

SME Business Training and Coaching Loop

Standardized 6-month business training and coaching approach for Small and Medium Sized Enterprises (SME)

Background

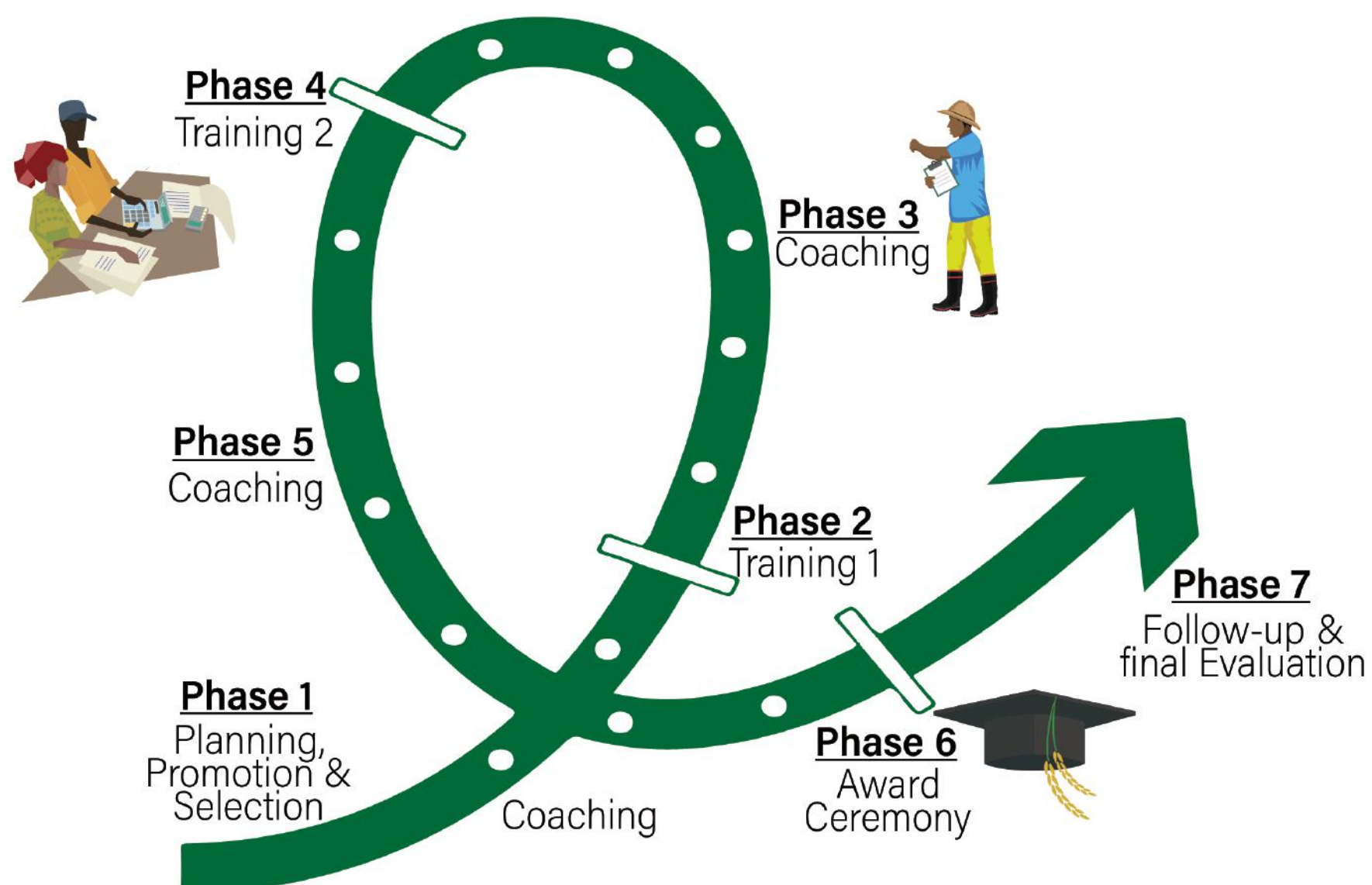


The SME Business Training and Coaching Loop (SME Loop) has been developed by GIZ in 2014 with the objective to increase sustained employment and income generation in SME. The training and coaching loop is designed to present an upper level of understanding on running a business in order to alleviate existing ventures, generate more income or profit and expand business and employment. The Loop trains enterprises through service providers in management and business skills, record keeping, marketing, client/customer relationship.

Training Approach

The Loop begins with selection of the SME Loop participants based on a standardized on-site assessment conducted by trained coaches. The business owners then receive basic commercial education in two workshops (such as Accounting, Business Planning, Entrepreneurship, etc.) after which they are individually coached in their own business environment. Relevant financial institutions are involved in the training to expose business owners to the financial products and requirements of the respective institutions. The SME Loop comprises of 7 phases over a six-month time span for its implementation.

The SME Loop Process



Outreach



105 SMEs have so far been reached with the SME Loop across the four value chains, out of which...

39 are tractor service providers,

20 rice milling service providers,

19 spraying service providers,

18 women small scale mechanization service providers,

9 cassava processing enterprises.

Impact

88



businesses have so far been supported under the SME Loop.

10



tractor service providers in the cassava value chain were able to access N100,000,000 loan from the Bank of Industry to acquire 9 additional tractors.

2



permanent jobs on the average are expected to be created per enterprise.

Success Story

“I was able to purchase a new additional tractor from just the profit and savings from my tractor business. I attribute this success and expansion to the SME Loop of GIAE”



Samuel Matawal
Butra ward of Bokkos, Plateau State

Published by

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Green Innovation Centres for the Agriculture and Food Sector Programme (GIAE) – Nigeria
4 Nelson Mandela Street, Asokoro, Abuja

On behalf of

German Federal Ministry for Economic Cooperation and Development (BMZ)

Email: greeninnovation-nigeria@giz.de
www.greeninnovation-nigeria.net

October 2019

Implemented by

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

AFCI
AGRICULTURE & FINANCE CONSULTANTS