

Report On ‘Training on Market Orientation Issues for DAE-FFS Facilitator’

Particular	Details
Training name	Training on Market Orientation Issues for DAE-FFS Facilitators
Training duration	11-13 January, 2016
Training schedule	Annex -01
Location	Horticulture Center, Daulotpur, Khulna
Participants	SAAO-27, AEO-03, (Annex-02)
Training note	Supplied to participants
Training methods	Face to face discussion, question & answer session, group work, PP presentation, and practical application of learning material.

Introduction:

As part of capacity building of DAE-Blue Gold FFS trainers, three day long training programs was arranged for Departmental Trainers (DTs) of DAE entitled “Training on Market Orientation Issues for DAE-FFS Facilitator” at Khulna from January 11-13, 2016. DTs of DAE who run FFS Sesame and Mung bean, under DAE-Blue Gold project, needed training on value chains, market orientation and water resource management relation. Thus selected DTs and relevant officials responsible for running FFS in polders took part at the training. Component 3 & 4 took responsibilities to organize this training with the support of DAE. Major objective of this training was to increase the knowledge and skills on market and value chain related issues of DAE field staff. After the training, it is hoped that DTs will be able to transfer their learning on market related issues in FFS sessions of DAE implemented Blue Gold project.

Objective:

- To build capacity of DTs on market related issues and link MFS and FFS activities.

Specific objectives are:

- Contact farmers in FFS to be linked with nearby Resource Farmers of existing MFS producer groups.

Framework of the training course:

The training had been conducted by participatory discussion process. Trainers discussed all the assigned topics with some brief introduction and then sought opinion from the participants. Class lecture was complemented by practical exercises, and sometimes facilitators invited the participants for joining in open discussions and group work activities. At the end of each session, the facilitator distributed necessary training notes or hand-outs to the participants. The training program was conducted by following a pre-prepared schedule and modules were simply a guideline for the facilitators and not necessarily followed rigidly by them. The facilitators also provided support to individuals and groups on different topics as and when required.

Introduction session

Topics	Training details
<p>Welcome address & Self introduction and inauguration:</p>	<p>Mr. Tanvir Islam, DCL, Business Development Component facilitated this session. He gave welcome speech to everybody who came to participate in the Blue Gold managed 3 days long training program entitled “Training on Market Orientation Issues for DAE-FFS Facilitator” at the Horticulture center Daulotpur, Khulna. Then he invited all the participants to introduce themselves. After that he invited Mr. Hein Bijlmakers to officially inaugurate the 3 days long training program.</p> <p>Mr. Hein Bijlmakers, Component Leader, Food Security and Agriculture production, Blue Gold program inaugurated this training. First he expressed his satisfaction for jointly organizing the training program. He stated that it is a very good training where we can get opportunity to share our practical learning and knowledge and can also impart market and value chain related skills to the participants. Beside we can incorporate the value chain concept in the DAE FFS activities. Again Mr. Hein briefed about the FFS and MFS activities in Patuakhali, Khulna and Satkhira, giving emphasis about MFS activities on Mung bean and Sesame.</p>
<p>Course introduction</p>	<p>Again Mr. Tanvir Islam facilitated this session and he explained the training objective and training schedule. Then he sets the training norms by participatory way and open discussion. The norms discussed were:</p> <ul style="list-style-type: none"> • Mobile to be kept silent. • Everyone should not talk together • Timely participation in session. • Do not talk unnecessary which is not related to subject matter. • Training room always keep clean. • Everybody participate in all group work. • Respect each other’s opinion. <p>Through this session facilitator briefly explained about MFS & FFS activities under Blue Gold program. After that he distributed VIPP card to the participants to write down their own expectation from this training.</p> <p>Participants expectation:</p> <ul style="list-style-type: none"> • Want to know about market oriented production? • What is MFS? • Learn about value chain. • How farmers get highest profit and income through business development? • How to continue the sesame session under FFS activities? • What is crop budget? • Technique to manage market oriented activities under FFS. • Clear concept about trial and demonstration. • Discussion about market development. • What are we going to do next after establishing the MFS? • What type of hardware support/benefit will be provide through MFS? • How we will get the FFS materials from Blue Gold?
<p>Pre Evaluation</p>	<p>Earlier developed questionnaire was supplied to the participants to evaluate the</p>

	pre training knowledge and more specifically the market orientation related knowledge. This session took 30 minutes. The participants tried to answer from their own experience and learning. After that, facilitator makes 03 groups by the name of chicken, duck and pigeon and played very enjoyable and funny game. He also declared that this group will effective up to end of the training for performing different group works/activities.
--	--

Topics carried session description, learning and finding

Topics	Training details/ Major area discussed
Introduction of Blue Gold Program	<p>This session was conducted by Mr. Ashraful Islam, DCL, Food Security and Agricultural Production. At first he started his discussion by sharing about the Blue Gold program activities. Blue Gold has been implementing component wise activities at some selected Polder areas. We have plan to work in almost 26 Polders targeting 1,50,000 households and covering 1,60,000 ha area. Based on the working modalities, Blue Gold program also have 4 components like; Community Organization (C-1), infrastructure development (C-2), Food security & agriculture production (C-3), and Business development (C-4). He also briefly explained about all the component wise activities. Lastly he gave the extra emphasis about Business development component activities and food security & agriculture production activities to give a better understanding about the FFS and MFS activities. Again he discussed with participants about their FFS activities in relation to agricultural production through technology transfer but he stressed the need to know how farmers link with market system. Basically MFS activities promote those related services by which farmers can improve knowledge of both production and marketing.</p> <p>New Learning of participants:</p> <ul style="list-style-type: none"> • Participants can learn about project objective and component wise specific objective of Blue Gold program. • Participants clearly understood about polder and their functionality. • Component wise different activities and their specific working approach with target households. • Participants got clear concept about DAE managed FFS activities and Blue Gold managed FFS activities.
The basic concept of Value Chain	<p>This session was conducted by Shusanto Roy, Business Development Coordinator. He started his session through face to face discussion, question and answering, game playing, and power point presentation. First he asked the participants what is Chain? Participants reply from their own concept and facilitator write down all related answer on the brown paper. After that he tried to match the answers and explained the value chain concept. He conducted his session by supplying envelop to all participants. Among the distributed envelop, only 6 envelops had value chain actors name and rest were blank. Then he invited those participants who got different actors name. Now facilitator makes the live value chain by arranging the actors one by one and then followed up with a brief discussion about value chain by giving the relevant example of sesame VC.</p> <p>New Learning of participants:</p> <ul style="list-style-type: none"> • Pictorial presentation and game playing training methods helped the participants for developing common understanding about value chain concept. • Participants clearly understood about value chain actors and their specific activities

	and services.
The Broader Value Chain lens	<p>This session was conducted by ASM Shahidul Haque, Private Sector Development Expert, facilitator continued his session by face to face discussion, question & answering, group work and power point presentation also used different training materials. At first he asked the participant why it is necessary to know about VC? We want to increase the producer's income level because we know that every product goes to last consumers by changing different hands, so it is very essential for us to know about value chain. Then the facilitator presented the generic value chain map. Facilitator conducted his discussion by considering this map. Firstly he explained about core value chain actor and their functionality. Then he explained about necessary support services and business enabling environment actors. And lastly he discussed about the relation among those actors. After completion of brief discussion, facilitator supplied three products (poultry egg, fish and vegetable) to the group leaders by random selection process for performing the group activities. Each group made three value chain maps through their knowledge and understanding. After that, group leaders presented their group exercise and findings and conducted open discussion for its improvement. Lastly facilitator distributed the prize to the winner group.</p> <p>New Learning of Participants:</p> <ul style="list-style-type: none"> • Group works helped to participants for to collectively develop common understanding about value chain map. • Participants easily understood about core value chain and their functionality. • Participants easily understood about different support services and enabling environment. • Participants learned about different value chain actors who directly and indirectly influence the value chain performance. • Participants can learn about the actors and sub sectors selection and identification process.
Value chain working process	<p>Mr. Tanvir started his session by showing the pictures of sesame market where it was seen that most of the value chain actors and everybody are doing their specific activities. Then he asked participants; what is the specific name of the actors and what are the major activities of actors? Again facilitator showed the sesame value chain map and made discussion in a participatory way. Then he asked the participants who is the powerful actor in VC? Participants replied with their justification and explanation in relation to produces, traders and consumers. Facilitator lastly draw conclusion that the final consumers are the powerful actors. If consumers don't show positive response on the products, the products are not going to do well in the market. So it is very important to consider the consumers demand and mindset before producing or starting value chain activities.</p> <p>The facilitator started another topic which focused on dissemination of information & product flow system. He started his discussion again by presenting the generic value chain maps and he explained that always information come from consumers and trickles down to input seller and input company. Similarly, product demand flow starts from input seller and lastly goes to final consumers. So information flow and demand flow working has a similar flow but just in the opposite direction. It is also true that information and demand flow system is very effective methods for strengthening the value chain program.</p> <p>In this session, facilitator discussed another topic on different type of market and their</p>

	<p>dynamism especially on Local market, regional market, national market and international market. He also discussed about short and long value chain.</p> <p>New learning of participants:</p> <ul style="list-style-type: none"> • Participants clearly understood about the powerful actor in a value chain program. • High level of consumer satisfaction increases the performance of value chain activities. • Participants know about information and demand flow system. • Good understanding about short VC and long VC 						
<p>Problem and constraint in VC</p>	<p>Mr. ASM Shahidul Haque facilitated this session; again he presented the generic value chain map for focusing and explaining about ‘who are the core actors and what the problems in specific actor level are’. Then he explained about how to find out the real problem and constraints in value chain. He also discussed about the impact of the constraints and how it is affected the performance of value chain. Mainly he presented the “triangle of production” by which he tried to explain the problem in production, marketing, inputs and finance or investment. Then he distributed brown paper to conduct the group works in order to find out the problem as defined below:</p> <ul style="list-style-type: none"> • Major problem in Production • Major problem in Marketing • Major problem in finance • Major problem in inputs <p>After finishing the group work, the finding were presented and open discussion was launched for its improvement and adjustment. Besides, facilitator moderates the group’s findings and conducted point specific discussion for understanding about value chain problem and constraints.</p> <p>New learning of Participants:</p> <ul style="list-style-type: none"> • Actors level problem always interrupt the performance of value chain activities. • Success of the value chain depending on identifying the problems first and acting accordingly. 						
<p>Solution to constraints individually or in groups</p>	<p>This session was facilitated by Shusanto Roy. He started his session by making connection with different constraints which identified from previous groups work. Again he conducted brief discussion about input, production, marketing and finance related problem. He conducted his session by face to face discussion, group work, question and answering process. He asked to participants; how we will make a solution to overcome this type of problem. He also provided the guideline to group members on how to find the solution on previously identified problem. Group members worked sincerely and gave specific solution against the specific problem. After completion of group exercise, the facilitator organized open discussion among the groups and tried to make some adjustment on their groups’ findings.</p> <p>Participants used this format for doing their group work.</p> <table border="1" data-bbox="400 1921 1457 2031"> <thead> <tr> <th data-bbox="400 1921 927 1962">Problem</th> <th data-bbox="927 1921 1457 1962">Possible solution</th> </tr> </thead> <tbody> <tr> <td data-bbox="400 1962 927 2002"></td> <td data-bbox="927 1962 1457 2002"></td> </tr> <tr> <td data-bbox="400 2002 927 2031"></td> <td data-bbox="927 2002 1457 2031"></td> </tr> </tbody> </table>	Problem	Possible solution				
Problem	Possible solution						

	<p>After that he shared some learning and field based practical experience in relation to business management. Then he explained about what is the right way to solving the problem; is it doing by individual or group approach? He explained that some technical related issues is possible to solve individually, but some of market related issues requires group effort. Then he shared the successful case of sesame collection center in Polder22. It was the group effort by which sesame farmers eradicated the traditional practice in weight measurement (introduced digital weight machine). After sharing the good example, he drew the conclusion on group approach and said it is the better way to solving problem.</p> <p>After that he facilitated the discussion on advantage and disadvantage of both individual and collective approach.</p>
<p>Introduction to market oriented Farmers field school</p>	<p>This session was conducted by ASM Shahidul Haque, At first he started his session by showing good pictures of FFS schools. Then he asked the participants what is FFS and what are the main activities of FFS? Participants replied from their idea and from practical experience. Discussion then moved on to Market Oriented Farmer Field School. He asked what is MFS? After completion of participant's idea sharing, he explains; firstly MFS concept comes from the learning of FFS. MFS is bit similar with FFS activities, but market related activities and issues are included as additional in MFS program. So MFS= FFS+ marketing orientation. Through this discussion, facilitator tried to create the common understanding of differences between MFS and FFS.</p> <p>Blue Gold has been continuing the MFS activities. In Khulna Blue Gold already started and managed MFS program on Sesame and local poultry. After sharing this information, he explained why we are continuing the MFS activities in our polder area. BG is promoting the market related information, technology and knowledge through our MFS activities.</p> <p>Lastly facilitator showed some pictures related to good achievement and activities under our MFS activities. By showing the picture he explained the targets which are to be achieved -the behavioral change of farmers on production practice- market related information & improvement in business management.</p> <p>He also explained why we selected Sesame and Mung bean as our value chains. It is known that Blue Gold program works for water resources management, so Business Development component is very much concerned about the issues and always consider relevance to water resource management before selecting and working on a value chain.</p> <p>New learning of participants:</p> <ul style="list-style-type: none"> • Participants get the clear concept about the value chain selection criteria as well as value chain selection process. • It is possible to address the water resources management issue through MFS activities. • MFS activities always help change farmer's behavior on production and business management related practice.
<p>Introduction to market</p>	<p>This session was conducted by Shusanto Roy. He started his session by showing good action oriented pictures and asking participants about its meaning. Then he showed</p>

<p>oriented issues</p>	<p>agricultural farming oriented pictures and asked participants if it is business or not? Then he continued the discussion telling why they think it is their business and what is meant by business? After completion of participants reply he explained why agriculture is also a business. Then he explained the definition of Business, i.e. in order to get a profit, when buyer and seller meet together for exchange of a particular set of product or services to each other that is called a business.</p> <p>If you consider the definition of business, you can understand that all business related issues and activities are seen in agricultural farming. So we can easily say that Agriculture is also a business.</p> <p>After that he conducted discussion about the necessity of market information collection. He asked to participants; how market information can be collected and how this information can be used for our business expansion? He moderated the question and answer session. He also explained that we can use all market information for taking new initiative and decision for increasing the business performance as well as income. Market information also helps to make networking with different actors.</p> <p>New learning of Participants:</p> <ul style="list-style-type: none"> • Farmers easily get success and increase their farm income, if he can consider their agriculture farming as a business. • Participants easily understand that market information increase the business performance as well income.
<p>Crop budget and its application</p>	<p>This session was conducted by Mr Shamim Alom, Business Development Coordinator. The session was conducted through face to face discussion, question and answer, group work and power point presentation. At first he started his session by asking to participants; What is crop budget or what do you think/know about crop budget? Participants reply that;</p> <ul style="list-style-type: none"> • It is financial documents. • It is the guideline for costing • To know about sources of costing. <p>Facilitator agreed with all the replies and also added his point specific explanation about crop budget.</p> <p>Crop budget help to;-</p> <ul style="list-style-type: none"> • Cost profit analysis • Know about different cost item • Know about fund requirement • Know about the sources of funding • Easily find out the market actors • Easy to planning • Avoid business risk. <p>The he conducted discussion about the considering issues in relation to crop budget; fixed cost, variable cost, income, gross profit, depreciation cost, and net profit. Then he conducted discussion on the above points. Then he presented the sesame crop budget and conducted discussion of each line item.</p> <p>New learning of Participants:</p> <ul style="list-style-type: none"> • Crop budget helps in business planning and increases the business

	<p>performance.</p> <ul style="list-style-type: none"> • Cost benefit analysis helps farmers for reduce the unnecessary expenses. • Crop budget helps farmers to find out the funding sources.
Record keeping	<p>This session was conducted by Mr Shamim Alom, At first he started his session by asking to participants; what is record and why we keep the record? Then he conducted point specific discussion about the importance of record keeping through power point presentation. He discussed the points mentioned below:</p> <ul style="list-style-type: none"> • It is the important for any business to have good records. • It is done to ensure trust between various parties • Can it be helpful to take decision • Can it reduce risk • Increase business performance <p>Then he showed an ideal farmers note book and register book and continued his discussion about the matter.</p> <p>New learning of Participants:</p> <ul style="list-style-type: none"> • Record keeping help farmers increase business management capacity.
Incorporation of Value chain related issues in DAE FFS program	<p>This session was conducted by Mr Ashraf. At first he discussed about coordination issue among the DAE FFS and BG FFS and MFS activities. He explained that DAE is a big and valuable department in Bangladesh, this department contributing hugely for agro development, especially in technology transfer in Agriculture sector. Also Blue Gold managed FFS and MFS activities are helpful for DAE in improving the Agricultural production, and market development aspect. After the detail discussion of DAE and Blue Gold managed FFS and MFS activities, he was asking participants; which major issues or discussion topics are very much related and addressable in your DAE FFS program?</p> <p>The participants mentioned the topics below, which they think can be applied in their FFS activities;</p> <ul style="list-style-type: none"> • Crop budget • Record keeping book/register • Business Networking • Group initiative or group marketing activities • Leadership development • Market development and new market creation. • Developing actors for organic agricultural practice & management. • Promote agricultural farming as a business. • Exchange good practice and learning through cross visit and demonstration. <p>After the discussion, the facilitator talked in details about the issues. Then he said that; we try to address all the issues by mutual discussion with both parties (BG & DAE) and we can makes a common plan for addressing those issues through DAE FFS.</p>
Revision of FFS curriculum	<p>Mr Ashraf took this session. He presented the Sesame FFS curriculum and details of the different implementation activities under this curriculum. Mainly he gave emphasis on ICM vs Control plot, different trial (variety, fertilizer, irrigation) and session wise different topics and its guideline like; land preparation, trial setup, AESA, crop management (pest, fertilizer, weeding), crop budget, crop harvest management, FFD,</p>

	<p>record keeping, networking, horizontal learning, etc.</p> <p>Lastly he drew conclusion that, FFS curriculum is a complete guideline to manage the FFS activities in field level. Also he explained about record keeping; because it is a valid document which helps to prove what type of activities you are implementing and what achievements you have earned and what is your next plan.</p> <p>Then he talked in details about the FFS budget. He started his discussion by sharing a bitter experience; i.e. FFS budget details are not available at our SAAO level. So it is difficult to properly manage different activities by the SAAO. For this we think, it should be shared with our SAAO level. After that he distributed the FFS budget to the participants and gave the proper explanation about the budget line item and activities.</p>
<p>Training evaluation</p>	<p>Mr Khairul Islam, Training coordinator, conducted this training evaluation session. At first he had a brief discussion about five evaluation question and mood meter. Then he invited participants one after one for giving their own justification/vote by considering topics selection, facilitation process, use of training material, hand note, training venue, food, accommodation facilities and time allocation for session conduction.</p> <p>Mr. Tanvir arranged the post evaluation test again by providing the same questionnaire as the pre-test to get an idea about the knowledge level increase of the participants.</p>
<p>Closing ceremony</p>	<p>Mr. Tanvir facilitated this session. At first he gave thanks to participants for active participation in training program. He cordially invited to Mr. Ashraf to formally close the training. Mr. Ashraf also invited the participants for giving their own comments about the training program.</p> <p>Comments of participants:</p> <ul style="list-style-type: none"> • Earlier we did not know or understand about farming as a business, now we proved that agriculture is also a business. • Production orientation is off course important but market orientation is also required to make a good profit. • Record keeping is important for good business management and increase the farm profit. • Marketing knowledge always increase the business sustainability. <p>Then he invited Khandokar Moajjaim Hossen, Deputy Director, Horticulture center, for giving his closing speech also valuable feedback about this training program. At first he gave thanks to Blue Gold for selecting this venue for conducting training program, also he gave the special thanks for improving the marketing knowledge and skill of DAE technical person (SAAO). Lastly he request to all for again coming this training center as well giving the recommendation for improving this training center.</p>

Training on Market Orientation for Departmental Trainers (SAOs and AEOs of DAE)

Objective: Enhance market related knowledge of DT's with a view to include the learning at FFS session and enhance collaboration between MFSs and FFSs.

DAY – 01

Time	Duration	Topic/Session	Contents	Methods	Facilitator	
08.45-9.00 am	15 Mins	Registration	<ul style="list-style-type: none"> Registration&Materials distribution 		Zahangir&Shami m	
09.00-09.30 am	30 Mins	Inauguration & interaction	<ul style="list-style-type: none"> Welcome address & Self-introduction Ice break 	Discussion & game	Tanvir	
9.30-10.00 am	30 Mins	Pre-evaluations	<ul style="list-style-type: none"> Pre-evaluation test 	Written Test	Zahangir&Shami m	
10.00-10.15 am	15 Mins	Course introduction	<ul style="list-style-type: none"> Training objectives & Training schedule Identify & setting training norms Expectations 	Discussion and PP presentation	Tanvir	
10.15-10.30 am	15 Mins	Tea Break				
10.30-11.45 pm	45 Mins	Introduction of Blue Gold Program	<ul style="list-style-type: none"> Blue Gold Presentation Blue Gold objectives, Working area and approaches(Component-1, Component-2, Component-3 & Component-4) 	Discussion and PP presentation	Ashraf	
11.45-01.00 pm	75 Mins	The Basic concept of value chain	<ul style="list-style-type: none"> Basic Concept of Value Chain The business/producer and his linkages The generic value chain and Value chain definition 	Discussion and PP presentation	Shusanto	
01.00-2.00 pm	60 Mins	Lunch				
02.00-03.00 pm	60 Mins	The broader VC lens	<ul style="list-style-type: none"> The Lens / Donut Support services and Business Enabling 	Discussion PP	Shahid	

Time	Duration	Topic/Session	Contents	Methods	Facilitator
			Environment in a VC	presentation, Group work	
3.00-04.15 pm	75 Mins	Value Chain working process	<ul style="list-style-type: none"> • Buying decisions of intermediate buyer`s and end-consumer`s • Demand of end consumers and fulfilment of satisfaction. • Importance of product information flow& Cash flow or Money flow • Long and short value chains, market level and demand complexity • Value addition- Based upon added value, interest, investment requirements, high transport costs, product damage and loss. 	Discussion and PP presentation	Tanvir
04.30-04.45 pm	15 Mins		Tea Break		
04.45-5.15pm	30 Mins	Summarization	<ul style="list-style-type: none"> • Summarize Day 1 		Tanvir
05.30-06.00 pm	30 Mins	Planning meeting	<ul style="list-style-type: none"> • Discuss planning for tomorrow and assign tasks 		All

DAY – 02

Time	Duration	Topic/Session	Contents		
9.00-9.30am	30 Mins	Recap	<ul style="list-style-type: none"> • Recap 		Ashraf
9.30-10.30am	60 Mins	Problems and constraints in VC	<ul style="list-style-type: none"> • Introduce the lens/donut again • Identify problems and constraints in VC • Clarify consequences or impact for the VC • Turning Constraints into opportunity` • Prepare farmer triangle of production 	Discussion, PP presentation, Group work	Shahid
10.30-10.45am	15 Mins		Tea Break		
10.45-11.45 pm	60 Mins	Solutions to	<ul style="list-style-type: none"> • The triangle of production, referring to 	Discussion,	Shusanto

Time	Duration	Topic/Session	Contents		
		constraints individually or in groups	<p>the identification of farmer constraints in the previous session.</p> <ul style="list-style-type: none"> Solutions to problems related to inputs, financing & output both individually or in a group. Strength and weakness of different solutions for each of the problems. 	PP presentation, Group work	
11.45-12.30 pm	45 Mins	Introduction to Market Oriented Farmers Field School	<ul style="list-style-type: none"> What is MFS? Difference of FFS & MFS Concept and expectation of MFS Why Mung/Sesame MFS and how they are related with WRM. Difference in MFS learning What change in attitudes do we expect? 	Discussion, PP presentation	Shahid
12.30-1.15 pm	45 Mins	Introduction to Market Oriented Issues	<ul style="list-style-type: none"> Farming as business Market information Record keeping for decision making Networking Collective actions– coordination and/or cooperation 	Discussion, PP presentation	Shusanto
1.00-2.00pm			Lunch		
2.00-03.00 pm	60 Mins	Crop Budget and its application	<ul style="list-style-type: none"> Concept of Crop budget and Production and Sales plan Importance of Crop Budget for farmers & Help in assessing Risk Production Planning & Actual crop budget of Sesame and Mung Group work-Simple calculation 	Discussion, PP presentation, Group work	Shamim
3.00-03.45 pm	45 Mins	Group leader/Resource	<ul style="list-style-type: none"> Role of GL/RF in FFS, GL selection criteria 	Discussion, PP	Tanvir

Time	Duration	Topic/Session	Contents		
		Farmer	<ul style="list-style-type: none"> Idea of collection action group 	presentation	
3.45-4.00 pm	15 Mins	Tea Break			
4.00-4.45 pm	45 Mins	Record keeping - Farmer note book - MFS Register	<ul style="list-style-type: none"> Importance of Record keeping Idea on farmer note book Introduction on register Role of GL/PF in record keeping 	Discussion, PP presentation	Shamim
4.45-5.00 pm	15 Mins	Summarization	<ul style="list-style-type: none"> Day review 		Tanvir
05.30-06.00 pm	30 Mins	Planning meeting	<ul style="list-style-type: none"> Discuss planning for tomorrow and assign tasks 		All

DAY – 03

Time	Duration	Topic/Session	Contents		
9.00-9.30am	30 Mins	Recap	<ul style="list-style-type: none"> Recap yesterday 		Ashraf
09.30-10.45 pm	75 Mins	Networking and Collective action	<ul style="list-style-type: none"> What is Networking? How to increase networking potential? Aspect with Input Trader Aspect with Buyers Collective actions -Objectives , types and example -How to motivate with fact(calculations) -How to organize collective action -Role of PF/RF in Collective Action -Associated Risk 	Discussion, PP presentation	Tanvir
10.45-11.00am	15 Mins	Tea Break			
11.00-11.45 am	45 Min	Incorporation of value chain	<ul style="list-style-type: none"> What are the important issues of value chain very much related to production? 		C-3

Time	Duration	Topic/Session	Contents		
		related issues in DAE FFS program	<ul style="list-style-type: none"> Which part of it is addressable at the FFS? How can we incorporate addressable issues in FFS program? 		
11.45-01.00 pm		Revision of FFS curriculum	<ul style="list-style-type: none"> What are the crops addressed through FFS program? Review the existing curriculum and incorporate value chain part in it. 	Group work, presentation and discussion	C-3
01.15-02.15 pm	60 Mins	Lunch			
02.15-03.00 pm	60 Mins	Modalities of setting demonstrations	<ul style="list-style-type: none"> Discuss field trials that are set in the MFS and FFS with the DTs and PFs based on experiences of the 2015 seasons. What should be the modalities of setting demonstrations on Mung bean, Sesame, water melon and other crops? 	Group discussion	C-3
03.00-03.45 pm	45 Mins	Post Test Evaluation	<ul style="list-style-type: none"> Post test Training evaluation 		Zahangir&Shamim
03.45-04.45 pm	60 Mins	Summary of the whole Training and Conclusion	<ul style="list-style-type: none"> Overview of the training How DTs can use learning of this training at FFS How will DTs and PFs work together? Certificate distribution & Closing 		Tanvir
04.45-05.00 pm	15 Mins	Snacks			

Participants List

Sl No	Name	Designation	Upazilla
1	ShekhHarun Or Rashaid	SAAO	Dumurea
2	Rafiqule Islam	SAPPO	Paikgacha
3	SM Mojahar Ali	SAAO	Paikgacha
4	Md. Kamrul Islam	SAAO	Paikgacha
5	Uttam Kumar	SAAO	Paikgacha
6	Bellal Hosen	SAAO	Paikgacha
7	Bishajit Das	SAAO	Satkhirasadar
8	Md. Afzal Hosen	SAAO	Satkhirasadar
9	Md. Mahbubur Rahman	SAPPO	Satkhirasadar
10	AmitBishas	SAAO	Paikgacha
11	KarunaMandal	SAAO	Dumurea
12	Moklesur Rahman	SAPPO	Dumurea
13	Zinnat Ali	SAAO	Dumurea
14	Md. MonirulHaque	SAPPO	Kalaroa
15	Md. Abul Hosen	SAAO	Kalaroa
16	Md. Lutfor Rahman	SAAO	Kalaroa
17	AKM Mamunur Rashid	SAAO	Kalaroa
18	Depok Kumar Mallik	SAAO	Ashasuny
19	Md. ZiaulHaque	SAAO	Ashasuny
20	Jibananda Roy	SAAO	Batiaghata
21	Chandan Kumar	SAAO	Dumurea
22	Shukdev Kumar	SAAO	Ashsuny
23	Depok Kumar	SAAO	Batiaghata
24	DhrabojotySarkar	SAAO	Dumurea
25	Eman Ali Mallik	SAAO	Batiaghata
26	AbdullGani	SAAO	Ashasuny
27	RaghujitGuha	SAAO	Satkhirasadar
28	Mst. AtikunNahar	AEO	Dumurea
29	Md. MohaimenMokter	AEO	Satkhirasadar
30	SkBipulHossain	AEO	Kalaroa

Pre and Post Evaluation Result

Sl No	Name	Designation	Upazilla	Pre test	Post test
1	ShekhHarun Or Rashaid	SAAO	Dumurea	19	34
2	Rafiqule Islam	SAPPO	Paikgacha	10	23
3	SM Mojahar Ali	SAAO	Paikgacha	12	32
4	Md. Kamrul Islam	SAAO	Paikgacha	26	34
5	Uttam Kumar	SAAO	Paikgacha	16	33
6	Bellal Hosen	SAAO	Paikgacha	16	35
7	Bishajit Das	SAAO	Satkhirasadar	24	36
8	Md. Afzal Hosen	SAAO	Satkhirasadar	22	34
9	Md. Mahbubur Rahman	SAPPO	Satkhirasadar	16	29
10	Amit Bishas	SAAO	Paikgacha	12	37
11	Karuna Mandal	SAAO	Dumurea	23	33
12	Moklesur Rahman	SAPPO	Dumurea	20	31
13	Zinnat Ali	SAAO	Dumurea	15	33
14	Md. Monirul Haque	SAPPO	Kalaroa	17	27
15	Md. Abul Hosen	SAAO	Kalaroa	22	33
16	Md. Lutfor Rahman	SAAO	Kalaroa	17	32
17	AKM Mamunur Rashid	SAAO	Kalaroa	27	36
18	Depok Kumar Mallik	SAAO	Ashasuny	27	40
19	Md. Ziaul Haque	SAAO	Ashasuny	25	37
20	Jibananda Roy	SAAO	Batiaghata	29	32
21	Chandan Kumar	SAAO	Dumurea	26	35
22	Shukdev Kumar	SAAO	Ashsuny	22	33
23	Depok Kumar Halder	SAAO	Batiaghata	19	34
24	Dhrabojoty Sarkar	SAAO	Dumurea	25	34
25	Eman Ali Mallik	SAAO	Batiaghata	16	28
26	Abdul Gani	SAAO	Ashasuny	13	27
27	Raghujit Guha	SAAO	Satkhirasadar	22	32

Training Picture



Tahmina Begum, PD, DAE-Blue Gold program have given her speech in this training



Makes generic value chain



Exam of Evaluation test



All participants in a frame