

NATIONAL INSTITUTE OF RURAL DEVELOPMENT & PANCHAYATI RAJ
RAJENDRANAGAR, HYDERABAD 500 030

ADVANCED TRAINING PROGRAMME ON “MANAGEMENT, GOVERNANCE AND BUSINESS DEVELOPMENT IN FPOs”

27 – 31 JANUARY, 2020



Centre for Agrarian Studies

**NATIONAL INSTITUTE OF RURAL DEVELOPMENT
& PANCHAYATI RAJ**
(Ministry of Rural Development, Govt. of India)
Rajendranagar, Hyderabad - 500 030

NIRDPR

CAS

Context

Nearly 6000 plus FPOs are either registered or in the process of formation in the country and Govt of India in its recent Budget presentation in the Parliament has announced 10,000 more FPOs to be formed in all sectors of rural livelihoods like on farm, Off farm and non- farm. It is a defining time for all the stake holders with the question whether the FPOs take deep root and stand up to the expectations of its members or wither away.

Need for Training Program on FPO (ToT)

Some of the FPOs in the country have started delivering and have become show case models while other FPOs are struggling with teething problems and need to be capacitated on Value Chain Centric Agribusiness development skills to operationally and financially sustain FPOs within a reasonable period of their establishment.

The advanced Training Program on FPOs endeavors to equip the trainees to diagnose the problems and challenges of the FPOs located at various stages of growth and provide much needed technical and strategic guidance for sustainability.

Objectives

- To impart skills on Business Plan Development
- To create awareness to the participants on different Business opportunities and market linkages
- To create awareness on legal compliances of FPOs

Profile of the Trainees

- Functionaries & Promoters of FPOs
- Non-profit NGOs working with primary producer collectives
- Resource Institutions of SFAC
- Producer organization promoting Institutions (POPI)/ CBOs
- Resource Support Organizations (RSO) – Livelihoods Projects of various states
- Line Functionaries of State Departments of Agriculture/Animal Husbandry/Fisheries

The trainees are expected to have basic understanding on FPOs and need advanced technical competencies to mentor the FPOs for the next stage of growth.

Process of Capacity Building

The Trainees, after ToT program, shall in turn impart the advanced skills in a systematic way to the respective Network organizations that would be partnered by NIRDPR for follow up rounds of Training Programs. Similarly, the trainees sponsored by NGOs, RSOs and State Departments in turn can build advanced capacities of the FPOs promoted by their respective Organizations.

Methodology

Centre for Agrarian Studies, NIRDPR through rigorous training needs assessment has evolved the training module that comprises of standard operating procedures on management of FPOs and honing up skills in value chain centric business planning and execution.

The advance training program is meant to capacitate the trainees systematically encompassing all the critical areas of advanced training needs.

The advance training program is of 5 days including one day field visit to successful show case model of FPO. There will be a field visit to Rural Technology Park of NIRD&PR to have first hand information about livelihoods activities being organized by NIRD&PR. Visit to local research institutions involved in value chain development activities is also envisaged.

Socio psychometric analysis tests for each participant and the organization they represent along with skill test and situation analysis of the FPOs they handle shall be administered to pin point the status of each of the FPOs and the road map ahead shall be prepared. Accordingly training program will be designed to meet the expectations of the participants.

Operational Manuals, Tools of Critical Rating and MIS and other strategic tracking tools shall be shared.

The following topics shall be covered in the advance training program stretched over a period of 5 days.

Training Content

1. Horizon scanning of FPOs in different states vis-à-vis their status in Value Chain Development and Business Planning
2. Issues and challenges in profiling the commodities having potential impact for respective FPOs
3. Standard Operating Procedures in building patronage of shareholders in FPO
4. Building operationally sustainable value chain development plans – identification of common mistakes and corrective actions
5. Preparation of value chain development calendar for 1 year
6. Bottom up business plan for FPOs with standard practices of developing the business plan
7. Issues and challenges and opportunities in convergence with diversified stake holders and service providers
8. Micro Enterprise strategies for FPOs to leverage NRLM and its social capital
9. Develop contextual 1-year action plan for each of the FPOs with log frame work

Resource Persons:

The topics of value chain development and business planning shall be dealt by Resource Persons who are well experienced in the field and come with hands on skills in guiding the trainees on basic and applied skills in the sector.

Since this is advance training program encompassing strategic thrust areas of FPO operations, ***it is advised to designate only the specialist who can translate the learnings into action rapidly.***

Expected Key outcomes of the Training Program

The trainees

- ✓ Will be able to provide strategic direction to already formed as well as upcoming FPOs in terms of their financial goals and farmer centric Agro services
- ✓ Are skilled to mentor and technically support the FPOs to develop their business plans and guide in strategic linkages with Banks and Agri Business companies
- ✓ Are skilled to develop value chain development plans for their trainee FPO team members
- ✓ Will be skilled to operationally and financially sustain the FPOs on long run

About NIRD&PR

The National Institute of Rural Development (NIRD) is an apex organization for training, research, action research and consultancy assignments in all aspects of rural development in India. NIRD&PR is also a premier Institution in the Asian and Pacific region having close linkages with regional and international organizations. The institute functions as an autonomous organization supported by the Ministry of Rural Development, Government of India. It is located in the serene rural surroundings of Rajendranagar about 15 km away from the historic city of Hyderabad. The institute's services are available to different ministries / departments of the central and state governments, banking institutions, public and private sector undertakings, voluntary and non-governmental bodies and international organizations / agencies concerned with rural development.

About Centre for Agrarian Studies

There is full time team of specialists within "Centre for Agrarian Studies" to provide comprehensive mentoring services for the FPOs in the Country. CAS is functioning as knowledge partner on wide ranging thematic areas of FPOs that have long term impact on the sustainability of FPOs. It is technically supported by Project Consultants who have hands on experience in managing the FPOs. CAS also provides strategic direction to SIRDPRs and the Network Organizations in building capacities of FPOs.

Duration and Venue

The 5 day "***Advanced Training Programme on Management, Governance and Business Development in FPOs***" will be organized at NIRDPR, Rajendranagar, Hyderabad from **27-31 January, 2020 (Monday to Friday)**.

NIRDPR is engaging the most competent trainers and subject matter specialists to impart this critical training program and the outcomes of the training program are going to have lasting impact on FPOs in the country.

The training program is strictly residential and there is no fee charged for the program including boarding and lodging. However, travel to and fro have to be borne by the participants themselves.

Please send the nominations to:

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