United Nations Conference on Trade and Development

8th GLOBAL COMMODITIES FORUM

23-24 April 2018, Geneva

Business skills drive agricultural value chains

By

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

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

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25. April 2018
ACHIEVEMENTS
DELIVER VALUE FOR MONEY

newly trained farmers
>2,000,000

Impacts at a glance

>450,000
(>23 %) trained women

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

approximately
760,000
job opportunities* created

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Agricultural Value Chains for Sustainable Development
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

~40% adult
~60% youth <35 years

~70% adult
~30% youth <35 years

~80% youth <35 years
~20% adult
PROVEN MULTI-SKILL TRAINING APPROACHES

• 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
Agriculture = Business

Farmers = Business people

Entrepreneurship = Knowledge Skills Attitudes Organization

Invest Conquer Markets
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
- Bees
- Cashew
- Cassava
- Chicken
- Cocoa
- Coffee
- Cotton
- Goats
- Groundnut
- Goats
- Maize
- Malt barley
- Wheat

25. April 2018
Agricultural Value Chains for Sustainable Development
Page 7
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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