

Table 1- Example of a Training Course on Agroforestry Techniques Designed by ANIDA for Producers¹

Topics	Suppliers	Recipients	Remarks
Creation and organisation of an EIG: constituent assembly, rules of procedures	DFMV, suppliers, capacity building and organizational development specialist and supervisors	All beneficiaries of family farms and EIG representatives of community farms and <i>Waar Wi</i> , and representatives of service delivery EIGs (commercial kiosks and tractors)	ANIDA Agricultural Counsellors, Technical Services and Area Coordinators will participate in training activities for the consolidation of EIGs
Roles of IEA members and collective responsibility of the IEA	DFMV, supplier, capacity building and organizational development specialist and supervisors		
GIE Management: Strategic planning, purchasing and sales planning, production planning, inventory control, financial control, etc.	DFMV, supplier, capacity building and organizational development specialist and supervisors	Cooperatives	
Creation of the Union of EIGs and/or Cooperatives	DFMV, supplier, capacity building and organizational development specialist and supervisors		
The obligations of the Union of EIGs and/or Cooperatives and their members in relation to ANIDA	DFMV, provider, capacity building and organizational development specialist, supervisors and legal expert		
Management of the Union of EIGs and/or Cooperatives: Strategic planning, accounting system, inventory management and equipment management and maintenance	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Preparation and signing of contracts with partners (Suppliers and marketing)	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Operation and management of an integrated farm	DFMV, supplier, specialist in capacity building and organizational and supervisory development	All beneficiaries of family farms and EIG representatives from community farms and <i>Waar Wi</i>	

¹ Agencia Española de Cooperación Internacional para el Desarrollo (AECID). (2020). Anexo I: Descripción de la acción. PACERSEN. Agencia Española de Cooperación Internacional para el Desarrollo (AECID)

Simplified accounting system in agriculture: Annual budget, farm balance, farm account, depreciation and inventory	DFMV, supplier, specialist in capacity building and organizational and supervisory development		In the case of family farms, there will be the collaboration of the staff of the National Credit Fund Agricultural of Senegal (CNCAS)
Financial education (credit management)	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Horticultural production techniques (nursery techniques, introduction to USP, management and maintenance of a horticultural plot and crop rotation)	DFMV, supplier, specialist in capacity building and organizational and supervisory development	All beneficiaries of family farms and EIG representatives from community farms and <i>Waar Wi</i> with stables.	ANIDA's agricultural advisors, technical services and Area Coordinators will participate in training activities for the consolidation of farms
Forage production techniques	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Cattle rearing techniques and milk production	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Poultry breeding techniques	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Maintenance and conservation of solar and irrigation equipment	DFMV, supplier, specialist in capacity building and organizational and supervisory development		
Maintenance and conservation of wells, boreholes and pumps	DFMV, supplier, specialist in capacity building and organizational and supervisory development	All beneficiaries of family farms and EIG representatives from community farms and <i>Waar Wi</i>	ANIDA Agricultural Advisors and Area Coordinators will participate in training activities for the consolidation of farms
Maintenance and maintenance of agricultural equipment (tractors)	DFMV, supplier, specialist in capacity building and organizational and supervisory development	All EIG service provision representatives (tractors)	
Maintenance and conservation of infrastructures	DFMV, supplier, specialist in capacity building and organizational and supervisory development	All beneficiaries of family farms and EIG representatives from community farms and <i>Waar Wi</i>	

Use of plant protection products and pesticides	DFMV, DREEC, supplier, Specialist in capacity building and organizational and supervisory development	All beneficiaries of family farms and EIG representatives from community farms and <i>Waar Wi</i>	ANIDA Agricultural Advisors and Area Coordinators will participate in training activities for the consolidation of farms
Tree production	DFMV, DREEC, supplier, Specialist in capacity building and organizational and supervisory development		
Solid waste management	DFMV, DREEC, supplier, Specialist in capacity building and organizational and supervisory development		
Management of diesel, lubricants and other toxic products	DFMV, DREEC, supplier, Specialist in capacity building and organizational and supervisory development	All EIG representatives from community farms and <i>Waar Wi</i> and service delivery EIGs (tractors)	
Recycling of materials (use of organic matter)	DFMV, DREEC, supplier, Specialist in capacity building and organizational and supervisory development	All beneficiaries of family farms, representatives of the EIGs of community farms and <i>Waar Wi</i> and representatives of marketing EIGs (commercial kiosks)	
Reuse of marketing materials	DFMV, DREEC, supplier, Value Chain Specialist / Skills Building / Marketing and Supervisor	All beneficiaries of family farms, representatives of the EIGs of community farms and <i>Waar Wi</i> and representatives of marketing EIGs (commercial kiosks)	
Value Chain Training: Production Context Analysis and Planning	DFMV, supplier, value chain/skills building/marketing specialist and supervisor	All beneficiaries of family farms, EIG representatives from community farms and <i>Waar Wi</i>	

Business strategy: Sustainability and market development, product development and diversification	DFMV, supplier, value chain/skills building/marketing specialist and supervisor		ANIDA Agricultural Advisors and Area Coordinators will participate in training activities for the consolidation of farms
Commercial strategy: The determination of sales prices and competitive advantages	DFMV, supplier, value chain/skills building/marketing specialist and supervisor	All beneficiaries of family farms, EIG representatives of community farms and <i>Waar Wi</i> and representatives of service delivery EIGs (commercial kiosks and tractors)	
Commercial strategy: The search for supply contracts with agri-food operators	DFMV, supplier, value chain/skills building/marketing specialist and supervisor	All beneficiaries of family farms, EIG representatives of community farms and <i>Waar Wi</i> and representatives of service delivery EIGs (commercial kiosks)	
Point of sale management	DFMV, supplier, value chain/skills building/marketing specialist and supervisor		Agricultural Counsellors and Coordinators of ANIDA area will participate in training activities for the consolidation of farms
Exchange visit on a farm with an economic operator	DFMV, supplier, value chain/skills building/marketing specialist and supervisor	All representatives of the EIGs of the community farms and <i>Waar Wi</i> and of the EIGs of Provision of services (commercial kiosks)	
Exchange visit to a community farm and/or <i>Waar Wi</i>	DFMV, supplier, value chain/skills building/marketing specialist and supervisor		