



DIVERSITY LEARNING INSTITUTE-DLI & TWIKATANE E.V CHARITY GERMANY
In Cooperation With
AFRICA VALUE ADDITION PARTNERSHIP (AVAP) USA-GERMANY
Focus: Southern African Development Community (SADC) and Africa

Training Beneficiary:
Agricultural and Farming Departments in
The Government, Organisations and Private Sectors

TRAINING PROGRAM OVERVIEW

Duration: 5 Days (Monday to Friday)

Training Dates: From 28th October to 1st November 2024

Venue: At the Beneficiary's Door-Step in all the Zambian Provinces

TRAINING LEADER

Dr. Senanu Yaw, PH.D, Executive Director in The USA Affiliated to JP Morgan Chase
Fair Lending Analytics & Statistical Modeling ; Applied Economics and Econometric Methods;
Leadership & Team Management ; Quantitative & Qualitative Program Evaluation ; Compliance Risk Management ;
Model Documentation & Model Governance ; Regulatory & Business Policy Review
Address: The United States of America USA New York, NY 10023

Daily Schedule:

Session 1: 2 hours of training

Tea Break: 15 minutes

Session 2: 1 hour of training

Lunch Break: 45 minutes

Session 3: 1 hour of training

Total Training Duration Hours: 25 hours

Target Trainees:

- All Stakeholders in the Agricultural and Farming Departments of The Zambian Government, Organisations and Private Sectors
- Also Small-Medium Farmers and Agriculturalists

TRAINING DAY 1 - MODULE 1 (ABM-101)

Agribusiness, Marketing & Winning Mindset

Duration: 2 Hours

Objective: To provide trainees with an understanding of agribusiness principles, marketing strategies in the agricultural sector, and the importance of cultivating a winning mindset for entrepreneurial success.

Hour 1: Introduction to Agribusiness (60 minutes)

1. Introduction to Agribusiness (10 min)

- Definition of Agribusiness
- The scope of agribusiness in Zambia and Africa
- Importance of agribusiness in the Zambian economy

2. Value Chain in Agribusiness (15 min)

- Overview of agricultural value chains
- Importance of value addition in agribusiness
- Case study: Zambia's maize and cassava value chain

3. Key Agribusiness Sectors (15 min)

- Livestock, crop production, fisheries, horticulture
- Agro-processing and its role in increasing farm incomes
- Emerging trends in sustainable agriculture and agribusiness

4. Challenges in Agribusiness (20 min)

- Financing agribusiness: Access to credit
- Infrastructure challenges and market access
- Climate change and the role of technology in adaptation
- Solutions: Partnerships, cooperatives, and policy support

Hour 2: Marketing in Agribusiness & Developing a Winning Mindset (60 minutes)

1. Marketing Strategies in Agribusiness (20 min)

- Importance of marketing for farmers and agripreneurs
- Identifying target markets: Domestic vs. International
- Developing a unique selling proposition (USP) for agricultural products
- Digital marketing for agribusiness: Leveraging social media, e-commerce
- Case Study: Successful agribusiness marketing strategies in Zambia

2. Pricing Strategies for Agricultural Products (10 min)

- Factors affecting pricing: Seasonality, demand, and supply
- Competitive pricing vs. premium pricing
- Market trends and price forecasting

3. Winning Mindset for Agribusiness Success (30 min)

- **The Entrepreneurial Mindset in Agriculture (10 min):**
Developing resilience, risk-taking, and problem-solving skills

- **Goal Setting and Strategic Thinking (10 min):**
Creating short-term and long-term business goals
- **Positive Mindset and Motivation (10 min):**
Maintaining a growth-oriented attitude despite challenges in agribusiness

4. Wrap-Up and Q&A (10 min)

- Recap of key takeaways
- Open floor for questions

TRAINING DAY 1 - MODULE 2 (AIT-102)

Agricultural International Trade

Duration: 2 Hours

Objective: To educate trainees on the fundamentals of international agricultural trade, trade regulations, and how Zambian agribusinesses can tap into global markets.

Hour 1: Introduction to Agricultural International Trade (60 minutes)

1. Overview of International Trade (15 min)

- What is international trade?
- The role of international trade in the agricultural sector
- Why Zambia is strategically positioned for agricultural exports

2. Key Agricultural Export Commodities in Zambia (15 min)

- Maize, tobacco, cotton, soybeans, sugar, horticulture
- Growth opportunities in non-traditional exports (e.g., organic products, specialty crops)
- Case Study: Zambian honey and its export potential

3. International Trade Agreements (15 min)

- Regional Trade Agreements: COMESA, SADC
- Global Trade Organizations: WTO and its role in agriculture
- Bilateral trade agreements and trade promotion in Zambia

4. Market Entry Strategies for Exporting Agricultural Products (15 min)

- Direct exporting, partnering with foreign distributors
- Leveraging trade fairs, e-commerce platforms for exports
- Case Study: Zambia's agricultural products in the EU market

Hour 2: Regulations, Quality Standards & Export Procedures (60 minutes)

1. Trade Regulations and Policies (20 min)

- Zambia's export regulations and compliance
- Phytosanitary and food safety standards in global trade
- Importance of quality certification (e.g., HACCP, Fairtrade)
- Regional and global trade barriers (e.g., tariffs, quotas)

2. Logistics and Supply Chain in Agricultural Exports (15 min)

- Steps in the export process: Documentation, licensing, shipping
- Role of logistics in ensuring timely and quality export delivery
- Risk management: Currency fluctuations, political risks

3. Challenges and Opportunities in Agricultural Trade (15 min)

- Global market competition and the role of branding in exports
- Opportunities in organic and niche markets (e.g., health foods, fair trade)
- Digital transformation and e-commerce: New frontiers in agricultural trade

4. Wrap-Up and Q&A (10 min)

- Recap of key takeaways
- Open floor for questions

END OF DAY 1 TRAINING

This outline is structured to ensure that the content is concise, practical, and relevant to Zambia's agribusiness and international trade context, while also fostering active engagement from participants.

TRAINING DAY 2 - MODULE 3 (GWP-103)

Grant Writing and Proposal Development for International Funding

Duration: 2 Hours

Objective: To equip participants with the skills to write successful grant proposals for international funding, tailored to the agricultural and rural development sectors in Zambia.

Hour 1: Introduction to Grant Writing (60 minutes)

1. Understanding International Funding Opportunities (15 min)

- Overview of international funding agencies and programs supporting agriculture, rural development, and climate resilience (e.g., USAID, FAO, EU, GEF)
- Key funding priorities for international donors (sustainable development, climate change adaptation, food security)
- Identifying relevant grants for smallholder farmers and agribusiness projects in Zambia
- Case Study: Zambian agricultural projects successfully funded by international donors

2. The Basics of Grant Writing (20 min)

- **Grant Proposal Structure:** Key components of a typical proposal (cover letter, executive summary, project description, budget)
- **Writing a Strong Introduction (5 min):** Establishing credibility, framing the need or problem
- **Defining Clear Objectives (5 min):** SMART (Specific, Measurable, Achievable, Relevant, Time-bound) objectives that align with donor priorities
- **Project Justification (5 min):** Articulating the problem and demonstrating how your project addresses it
- **Expected Outcomes and Impact (5 min):** Defining clear, measurable outcomes linked to the donor's goals

3. Developing a Compelling Narrative (25 min)

- **Storytelling in Grant Writing (10 min):** How to use storytelling to engage funders and show the human impact of your project
- **Aligning with Donor Priorities (5 min):** Tailoring your proposal to match the funder's goals, vision, and mission
- **Demonstrating Local and Global Relevance (5 min):** Linking local agricultural needs to global challenges (e.g., food security, climate change)
- **Activity (5 min):** Participants write a brief introductory paragraph for a project proposal based on their farming or agricultural business

Hour 2: Proposal Development and Budgeting (60 minutes)

1. Creating a Detailed Work Plan (20 min)

- **Project Activities (10 min):** Listing the specific actions your project will take to achieve its objectives
- **Timeline (5 min):** Breaking down activities into a clear timeline or Gantt chart
- **Monitoring and Evaluation (M&E) (5 min):** How you will track and measure progress to show the impact of the grant
- Case Study: A Zambian community farming project with a successful M&E plan

2. Developing a Realistic Budget (20 min)

- **Introduction to Budgeting (5 min):** Key components of a budget (personnel, equipment, travel, administrative costs, etc.)
- **Cost Categories and Allocation (5 min):** Ensuring your budget matches project activities and funder requirements
- **Common Budget Mistakes to Avoid (5 min):** Inaccuracies, underestimating costs, or overestimating project scope
- **Activity (5 min):** Participants draft a simple budget based on their proposed project ideas

3. Submitting and Following Up on Your Proposal (15 min)

- **Grant Submission Process (5 min):** Format, deadlines, and submission methods (online portals, emails, etc.)
- **Tips for Strong Proposals (5 min):** Ensuring clarity, consistency, and attention to detail
- **What Happens After Submission (5 min):** Following up on your proposal, responding to funder inquiries, and dealing with rejection or approval

4. Wrap-Up and Q&A (5 min)

- Recap of key takeaways
- Open floor for questions

END OF MODULE

This module is designed to give participants a practical understanding of international grant writing, from identifying funding opportunities to creating compelling proposals with strong budgets and clear outcomes. Activities throughout the session engage participants directly with the process, helping them draft elements of their proposals.

TRAINING DAY 2 - MODULE 4 (DPM-104)

Drought Preparedness and Risk Management for Farmers

Duration: 2 Hours

Objective: To provide trainees with knowledge and practical tools to prepare for drought conditions and manage risks effectively, particularly in the context of climate change and agriculture in Zambia.

Hour 1: Understanding Drought and Its Impact on Agriculture (60 minutes)

1. Introduction to Drought in the Agricultural Context (10 min)

- Definition and types of drought (meteorological, hydrological, agricultural, and socio-economic)
- Frequency and severity of droughts in Zambia and Southern Africa
- The effects of drought on agriculture and food security

2. Climate Change and Drought Risk in Zambia (15 min)

- Climate change as a driver of increasing droughts
- Specific vulnerability of Zambian farmers to drought
- Key crops affected by drought and potential shifts in growing seasons
- Case Study: Drought impact on maize production in Zambia

3. Assessing and Measuring Drought Risk (15 min)

- Indicators of drought: Rainfall patterns, soil moisture, and crop health
- Tools for drought risk assessment: Early warning systems and satellite data
- Exercise: Analyzing a drought risk assessment report for a Zambian region

4. The Socio-Economic Impact of Drought (20 min)

- Drought's impact on rural livelihoods and incomes
- How drought leads to food insecurity and rising food prices
- Strategies for mitigating socio-economic impacts: Crop diversification, social safety nets, and insurance programs

Hour 2: Drought Preparedness and Risk Management Strategies (60 minutes)

1. Drought Preparedness Techniques (20 min)

- **Water Management (10 min):**
Efficient irrigation systems, rainwater harvesting, and water storage techniques
- **Soil Conservation (10 min):**
Practices such as mulching, cover cropping, and agroforestry to retain soil moisture
- Case Study: Successful drought preparedness projects in Zambia

2. Climate-Smart Agriculture and Resilient Farming Practices (20 min)

- Introduction to climate-smart agriculture: Practices that reduce vulnerability to climate change
- Drought-tolerant crops: Promoting the use of crops such as sorghum, millet, and cassava
- Integrated Pest Management (IPM) and reducing post-harvest losses
- Activity: Developing a small-scale drought preparedness plan for a farm

3. Drought Risk Management and Insurance (15 min)

- Introduction to agricultural insurance and risk transfer mechanisms
- Role of government and private sector in offering drought insurance
- Case Study: Zambian smallholder farmers adopting index-based weather insurance

4. Wrap-Up and Q&A (5 min)

- Recap of key takeaways
- Open floor for questions

END OF DAY 2 TRAINING

This outline ensures a smooth flow of practical knowledge and skills across the modules, offering a comprehensive and actionable approach to grant writing and drought preparedness for Zambian trainees.

TRAINING DAY 3 - MODULE 5 (WCT-105)

Efficient Water Use and Conservation Techniques

Duration: 2 Hours

Objective: To equip participants with practical knowledge of efficient water use and conservation techniques, especially in water-scarce agricultural environments like Zambia.

Hour 1: Introduction to Efficient Water Use in Agriculture (60 minutes)

1. Overview of Water Use in Agriculture (10 min)

- Importance of water in agricultural production
- Water scarcity challenges in Zambia and Southern Africa
- The concept of water productivity: "More crop per drop"

2. Water Cycle and Irrigation Systems (15 min)

- Understanding the water cycle in agricultural landscapes
- Types of irrigation systems: Surface irrigation, drip irrigation, and sprinkler systems
- Benefits of drip irrigation for water conservation
- Case Study: Smallholder farmers in Zambia adopting drip irrigation techniques

3. Efficient Water Management Techniques (15 min)

- **Rainwater Harvesting (5 min):** Techniques for capturing and storing rainfall
- **Soil Moisture Management (5 min):** Use of mulching and cover crops to retain moisture
- **Scheduling Irrigation (5 min):** How to time irrigation based on crop needs and soil moisture

4. Water Conservation Practices (20 min)

- Reducing water waste: Avoiding evaporation, runoff, and deep percolation
- Use of drought-tolerant crops to minimize water needs
- **Water Reuse and Recycling (5 min):** Reusing wastewater and greywater in agriculture
- Case Study: Zambia's success in implementing water conservation projects for smallholder farmers

Hour 2: Advanced Techniques for Water Conservation (60 minutes)

1. Water-Saving Technologies (20 min)

- **Sensor-Based Irrigation Systems (10 min):** Using soil moisture sensors and weather data for precise irrigation
- **Conservation Agriculture (10 min):** Minimum tillage, crop rotation, and permanent soil cover for water retention
- Case Study: Use of sensor-based irrigation in African agriculture

2. Policy and Community Approaches to Water Management (20 min)

- Role of government and NGOs in promoting water conservation in agriculture
- Importance of community-based water management: Sharing water resources and best practices
- Water user associations and the role of local leadership
- Activity: Developing a community-based water conservation plan for a village in Zambia

3. Adapting to Water Scarcity (15 min)

- Strategies for farming in drought-prone areas
- Efficient water distribution in large-scale farms vs. smallholder farms
- Case Study: How smallholder farmers in Zambia are coping with water scarcity

4. Wrap-Up and Q&A (5 min)

- Recap of key takeaways
- Open floor for questions

TRAINING DAY 3 - MODULE 6 (DRD-106)

Drought-Resilient Crops and Crop Diversification

Duration: 2 Hours

Objective: To provide trainees with the knowledge and practical skills needed to select and cultivate drought-resilient crops, and to implement crop diversification strategies to mitigate the impact of droughts.

Hour 1: Introduction to Drought-Resilient Crops (60 minutes)

1. Understanding Drought-Resilient Crops (10 min)

- Definition and importance of drought-resilient crops
- How drought-resistant varieties help maintain productivity during dry spells
- Role of genetic improvement and breeding in developing drought-resilient crops

2. Drought-Resilient Crop Varieties for Zambia (15 min)

- Overview of key drought-tolerant crops: Sorghum, millet, cassava, and cowpeas
- Benefits of cassava and sorghum as staple crops in drought-prone regions
- High-yielding and drought-tolerant maize varieties
- Case Study: Adoption of drought-resilient maize varieties by Zambian farmers

3. Crop Management Techniques for Drought Resilience (15 min)

- **Intercropping (5 min):** Combining crops like legumes and cereals for better water use
- **Agroforestry (5 min):** Planting trees alongside crops to provide shade and conserve water
- **Soil Health Improvement (5 min):** Importance of organic matter, cover crops, and reduced tillage in maintaining soil moisture

4. Challenges and Opportunities in Growing Drought-Resilient Crops (20 min)

- Market challenges for non-traditional crops (e.g., sorghum, millet)
- Encouraging smallholder farmers to adopt drought-resilient varieties
- Government and NGO support in providing seeds and knowledge transfer
- Exercise: Identifying suitable drought-resilient crops for a farm in a specific region of Zambia

Hour 2: Crop Diversification Strategies (60 minutes)

1. What is Crop Diversification? (10 min)

- Definition and benefits of crop diversification in drought-prone areas
- How diversification increases resilience and income stability for farmers
- Case Study: Smallholder farmers in Zambia using crop diversification to reduce climate risk

2. Strategies for Successful Crop Diversification (20 min)

- **Mixed Cropping (10 min):** Growing different crops in the same field to improve water use efficiency and soil health
- **Rotational Cropping (5 min):** Using crop rotation to improve soil fertility and reduce pest pressure
- **Horticulture (5 min):** Introducing fruits and vegetables for nutritional and economic benefits
- Activity: Designing a crop diversification plan for a drought-prone area in Zambia

3. Market Access and Value Addition for Diversified Crops (20 min)

- Importance of developing markets for diversified crops
- Value addition through processing and agro-industries (e.g., processing cassava into flour)
- Challenges of entering local and export markets with non-traditional crops
- Case Study: Value addition to sorghum and millet in Zambia

4. Wrap-Up and Q&A (10 min)

- Recap of key takeaways
- Open floor for questions

END OF DAY 3 TRAINING

This outline ensures that the trainees will gain practical, applicable knowledge on both efficient water use and drought resilience, with a specific focus on Zambia's agricultural context. It balances theory with hands-on activities, case studies, and opportunities for discussion to engage participants actively.

TRAINING DAY 4 - MODULE 7 (CSA-107)

Climate-Smart Agriculture: Adapting to Climate Change

Duration: 2 Hours

Objective: To equip participants with knowledge on Climate-Smart Agriculture (CSA) and practical strategies for adapting agricultural practices to climate change, with a focus on the Zambian context.

Hour 1: Introduction to Climate-Smart Agriculture (60 minutes)

1. Overview of Climate-Smart Agriculture (CSA) (10 min)

- Definition of Climate-Smart Agriculture
- Key pillars of CSA: Increased productivity, resilience, and mitigation of climate change impacts
- Importance of CSA in Zambia and Southern Africa: Impact of climate change on agriculture

2. Climate Change and Its Effects on Agriculture in Zambia (15 min)

- Climate patterns and extreme weather events (droughts, floods, and temperature variability)
- Impact on crop yields, food security, and rural livelihoods
- Examples of climate-related challenges faced by Zambian farmers

3. Key Climate-Smart Agriculture Practices (20 min)

- **Conservation Agriculture (10 min):** Minimum tillage, crop rotation, and organic inputs to improve soil health and water retention
- **Agroforestry (5 min):** Planting trees with crops to improve biodiversity and resilience
- **Integrated Livestock and Crop Systems (5 min):** Balancing crop production and livestock farming for better land use and resilience

4. Case Studies of CSA Implementation (15 min)

- Success stories of Climate-Smart Agriculture projects in Zambia and Africa
- Case Study: Smallholder farmers adopting agroforestry and conservation farming in Zambia
- Group Discussion: How CSA can be applied to local farming conditions

Hour 2: Tools and Strategies for Adapting to Climate Change (60 minutes)

1. Climate-Smart Soil and Water Management (20 min)

- **Soil Health Improvement (10 min):** Use of organic manure, crop residues, and reduced tillage to improve soil structure and fertility
- **Efficient Water Use (10 min):** Rainwater harvesting, water conservation, and irrigation techniques to mitigate the impact of erratic rainfall
- Activity: Designing a simple soil and water management plan for a smallholder farm

2. Climate-Smart Crop Varieties and Livestock Breeds (15 min)

- Introduction to drought-tolerant and heat-resistant crop varieties (e.g., drought-resilient maize, sorghum, and millet)
- Selecting climate-adapted livestock breeds: Indigenous vs. commercial breeds
- Case Study: Smallholder farmers in Zambia transitioning to climate-resilient crop varieties

3. Policy, Finance, and Community-Based CSA (15 min)

- Role of government policies and international agreements in promoting CSA
- Access to climate financing and insurance for smallholder farmers
- Importance of community-based adaptation strategies: Farmer cooperatives and collective action
- Activity: Developing a community-based CSA initiative for a rural Zambian community

4. Wrap-Up and Q&A (10 min)

- Recap of key takeaways
- Open floor for questions

TRAINING DAY 4 - MODULE 8 (SFP-108)

Sustainable Farming Practices for Small-Scale Farmers

Duration: 2 Hours

Objective: To teach participants sustainable farming practices that are feasible for small-scale farmers, with an emphasis on environmental conservation and long-term farm productivity.

Hour 1: Introduction to Sustainable Farming Practices (60 minutes)

1. What is Sustainable Farming? (10 min)

- Definition of sustainable farming and why it matters
- The triple bottom line: Environmental, social, and economic sustainability
- Relevance of sustainable farming to smallholder farmers in Zambia

2. Key Sustainable Farming Techniques (20 min)

- **Organic Farming (10 min):** Eliminating chemical inputs and focusing on organic fertilizers and pest control methods
- **Crop Rotation and Polyculture (10 min):** Enhancing soil fertility and reducing pest/disease pressure by rotating crops and growing multiple crops together
- Case Study: Smallholder farmers in Zambia adopting organic farming techniques for improved soil health

3. Sustainable Pest and Weed Management (15 min)

- **Integrated Pest Management (IPM) (10 min):** Using natural pest predators, resistant crop varieties, and minimal chemical inputs
- **Biological Weed Control (5 min):** Methods like cover cropping and mulching to suppress weeds
- Activity: Designing an IPM plan for a small farm

4. Financial and Social Benefits of Sustainable Farming (15 min)

- Reduced input costs (e.g., fertilizers, pesticides) and increased profit margins
- Health benefits for farmers and consumers due to reduced chemical exposure
- How sustainable farming can contribute to long-term food security and rural development
- Group Discussion: Exploring the economic benefits of sustainable farming practices in Zambia

Hour 2: Implementation of Sustainable Practices (60 minutes)

1. Soil Fertility and Sustainable Land Management (20 min)

- **Composting and Organic Manures (10 min):** Creating compost from farm waste and applying organic fertilizers to improve soil fertility
- **Agroecology (10 min):** Balancing ecosystems in farming systems (e.g., using biodiversity to enhance productivity)
- Activity: Practical demonstration of how to build a compost heap and use it on a small farm

2. Water Conservation and Sustainable Irrigation (15 min)

- Low-cost, water-efficient irrigation systems suitable for small-scale farmers
- Sustainable water harvesting techniques
- Case Study: Implementation of low-cost drip irrigation systems by smallholder farmers in Zambia

3. Sustainable Livestock Farming (15 min)

- Promoting animal health and welfare through organic feed, pasture management, and rotational grazing
- Integrating livestock and crop systems for improved farm productivity and reduced environmental impact
- Case Study: Integrating chickens and goats into small-scale sustainable farms in Zambia

4. Wrap-Up and Q&A (10 min)

- Recap of key takeaways
- Open floor for questions

END OF DAY 4 TRAINING

This outline ensures that the participants will gain a thorough understanding of both Climate-Smart Agriculture and Sustainable Farming Practices, focusing on practical, low-cost strategies that small-scale farmers in Zambia can adopt. The training is designed to be interactive, with real-world case studies and hands-on activities.

TRAINING DAY 5 - MODULE 9 (AML-109)

Accessing Markets and Building Strong Market Linkages

Duration: 2 Hours

Objective: To provide participants with practical skills and strategies for accessing markets and building effective market linkages for their agricultural products.

Hour 1: Market Access Fundamentals (60 minutes)

1. Introduction to Market Access (10 min)

- What is market access and why it matters for small-scale farmers?
- Overview of local, regional, and international markets relevant to Zambian farmers
- Challenges faced by smallholder farmers in accessing markets

2. Identifying Market Opportunities (15 min)

- How to identify potential buyers and emerging markets
- Market research tools for understanding demand and supply trends
- Case Study: Zambian farmers accessing regional markets for maize and horticultural products

3. Building Effective Market Linkages (15 min)

- Role of cooperatives, producer groups, and agribusiness networks in enhancing market access
- Strengthening relationships with buyers and agribusiness partners
- Case Study: A cooperative success story in Zambia's agricultural market

4. Value Addition for Market Access (20 min)

- **Post-Harvest Handling (10 min):** Techniques to ensure product quality and extend shelf life
- **Processing and Packaging (10 min):** Adding value to agricultural products to meet market standards
- Activity: Developing a value addition strategy for a selected crop or livestock product

Hour 2: Marketing Strategies and Business Planning (60 minutes)

1. Marketing Strategies for Small-Scale Farmers (20 min)

- **Branding and Product Differentiation (10 min):** How to position your product in the market
- **Pricing Strategies (10 min):** Costing, setting competitive prices, and understanding margins
- Case Study: Zambian farmers branding organic vegetables for urban markets

2. Digital and Mobile Marketing Solutions (20 min)

- Introduction to mobile platforms and e-commerce for agriculture
- Leveraging social media and mobile apps to connect with buyers
- Case Study: How smallholder farmers in Zambia use mobile platforms to sell their produce

3. Negotiation Skills and Contract Farming (15 min)

- How to negotiate favorable terms with buyers and suppliers
- Introduction to contract farming: Benefits, risks, and how to negotiate terms
- Role-play activity: Negotiating a supply agreement with a buyer

4. Wrap-Up and Q&A (5 min)

- Recap of key takeaways
- Open floor for questions

TRAINING DAY 5 - MODULE 10 (FFM-110)

Farm Business Management and Financial Literacy

Duration: 2 Hours

Objective: To teach participants farm business management skills and enhance their financial literacy for making informed decisions and managing farm finances effectively.

Hour 1: Farm Business Basics (60 minutes)

1. Introduction to Farm Business Management (10 min)

- Importance of managing your farm like a business
- Overview of key farm business functions: Production, marketing, and finance
- Characteristics of successful agribusinesses

2. Farm Budgeting and Financial Planning (15 min)

- How to create a farm budget: Fixed and variable costs, revenue forecasting
- Preparing a cash flow statement for a small farm
- Activity: Creating a simple budget for a small-scale farming enterprise in Zambia

3. Record-Keeping for Farmers (15 min)

- Importance of accurate and consistent record-keeping
- Types of records to keep: Income, expenses, inventories, and production records
- Activity: Setting up a basic farm record-keeping system for a smallholder farm

4. Farm Profitability and Financial Ratios (20 min)

- Understanding farm profitability: Gross margins, net income, and return on investment
- Key financial ratios to measure farm business performance (e.g., liquidity ratio, profitability ratio)
- Case Study: Calculating the profitability of a poultry farming enterprise in Zambia

Hour 2: Financial Literacy for Small-Scale Farmers (60 minutes)

1. Understanding Credit and Loans (20 min)

- Types of loans available for small-scale farmers (e.g., microfinance, bank loans, government programs)
- How to determine your credit needs and manage debt responsibly
- Case Study: Zambian farmers accessing agricultural credit through government schemes

2. Saving and Investment Strategies (15 min)

- Importance of savings for long-term farm sustainability
- Simple investment strategies for smallholder farmers: Livestock, equipment, or farm diversification
- Activity: Developing a savings plan for a small farm business

3. Risk Management and Insurance (15 min)

- How to manage financial risks: Diversification, crop and livestock insurance
- Understanding agricultural insurance products and how they protect against loss
- Case Study: Zambian farmers adopting weather-indexed crop insurance

4. Wrap-Up and Q&A (10 min)

- Recap of key takeaways
- Open floor for questions

TRAINING DAY 5 - MODULE 11 (LIF-111)

Livestock Integration and Mixed Farming Systems

Duration: 1 Hour

Objective: To teach participants the benefits and practical approaches to integrating livestock into mixed farming systems to improve farm productivity and sustainability.

Hour 1: Introduction to Livestock Integration (60 minutes)

1. What is Livestock Integration? (10 min)

- Definition and benefits of integrating livestock with crop farming
- How livestock can enhance soil fertility, diversify income, and reduce farm risks
- Case Study: Mixed farming systems in Zambia combining cattle and maize production

2. Livestock-Crop Integration Techniques (20 min)

- **Grazing and Pasture Management (10 min):** Rotational grazing to improve soil health and prevent overgrazing
- **Manure Management (10 min):** Using livestock manure as organic fertilizer for crop production
- Activity: Developing a simple integration plan for livestock and crop farming on a small-scale farm

3. Choosing the Right Livestock for Integration (15 min)

- Factors to consider when selecting livestock: Farm size, resources, and market demand
- Common livestock in Zambian mixed farming systems: Cattle, goats, chickens, and pigs
- Case Study: Smallholder farmers in Zambia integrating poultry with vegetable farming

4. Environmental and Economic Benefits of Mixed Farming (15 min)

- How mixed farming enhances biodiversity and reduces farm input costs
- Economic benefits: Increased farm income and resilience to market and climate risks
- Discussion: How small-scale farmers can effectively manage a mixed farming system in Zambia

Closing Day Open Platform: Interaction and Exchanges

Duration: 1 Hour (Extra Bonus Hour)

Objective: To facilitate informal networking and knowledge-sharing among participants, allowing them to exchange ideas, discuss challenges, and explore collaborative opportunities.

Agenda for the Open Platform (60 minutes)

1. Welcome and Introduction *By The AVAP & DLI Leadership.*

- Introduction by the facilitator, setting the tone for informal exchanges

2. Interactive Discussions

- Participants are encouraged to share their experiences from the training and discuss the practical challenges they face in implementing what they've learned
- Group-based brainstorming on solutions to common challenges faced by small-scale farmers in Zambia (e.g., market access, finance, climate resilience)

3. Networking and Peer Learning

- Open-floor format for participants to engage with one another
- Exchange of contacts and information about ongoing projects or business opportunities
- Sharing best practices, strategies, and success stories

4. Wrap-Up and Reflection

- Participants reflect on the key takeaways from the entire 5-day training
- Closing remarks by the facilitator, encouraging participants to apply the knowledge gained and stay connected.....*By the beneficiaries and organisers.*

END OF ENTIRE TRAINING!

CONTACT DETAILS

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