

Platform  
for Agricultural  
Risk Management

Managing risks  
to improve farmers'  
livelihoods

Capacity development



# Ethiopia

**Agricultural Risk Management  
Training of Trainers (TOT) in Ethiopia  
(CD2), with Hawassa University**

**Report**  
29 May – 2 June 2018





PARM  
PLATFORM FOR  
AGRICULTURAL RISK  
MANAGEMENT

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livelihoods

# Ethiopia



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# Agricultural Risk Management Training Course in Ethiopia (CD2), with Hawassa University

## Part I MAIN REPORT

Addis Ababa | 28 May to June 2, 2018

Training held by:



**Hawassa University**  
**College of Agriculture**  
**School of Environment, Gender and Development Studies (SEGDS)**

In collaboration with:



**Ministry of Agriculture and Natural  
Resources**

# Foreword

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The Platform for Agricultural Risk Management (PARM) would like to sincerely thank Hawassa University's School of Environment, Gender and Development Studies (SEGDS), the Ministry of Agriculture and Livestock Resources (MALR) and all the attendees for their active participation and contribution in this ARM training. In particular, PARM would like to thank Dr Kinfe Asayehegn and Dr Deribe Kaske for their countless efforts in coordinating and implementing this ARM training course. PARM is also grateful to Dr. Tarekegn Yoseph, Dean of Hawassa University, College of agriculture, for opening the seminar and acknowledging the importance of the PARM process in Ethiopia.

Utmost gratitude also goes to Tewedros Demeke, PARM Liaison Officer for his support related to PARM activities, to Gideon E. Onumah, Economist at the Natural Resources Institute (NRI) for actively participating in the discussions and training, and to the entire Hawassa University who provided excellent overall support for this event. The PARM team was composed by Ilaria Tedesco, Capacity Development Specialist, Karima Cherif, Knowledge Management Officer, and Nikita Blanes, Country Activities Support.

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# 1. Introduction

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A training of trainers (ToT) course on Agricultural Risk Management (ARM) in Ethiopia, at the University of Hawassa, was conducted for representatives of the Ministry of Agricultural and Livestock resources (MoALR), particularly the extension service, and representatives of the agricultural sector and government of Ethiopia. This is in line with the recent policy document of the Government of Ethiopia, particularly the Five-Year Growth and Transformation Plan (FYGTP) and, in line with it, the Agricultural Growth Program (Agriculture Sector Policy and Investment Plan 2010-2020). The FYGTP recognizes the pivotal role of agriculture, and it aims to double the national economy by doubling agricultural output and to sustainably increase rural incomes and national food security. In this context, understanding agricultural risk and its management in a holistic manner is a fundamental element of good governance, be it at a local, district, provincial or national level. Stakeholders, including farming households, input suppliers, value-adding businesses, commodity and consumer organizations, economic and technical planners and policy makers need to be aware of, understand and be able to participate in assessing agricultural risks and in developing and implementing agricultural risk management strategies in a coherent and holistic manner.

Agricultural Risks Management (ARM), although an acknowledged pivotal topic in agricultural development and food security, is not yet central to University curricula or to the extension service and vocational training centres in Ethiopia. It is why, in partnership with the Platform for Agricultural Risk Management (PARM), a G8-G20 initiative hosted by the International Fund for Agricultural Development (IFAD) has collaborated with the MOALR and the University of Hawassa to develop and deliver an ARM course for about 30 participants. Increasing capacity of the representatives of the agricultural sector will be important to guide farmers and other value chain actors on ARM strategies to more successfully operate in their agricultural businesses. The training as a pilot was organized and conducted by Hawassa University College of Agriculture, School of Environment, Gender and Development Studies (SEGDS), as part of PARM's support for Institutionalizing Agricultural Risk Management Competencies Development at the college level.

## Objectives

The main purpose of the training is to equip agricultural extension workers, representatives of the Ministry of Agriculture operating at the federal and regional levels, etc. with the tools to manage the agricultural risks faced by farmers and other value chain actors.

The specific objectives of the advanced ARM training course are:

- Enhance the understanding of agricultural risk and risk management practices among key stakeholders in the agriculture sector;
- Provide knowledge, skills and tools for agricultural risk assessment and management;
- Enable participants to turn what they have learnt into action plans that can be monitored to get feedback for improving risk assessment and management;
- Enable participants to identify and understand different risk management tools and strategies.

The learning outcomes of the advanced ARM training:

- Better appreciation of the importance of risk and commitment to risk management in business-oriented agriculture at local government, non-state agency, and farm level;
- Participants are able to understand the meaning and importance of a holistic approach to ARM and to assess and prioritize risks into the agricultural planning;
- Participants are able to identify, understand, advise and design/customize appropriate ARM tools such as on-farm and community level practices, diversification strategies, financing products, interaction with markets, etc. that are sensitive to unique and special needs of agriculture;
- Participants are able to implement their action plans under supervision and follow up by their institutional leadership and course trainers, respectively.

The course aims to be a Training of Trainers (ToT) in order for the participants to be able to share the knowledge and better implement solutions and methods learned in the training to those stakeholders that didn't participate in the training but could benefit from its teachings. The course benefitted from the methodology, documentation and training material developed by PARM.

## 2. Modules of the training course

The training modules of the ARM training course were designed to the level that fits the target groups constituted of public agricultural extension workers from both regional and federal levels. The participants were expected to have obtained a Diploma or Bachelor in agricultural science, agricultural economics and agro-business or work in fields related to agricultural risk management. This TOT training course was designed and structured into six interlinked modules as presented below:

- Module 1: Agricultural Risk Management: An Overview
- Module 2: Assessment and Prioritization of Agricultural Risks
- Module 3: Agricultural Risk Management Tools
- Module 4: Additional Considerations and Monitoring and Evaluation
- Module 5: Roles and Responsibilities
- Module 6: Training of Trainers

### Module 1: Agricultural Risk Management: An Overview

This module was delivered in one day and a half and set the stage of the whole course presenting the basic concepts of ARM. The first session was delivered by **Dr. Messeret Lejebo**, Hawassa University, College of Agriculture, School of Environment, Gender and Development Studies, while the second session by **Dr. Ilaria Tedesco**, PARM Capacity Development specialist. This module of the ARM training course presented the concept of risk, its main elements (frequency, severity, elements at risk) and different types of agricultural risk, going from risks closely related to agricultural production (i.e. weather risks, biological risks) to risk affecting a broader part of society that have also negative effects on agricultural sector (policy risks, institutional risks, etc.). It was an overview of the sources and dimensions of risk, including potential categories of losses. The module also illustrated the ARM cycle and the holistic approach to ARM where no risk is considered in isolation, and why risks should not only be considered as a threat but also as an opportunity for farm business practices. The module also presented some highlights of the Ethiopia's agricultural sector development and related risk, describing its historical and current challenges.

Module 1 also included the presentation *Opportunities and challenges of fisheries production in Ethiopia* that illustrated the key issues in the fish production in Ethiopia and in the local context of Hawassa lake, and its current risks. The presentation and the related field visit, as a learning-sharing experience, were coordinated by **Dr. Elias Dadebo**, a guest researcher. The presentation illustrated that the current level of fish production in Ethiopia is below its potential and it could be increased up to five-fold, as long as good management practices are in place. Management practices include prohibition of distractive gears; mesh size regulation; area, seasonal and reserve (park) area closure; regulation of fishing nets and licensing of tax paying fishers. Considering the risks, in particular for Lake Hawassa, it was explained and showed during the field visits that pollution of the lake from the sewers of the city, hotels, restaurants and clinics and hospitals are the major threats for local fish production and productivity.

The presentations of Module 1 covered the following **main concepts**:

- What is a risk? The concept and definition of risk
  - Differences between risk, trend and constraint
- What are the risks at farm level and their characteristics?
  - Production risks (weather-related risks; natural disasters; biological and environmental risks)
  - Market risks (market-related risks; management and operational risks)
  - Financial risks
  - Institutional risks (policy and political risks, infrastructure risks)
  - Human risks (labour and health risks)
- What are the farmers' preferences and approaches regarding risk? (risk averse, risk takers or risk neutral)
- What is agricultural risk management?
  - Ex ante vs. ex post measures
  - The ARM cycle
- What is a holistic approach to risk?
- Overview of Ethiopia's agricultural sector development and related risks
- The state of the fisheries production and related risks in Ethiopia and in lake Hawassa

The **learning outcomes** of Module 1 are the following:

- Understand risks, their characteristics, farmers' preferences when dealing with risk, within the Ethiopian context to further support different stakeholders who work in agricultural risk management;
- Identifying and adopting appropriate approaches for risk identification;
- Adopting strategies to analyze financial statements and cash flows to help choose risk resilient options.

## Module 2: Assessment and Prioritization of Agricultural Risks

This module was structured in 2 sessions; the first one presented the theoretical contents for the risk assessment and prioritization and it was led by **Dr Deribe** and **Dr Tedesco** while the second session illustrated practical examples and case studies presented by Dr Kinfe and Dr Onumah. The first session explained qualitative and quantitative methods to identify and assess risks by order of severity and frequency. Some tools, such as the Business Canvas, the Venn Diagram, Pay-Off Matrix and the Risk Matrix adapted to the ARM context were illustrated with examples and collective discussions. After the identification and assessment of risks, techniques of prioritization were as well; in the context of scarce resources, farmers and relevant stakeholders need to choose which risks they should be dealing with more urgently. The importance of good information and how data can be collected and analyzed was also presented, including different data sources (on-farm and off-farm) and how to calculate the severity and frequency of risks. For the latter, an example of weather risks frequency was shown using Excel through statistical calculations and graph analysis.

In between sessions **Dr. Kinfe**, Hawassa University, College of Agriculture School of Environment, Gender and Development Studies, presented his research *Impact of Climate Change on the Agro-Ecological Innovation of Coffee Agroforestry Systems in Central Kenya*, as a case study that has relevance for Ethiopia considering the importance of coffee crop for export and national economy. The three studies presented showed that adaptation choices to climate change are farming system specific, for reasons of perception and economic pressure.

**Dr. Gideon Onumah**, Economist at Natural Resources Institute (NRI) and PARM Consultant, presented the Ethiopia Risk Assessment Study developed in 2015. He described the methodology and results of the country risk profile in Ethiopia, different tools for ARM, and led a discussion on possible ways forward. Drought, livestock diseases and volatility of prices have been identified as priority risks; relevant tools such as agricultural insurance, contract farming, ECX (Ethiopia Commodity Exchange), information system and social safety nets have been explained and contextualized as possible ARM tools to mitigate, transfer and cope with the identified risks. This session was also used to explain to the participants the next phase of the PARM process in Ethiopia to institutionalize ARM training in Ethiopia, and gather information from key stakeholders as a way to complete the related feasibility study.

The presentations of Module 2 covered the following **main concepts**:

- What are the basic elements for assessing risks? (Frequency and severity)
- What types of information are needed?
  - Analysis of risk behavior of the farmer community
  - Data collection for ARM
- How to measure risks and impacts?
  - Quantitative and qualitative data analysis
- Risk Prioritization
- Preparing one's own risk assessment
- Climate change risk in coffee agroforestry, including farmers' Perceptions, adaptation Choices and systems of Innovation to Adapt to Climate Change in Kenya of coffee agroforestry systems
- Ethiopia Country Risk Profile, and the methodology for the Risk Assessment Study, priority risks for Ethiopia
- Different Ethiopian risk management strategies and tools

The **learning outcomes** of Module 2 are the following:

- Collect and analyze data on agricultural risk using different risk assessment data collection strategies;
- Choose and use a systematic approach to quantify risk impacts and likelihoods which will help different stakeholders in agricultural risk management decision making;
- Construct different scenarios based on different data which helps stakeholders to prepare and take precautions for different types of risks
- Knowledge of national risk assessment and the related possible strategies to deal with priority risks

## Module 3: Agricultural Risk Management Tools

Module 3 covered ARM tools. It was split into 3 presentations and a field visit. **Dr. Kinfe Asayehegn** led the most of the module, explaining and describing risk management tools at the farm and community level, how to identify the appropriate tools to use, including good agricultural practices/climate smart agriculture, sustainable pest and disease management, storage and post-harvest handling, warehousing, etc. In addition to these, information systems and other tools by category of risk (climate, market, pest and disease, etc.) and value chain integration/contract farming were also covered.

The topic of financial instruments, including agricultural credit, warehouse receipt system and commodity exchange trading, was presented by two guest lecturers. First, **Dr. Ayele Tesema**, Hawassa University, gave a presentation on *Weather Based Index Insurance*, laying down the foundations of what it is, how it is used and designed, with a focus on Ethiopia. **Mr. Abebe Wale**, guest speaker from Medhin Ethiopian Insurance Corporation, spoke on how agricultural insurance protects against loss of or damage to crops and livestock. The presentation also contained the potential to provide value to low-income farmers and their communities, both by protecting farmers when shocks occur and by encouraging greater investment in agriculture. Agricultural insurance can indemnify policy holders for losses, though such indemnity products are relatively rare due to high costs of administration and the risk of fraud. It was reported in this training that Ethiopian insurance corporation (EIC) is committed to provide adequate insurance covers for all agricultural projects that are financed by financial institutions and individual farmers (commercial & small holder).

The second experience sharing and field visit of the ARM training was on the roles of the Ethiopian Commodity Exchange (ECX) in agricultural risk management. ECX is a non-profit autonomous commercial enterprise (company) established by its own law. It can only reinvest its profits to scale up projects and on innovation (no dividends to investors). ECX is a demutualized public-private entity, government owned entity (initially) but private members permanently with own membership seats. It jointly governs ECX through a joint Board of Directors. By law, ECX management is separate from either its ownership or its membership; it is managed as an independent and autonomous entity. An ECX Management Transition Plan enables internationally recruited professionals to manage and build national capacity. The mission of the company is to connect all buyers and sellers in an efficient, reliable, and transparent market by harnessing innovation and technology and based on continuous learning, fairness, and commitment to excellence. The vision of ECX is to become a leading and dynamic Exchange in Africa. ECX can help mitigate market and trade risks, associated with planned coffee supply delivered by farmers and certified export quality.

The presentations of Module 3 covered the following **main concepts**:

- Overview of risk management tools at the farm and community level
- Traditional agricultural risk coping mechanisms in Ethiopia
- Good agricultural practices/climate smart agriculture
- Sustainable pest and disease management
- Storage and post-harvest handling, warehousing, etc.
- Agricultural finance and credit for risk management
- Warehouse receipt system and commodity exchange trading
- Financial instruments (Agricultural insurance, credit, insurance for livestock, etc...)
- Social protection and social Safety Nets, experiences from developing and developed countries
- Mapping of existing Agricultural Risk Management tools and policies (example from Ethiopia)
- Traditional agricultural risk coping mechanisms in Ethiopia
- The agricultural insurance market in Ethiopia
- Piloting weather-indexed insurance products
- Managing output market risks in Ethiopia
- Ethiopia's commodity exchange: how is it transforming commodity trading for coffee and other cash crops

The **learning outcomes** of Module 3 are the following:

- Identify risk management tools used at different levels
- Underline sustainable pest and disease management, storage and post-harvest handling
- Operationalize information system tools
- Recognize financial instruments as risk management tools

## Module 4: Additional Considerations and Monitoring and Evaluation

The module was composed by 3 sessions, one conducted by **Mr. Tarekegn Ayalew**, one by **Ms. Nikita Blanes**, and 1 exercise led by **Dr Tedesco and Dr Deribe**. During the first session, the concepts of disaster risk reduction, ARM monitoring practices, and how to build risk management strategies at farm and community level have been illustrated. Disaster risk has been identified as the likelihood of loss of life, injury or destruction and

damage from a hazard in a given period of time as the consequence of the interaction between a hazard and the characteristics that make people and places vulnerable and exposed, with lack of coping capacity. Disaster risk management approaches were described, including systematic process of administrative decisions and operational activities, skills and capacities to implement strategies, policies and improved coping capacities involving: prevention, mitigation, preparedness, response, recovery, and rehabilitation.

During the second session, the participants explored why it is important to use a gender lens in ARM, which allows for comprehensive results that reflect the way risk is experienced by both men and women and how they both cope and manage the risks, in order to design tools and programs that respond to the needs of both groups. It also gave guidelines on how to integrate gender across the ARM cycle, at the assessment, risk prioritization and tools identification phases. The session also highlighted the unique situation of women in the face of risk, and heightened their visibility within the agricultural sector.

An exercise was conducted on ARM quantification and strategies: quantifying risk and calculating probabilities of risk, building ARM strategies at the farm and community level, risk management strategies in developing countries (Ethiopia), and risk management strategies applicable for smallholder farmers.

Dr Kinfe also handed out their homework, namely, the individual action plans the participants need to fill out and work on implementing after the course if finished (see Section 6, and Annexe 2).

The presentations of Module 4 covered the following **main concepts**:

- Basic elements of disaster risk management (DRM) theories and practice
- Practice risk management strategies at farm and community level
- Agricultural risk management monitoring activities
- National policy on disaster prevention and risk management of Ethiopia
- The link between ARM and DRM
- The importance of listening to communities and using a bottom-up approach
- ARM monitoring and evaluation activities
- Why it is important to integrate gender and ARM
- How to integrate gender throughout the ARM cycle
- The unique situation of rural women facing agricultural risk

The **learning outcomes** of Module 4 are the following:

- Compare and select risk management tools and put them together in an effective and relevant risk management strategy; and explain the role of farmers, farmer organizations, community organizations and policy makers in formulation, implementation and making sure strategies benefit especially those who need the risk protection the most
- Understand the importance of using a gender lens when doing ARM

## Module 5: Roles and Responsibilities

In this module, **Dr. Dessalegn Chanie**, Bahir Dar University taught participants about the role and responsibilities of agricultural risk management at different levels (communities, markets, government). This includes roles and responsibilities at micro-and macro levels with a due emphasis of the influence of globalization in risk management.

The presentations of Module 5 covered the following **main concepts**:

- Role of communities, markets, government and farmer organizations in agricultural risk assessment and management strategies
- Stakeholder analysis in ARM
- Roles and responsibilities of different actors at different levels
- Micro level: producers and SMEs
- Meso level: producer organizations, NGOs, suppliers, financial services
- Macro level: government, international organizations
- Global value chain approach and macro level ARM
- Contribution of private sectors in ARM
- Private sector partnership and ARM in Ethiopia: A case of large scale investment and their contribution to small-scale farmers.

The **learning outcome** of Module 5 is the following:

- Understand roles of different actors in agricultural risk management

## Module 6: Training of Trainers

**Dr. Deribe Kaske** was lead presenter for Module 6 the goal of which was to give new trainers the background knowledge, skills and practical experience to become themselves trainers at farmer level or to other extension workers. Although understanding a topic is the first step to being a trainer, it is not enough. Training adults requires specific competencies. This module provides methods and tools to ensure an efficient learning and training process with methods, techniques and tools to properly design and deliver a training course and training course follow-up.

The presentations of Module 6 covered the following **main concepts**:

- Training needs assessment
- How training needs are assessed?
- Enabling environments for Trainings
- The trainer and his/her role
- The trainer and his/her tasks
- Basic requirements for a successful trainer
- The trainer as a change agent
- Supplementary role of trainers
- Lesson planning and preparation
- Producing a structured lesson plan
- Evaluation of the lesson
- Training methods
- Core instructional methods
- Supporting instructional methods
- Deciding on methods
- The use of activities/learning tasks in promoting learning
- Evaluation of training
- What is an evaluation?
  - What aspects of the course should be evaluated?
  - Type of evaluation
- Preparing end of course report

The **learning outcome** of Module 6 is the following:

- Conduct a short training on ARM, to small groups or individuals

## 3. Course Evaluation

The ARM training course coordinator set out and prepared the guidelines and formats, developed the indicators for the evaluation, and conducted the evaluation. To evaluate the training effectiveness generally, the participant had to choose between four answers "excellent," "good," "average" and "bad" (See Annex 3). Overall, 40.7, 51.9, and 7.4 percent of the participants rated the training as "excellent," "good" and "average", respectively. The evaluation also included questions on (1) Planning and organization of the training; (2) Training content and (3) Training methods and approaches, to fully evaluate whether the learning objectives of the course were met. Moreover, feedback requested on general issues helped the trainers to evaluate the effectiveness of the training. The evaluation results are presented below.

### 1. Planning and Organization of the Training

- A total of 96.3 percent of the participants reported support services and logistics including lodging and accommodation during the training were excellent.
- A total of 22.2 and 63 percent of the participants "strongly agreed" and "agreed" respectively with the statement the "quality of the training materials were excellent". While 11.1 replied "neither agree nor disagree" and 3.7 percent of them "disagree".
- A total of 7.4, 81.5 and 11.1 percent of the training participants replied they "strongly agree", "agree" and "neither agree nor disagree" respectively to the statement "the quality of instructions were excellent".
- A total of 14.8, 70.4 and 14.8 percent of the training participants replied they "strongly agree", "agree" and "neither agree nor disagree" to the statement "the quality of presentations were excellent."

### 2. Training Content

Regarding the expectations of the training content, training participants were asked to forward their expectations before the training. The training coordinators noted all the expectations of all participants for comparison. Specific results showed that:

- A total of 33.3 and 51.9 percent of the participants "strongly agreed" and "agreed" respectively that the training content met their expectations while 11.1 and 3.7 percent of them replied "neither agree nor disagree" and "disagree" respectively to the same statement.
- Almost all of the participants believed the training had provided them with tools that can help them improve their performance in their job.
- A total of 81.5 percent of the training participants believed the training content matched its announced objective, while 18.5 percent of them were not sure if it matched what it set out to do.
- 82.2 percent of the training participants agreed the case studies and exercises were interesting and useful to their needs, while 14.8 percent of them had neutral judgments.
- Regarding the organization of the training, only 11.1 percent of the participants confirmed "the organization was smooth and well organized." Clarity of presentations was good and PowerPoint presentations were legible enough.

### 3. Training Approaches and Methods

The other indicator was the evaluation of the approaches and methods used in the training. The report confirms:

- A total of 48.1 and 40.7 percent of the participants "strongly agreed" and "agreed" respectively while 7.4 and 3.7 percent of the participants were neutral and "neither agreed nor disagreed" "or "disagreed" respectively to the statement "facilitators encouraged participation and questions during the training". Almost all of them were happy with the opportunities to discuss issues of interest to them with other participants.
- Regarding the fit of the approaches, "the trainers did their best to match their presentations with the level of expectations to the participants". Except 7.4 percent of the participants who stayed neutral, participants agreed with this statement. Their views confirmed that the trainers were helpful to the participants whenever the participants needed.

### Evaluation of the Modules

Participants also evaluated the training in terms of the specific modules. Accordingly:

- An equal number (44.4 percent) of the participants replied Module 1 and Module 2 of the training were "very good" and "good" respectively, while 11.1 percent of the participants replied they were "average".

- 48.1 and 40.7 participants rated the Module 3 as "very good" and "good" while 12.1 percent of them rated it as "average".
- 29.6 and 40.7 percent of the participants rated Module 4 as "very good" and "good" respectively, while 11.1 and 18.5 percent of them rated it as "average" and "bad" respectively.
- 25.9 and 40.7 percent of the participants rated Module 5 as "very good" and "good" respectively, while 18.5 and 14.8 percent of them rated it as "average" and "bad" respectively.

The following points are the feedback received by the participants on the way the training could be organized and delivered well:

- More practical, concrete examples from field experiences would benefit the material and the content
- The time allocated to some sections was too short
- Some of the research paper presentations should be part of the training
- The material for the training should be provided in advance
- More exercises
- The training should follow a more adult learning style
- Better time management

The participants were asked to indicate which topic they enjoyed more and answered:

- ARM tools
- Gender and ARM
- Agricultural sector development and its risks
- Risk identification tools
- Climate change topic presentations
- External lectures from ECX and the fishery sector
- Field visits
- Climate Smart Agriculture presentations

The participants were asked to indicate which topic they enjoyed less:

- Prioritization of agricultural risk
- Risk identification
- Agricultural risk management experience
- Experience from insurance
- ARM lesson plans
- ARM Monitoring and Evaluation

## 4. Annexes

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**Annex 1: Agenda**

**Annex 2: List of participants**

**Annex 3: List of trainers and organizers**

**Annex 4: Action plans**

**Annex 5: Evaluation Guideline**

## Annex 1: Agenda

### Agricultural Risk Management Training Course in Ethiopia

Hawassa University, College of Agriculture School of Environment, Gender and Development Studies (SEGDS)

Tuesday 29<sup>th</sup> May to Saturday June 2<sup>nd</sup> 2018

TUESDAY 29 MAY 2018		
Time	Description	Trainer/facilitator
08h00- 08h30	Registration	<b>Dr. Kinfe A. Mrs. Zinashwork S. Mr. Workalemahu T. Mr. Yitna T.</b>
08h30- 08h40	Welcoming Speech	<i>Dr. Tarekegn S, HU college of agriculture Dean</i>
08h40- 08h50	Opening Speech	<b>Dr. Tesfaye A, HU vice-president for research and technology transfer</b>
08h50- 09h00	Introducing the collaboration between PARM (IFAD) and MoALR	<b>Dr. Ilaria Tedesco, Capacity Development specialist, PARM, IFAD</b>
09h00 – 09h10	Introducing the pilot ARM Training Course	<b>Dr. Ilaria Tedesco, Capacity Development specialist, PARM, IFAD</b>
09h10- 09h20	Ice breaking Exercises (Participants know each other, express expectations)	<b>Mr. Teshome K. Dr. Kinfe A.</b>
09h20- 9h30	Inaugural session	<b>Dr. Kinfe</b>
<b>MODULE 1: Agriculture risk management</b>		
9h30- 10h30	Module1, Session 1: Understanding risk, Genesis of Disaster Risk Management in Ethiopia)	<b>Dr. Messeret L.</b>
10h30 – 11h00	Coffee Break	
11h00 – 12h30	Module1, Session 2: Agricultural sector development and its risks	<b>Dr. Messeret L.</b>
12h30- 13h30	Lunch	
13h30- 14h30	Potential and challenges of fish production in Ethiopia	<b>Dr. Elias, invited guest researcher</b>

WEDNESDAY 30 MAY 2018		
Time	Description	Trainer/facilitator
<b>MODULE 2: Assessing and prioritizing risk</b>		
08h30- 10h00	The concepts of risk, a revision	<i>Dr. Ilaria Tedesco, Capacity development specialist, PARM</i>
10h00-10h30	Climate change risk in coffee agroforestry ( presentation)	<b>Dr. Kinfe A.</b>
10h30- 11h00	<b>Coffee break</b>	
11h00 – 12h30	Module 2, Session 1:Assessment of Agricultural Risks	<b>Dr. Deribe K.</b>
12h30- 13h30	Lunch	
13h30- 14h30	Module 2, session 2: PARM methodology on risk assessment and prioritization	<i>Dr. Ilaria Tedesco, Capacity development specialist, PARM</i>
14h30-16h00	Agricultural Risk Assessment continued	<b>Dr. Deribe K.</b>
16h00-17h30	Ethiopian Risk Assessment Study (RAS)	<b>Dr. Gideon Onumah, PARM Consultant</b>

THURSDAY 31 MAY 2018		
Time	Description	Trainer/Facilitator
<b>MODULE 3: ARM Tools</b>		
08h30- 10h30	Module 3, Session 1: ARM tools at farm & community levels: <ul style="list-style-type: none"> <li>• Climate Smart Agriculture</li> <li>• Agricultural Diversification,</li> <li>• Asset and Income Based Strategies,</li> <li>• Agricultural Insurance, Weather Index Based,</li> <li>• Agricultural Finance,</li> <li>• Contract Farming,</li> <li>• ECXs and Markets</li> </ul>	<b>Dr. Kinfe A.</b>
10h30 –11h00	Coffee Break	
11h00- 11h30	<b>Index Based Weather Insurance</b>	<b>Dr. Ayele T.</b>
11h30-12h40	Agricultural Risk Management experience sharing Index Based Crop and livestock Insurance	<b>Abebe Wale, Guest speakers from Medhin Ethiopian insurance Corporation</b>
12h40- 13h30	Lunch	
13h30- 16h00	Field visit Ethiopian Commodity Exchange and Future Markets	<b>Field coordinators</b>
16h00- 17h40	Agricultural Risk Management experience sharing Ethiopian Commodity Exchange and Future Markets	<b>Guest speakers from Ethiopian Commodity Exchange (ECX)</b>

FRIDAY 1 JUNE 2018		
Time	Description	Trainer/Facilitator
<b>MODULE 4: Additional Considerations and Monitoring &amp; Evaluation</b>		
08h30- 10h30	Module 4, Session 1: Disaster Risk Management	<b>Mr. Tarekegn A.</b>
10h30 – 11h00	Coffee Break	
11h00- 12h30	Risk assessment methodology	<b>Dr. Deribe K.</b>
12h30- 13h30	Lunch	
13h30- 15h30	Group Exercise risk analysis	<b>Dr. Ilaria Tedesco</b>
15h30- 16h00	Health Break	
16h00- 16h45	Module 4, Session 3 :Gender and ARM	<b>Nikita Blanes, PARM</b>
16h45-17h30	Explanation/Presentation on individual plan of action	<b>Dr. Kinfe A., Mr. Teshome K.</b>

SATURDAY 2 JUNE 2018		
Time	Description	Trainer/Facilitator
<b>MODULE 4: Roles and Responsibilities</b>		
08h30- 10h30	Module 4, Session 1: Role of actors in risk management	<b>Dr. Dessalegn C.</b>
10h30 – 11h00	Coffee Break	
<b>MODULE 5: Training of Trainers (TOT)</b>		
11h00- 11h30	Module 6 : Training of trainers (TOT) <ul style="list-style-type: none"> <li>• Training needs assessment</li> <li>• The trainer and his/her role</li> <li>• Lesson planning and preparation</li> <li>• Training methods</li> </ul> Teaching and learning resources	<b>Dr. Deribe K.</b>
11h30-12h00	Summary and Wrap Up	<b>Participants</b>
12h00-12h20	Individual plans of action based on the lessons learned	<b>Mr. Teshome K. Individual participants</b>
12h20-12h30	Evaluation Questionnaire	<b>Dr. Kinfe</b>
12h30-12h45	Certification	<b>Dr. Ilaria Tedesco, PARM</b>
12h45-12h55	Closing Remarks	<b>Mr. Workalemahu Tassew, SEGDS director</b>
12h55- 14h30	Lunch	

## Annex 2: List of participants

N°	FIRST NAME ET LAST NAME	STRUCTURE
1	Masresha Kebede	MoALR
2	Leta Tasisa	MoALR
3	Negash Haddis	BoALR/Tigray Region
4	Merry Negasi	Mekelle University
5	Abraham Abebe	NDRMC
6	Fitsum Kebede	NMA
7	Matios tesfaye	BoALR/SNNPR
8	Ayana Mirkana	BoALR/Oromia region
9	Worku Awdie	BoALR/ Amara Region
10	Hhailemariam Hailu (Dr.)	MoALR
11	Wegayehu Mengistie	MoALR
12	Demissu Shumi	NDRMC
13	Alemayehu Gemechu	MoALR
14	Yared Tigabu	MoALR
15	Sibhat Temesgen	MoALR
16	Kidane Ttesfay	Mekelle Uuniversity
17	Awrraris Asfaw	MoALR
18	Frew Behabtu	IFAD
19	Brhane Tesfay	BoALR/ Tigray Region
20	Fetene Kkabite	MoALR
21	Abate Zewdie	MoALR, ATVET
22	Solomon Ayele	PASIDP
23	Bimrew Mossie	PASIDP
24	Lemlemneh Zekaries	PASIDP
25	Aklilu Bekuka	BoALR/SNNPR

## Annex 3: List of trainers and organizers

N°	FIRST NAME ET LAST NAME	STRUCTURE
1	Ayele Tesema	Hawassa University
2	Teshome Kasahun	Hawassa University
3	Workalemahu Tassew	Hawassa University
4	Zenashwork Simeon	Hawassa University
5	Kinfe Asayehegn	Hawassa University
6	Yitna Tesfaye	Hawassa University
7	Deribe Kaske	Hawassa University
8	Tarekegn Yoseph	Hawassa University
9	Messeret Lejebo	Hawassa University
10	Illaria Tedesco	PARM
11	Nikita Blanes	PARM
12	Tewodros Demeke	PARM
13	Karima Cherif	PARM
14	Tarekegn Ayalew	Bahir Dar University
15	Dessaiegn Chanie	Bahir Dar University
16	Abebe Wale	ETC/Agricultural Insurance
17	Asibew Astatike	ECX
18	Elias Dadebo	Researcher
19	Gideon Onumah	NRI/Parm

## Annex 4: Action plans

Prior to the training dates, a template of action plans, which participants are expected to fill out, was prepared and distributed one day before the end of the training. Participants wrote down their two months, three months and further plans provided full address of their supervisor at their job and their own full address for follow-up (see Annexe 2, a blank template and filled individual action plans).

The training coordinator is responsible to follow up the implementation of their action plans and periodically file and report to PARM and the other partners like Ministry of Agriculture and Livestock Resources (MoALR).

### ARM action plan

You have been a participant of the Agriculture Risk Management pilot course hosted at Hawassa University College of Agriculture from 29<sup>th</sup> May-2<sup>nd</sup> June, 2018.

We hope you have enjoyed the course! We really appreciated your presence and feedback. As you know, the course was supposed to be a Training of Trainers. The goal is to raise awareness at farm level on the benefits of managing agricultural risks.

As the last effort of your training, we would like you to develop a personal action plan and follow-up of the ARM training: a timely strategy/action plan to manage/help farmers to respond to agricultural risks in light of the wider farm or agricultural enterprise strategy.

What makes a good action plan? It should include:

- Suggestions of activities on how to raise awareness on ARM at farm level;
- Suggestions of tools to be implemented at farm level;
- The Resources required – funds or skills to implement your activity
- Performance measures and constraints
- Reporting and monitoring
- Timing and schedule

Examples of activities you may carry out:

Train all categories of farmers about ARM, develop ARM plan risk mitigation measures and make a follow-up
Write a "back to work" report on the ARM training
Sensitize staff about risk management
Integrate gender in your work plan
Encourage farmers to engage in structure trading and insurance
Conduct TOTs with extension workers
Conduct Monitoring and Evaluation activities and plans to assess adoption levels of ARM
ARM assessment in the agricultural projects
Incorporate ARM activities in F/Y 2018 plan
Develop a data base for priority commodities & conduct ARM
Review agricultural files and determine whether ARM was applied & their related costs induced in financial planning
Conduct Sub county and District farmer profiling
Access market information

**Your ARM Action Plan**

**Name:**

**Organization:**

**Location:**

**Date:**

Action Item	Start to implement action plan (check if known)			
	I plan to	Within 2 months	After 2 months	As opportunity arises

**Participant Action Plan Approach**

**Supervisor's Contact Address for Follow-up**

Name	
Organization/Centre	.
Name of Immediate Superior	.
Title of Immediate Superior	
Address	
Telephone Number	
E-mail	

## Annex 5: Evaluation Guideline



NAME OF COURSE	Agricultural Risk Management
VENUE	Hawassa University College of Agriculture
DATE OF TRAINING COURSE	Tuesday 29 <sup>th</sup> May to Saturday June 2 <sup>nd</sup> 2018

Date \_\_\_\_\_

**Purpose:** Dear participant, this questionnaire is prepared with the aim of collecting data to evaluate the effectiveness of the Training titled “**Agricultural Risk Management (ARM) in Ethiopia**” which was delivered from Tuesday 29<sup>th</sup> May to Saturday June 2<sup>nd</sup> 2018. This questionnaire will serve as a major input for the improvement of the future trainings and events. Hence, the participant is kindly requested to provide us his/her genuine responses to the sets of questions included herewith in the questionnaire. We would like to firmly assure the respondent on the confidentiality of the responses. Thank you in advance for your cooperation.

### Part I: Planning and Organization of the training

**Instruction:** please rank X to the following options which represent the values, 1=strongly disagree 2=disagree 3=neither agree nor disagree 4=agree 5=strongly agree,

	Strongly disagree	disagree	Neither agree nor disagree	Agree	Strongly agree
1. Support and logistics during the program was excellent.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. The quality of the training materials was excellent.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. The quality of instruction was excellent.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. The quality of presentations were excellent	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

### Part II: Training content

	Strongly disagree	Disagree	Neither disagree nor agree	Agree	Strongly agree
1. The training content met my expectations.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. I believe the training has provided me with tools that can help me improve my performance in my job	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. I have acquired information and knowledge that is new to me	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. The content of the training matched its announced objectives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

5. The case studies and exercises used were interesting and useful to my needs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
6. The training organization was very smooth	<input type="radio"/>				

### Part III: Training approaches

	Strongly disagree	Disagree	Neither disagree nor agree	Agree	Strongly agree
1. I could see and hear the presentations clearly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. The facilitators encouraged participation and questions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. I had opportunities to discuss issues of interest to me with other participants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. The quality of the presentations was excellent	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. The trainers did their best to match their presentations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. The trainers were helpful to me when needed	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. The quality of instruction was excellent	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. The trainers did their best to make their presentations accessible to me	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

### Additional Feedback (put ✓ for your answers)

1. How would we improve this training?
<input type="radio"/> Provide better information before the training.
<input type="radio"/> Clarify the training objectives.
<input type="radio"/> Reduce the content covered in the training.
<input type="radio"/> Increase the content covered in the training.
<input type="radio"/> Update the content covered in the training.
<input type="radio"/> Improve the instructional methods.
<input type="radio"/> Make training activities and exercises more stimulating and practical.
<input type="radio"/> Improve training planning and organization.
<input type="radio"/> Slow down the pace of the training.
<input type="radio"/> Speed up the pace of the training.
<input type="radio"/> Allot more time for the training.
<input type="radio"/> Shorten the time for the training.
<input type="radio"/> Add more video to the training.
<input type="radio"/> Add more field visits to the training.
<input type="radio"/> Make the field visits more in line with the objective

2. Are there other aspects of the training that could be improved?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. The training did not impart very important knowledge. List maximum three

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

4. I will apply the following tools, methods, and theories in my organization:

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5. I will have difficulty applying the following elements to my organization:

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6. The training might have been more effective if:

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7. Please provide comments on methods, materials, field visits, logistics, organization etc.

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8. How do you rate the training overall?

Bad       Average       Good       Excellent

9. Which module sessions did you like the most? Please select the choice that most you like it.

Module	Very good	Good	Neutral	Bad	Very bad
Module 1					
Module 2					
Module 3					
Module 4					
Module 5					

10. What topic did you enjoy more?

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11. What topic did you enjoy less?

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**THANK YOU FOR YOUR PARTICIPATION!**



PARM  
PLATFORM FOR  
AGRICULTURAL RISK  
MANAGEMENT

# Ethiopia



## Agricultural Risk Management Training Course in Ethiopia (CD2), with Hawassa University

### Part II PRESENTATIONS

Addis Ababa | 28 May to June 2, 2018

Training held by:



**Hawassa University**  
**College of Agriculture**  
**School of Environment, Gender and Development Studies (SEGDS)**

In collaboration with:



**Ministry of Agriculture and Natural  
Resources**

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# Module 1. Agricultural risk management



## Presentation 1.1:

### Recap on agricultural risk

Dr. Illaria Tedesco

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## Opportunities and challenges of fisheries production in Ethiopia



By Elias Dadebo  
May 29, 2018, Hawassa

## Presentation 1.2:

### Opportunities and challenges of fisheries production in Ethiopia

Dr Elias Dadebo

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# Module 2. Assessing and prioritizing risks



## Presentation 2.1:

### Assessment of Agricultural Risks

Dr. Deribe Kaske

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## Presentation 2.2:

### Assessment of Agricultural Risks

Dr. Deribe Kaske

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## Presentation 2.3:

### Assessment of agricultural risks and risk management tools in Ethiopia

Dr Gideon E Onumah, NRI, University of Greenwich

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# Module 3. ARM Tools



## Presentation 3.1:

### Agricultural risk management tools

Kinfe Asayehegn (PhD)

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## AGRICULTURAL INSURANCE

### INTRODUCTION

- Agricultural insurance protects against loss of or damage to crops and livestock. It has great potential to provide value to **low-income** farmers and their communities, both by protecting farmers when shocks occur and by encouraging greater investment in agriculture. Agricultural insurance can indemnify policy holders for losses, though such indemnity products are relatively rare due to high costs of administration and the risk of fraud.
- *Ethiopian insurance corporation (EIC) is committed to provide adequate insurance covers for all agricultural projects that are financed by financial institutions and individual farmers (commercial & small holder).*

## Presentation 3.2:

### Agricultural insurance

Kinfe Asayehegn (PhD)

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## Weather Index-based Insurance

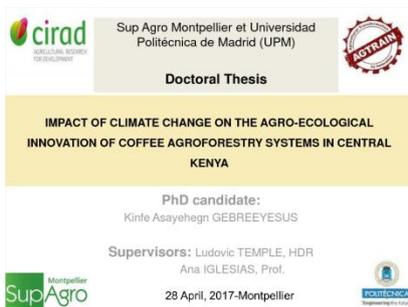
Ayele Tessema, PhD (Development Studies)

## Presentation 3.3:

### Weather index-based insurance

Ayele Tessema

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## Presentation 3.4:

### Climate change and the agro-ecological innovation of coffee agroforestry in Central Kenya

Dr Kinfe Asayehegn GEBREEYESUS

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## Presentation 3.5:

### Agricultural Commodities & Some Risks Related with Ethiopia Commodity Exchange (ECX) Operational Behavior

Asibew Astatike, Operations Controller, ECX At Hawassa Branch



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# Module 4. Additional considerations and M&E



## Presentation 4.1:

### Disaster Risk Management

Tarekegn Ayalew (Mr.), IDRMFSS, Bahir Dar University

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## Presentation 4.2:

### Gender and Agriculture Risk Management

Nikita Blanes

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# Module 5. Roles and Responsibilities

---



## Presentation 5:

### Roles and Responsibility for ARM

Dessalegn C. Dagneu (PhD), IDRMFSS, BDU



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# Module 6. Training of Trainers (TOT)



## Presentation 6.1:

### Training of Trainers (TOT) Principles of Learning

Dr. Deribe K

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## Presentation 6.2:

### Training of Trainers (TOT) take home message for further application

Dr. Deribe K.

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## Contacts

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for Agricultural Development (IFAD)**

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