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International course

## Organised farmers as partners in agribusiness



**WAGENINGEN**  
UNIVERSITY & RESEARCH

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.

Fee:	3.900 Euro
Deadline subscription:	20 August 2018
Deadline OKP/MENA	To be determined
Followships:	

### 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.

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 MFIs, 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.

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**A coherent programme with five components** based on knowledge and analysis, a mix of practical approaches and tools, and a participatory (P4C) and an action-research approach to facilitate learning and reflection on the challenges and opportunities of farmers' business organisations. The main output of the course programme are the participants' own experiences and reflections on their business and institutional environments, which are only possible when farmers' organisations are involved in the process. The course is designed to facilitate the development of agricultural development approaches with farmers and their organisations.

**B. Further practical information**

**Application:** the procedure to apply for participation in the Wageningen Centre for Development Innovation courses is available online. Participants can apply for more information within a week. Conditions assessed by our admissions committee will depend on your application.

**C. What is needed to attend:** Due to the intensive nature of the course, we recommend to apply for participation in ATLAS. You can check the [Wageningen University website](#) for more details. Participants are required to have a computer and internet connection available. As this residential course is a demanding programme, we recommend that you [have an active social life](#). **Recommendations:** Our own Wageningen University experience shows that the cost estimate on our website does not always cover all expenses. Participants are advised to budget for additional costs such as travel, food, and entertainment. Participants will be provided with a [Certificate of Completion](#) and a [Progressive Certificate](#), which can be changed to a [Diploma](#).

**Course fee:** The training programme gives participants the opportunity to benefit from increased professional development of the individual, but also a greater appreciation of the role of the institution, the local community and the environment. The course fee includes tuition fees, accommodation, meals, and local transport. The course fee does not include travel, food, and entertainment. Participants are advised to budget for additional costs such as travel, food, and entertainment.

**Wageningen Centre for Development Innovation**  
Kamerlingh Onneslaan 1  
6706 JG Wageningen  
The Netherlands

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CCD is ISO 9001:2008 certified  
Wageningen Centre for Development Innovation

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[Original file](#) (1,240 × 1,754 pixels, file size: 103 KB, MIME type: application/pdf, 2 pages)

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International course

Organised farmers as partners in agribusiness

Wageningen University & Research

17 September - 5 October 2018

# File history

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Date/Time	Thumbnail	Dimensions	User	Comment
current <a href="#">19:55, 16 December 2020</a>		1,240 × 1,754, 2 pages (103 KB)	<a href="#">Saad.chowdhury</a> ( <a href="#">talk</a>   <a href="#">contribs</a> )	

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## File usage

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## Blue Gold Program Wiki

The wiki version of the Lessons Learnt Report of the Blue Gold program, documents the experiences of a technical assistance (TA) team working in a development project implemented by the Bangladesh Water Development Board (BWDB) and the Department of Agricultural Extension (DAE) over an eight+ year period from March 2013 to December 2021. The wiki lessons learnt report

(LLR) is intended to complement the BWDB and DAE project completion reports (PCRs), with the aim of recording lessons learnt for use in the design and implementation of future interventions in the coastal zone.

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