

CONTENT

The training covers the following areas of Business planning:

- Introduction and importance of business plan
- Introduction and preparation of the business plan components (marketing, production, organizational, management and financial plans)
- SWOT analysis of identified business
- Risk analysis
- Final business plan writing
- Action plan preparation

METHODS

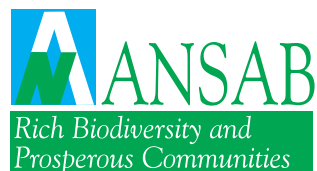
The training uses a combination of different methodologies, including classroom presentations, team work, learning games, case studies, site visits, simulations, practicals, group exercises and field work. It is delivered both in English and Nepali or in either of the two languages as per participants' requirement.



COSTS

Costs are determined through mutual discussion between ANSAB and the clients according to the length, content and number of participants in the training. ANSAB's overall objective is to expand natural resource based community enterprises in Nepal and, as such, it strives to keep costs as low as possible.

FOR MORE INFORMATION,
PLEASE CONTACT



ASIA NETWORK FOR SUSTAINABLE AGRICULTURE
AND BIORESOURCES (ANSAB)
P.O. Box 11035
Kathmandu, Nepal

Tel: (977-01)-4497547 or 4478412
Fax: (977-01)-4476586
E-mail: ansab@ansab.org
Website: www.ansab.org



TRAINING ON

Business Planning

FOR COMMUNITY BASED NATURAL PRODUCT ENTERPRISES



BACKGROUND

Grass root level community enterprises play a significant role to uplift community livelihoods and sustainable resource management. A lot of efforts have been put by government and development organizations to establish community level enterprises. However most of the enterprises have either stopped their operation or they are performing poorly after completion of the project.

This is because the community groups lack knowledge on proper planning and strategies for production, management and marketing of their goods. They also lack proper knowledge on other business components as finance and risk analysis, which collectively contributes to the poor performance or closure of the enterprises. This requires the enterprise operation to be guided by a complete business plan that integrates all aspects from production to marketing of the goods. The business plan is also essential to attract more finances projecting profitability and success of the enterprises.



TRAINERS

Established in 1992, the Asia Network for Sustainable Agriculture and Bioresources (ANSAB) is a civil society organization working in South Asia and headquartered in Kathmandu, Nepal. Its mission is to “implement community-based, enterprise-oriented solutions that conserve biodiversity and improve the livelihoods of the poorest of the poor while bolstering national economic development and addressing climate change”.

ANSAB pioneered the establishment of natural product based community enterprises in Nepal and has since developed the most extensive experience in the field. It has repeatedly tested a series of practices addressing environmental, social and economic issues, and created jobs and income for poor people in remote but resource-rich areas. Based on these experiences, ANSAB staffs have produced several manuals and published dozens of scientific articles in peer reviewed publication on the topic. It has also advised many international NGOs and foreign governments across South Asia, thanks to the ANSAB's replicable approaches on community based enterprises. This training package is the latest dissemination tool developed by ANSAB to help a large number of communities to create and benefit from natural resource based enterprises.

ANSAB has a large pool of experienced, dynamic and qualified training facilitators for community based natural resource based enterprise development. These facilitators have already provided national and international level trainings and will be used as per the need and level of participants.

WHO IS THIS TRAINING FOR?

This training is mainly intended for:

- Community facilitators from governmental and non-governmental organizations
- Program designers and managers
- Community groups, existing entrepreneurs, students and teachers

LENGTH

The training is designed for 3 days, but the training period and contents can be modified according to the needs and the previous knowledge of participants.

This training is intended to focus mainly on preparing a business plan for enterprise development on the identified product. If the participants are new to enterprise development and the product has not yet been identified, another training package on entrepreneurship development is suggested before this training.

