NARO

DFID
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In-country Training Program for the Stakeholders of the NARO/DFID COARD Projec

Summary of a Report of a Workshop on

Business Aspects of Agricultural Technologies, Market opportunity Appraisal



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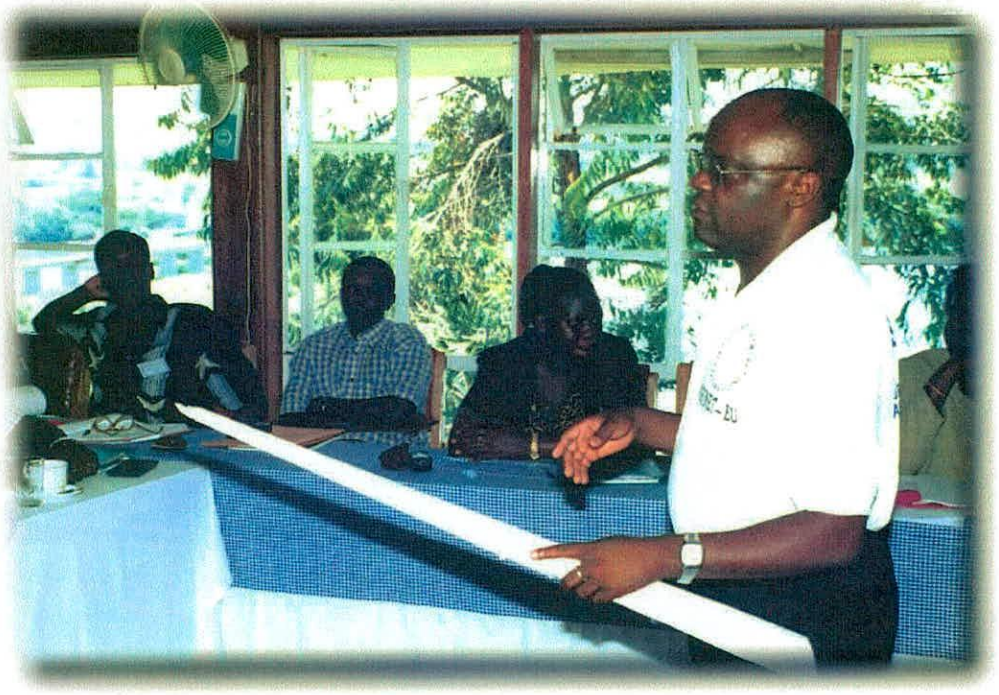

A facilitator discusses topical issues

1.0 : Introduction

This is a summary of the report for a workshop on Business Aspects of Agricultural Technologies, Market Opportunity Appraisal conducted at Sunset Hotel Jinja from October 14th –17th, 2002. It was the 6th training workshop in a series of the DFID/NARO COARD Project for the year 2002. The DFID/NARO COARD Project was contracted by Agrisystems Ltd, who in turn subcontracted Agrotech Consultancy and IMPACT Associates to carry out the training.

The summary contains workshop participation, objectives, outputs, challenges and results of evaluation by the participants.

2.0 : Participation

Eighteen participants attended the workshop. They were drawn from various organizations and Departments as Table 2.0a (below) shows;

Table 2.0a : Organisational and Departmental Representation at the workshop.

Organization/Department	Number of participants
SAARI	12
NAARI	1
ARDC (Soroti)	1
FORRI	1
APAC Local Government	1
ORIBCING (Lira)	1
AT (UGANDA)	1
TOTAL	18

3.0 : Workshop Objective.

a) The overall objective of the workshop was to develop skills that would help participants to design and implement market appraisals for agricultural technologies and to justify the preference for the technologies using partial budgeting and/or gross margin planning.

4.0 : Workshop Outputs.

a) The workshop had two tangible outputs;

- Rapportuers' report which details all the workshop proceedings.
- Facilitators' report which includes products of the four group assignments, workshop evaluations by participants, and facilitators' assessment of the workshop.

b) During the workshop evaluation participants showed aspects of the workshop training which they appreciated most. They include:

- Good application of livestock examples;
- Workshop theme as a necessary tool in the research process;
- Timeliness of the workshop because participants had been doing research without market appraisal;
- Active participation of the participants in the discussion;
- Good explanation of concepts because facilitator was very conversant with the subject matter;
- The training addressed practical issues on the ground;
- The techniques taught were very practical and problem solving; and
- The subject matter had practical application to the participants' NARO/DFID Projects.

5.0 : Workshop Challenges/ Gaps.

a) Defective hotel overhead projector : The equipment broke down several times thereby interfering with the flow of the workshop.
b) Participants could not be availed with copies of the facilitator's report and the rapportuer's report yet the general feeling was that the two would be very valuable as additional reading materials.
c) Dinner/out-of-pocket allowance was considered to be very low which could have demoralized the participants.
d) Participants complained of poor hotel services. And those who lived in the Annex sometimes reported late for the workshop because their breakfast was reportedly served late. This sometimes delayed beginning of morning sessions.
e) Some participants felt that there should have been more time particularly for "Gross margin Analysis" ad "Partial budgeting" exercises.

6.0 : End-Of-Workshop Evaluation

End of workshop evaluation was done using a NARO/DFID COARD Project designed form. Eighteen participants carried out the evaluation (the 19th participant went away about 1hour to closing time.) The following table summaries participants' evaluations with regard to relevancy, usefulness and quality of course material.

6.1 a : Summary of Evaluation Results for the Entire workshop.

Issue of evaluation	Frequency (n=18)						
	Very good		Good		OK	Poor	Very poor
	No.	%	No.	%			
Relevance and usefulness to your work	15	83	3	17	0	0	0
Quality of course material and delivery	8	44	10	56	0	0	0
Total out of 36	**23**		**13**		**0**	**0**	**0**

6.1 b : Qualitative comments by participants;

Participants hoped to put the training to the following uses;

- Incorporate the ideas into project activities;
- Carry out evaluation of new technologies to farmers;
- Train colleagues on the subject since it is relevant to their work;
- Help in interpreting farmers' decision in changing enterprises;
- Evaluate the two pigeon pea varieties which CORF have been promoting in Lira and Apac;
- Assist farmers in evaluating soil fertility improvement techniques so as to select the most profitable ones; and
- Gather and analyze information and help the farmers in adopting the technology that was being developed in a participatory manner.

Other comments about the training:

a) The skills acquired will help in developing marketable technologies
b) The handouts were brief and straight forward;
c) There should have been practical work with farmers;
d) The training should also have included people who were not participating in the COARD Project;
e) Very useful for daily project activities;
f) Handouts needed more examples and explanations (was too short and should also have included references); and
g) The course was good but possibly needed one extra day.



Workshop participants and facilitators group photo