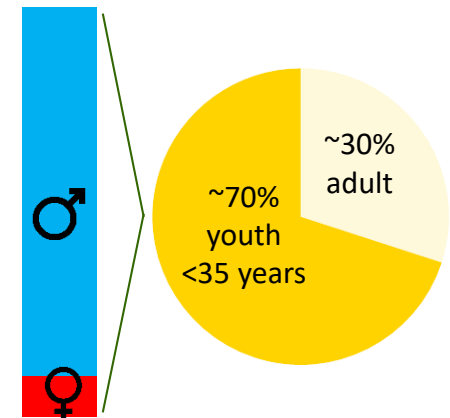
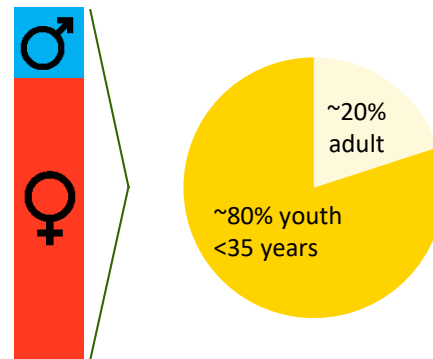
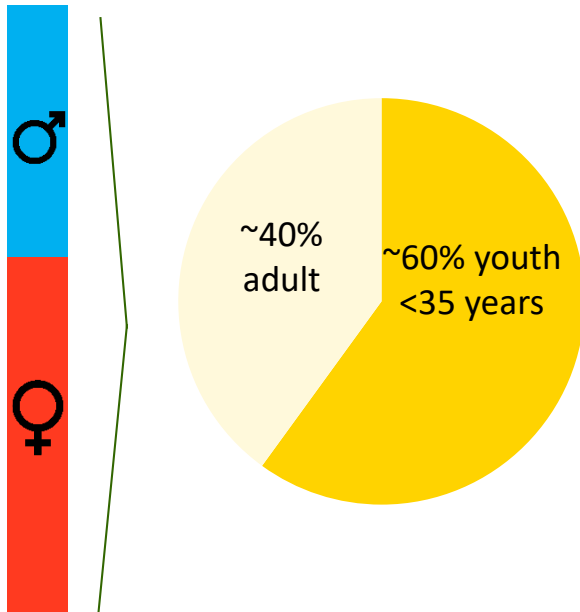
about 635,000 job eq. in production



About 24,000 jobs in processing



About 102,000 job eq. in trade



# PROVEN MULTI-SKILL TRAINING APPROACHES

4 QUALITY  
EDUCATION

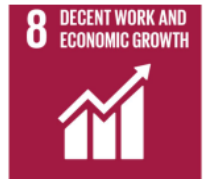


- Farmer Business School (FBS)
- Good Agricultural Practices (GAP)
- Master Training Program: creating a pool of experts for sector development
- Further approaches:
  - Cooperative Business School (CBS)
  - Processor Business School (PBS)
  - SME Business Loop
  - Contract farming
  - 3D Animation for innovative trainings on GAP





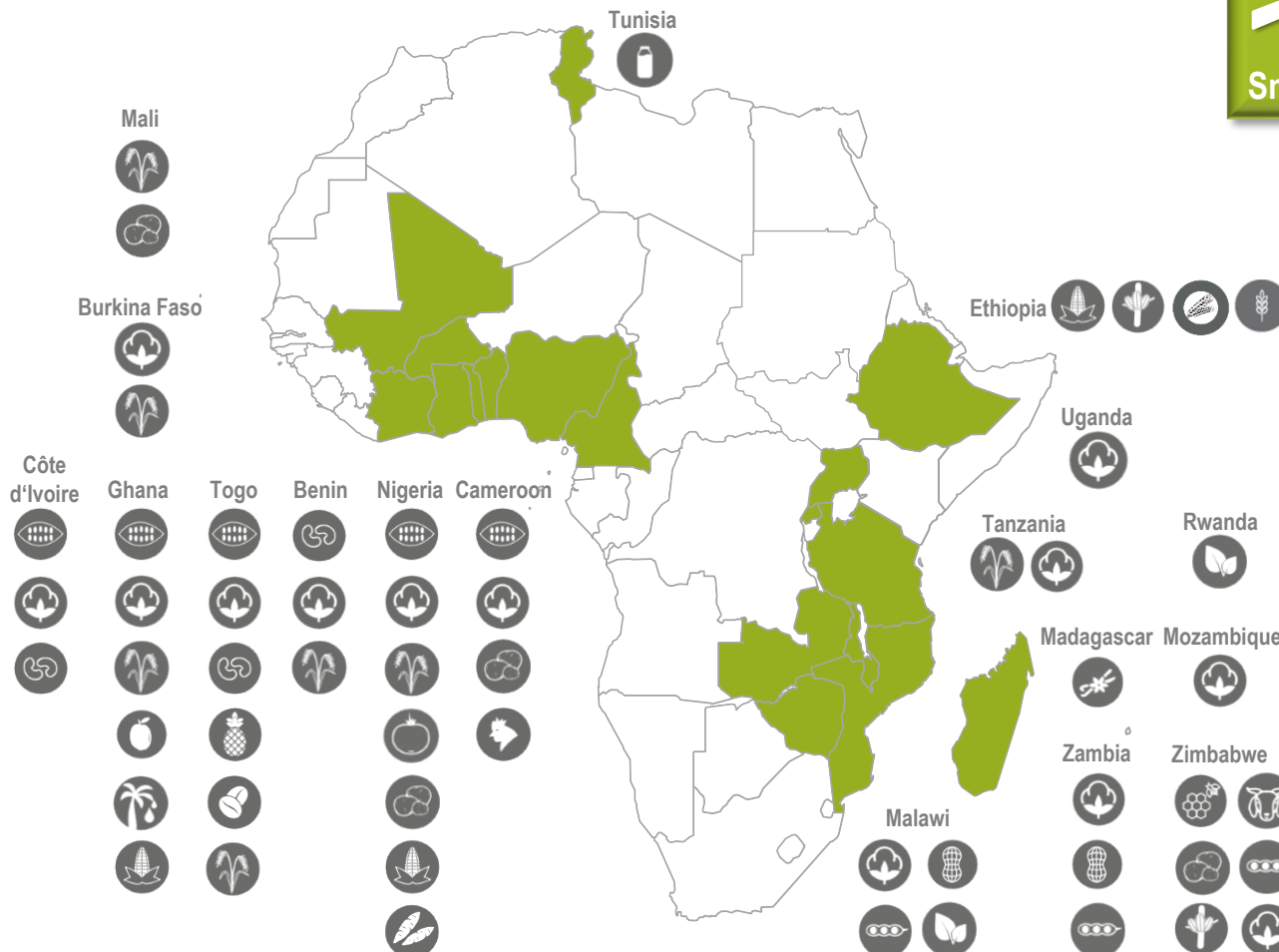
# FARMER BUSINESS SCHOOL (FBS)



























# SCALING UP INNOVATION: FAMER BUSINESS SCHOOL (FBS) IS USED IN 22 PROGRAMS IN 18 AFRICAN COUNTRIES

**> 1 Million**

Smallholders trained in FBS



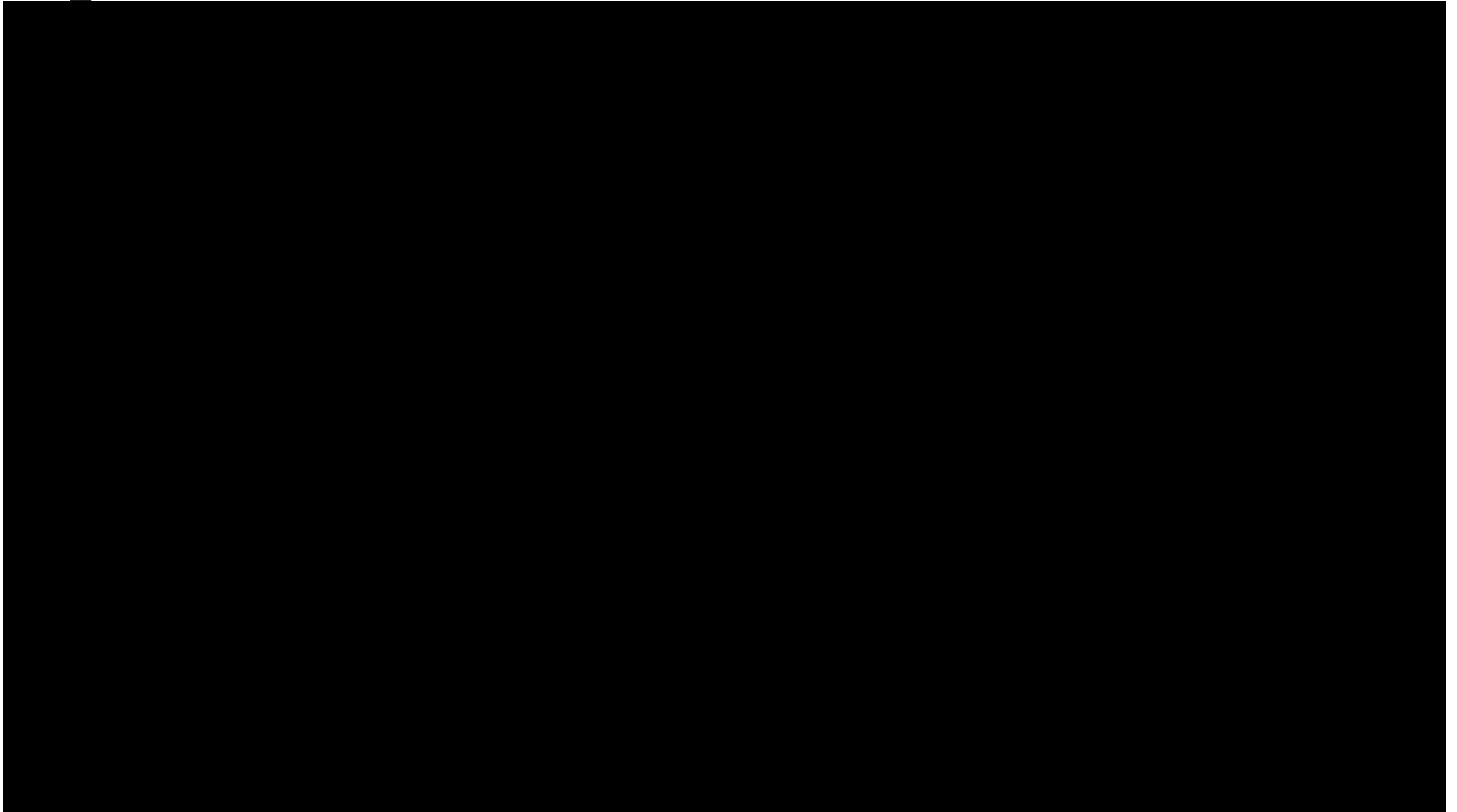
## Lead products

- |   |  |
|---|--|
|  Beans         |  Mango      |
|  Bees          |  Milk       |
|  Cashew        |  Oil palm   |
|  Cassava       |  Pineapple  |
|  Chicken       |  Potato     |
|  Cocoa         |  Rice       |
|  Coffee       |  Sesame    |
|  Cotton      |  Soy bean |
|  Goats       |  Tea      |
|  Groundnut   |  Tomato   |
|  Maize       |  Vanilla  |
|  Malt barley |  Wheat    |



# SUCCESS STORY

## Sustainable Smallholder Agri-Business (SSAB) Programme Ghana



Watch the full video here: <https://www.ssab-africa.net/our-work#fbs>

# LESSONS LEARNT AND RECOMMENDATIONS FOR TECHNICAL COOPERATION PROJECTS

- **Scalability: regional outreach** and adaptability to other value chains resulting in „**economies of scale**“
- **Integration** of proven approaches in educational institutions (university, vocational schools & training centers) to deliver **multi-skill trainings**, including **business skills**
- **Provision of business trainings (FBS) as a service**
- **Integration of multi-skill training approaches into development partnership /PPP** involvement of African and international private and public partners



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