

# Chili Agribusiness Course (CABC)

## Course overview

Course developed by AFC/GOPA in cooperation with Agwenda Ltd under the GIZ Global Project  
Employment in Rural Areas with a Focus on Youth (EYA), Country Package Malawi.



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## 1. Introduction to the course

### Course objective

The Chili Agribusiness course is designed to transmit knowledge and skills practices on new agriculture technologies, best practices to youth participating in the Chili value chain and further introduce them to the bigger picture of commercial chili production. Participants of the course gain critical skills, which would enable them venture in commercial chili production, particularly under contract farming with the private sector. The course equips the participants with business and soft skills to help them navigate the business terrain easily and prudently manage their finances.

### Target group

The target groups are rural, urban and semi-urban youth (between the ages of 15 – 35), women as well as aged population from semiliterate to literate, with interest in Chili commercial production under contract farming with the private sector. The course can be attended by farmers wanting to improve and/or expand their chili production commercially under contract farming with the private sector companies. A female participation of 40% is targeted.

However, the course can be delivered to any type of demographic section interested in the commercial Chili production business with the same results/outcomes.

### Entry requirements/recognition of prior learning

Participants should be youths within the ages 15 – 35 and other participants with high intrinsic motivation to attend the entire course (FBS and GAP).

Entry requirements can be assessed during registration (see below). However, training providers should acknowledge the learners' current level of skills and knowledge obtained through:

- Formal training (conducted by educational institutions or industry in Malawi or elsewhere),
- Informal training
- Life experience.

### Fields of learning

The course is designed to address skills gaps in the following fields of learning.

Technical Chili Production	Business and Financial skills
Participants will learn the basic Good Agricultural Practices for Chili production including but not limited to manure making, site selection, nursery establishment and management field management, pest and disease management, post-harvest handling.	Through the Farmer Business Schools (FBS), participants will be trained on basic business and financial concepts, allowing them to appreciate the linkage between using improved production technologies and farm business profitability. FBS also allows participants to develop a deeper understanding of the markets as well as prudent financial planning, household income management and enterprising.

## Mode of delivery

The course is a face-to-face course for class sizes of 25 to 35 participants. The course combines

- theoretical sessions in classroom settings on chili production (for the technical chili production) and Farmer Business School (for business, financial and soft skills).
- practical sessions at chili demonstration plots from site selection to marketing
- digital video content in selected modules to diversify and enrich learning experience.

## Course duration

For effective results, course is to be delivered in approximately four-hour sessions stretched over 6-month period adapted to the Chilli cropping calendar. However, the Farmer Business School modules shall be delivered in four-hour sessions over five consecutive days. To achieve complementarity in learning, the FBS modules shall be delivered after module three (day 7) of the technical manual. The total course duration is approximately 23 days.

## Training material for the course

The following training materials are available for the course:

- A) Technical Chili production and management (GAP)
  - CHILI AGRIBUSINESS MANUAL
- B) Business and Soft Skills
  - FARMER BUSINESS SCHOOL TRAINING NOTEBOOK (CHILLI, MAIZE, GROUNDNUTS)
- C) Video material:

Videos for the course modules are selected from the *Access Agriculture (AA)* platform, which contains videos e.g. on “Good Agricultural Practices (GAP)” in various value chains, entrepreneurship, and soft skills, cereals, roots, tubers, bananas, vegetables, legumes, fruits & nuts, chilies, honey/beekeeping, and livestock (including poultry). Videos on processing of vegetables and fruits are available in both Chichewa and Tumbuka language. The content on the AA platform is regularly updated. The videos can be displayed during the course via mobile smart projectors<sup>1</sup>, or other means of projection (standard laptop computer and projector).

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<sup>1</sup> The mobile smart projectors from Access Agriculture have the advantage that they contain all videos from the platform and can be played offline, off-grid, and off-mobile signal. The smart projectors consist of a complete kit that includes, besides the projector, keyboard, remote, solar panel unit, power bank, tripod, sound system suitable for up to 150 people, AA Disc and Lockbox, together with all leads.

Table 1: Video Courses integrated in the CABR Course available on Access Agriculture Website

Video Course/Module	Language(s)	Web-Link
<b>Making chili seedbed</b>	Chichewa, Tumbuka, Tonga and English	<a href="https://www.accessagriculture.org/making-chilli-seedbed">https://www.accessagriculture.org/making-chilli-seedbed</a>
<b>Insect nets in seedbeds</b>	Yao, Sena, Chichewa, Tonga and English	<a href="https://www.accessagriculture.org/insect-nets-seedbeds">https://www.accessagriculture.org/insect-nets-seedbeds</a>
<b>Transplanting chillies</b>	Yao, Sena, Chichewa, Tonga and English	<a href="https://www.accessagriculture.org/transplanting-chillies">https://www.accessagriculture.org/transplanting-chillies</a>
<b>Managing vegetable nematodes</b>	Yao, Chichewa, Sena, Tonga, Tumbuka and English	<a href="https://www.accessagriculture.org/managing-vegetable-nematodes">https://www.accessagriculture.org/managing-vegetable-nematodes</a>
<b>Herbal pest repellent</b>	Tonga, English	<a href="https://www.accessagriculture.org/herbal-pest-repellent">https://www.accessagriculture.org/herbal-pest-repellent</a>
<b>Solar drying of chillies</b>	Sena, Chichewa, Yao, and English	<a href="https://www.accessagriculture.org/solar-drying-chillies">https://www.accessagriculture.org/solar-drying-chillies</a>
<b>Drying and storing chillies</b>	Yao, Chichewa, Sena, Tonga, Tumbuka and English	<a href="https://www.accessagriculture.org/drying-and-storing-chillies">https://www.accessagriculture.org/drying-and-storing-chillies</a>
<b>Making chili powder</b>	Yao, Sena, Chichewa, Tonga and English	<a href="https://www.accessagriculture.org/making-chilli-powder">https://www.accessagriculture.org/making-chilli-powder</a>

## 2. Course preparation

### Setting up the course venue

The course venue should be spacious enough to accommodate 25-35 participants with good lighting and ventilation for a good learning experience.

The venue must be close to a demonstration garden to allow learners relocate easily to and from the demo to classroom where necessary.

The venue must have a clean wall for projection of video content or posting of flipcharts during the classes.

Procurement of training materials (i.e. stationary, seed for demonstrations and other demonstration materials) must be done at least three weeks prior to the start of the implementation/classes (refer to the training manuals).

### Preparing demonstration sites

For the practical lessons, demonstration site(s) is (are) needed.

Where possible, the field demo should be located near the training venue as well as accessible to the main road. The demonstration site should be close to a water point (either a borehole, a shallow well or

a river) in order to have easy access to water supplement (for irrigation). A standard demonstration site should at least be 100 square meters in size with an extra space for nursery establishment.

If the demo site is located at a borehole or where animals can access, a fence should be mounted around it for protection of crops to be grown inside.

Demonstration materials (i.e. seeds and inputs) should be readily available prior to the establishment of the demo. This must include agricultural equipment (i.e. hoes, watering cane, and sprayer).

Procurement should be done at least three weeks prior to the start of the training to ensure that no delays happens.

### Recruiting and registering participants

Participants should be recruited in rural areas by conducting sensitization meetings with the local structures. Involvement District Youth Officers at the district level, as well as Agriculture Extension Development Officers (AEDOs) and Extension Planning Areas (EPAs) at the local level is very critical for collaboration and sustainability of interventions.

Course fact sheets should be provided during the recruitment process, make sure the training modalities are made very clear to would be training participants (i.e. no drinks, transport refunds and allowances).

Participant registration should immediately follow the sensitization meetings, as baseline survey should be done thereafter.

Dates and venue for classes should be discussed and agreed with the participants once the registration is done

### Trainer recruitment and qualification

The success of the course is dependent on the quality of the trainers/facilitators. A robust trainer identification and qualification process is critical to ensure that trainers/facilitators with the right combination of skills-set, motivation and mind-set are engaged.

The following criteria should be used in the selection of trainers to be engaged in the course

- A minimum of a diploma in agriculture extension or general agriculture
- Experience in community mobilization and working with the rural communities
- Experience in managing a Chilli contract farming is an added advantage
- Proven facilitation skills and experience
- Good understanding of key concepts in business

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### Trainer Qualification

A Training of Trainers (ToT) is needed to ensure the trainers have developed the right skills, attitude and motivation to run and manage a successful Chilli Agribusiness Course. A two weeks long intensive ToT

Programme, focusing on the technical Chilli production and management practices. For the FBS, four weeks (2 weeks in class and 2 weeks practical) ToT combined with simulation sessions should be an integral part of the ToT with a robust trainer assessment and open feedback sessions (refer to the example provided in annex 1).

Ensure that the ToT venue has a lot of space for simulation session (breakaways) as well as free land and water, which can be easily accessed and used for practical sessions. The venue must also have conferencing equipment available (including projector, pin boards)

### Preparing the training material

The course builds on several training materials, manuals and digital components, which need to be prepared in advance (see course outline below with referenced material and information above).

Trainers need to be equipped with the complete training package, including course overview, course outlines, training manuals, reference materials, exercise sheets, participant's lists, projectors and videos.

### Assessment of participants' performance and Graduation (summative assessment)

An attendance rate of 70% is prerequisite to pass and certification in the course. Learning assessments will be based on:

- activeness of the participants
- ability to perform key tasks during theoretical and practical sessions
- ability to present learnt content in practical lessons

It is the trainers' and training institution's responsibility to only issue certificates after successful passing of the course.

Please note that the certificate issued is not officially recognized by TVETA or other authorities in Malawi (refer to the sample certificate in annex 2)

### Monitoring and evaluation

After registration of participants, a baseline is done to establish a benchmark for assessing change of Attitude, Knowledge and Practices (KAP) over time as a result of the training. If required other baseline data can be collected (e.g. current business data, change in income over time).

Trainers regularly fill and update an attendance record sheet in order to monitor attendance of participants (70% attendance rate is required to complete).

Regular monitoring of the trainings should be done to ensure compliance on quality delivery by the trainer as well as provide a backstopping technical support at coordination level.

A Mid-evaluation survey is conducted to assess the knowledge acquisition, attitudes, perception on the course quality and satisfaction of the trainees. This is followed by a Tracer Study six months after the completion of the course to assess Knowledge, Attitudes and Practice (KAP), income and potential employment effects on the course graduates.

### 3. Course overview Chilli Agribusiness Course

#### List of course modules

	Module	Time*	Training material
Chilli Training Guide	<b>T- Technical Production modules</b>	<b>64.5hrs</b>	<b>46 hours, 30 minutes</b>
	<b>Technical Production Modules</b>		
	CABC-T-0: Training opening activities	1hr 30 min	Chilli Agribusiness Manual, AA videos
	CABC-T-1: Planning to start a chilli production business	1hr 55 min	
	CABC-T-2: Compost making	3hrs 20 min	
	CABC-T-3 : Nursery establishment	9hr 30 min	
	CABC-T-4 : Nursery Management	8hrs 30 min	
	CABC-T-5: Transplanting	2hrs 10 min	
	CABC-T-6: Field management	7hrs 5 min	
	CABC-T-7: Pest and disease management	3hrs 5 min	
	CABC-T-8: Harvesting	2 hrs 35 min	
CABC-T-9: Post-harvest handling	6hrs 50 min		
Farmer Business School	<b>BS: Business and Financial Skills modules (FBS)</b>	<b>18 hrs</b>	
	CABC-BF-0: Introduction to the farmer business school	40 min	Farmer Business School Training Notebook
	CABC-BF-1: Is farming a business?	1hr	
	CABC-BF-2: Know the units to know your assets	1hr 5min	
	CABC-BF-3: Manage your farm for enough food	1h 15min	
	CABC-BF-4: Money In/Money Out	2hrs	
	CABC-BF-5: Decisions for doing good business	1hr	
	CABC-BF-6: Diversifying your farm enterprise for more income	1hr	
	CABC-BF-7: Manage your money throughout the year	2hr 30min	
	CABC-BF-8: How to get good financial services	1hr	
	CABC-BF-9: Marketing of Farm Produce	1hr 30min	
	CABC-BF-10: Benefits from membership in farmer organisations	1h 45min	
CABC-BF-11: Contract Farming	1hr 15min		
CABC-BF-12: Becoming an entrepreneur in practice			
CABC-BF-12: Becoming an entrepreneur in practice	2hrs		

\* Time in hours stated here can vary depending on the speed of the trainer and understanding of the participants



## CABC Course schedule

General	Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8
The Trainer to block 5 days in the schedule for the FBS Training in consultation with the class								
08.00-12.00	Registration and ground work -Introduction to the Chili Agribusiness Course (GAP&FBS) -Share course fact sheets and other related information	CABC-T-1 Planning to Start a Chilli Production Business	CABC-P-2	CABC-T-3a	CABC-P-3b	CABC-P-3c	CABC-P-3c	CABC-BS-0 CABC-BS-1 CABC-BS-2
Time	Day 9	Day 10	Day 11	Day 12	Day 13	Day 14	Day 15	Day 16
08:00-12:00	CABC-BS-3 CABC-BS-4 CABC-BS-5	CABC-BS-6 CABC-BS-7	CABC-BS-8 CABC-BS-9	CABC-BS-10 CABC-BS-11 CABC-BS-12	CABC-P-4a	CABC-P-4b	CABC-P-5	CABC-P-6
Time	Day 17	Day 18	Day 19	Day 20	Day 21	Day 22	Day 23	
08:00-12:00	CABC-P-7a	CABC-P-7b	CABC-P-7c	CABC-P-7d	CABC-P-8	CABC-P-9a	CABC-P-9b	

### Note:

- The course is spread over approx. 23 days in the 6 months period to accommodate practical sessions across the chili production calendar
- Only FBS is scheduled for 5 consecutive days
- Sessions days are usually four hours, but can also be shorter, depending on the subject of the day and the understanding of the participants
- Registration of participants is done once, and participants are registered for the course (FBS + GAP) and not one tool
- Course completion is upon successful attendance and satisfactory participatory in the 23 days course work
- Demo-visits are to be done across the period (not only when specific practical modules are being delivered), supervision is an ongoing process.

## 4. Annex

### Annex 1: Sample Trainer assessment form:

TRAINER PERFORMANCE ASSESSMENT FORM										
No	Trainer Name	Assessment Criteria								
		Rate on a scale of 1-5 (1 = lowest score, 5 = the highest score)								
		Voice audibility	Facilitating skills	Participant Engagement	Understanding of the Content	Use of Visual Aids	Clarity of the posters	Time Management	General comment/Remark	Total Scores

## Annex 2: Sample Certificate



EYA!ATVET  
EMPLOYMENT 4 RURAL  
YOUTH & WOMEN!



giz Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

**Empowering Youths in Agribusiness-Agriculture Technical  
Vocational Education and Training (EYA!ATVET project)**

# CERTIFICATE

This is to certify that

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Has successfully completed and passed the

## CHILLI AGRIBUSINESS COURSE

The course of 23 training days (November 2022 to May 2023) included modules on:

- ▶ Chilli production (theory and farm practical)
- ▶ Farmer Business School

Dated 15 August, 2023

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Agwenda  
investments



AFCI