

13<sup>th</sup> ACA Annual Cashew Conference



# FOSTERING SYNERGIES INFLUENCING MARKET DYNAMICS



Dar es Salaam & Zanzibar  
**Tanzania**

7-9 November, 2019



Competitiveness of producers  
through capacity building

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# **OUTLINE OF THE PRESENTATION**

**I. TRAINING STRATEGY**

**II. CRITERIA FOR THE CHOICE OF TRAINEES**

**III. DURATION OF TRAINING AND POST-  
TRAINING MONITORING**



# TRAINING STRATEGY

- **DIAGNOSIS OF TRAINING NEEDS;**
- **DEFINITION OF TRAINING MODULES;**
- **SIGNING OF CONTRACTS WITH INDEPENDENT CONSULTANTS;**
- **TRAINING OF INTERNAL TRAINERS;**
- **TRAINING OF ENDOGENOUS TRAINERS.**



# TRAINING STRATEGY

- **TRAINING ON BPA, BPR (endogenous trainers);**
- **TRAINING IN MANAGEMENT, PLANNING, SIGNING OF CONTRACTS AND NEGOTIATING**
- **ECONOMIC SERVICE TO MEMBERS;**
- **TRAINING IN MST (modular skills training);**
- **TRAINING IN MARKET INFORMATION SYSTEMS (MIS), DATA COLLECTION;**
- **IMPROVEMENT IN PLANT-BREEDING;**
- **INSTITUTIONAL SUPPORT FOR MEMBERS (OHADA).**





# CRITERIA FOR THE CHOICE OF TRAINEES.

## Persons to be trained: (M=80%, W=20%)

- MUST BE A PRODUCER OR PRODUCERS OF THE NCB;
- MUST BE A MEMBER OR MEMBERS OF A COOPERATIVE;
- MUST HAVE A SPIRIT FOR TEAMWORK;
- MUST BE AMONG COOPERATIVE LEADERS;
- MUST BE IMBUED WITH THE SENSE OF SHARING COMMUNITY EXPERIENCE.



# DURATION OF TRAINING AND POST-TRAINING MONITORING

- **AVERAGE SHORT-TERM TRAINING PERIOD: 3 DAYS**
  
- **MONITORING OF TRAINEES:**
  - *Monthly training monitoring outline;*
  - *Quarterly training monitoring outline;*
  - *Annual reporting outline.*





**THANK YOU FOR YOUR KIND ATTENTION**

