



# THE FARMER BUSINESS SCHOOL

Large-Scale business skills training approach for smallholder farmers delivered by state extension agents.

## BACKGROUND



The FBS approach was developed by GIZ in 2010 with partners and support from the World Cocoa Foundation and the Bill & Melinda Gates Foundation.



**1,400,000**  
smallholder farmers  
have participated in FBS  
training globally as of  
2020.



FBS is a training approach for smallholder farmers to strengthen entrepreneurship skills for more diversified production.



**18**  
countries have adapted  
export commodities  
and food crops across  
to FBS.

## APPROACH



**1**

FBS is based on economic analysis, where smallholder farmers learn to identify profitable crops and production techniques to make investment decisions resulting in increasing yields and income.

**2**

The adult discovery learning approach draws on the experience and prior knowledge of the farmers.

**3**

Trainers are provided with training notebooks and templates for their calculations and planning. These trainings take place in the farmers' communities.



## FBS MODULES

Know the units to know your assets

Manage your money throughout the year

Money-out, Money-in: Know whether you are doing good business

Become an entrepreneur in practice

## OUTREACH



**211,840**

smallholder farmers have been trained in Nigeria



**133**

state extension agents of ADP were qualified by GIAE to deliver this training



**250,000**

small holder farmers would have been trained by 2023

## IMPACT

**56%**

of farmers opened a personal savings account after the training

**62%**

of trained farmers are members of a producer organization

“I never harvested more than two tons of maize per hectare, but now I can expect four to five tons. So my family income will double. On top of that, I've learned new marketing strategies from FBS training, so I will be able to increase my profits even further. My family is looking forward to a better life.”

Shamsiyya Magaji  
Maize farmer, Kudan west of Zaria,  
Kaduna State

Implemented by

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