

# Agribusiness Leadership Program

## Stronger Supply Chains Sustainable Production and Trade

To meet these challenges and more, farming must change. Producer organizations in emerging markets must become more professional and more productive. A well-managed producer organization can attract finance and customers, which means it can sell more and do more for farming communities.

IFC's Agribusiness Leadership Program (ALP) prepares producer organizations to do exactly that. It integrates assessments, classroom training, and coaching in a 6- to 24-month program designed to measurably improve the management skills and professionalism of producer organizations.

The program is delivered in the local language and is customized for producer organizations of varying sizes, crop sectors, and education levels. These organizations can range from small, informal producer groups to large, registered farmer cooperatives. The program will expand to include businesses that work with smallholder farmers, including collection agents and input retailers.

### Sample curriculum topics:

- Governance
- Business Planning
- Operations
- Sustainability
- Leadership
- Financial Management
- Risk Management
- Commercial Credit

# How It Works

A farmer organization enrolled in the program goes through 4 steps:

1

## Assessment

A trained assessor uses diagnostic tools to score the organization in 8 management areas. IFC creates a customized training strategy and curriculum based on the results.

2

## Training

The organization's leaders participate in training tied to the assessment. Training is practical and interactive. Leaders create a development plan that addresses performance gaps identified during the assessment.

3

## Coaching

The organization is paired with a trained coach, who supports the leaders as they complete their development plan and identify opportunities to apply what they learned during training.

4

## Linking to Markets

The organization can use its development plan to create a commercially focused business plan, which it can use to secure finance, new contracts, and other market benefits that come from being a professional entity.

Through the Agribusiness Leadership Program, the organization is more likely to form market links and support sustainable livelihoods for farming families.



Cooperative leaders and trainers participate in the Agribusiness Leadership Program in Rwanda.



The program can be customized for multiple crop sectors, including cocoa, coffee, cotton, maize, soy, and cashew.

**AGRIBUSINESS LEADERSHIP PROGRAM**

Learn more: [www.ifc.org/AgriLeadership](http://www.ifc.org/AgriLeadership)

Contact us: [AgriLeaderProgram@ifc.org](mailto:AgriLeaderProgram@ifc.org)