



Capacity Building Area	Levels	Proposed Profile of Participant	About Capacity Building Toolkit
Business Canvas	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>The Business Model Canvas is a Strategic Management and Lean Startup template for developing new or redesigning existing business models to create competitive advantage.</p> <p>Based on the framework developed by Strategyzer, the canvas is presented as a visual chart with 9 building blocks spanning the areas of the organization’s core offering, infrastructure, customers, and finances. The 9 building blocks include: Customer Segments, Value Propositions, Channels, Customer Relationships, Revenue Streams, Key Resources, Key Activities, Key Partnerships and Cost Structure.</p> <p>In this training and workshop, participants will acquire the knowledge and skills to apply the Business Model Canvas to develop innovative business models of value creation or transform current ones.</p>

Data For Decision Making	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in key decision making.	In this course, you'll get an introduction to Data Analytics and its role in business decisions. You'll learn why data is important and how it has evolved. You'll be introduced to “Data” and how it is used. You'll also be introduced to a framework for conducting Data Analysis and what tools and techniques are commonly used. Finally, you'll have a chance to put your knowledge to work in a simulated business setting.
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Business Compliance and Rule of Law	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Legal and Compliance Director/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>Business Rule of Law training/workshop addresses of all regulations, policies, and legal codes that affect commercial entities and transactions. It includes all the rules that have to do with starting, managing and closing a business, and also on how to create mergers and other types of changes in how a company is run. So, Business Law also examines the interactions between enterprises and the government, customers, competitors, and other companies.</p> <p>The main goal of Business Law is to ensure that the marketplace remains fair, and everyone has equal opportunity to succeed. Both companies and customers need to respect the law and can go to court if someone limits or interferes with their rights.</p>
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Agricultural Marketing	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key Executive, Head of Department, Sales officers who sell farmers their equipment materials and any other services or supplies and agents, farm cooperatives or any others who sell raw or processed produce from farms. Senior employee who takes part in formulating marketing strategies and models.	This course addresses farmers and Agribusiness marketing skills and practices and also highlights how to be more effective at selling their produce.
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ICT ERP Software Installation and Training	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	<ul style="list-style-type: none"> • Middle and Senior Management 	<ul style="list-style-type: none"> • Financial Accounting (Bookkeeping) • Products, Suppliers, and Purchasing • Stock, Customers, Orders, and Sales • People Management (HRM) • Workflow and Activity Planning • Inventory and Farm Control
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Human Resources and Talent Management	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	<p>Key executive, Key HR or Admin Director/Head of Department who take part in designing new business models or redesign existing ones for value creation</p>	<p>Talent management is a business strategy that aligns the workforce with the organization's goals and values. It includes aligning the right person with the proper role and tools. Talent management is a management strategy that organizations install to retain their top employees.</p> <p>While hiring top talent continues to be a challenge for companies even today, retaining them and training them to meet the changing dynamics of the organization is a much more significant concern.</p> <p>Talent management is a continuous and systematic process that focuses mainly on:</p> <ul style="list-style-type: none"> • Identifying the vacant position. • Hiring a suitable person. • Developing their skills. • Retaining the person to achieve long term business objectives.
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Agricultural Standards	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	<p>Head of Operations or Agric Standards, Sales officers, Senior employee who takes part in formulating Agricultural Operational standards, strategies, and models.</p>	<p>The aim of agricultural standardization is to guide and specify agricultural planting, processing, management, and sale activities, achieve improved crop yield and quality as well as to promote economic, social, and ecological profits</p>
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Access to Finance	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Director/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>Inadequate access to finance remains a major obstacle for many aspiring entrepreneurs, particularly in developing countries. As recent studies confirm, the global financing gap for micro, small and medium-sized enterprises remain enormous.</p> <p>Entrepreneurs of all types and sizes require a variety of financial services, including facilities for making deposits and payments as well as accessing credit, equity and guarantees. This training and workshop will make Entrepreneurs more aware and help them address some of the challenges associated with Access to Finance and Sustaining Access to Finance.</p>
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Growth Strategies	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>The AIDE Firm Growth Strategies program provides tools and insights to help you ensure that your business survives and grows in today’s fast-evolving marketplace.</p> <p>You’ll discover how your organization needs to “leap” across knowledge disciplines to reimagine how a product is made, or a service is delivered. You’ll also learn the five fundamental principles that should guide and inform your business’s preparation to make that leap.</p> <p>Throughout the program, you’ll look at case studies of companies that have endured and prospered for centuries by identifying new growth opportunities, adapting, and innovating. You’ll be inspired to accelerate your own organization’s ability to acquire and cultivate knowledge that is critical to its future success.</p> <p>You’ll also discover why managerial creativity is increasingly important, and how you can leverage new technologies to help achieve your objectives.</p> <p>Supported by your professional learning coach, you’ll develop a business growth strategy for your organization and an action plan for implementing it.</p>
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Stepping Into Entrepreneurship	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	For any start up or any entrepreneur who wants to take the leap and start a business.	Entrepreneurship education that introduces the values and basics of starting and running a business. This entrepreneurship workshop/trainings will guide firm owners and their out growers/supply chain providers through the basics of entrepreneurship. It also includes simulations of business start-up and operation.
Group Coaching	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	
Group Mentoring	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>A cross/hybrid between group coaching and a TedX type event</p> <p>We have a strong in-house design team as well a network and pool of experienced business owners and consultants who mentor firms and other stakeholders.</p>
Individual Coaching	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	

Individual Mentoring	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>A cross/hybrid between group coaching and a TedX type event</p> <p>We have a strong in-house design team as well a network and pool of experienced business owners and consultants who mentor firms and other stakeholders.</p>
Governance	<ul style="list-style-type: none"> • Firms • Governments • Sectors 	Board Executives, Key executive, Key Directors/Head of Department who take part in designing new business models or redesign existing ones for value creation	<p>Board directors have many important responsibilities. Their work is never done.</p> <p>Organizations that train and educate their board directors make an important investment in their leadership and that has a direct bearing on the organization. Continual training in governance makes average and good boards great.</p> <p>Continual training brings all board directors current on governance issues which keeps them all on the same page. Governance education promotes candor and straight-talking on tough issues without causing harmful discord on the board.</p> <ul style="list-style-type: none"> • Constituting the Board • Financial and Accountability Steering • Strategic Leadership • Leading, Planning, and Improvement
Research and Documentaries	<ul style="list-style-type: none"> • Projects • Agriculture • Agribusiness • Sectors 	For Donors, Universities, Research Institutions, and Governments	<p>We utilize research as a learning, visibility, and sustainability tool. The knowledge from research can be easily disseminated for future use. It is also great visibility and shows the depth of experience of the donors, implementing partners, and also tracks the progress of firms and their key change elements.</p> <p>We have a strong in-house design team as well a network and pool of experienced contractors and consultants in this area of work.</p> <p>We also do documentaries on projects.</p>

Ecosystem Events	<ul style="list-style-type: none"> • Small events • Medium events • Large events 	For all stakeholders in the Private Sector or who interact with the private sector	<ul style="list-style-type: none"> • Business Clinics • Pitch Nights • Compliance Bulletins • Spotlight show on tv. • Local Knowledge Exchange
Seminars & Webinars	<ul style="list-style-type: none"> • Small events • Medium events • Large events 	<ul style="list-style-type: none"> • Projects • Agriculture • Agribusiness • Sectors • Governments 	For learning, validating, designing, unlocking approaches and channels that can improve the private sector. <ul style="list-style-type: none"> • Webinars • Seminars • Workshops
AIDE BDS Express Toolkits These interventions are typically less than one month.	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 		These toolkits help firms improve in areas that are critical to marketing and sales—but often overlooked. <ul style="list-style-type: none"> • Business startup toolkit with card, marketing material, FB, website, and basic accounting system • Business accelerator toolkit which reviews your current sales and marketing toolkit—including how social media and networks are utilized for greater value. • Compliance toolkit will give you all the areas of compliance you need to focus on for your business. • Operations and Supply Chain Toolkit which looks at your sourcing, sales structures, and operations. • Procurement Toolkit helps firms take advantage of procurement opportunities and teaches them the different levels (REOI, Concept Note, RFPs, negotiations, budgeting) of procurement and how to apply and succeed at each stage.

Building Tools for Data Collection and BDS Support	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	<ul style="list-style-type: none"> • Projects • Agriculture • Agribusiness • Sectors • Governments 	<ul style="list-style-type: none"> • We build tools for accelerators such as assessments, data collection, business hub operations, and tele consulting/technical assistance. • We have a strong in-house design team as well a network and pool of experienced contractors and consultants in this area of work
MEAL Reviews	<ul style="list-style-type: none"> • Beginner • Intermediate • Advanced 	<ul style="list-style-type: none"> • Projects • Agriculture • Agribusiness • Sectors • Governments 	<ul style="list-style-type: none"> • We perform review and assessments on projects. • We also design log frames and result chains for projects and institutions. • We also offer technical assistance and capacity enhancement in MEAL. • We support projects by digitizing their MEAL