



## ICH LIEBE FISCH | I LOVE FISH PROJECT

### REPORT OF TRAINING OF FARMERS IN ENTREPRENEURSHIP PLATFORMS



JULY, 2019

The training was conducted in Mchinji, Mkanda and Nkhotakota where fish farmer groups attended with the aim of strengthening fish farmer groups and impart entrepreneurial skills. The training was conducted on the 30<sup>th</sup> and the 31<sup>st</sup> of May, 2019 and was spearheaded by IFFNT. The project team first outlined the intended goals of the training to the farmers and encouraged a participatory approach during the course of the training.

### **Topics covered and Methodology**

The training covered group dynamics and Fish Entrepreneurship. Mini lectures, group discussions, and videos were used to deliver the training content to the farmers. Group dynamics lesson stressed on group leadership which highlighted on how the groups should choose their leaders, the skills that the leader should have, and qualities that a leader should have. A participatory mini lecture where farmers were actively engaged in question and answers was used in order to get farmers' views on group leadership and fill any knowledge gaps under the topic.

Furthermore, the training also covered group development process under group dynamics. The farmers were taken through stages of the group development process detailing the series of events, activities and actions that happen at each stage. Additionally, a video on group development was shown to provide further understanding on the process. Farmers were then divided into groups of 7 where they discussed what was going on in their farmer groups in order to identify the stage of group development process in which they are and offer appropriate support. After the group discussions, the farmers presented their findings to the whole group.

Entrepreneurship lessons were delivered through a mini lecture which also involved active participation by the farmers. Farmers were taught on how they could invest the money obtained from fish sales into other small businesses to diversify their income generating streams and how they could manage those

small businesses. Goal and objective definition was also stressed as an important element in ensuring commitment to sustaining the small enterprises. Farmers were engaged in brainstorming business goals and objectives where points of ending poverty, self-reliance, sustaining families and ensuring a safe livelihood were given out.



Figure 1: A club member presenting findings of a group brainstorming session

## **Observations**

### **In Mchinji:**

During the training it was observed that all the three farmer groups were performing as group tasks were being carried out by the members.

Two farmer groups had started a Village Savings and Loans (VSL) programme from the money obtained from fish sales; they thought of multiplying the money before sharing it among the group members. One group named Chiwale had obtained K10, 000 from fish sales and after 5 months of VSL they had multiplied

the money to K100, 000. Group members and other non-group members borrow the money and pay back with a 20 % interest. Tikondane group also has a VSL and they have managed to multiply their money from K 60,000 to K1, 000,000 after a year. Chikondi group has adopted a goat pass on program; they bought three goats in 2017 and now they have 9 goats.

### **In Nkhotakota**

**A** number of groups in Nkhotakota were facing market challenges and also post-harvest losses. In helping to overcome this challenge, farmers were advised to take orders and also search markets before harvesting.

### **Recommendation and Conclusion.**

Chikondi group had once shared the groups' ponds among members so that each one had to take care of the fish pond allocated to him/ her since members were not committed when taking care of the ponds as a group. The harvested fish from the individual ponds were of good quality compared to those harvested when the ponds were taken care of by the whole group. Thus more money was made from the fish sales when that strategy was used and each person who had been allocated a pond was given 20kg of fish as an incentive.

Therefore in order to improve fish production among the farmer groups the strategy used by Chikondi group should be adopted by the other farmer groups.