THE FARMER BUSINESS SCHOOL

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

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

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

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

APPROACH

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.
"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