

International course

# Organised farmers as partners in agribusiness



## Optimising the performance of producers' organisations

Wageningen, The Netherlands, 17 September – 05 October 2018

### Improving farmers' performance and business relations

Through collective action of their organisations, farmers can improve their professional performance and agribusiness relations. Facilitators equipped with practical approaches and tools can better support farmers' business organisations in their entrepreneurial endeavours.

### Farmers as partners in agribusiness

Small farmers not only constitute the majority of the world's poor, but also the majority of the world's small and medium enterprises. This course therefore perceives farmers as autonomous entrepreneurs (and not as target groups or beneficiaries), and their organisations as farmers' business supporters. The central question is how farmers, through collective action of their organisations, can better access agro-inputs and credit, improve their production and yields, manage the costs and quality of their products, add value through post-harvest operations and access more remunerative markets.

### Are you a professional interested in the promotion of farmer-inclusive agribusiness?

Then 'OPPO' is the course for you. You will learn about farmer professionalisation and empowerment, and collective action of farmers' business organisations. And you will add practical approaches and tools for promoting competitive, sustainable and inclusive value chains to the tools development. We welcome professionals from farmers' organisations, governmental organisations, private sector, civil society organisations, universities, research and extension.

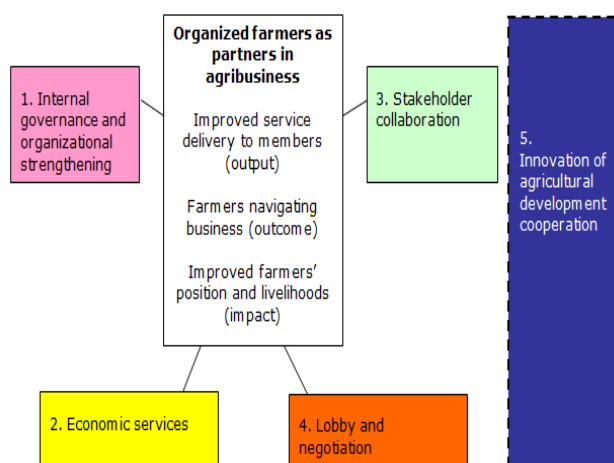
Fee:	3,900 Euro
Deadline subscription:	20 August 2018
Deadline OKP/MENA fellowships:	<b>20 March 2018</b>

The course objectives are that you:

- reflect upon state-of-the-art thinking about rural innovation, farmer entrepreneurship and farmer-inclusive value chain and agribusiness development;
- review key challenges farmers face and identify options they can consider to address these through collective action;
- analyse farmers' relations with sourcing companies, banks and MFI's, input dealers, research and extension and other stakeholders and learn about options to improve these relations;
- are capable to use operational approaches and practical tools for facilitating the performance and market engagement of farmers' organisations;
- discuss experiences with farmer's positioning and empowerment in the external policy and business environment;
- explore alternative intervention strategies and modalities for external support to farmers and their organisations, based on a critically reflection on prevailing practices.

## A coherent programme with five components

Farmer entrepreneurship is the common denominator of all modules and sessions. A conceptual framework on rural innovation systems and entrepreneurship (RISE) and an operational approach for agribusiness cluster development (ABCD) provide guidance. The main pillars of the course programme are: Economic services farmers' organisations can deliver to their members and Stakeholder Collaboration, which are only possible when Internal governance is up to standard. In addition, Lobby and negotiation and Innovation of agricultural development cooperation with farmers are key topics that are addressed (cf. figure).



## New insights, capacities and tools of direct relevance to your work situation

By the end of the course you are likely to have adapted your perspective on rural innovation and agribusiness development processes and to be motivated to become a 'game changer' in your country and organisation. You have gained many new insights on farmer-inclusive business models and value chain development that you can share with colleagues and partners. And, last but not least, you are equipped with practical approaches and tools that can be applied in your own work situation.

**Interactive learning** The training programme gives participants the opportunity to learn from the broad international experience of the trainers, but also of other participants. We facilitate the exchange of knowledge and experience through a variety of formats: lectures, group discussions, group and individual assignments, case study analysis, brainstorming sessions, a seminar with external professionals, and visits to Dutch farmers, their organisations and cooperative businesses. The diversity

of training methods allows for taking different learning styles into account.

## Further practical information

**Application**, the procedure is:

- 1) Apply at the website of Wageningen Centre for Development Innovation** [www.wur.eu/cdi](http://www.wur.eu/cdi)  
You will receive a confirmation and more information within a week. Candidates approved by our selection committee will receive an admission letter.
- 2) Wageningen Centre for Development Innovation** is unable to assist you in obtaining financial support, however if you want to apply for a **OKP/MENA Fellowship**, Wageningen Centre for Development Innovation will provide you with the full instructions and the web address for registration in **ATLAS**. ATLAS is the online application form for an OKP/MENA Fellowship. You can check the eligibility at [www.nuffic.nl/okp](http://www.nuffic.nl/okp) or [www.nuffic.nl/mena](http://www.nuffic.nl/mena). A limited number of scholarships is available. As this application process takes time and requires several documents, we recommend that you **start as soon as possible**.
  - **Location:** The Netherlands. For prices, see the cost estimate on our website. **OKP / MENA Fellowships include** travel and full board and lodging.
  - **Fee** includes all course related costs (materials, excursions, administration).
  - Participants will be awarded with a **Certificate of attendance**. The programme of the course might be changed to incorporate new insights.