



AFRICAN ECONOMIC RESEARCH CONSORTIUM COLLABORATIVE MASTERS IN AGRICULTURAL AND APPLIED ECONOMICS

Call for Consultancy

Farmer Trainer on Entrepreneurship in Agribusiness - Kenya

Background

The African Economic Research Consortium (AERC) is one of the most active Research and Capacity Building Institutions (RCBIs) in Africa. Established in 1988, AERC is a public, not-for-profit organisation devoted to advanced economic policy research and training. The AERC's mission is to strengthen local capacity for an independent, rigorous inquiry into problems in the management of African economies, through programmes that combine economics research with postgraduate training in economics and agricultural economics, supported by an interactive communications and policy outreach programme.

AERC's Collaborative Master of Science Programme in Agricultural and Applied Economics (CMAAE) gives a voice to issues related to agriculture, food security and environmental management including climate change. To enable household food security, adequate nutrition and income generation, African agriculture needs to be transformed from subsistence to a commercialized agricultural enterprise. To this end, AERC calls for a consultant to train farmers on entrepreneurship in agribusiness to help transform Kenyan agriculture.

Call for Consultancy Services

AERC calls for applications from potential consultants to train farmers in a three-day workshop on "farming as a business" to enable the transformation of African agriculture from subsistence to a vibrant, commercialized agricultural enterprise, proposed for *July 20-22, 2022, in Nairobi, Kenya*.

The three-day workshop is a specialized short-term farmer training that is part of AERC's efforts to engage the private sector in mutually beneficial research and training activities to enhance innovation and deepen and broaden AERC capacity building. The first two days of the training will involve instruction in a workshop setting while the third day will involve a farm visit for practical applications. The farm visit will be facilitated by AERC and organized in consultation with the consultant to ensure it is appropriate for the training. The topics of the trainings include financial inclusion, financing agribusiness, market linkages, farming as a business, value addition in agribusiness, and mitigation of climate change, among others. Interested consultants must provide CVs indicating that they are qualified to provide the services by describing similar assignments and indicating the availability of appropriate skills.

Scope of the Consultancy

The scope of work broadly entails the delivery of entrepreneurship skills with the following subject matter areas: Good Agricultural Practices (GAPs); Farming as a Business; Financial Literacy; Financial Management; Credit Management; Investment in Agribusiness; Keeping Farm and Agribusiness records; Risk Management in Agribusiness; and Case Studies of Financing



Agribusiness. The consultant, with the support of the AERC will upload the training materials (notes, powerpoint slides, assignments, etc) onto the AERC Learning Management System for continued access to course materials by the technologically savvy agripreneurs.

Deliverables and Expected Outcomes

The consultant will be required to provide training materials (notes, powerpoint presentations, tutorials, and examples) and instruct the trainees under a workshop environment in the first two days. The third day will be dedicated to a visit to an appropriate mixed farm providing a diversity of agricultural enterprises. Upon completion of the training, a report to the AERC detailing the following will be required of the consultant: The preparedness of the learners to undertake the training; AERC/CMAAE support offered to the consultant to deliver the training; The topics covered, their sequencing and appropriateness to agricultural transformation in Sub-Saharan Africa; Any constraints in developing the training materials and course delivery; and Recommendations for future adoption in the preparation and execution of similar trainings.

Qualifications and Selection Criteria

- a) Must possess a bachelor's degree in Agricultural Economics, Agribusiness, Agricultural Finance, Development Economics, Business Management or related field. Possession of MSc in the same fields will be an added advantage.
- b) Have at least five years' hands-on experience in farmer training in farming as a business with bias to agribusiness financing.
- c) Familiarity with use of various multimedia appropriate to the presentation of content to adult learners.
- d) Ability to translate technical content and train in the local, national language that is understood by most farmers.

Application Procedure

Application letters clearly indicating *"Consultant for Farmer Training on Entrepreneurship in Agribusiness."* on the subject line can be sent to the following address on or before **June 24, 2022**.

The Executive Director
African Economic Research Consortium
Middle East Bank Towers, 3rd Floor, Jakaya Kikwete Road
P.O. Box 62882 – 00200; Tel: (254-20) 273-4150, Nairobi, Kenya,

Or to the email procurement@aercafrica.org copied to cmaae@aercafrica.org attaching an updated curriculum vitae clearly indicating similar consultancy assignments undertaken and a personal declaration on the CV as follows: -

"I hereby certify that the details provided in my CV are at the best of my knowledge true, complete, and accurate. I acknowledge that an inaccurate statement or omission in a personal declaration or other document might result in rejection of my application or termination of my contract. The African Economic Research Consortium (AERC) may verify any statements which I make in my application".