





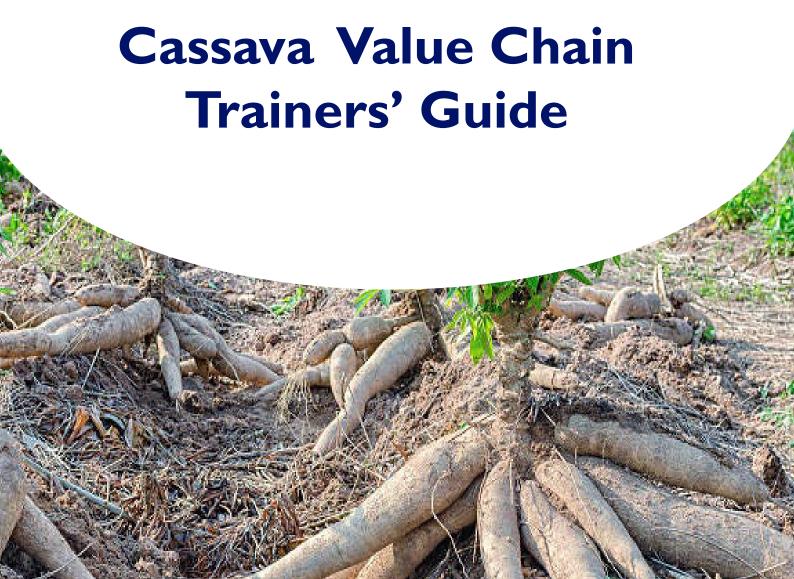
MINISTRY OF FOREIGN AFFAIRS OF DENMARK Danida



Cassava Value Chain Trainers' Guide







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Disclaimer

This training guide is for advisory use only. Users of this manual should verify details that relate to their agro-climatic zones from their area agricultural extension officers. It is also advised that this training manual should be used in conjunction with the respective value chain handbook and other relevant resource materials.

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Foreword

The Micro Enterprises Support Programme Trust (MESPT) is a local development organization founded in 2002 through a partnership between the Government of Kenya (GoK), the European Union (EU), and later, the Royal Danish Government. MESPT's main goal is to eradicate poverty by supporting the growth of micro-enterprises, including agricultural production, agribusiness, and afro-processing. This support aims to foster social, economic, and environmentally sustainable growth by increasing access to financial and business development services, creating jobs, and promoting sustainable micro-enterprises. Our vision is to build a more prosperous society, and our mission is to provide sustainable business development and financial services to smallholder farmers and agri-MSMEs in Kenya.

For over two decades, our team of professionals has been at the forefront of developing costeffective and scalable solutions that promote financial inclusion and support the growth of sustainable agribusinesses. We accomplish this by providing tailored financial solutions that meet the specific needs of various agricultural value chains, delivered through a wholesale lending model to financial service providers such as SACCOs, MFIs, and Farmer Cooperatives. These providers, in turn, extend loans to smallholder farmers and micro agricultural enterprises.

Our approach emphasizes delivering integrated financial and business development services to smallholder farmers and MSMEs in Kenya, helping them access finance, boost agricultural productivity, improve afro-processing and connect to markets. Over the years, we have worked closely with county governments, development agencies, donors, and investors to strengthen business development capacities in the agricultural sector, using a unique tripartite model that connects farmers, SMEs, and financial institutions.

Cassava are among the key value chains that MESPT has supported over the years through various interventions to enhance commercialisation. MESPT appreciates the importance of documenting best practices for the banana value chain in facilitating effective delivery of training for farmers and Agri-preneurs. Therefore, MESPT has facilitated the development of this Training Manual alongside the banana handbook and other resource materials through the Green Employment in Agriculture Programme (GEAP) with support from DANIDA.

This guide is expected to enhance the effectiveness of training in good agricultural practices and banana commercialisation. I am optimistic that this manual will be helpful to partners in the banana value chain, including county governments. I am grateful to DANIDA for the continued support of MESPT programmes. I am also thankful to the banana value chain experts who spearheaded the compilation of this training manual.

Rebecca Amukhoye,

Chief Executive Officer, Micro-Enterprises Support Programme Trust

Preface

The Green Employment in Agriculture Programme is a 5 years' programme (2021 to 2025) funded by DANIDA and implemented by Micro-Enterprises Support Programme Trust (MESPT). GEAP seeks to contribute directly to Kenya's Vision 2030 and to one of Denmark-Kenya Strategic Framework on accelerated decent employment creation in MSMEs and improved competitiveness of targeted value chains in agriculture which will contribute to transforming the economy towards a greener and more inclusive growth.

GEAP programme targets 40,000 smallholder farmers and has been implemented in 12 counties namely, Kilifi, Kwale, Nakuru, Nyandarua, Siaya, Kisii, Kakamega, Bungoma, Trans Nzoia, Uasin Gishu, Makueni and Machakos. The programme facilitates increased commercialization, decent employment, and green transformation through targeted interventions in selected agriculture value chains that include, Cassava, Coconut, Dairy, Export Vegetables, Pineapple, Indigenous Poultry, Moringa, Pineapple, and Aquaculture.

MESPT through GEAP tasked multidisciplinary teams to develop resource materials tailored for extension service providers and farmers. This Cassava value chain trainers' guide is one of the series of the materials that were developed. MESPT further tasked value chain experts to develop a value chain manual for Cassava. This guide is to be used as an instructional tool for training on implementation of good agricultural practices, value addition and marketing for the value chain. Relevance of the content is based on needs identified among value chain players, actors and aligned to GEAP project objectives. The training content is drawn from the value chain manual and other relevant resource materials.

This trainers' guide consists of two sections. Section I comprises information about the value chain, guidelines and notes for facilitators while section II comprises of the training modules. The modules have a uniform outline that ensures every aspect of the manual is fully covered using approaches that the trainees can easily understand. The modules are progressively arranged to achieve a logical flow of the sessions. Recommended training durations are also provided.

A variety of delivery methods are outlined and where possible, demonstrations and practical work is incorporated. To maintain quality of training across various groups and settings, trainers' guidelines, program, training methods and training evaluation have been provided in the guide. It is advised that the trainers' guide should be used in conjunction with the respective value chain manual and other relevant reference materials. It is also recommended that participant hand outs and facts sheets are provided to trainers.

MESPT is grateful to the value chain experts who spearheaded the development and production of this trainers' guide. It is my hope that counties and other users will adopt and optimally use this resource so as to increase productivity and profitability while ensuring a greener and more inclusive growth.

Doreen Kinoti

Programme Manager, Green Employment in Agriculture Programme

Acknowledgements

The Green Employment in Agriculture Programme (GEAP) participating counties (Kilifi, Kwale, Nakuru, Nyandarua, Siaya, Kisii, Kakamega, Bungoma, Trans Nzoia, Uasin Gishu, Makueni and Machakos) are acknowledged for providing resource persons in compilation of the document. The technical support and expertise provided by Kenya Agricultural and Livestock Research Organisa-tion in development of the document is appreciated. Thanks to the Royal Danish Government's Danish International Development Agency (DANIDA) for facilitating the development of this re-source material. Micro Enterprises Support Programme Trust (MESPT) is appreciated for co-ordinating the process of development and production of this document.

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List Of Abbreviations

AEZ Agro-ecological zone

AFA Agricultural Food Authority

APVC Agriculture Product Value Chain

ASAL Arid and Semi-Arid Land

CA Conservation Agriculture

CIG Common Interest Group

CSA Climate Smart Agriculture

CTT Core Team of Trainers

DANIDA Danish International Development Agency

GAP Good Agricultural Practices

GEAP Green Employment in Agriculture Programme

ha Hectare

IDM Integrated Disease Management

INRM Integrated Natural Resource Management

IPM Integrated Pest Management

ISFM Integrated Soil Fertility Management

IWM Integrated Weed Management

KALRO Kenya Agricultural and Livestock Research Organization

kg Kilogram

LF Lead Farmer

MESPT Micro-Enterprises Support Programme Trust

SPs Service providers

VMG Vulnerable and Marginalized Group

Cassava Value Chain Trainers' Guide

SECTION I

This section consists of six sub-sections which include an overview of the Cassava value chain in Kenya, Green growth opportunities in the cassava sub-sector, Objectives of the training, Content of the Training and Facilitators Guidelines.

1.0 OVERVIEW OF THE CASSAVA VALUE CHAIN IN KENYA

Cassava (Manihot esculenta) is an important food security and cash crop in Kenya with production levels estimated at 83,486 hectares, with annual production of 1,481,518 tons. The cassava value chain subsector employs 30% of the population indirectly and directly. Cassava produces more energy per unit area compared to most cereals and is the most resilient to climate change among major African crops (Jarvis et al., 2012). Cassava can be produced in arid and semi-arid (ASAL) areas, which constitute over 80% of Kenya. Cassava is mainly produced in western (60%), coastal (30%) and central (10%) regions of Kenya. Cassava is an ideal food security crop and a key industrial raw material because it can produce under adverse weather conditions, is available throughout the year, and is adaptable to various farming and food systems. There is also a great potential to reduce importation of wheat and maize by blending high-quality cassava flour in food and using it as an energy base in animal feeds.

Cassava is the third most important food root crop in Kenya and supports the livelihood of over 2.5 million people. It is a major food security and an income-generating crop for millions of smallholder farmers. Cassava is an important source of dietary energy, it's grown mainly for its tuberous roots as food and eaten either raw, boiled, fried or processed form. The roots are peeled, sundried and milled to flour for better storage. Flour is used make porridge, Ugali, local brews or mixed with wheat flour for home baking. Cassava leaves are traditionally used as vegetable in Coastal Kenya. Cassava is also used as animal feed. Cassava is used as raw material for; starch, brewing, pharmaceuticals, animal feed, textile and paper industries.

Cassava can therefore contribute significantly towards food and nutrition security, poverty alleviation, jobs creation, and industrial products. Despite its great potential in contributing to food, economic and nutritional security, small holder farmers, there remains untapped potential of the cassava value chain. This is attributed to several constraints namely: inadequate knowledge on good agricultural practices, limited access to quality cassava planting materials, erratic rainfall due to climate change, high cost of farm inputs, high incidence of pests and diseases, high postharvest losses, poor marketing infrastructure, weak farmer organization and limited value addition.

1.2 GREEN GROWTH OPPORTUNITIES IN THE CASSAVA VALUE CHAIN

Cassava is an exceptionally suitable crop for upscaling green technologies and building resilience to climate change among the smallholder growers. It is a crop which is resilient to dry conditions. Cassava does not require intensive inputs and therefore chemical load can be drastically reduced or avoided completely. Cassava-based mixed cropping systems can also improve overall income per unit area of land while promoting environmental conservation.

Green technologies such as such as solar drying in cassava value addition can be implemented with ease even in rural areas. Cassava seed multiplication and marketing also offers business and employment opportunities for youth women and the Vulnerable and Marginalized groups (VMGs).

1.3 OVERALL OBJECTIVES OF THE TRAINING

The objective of this training is to equip farmer trainers with knowledge and skills necessary to increase productivity through adoption of Good Agricultural Practices (GAP) and principles. Specifically, the objectives of this training are to:

- 1. Provide farmers trainers with relevant attitude, knowledge and skills in Cassava farming as a business and market assessment techniques for market led production
- 2. Enhance farmer trainers' knowledge and skills in Cassava GAP, including on-farm Cassava variety selection, establishment and management of fields
- 3. Equip farmers trainers' with knowledge and skills in post-harvest and value addition of Cassava

1.4 ORGANIZATION OF THE TRAINING CONTENT

The training content is organized into eight modules, which are targeted and orientated to ensure the adoption and upscaling of best practices in the Cassava value chain for improved productivity and competitiveness in a market driven production system. The purpose of these modules is to enhance the knowledge and capacities of trainers in understanding and disseminating best practices in the cassava value chain to the intended beneficiaries, who are primarily farmers.

A summary of the modules is presented in **Table 1**.

Table I: Summary of the eight training modules

No.	Module Name	Areas addressed Expected Training Outcomes		Duration
I	Introduction	 Understanding the cassava plant Suitable areas for cassava production in Kenya Agro-climatic requirements for cassava production Economic importance of cassava 	 Better understanding of the cassava plant Proper site selection for cassava production Economic importance of cassava appreciated 	2 hours 30 minutes
3	Planting Materials and Propagation	 Cassava varieties and variety selection Cassava propagation Cassava nursery management 	 Awareness on improved Cassava varieties Knowledge on production of quality cassava planting materials enhanced Knowledge on cassava nursery management enhanced 	3 hours
5	Crop Management	 Land preparation Planting Planting methods Good agronomic practices 	 Improved understanding of suitable land preparation practices Planting and spacing recommendations appreciated Innovative climate smart agronomics practices for increased Cassava production appreciated 	3 hours 30 minutes

No.	Module Name	Areas addressed	Expected Training Outcomes	Duration
6	Pests and Disease Management	 Cassava pests and how to control them Weed management in cassava Cassava diseases and how to control them 	 Enhanced capacity to identify and control important cassava pests Enhanced knowledge on weed management in cassava Enhanced capacity to identify and control important cassava disease 	6 hours
7	Green Technologies and Mechanization	 Green technologies in Cassava production Mechanization of cassava production 	 Enhanced knowledge on green technologies Mechanized cassava production techniques appreciated 	2 hours 30 minutes
8	Cassava harvesting, post-harvest management and Value Addition	 Maturity determination for various products Cassava harvesting techniques Post – harvest handling of cassava Value – added cassava products 	 Proper maturity determination to reduce losses in quantity and quality of cassava appreciated Knowledge on proper harvesting techniques and storage facilities, hygiene and monitoring enhanced Knowledge on production of various value – added cassava products enhanced 	6 hours 30 minutes
13	Business opportunities in the value chain	 Business opportunities in the Cassava value chain Investment Profiling for the Cassava Value Gross Margin Analysis 	 Business opportunities in the cassava value chain explored Investment options in cassava value chain profiled Knowledge on gross margin analysis en- hanced 	3 hours 20 minutes

3

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No.	Module Name	Areas addressed	Expected Training Outcomes	Duration
	Gender and social inclusion			
	Evaluation of the training	Participants assessment of each training module	 Effectiveness of training established Areas for improvement identified 	30 minutes
Total Duration				hours

 $^{^*}$ Training duration is inclusive of relevant practical and demonstration sessions. This training duration does not include break hours of mid-morning, lunch and afternoon breaks.



1.5 PARTNERS AND THEIR ROLES

The partners envisioned in this training include:

Core Trainers - The trainees drawn from KALRO, Universities, and Tertiary Institutions, State Department of Crop Development and Agricultural Research to facilitate initial Training and other stakeholders. They will also provide backstopping services for cascaded trainings.

County Government – The county Government will provide a team to be trained as (Training of Trainers) ToTs. This will include County technical staff, Service providers (SPs), lead farmers and other experts who will further cascade the training to farmer groups and other value chain players.

Lead Farmers – These are early adopters or role models at the community level. They are supposed to allow their farms to be used as learning sites.

1.6 FACILITATORS GUIDELINES

1.6.1 Preparation of Training Materials

The facilitators should familiarize themselves and internalize the guidelines provided in this guide prior to the training.

The training materials should be available before the actual training dates.

The stationery required should be available within the training venue before the training. These include name tags and writing materials

Visual aids like field equipment and tools should also be arranged in time before the sessions start.

Flip charts and good quality felt pens could be used interchangeably with projections.

There should be adequate copies of participants' handouts (one per participant) to be distributed at the end of each session or as may be suitable.

Copies of the modules can be distributed at the end of each module.

1.6.2 Preparation of Training Venue and Sites

The training venue will include the training room, field demonstration sites and market areas.

Training Room – Should have adequate space for participants seated in an arrangement that ensures unobstructed view of the front. A group of 20 to 30 participants is ideal. There should also be adequate desks and space for the trainers, their training materials and projector, flip charts holders.

Demonstration Site – Preferably should be within a walking distance.

Market Sites – these include retail outlets (kiosks, stalls, shops and supermarkets), whole sale and aggregation points and processing sites if any. The operators should be informed in advance about the visits. These should not be very far away, preferably less than 20 minutes' drive.

1.6.3 The Trainees & Trainer

The trainees will be drawn from public and private sector based on their roles in the value chain. The trainer should act more of a facilitator than a lecturer.

1.6.4 Training Program

The training program proposed consists of the actual training modules and the corresponding days and time allocation (Annex I).

1.6.5 Training Methods

The training methods proposed for each session are suitable for adult learners and appropriate for addressing knowledge, skills and attitudes of the participants. The choice of the methods has been informed by the competency issues being addressed, time available and experiences of the author of this guide. Depending on time available, the facilitator can modify these training methods but as a golden rule no presentation by the facilitator should take more than 30 minutes continuously; but should be separated by the other participatory training methods. Table 2 presents a list of available training methods.

Table 2: Description of Training methods

Training Method	Description of Method
Plenary presentations	Use of PowerPoint or flip charts and plenary discussions in situations where knowledge and opinion or consensus is required
Group exercises, buzz groups, visits and brainstorming sessions	To be considered where skills are an issue requiring sharing and trying
Role plays and problem-solving exercises	Plenary discussions have been considered as training methods where attitude is an issue
On-farm practical demonstration and exchange visits	To be considered where hands-on practical skills are acquired through practicals and demonstrations

1.6.6 Managing the Training Sessions

The logic of design and flow of each module is that the facilitator, paying attention to the proposed methods and session guidelines shall: (i) Introduce the module; (ii) Draw out the participant's expectations; (iii) Relate participants' expectations with module objectives or learning outcomes; (iv) Explore the concept and content, switching to different methods of delivery of the content (group exercise, brainstorming, excursions, plenary discussions) (v) Review the module at the end using participatory approaches like one participant reads one summary message and its application; and, (vi) Distribute the participants' handouts.

1.6.7 Evaluation of the Training

Half an hour has been allocated for planning for way forward and evaluation of the training on the last day of training. The individual trainees individually fill evaluation forms. The evaluation forms are then collected and analyzed by the facilitators.

Table 3: Sample Evaluation Form

Gender of respondent (Please tick): Male [] Gemale[] Please provide feedback on the topics by				
filling the table below	Rating			
Aspect / Module	(Tick only one per topic)			
//Spect / Flodule	Very Useful (3	Useful	Of Limited Use (I	
	marks)	(2 marks)	marks)	
Introduction				
Planting Materials and Propagation				
Crop Management				
Pests and Disease Management				
Green Technologies and Mechaniza-				
tion				
Cassava harvesting, post-harvest				
management and Value Addition				
Business opportunities in the value chain				
Gender and social inclusion				
Were the training materials (Power p	ooint, handouts) ade	equate? (Please tick)	Yes [] No []	
Give reasons:				
How are you intending to apply what you have learnt from this training?				
Please suggest areas of improvement		•••••	••	
······································				

1.6.8 Key references

Key references should be provided for each module plus a list of other relevant publications for reference.

Cassava reference material will consist of materials such as: Cassava production manuals/guides; Pamphlets/brochures and Factsheets on specific topics

SECTION II:TRAINING MODULES

This part presents the content of 8 modules of training namely: Introduction, Planting Materials and Propagation, Crop Management, Pests and Disease Management, Green Technologies and Mechanization, Cassava harvesting, post-harvest management and Value Addition, Business opportunities in the value chain and Gender and social inclusion.

Outline of the modules

Each of the 8 modules consisting of 4 parts. These parts are:

Overview - Context and background to training needs, knowledge and skills GAP being addressed

Module learning outcomes - What trainees are expected to learn

Module summary – sequence of sessions, training methods, materials and duration. The module duration indicated is an estimation of the recommended minimum length of time the trainee is exposed to the training content

Facilitators guideline – detailed sessions, training methods, materials and session guides

MODULE I: INTRODUCTION

I.I Overview

Most of the Cassava production is rain fed. With the unpredictable rainfall patterns, prolonged droughts and increasing demand for food supply, the need for knowledge on the production niches and climatic conditions for Cassava production is therefore crucial for improved productivity and commercialization of the crop.

This module build skills of the trainees to understand the different suitable agro-climatic zones prescribing ideal altitudes, soils, temperature, and rainfall levels among other characteristics for Cassava production. While these agro-climatic factors are critical for growth and yield performance of Cassava, they also provide favorable conditions for pests, diseases, weeds and beneficial soil-borne microbes. It is therefore important for farmers to be trained on the suitable agro-ecological zones and innovative management practices for better Cassava performance and yields.

1.2 Module learning outcomes

By the end of the module, the following outcomes should be achieved:

- 1. Importance of Cassava in Kenya's economy explained and appreciated
- 2. Knowledge of altitudes and soil types/characteristics for Cassava production enhanced
- 3. Climatic conditions (temperatures, rainfall and humidity) required for Cassava production understood and applied
- 4. Specific county agro-ecological zones for Cassava production. explained and understood

1.3 Module Summary

Module I: Introduction			
Sessions	Training methods	Training materials	Time
1.3.1 Introductions and climate setting	 Preliminaries Self-introduction Setting Norms & rules Plenary discussion Group exercise 	Flips chartsFelt pensLaptopProjector	20 minutes
I.3.2 The cassava plant; Importance of Cassava in Kenya's economy	PresentationsPlenary discussion	 Flips charts Felt pens Laptop Projector Participants' handouts 	30 minutes
I.3.3 Cassava production ecological/climatic requirements for optimal yields	PresentationsPlenary discussion	 Flips charts Felt pens Laptop Participants' handouts Projector 	30 minutes
I.3.4 Cassava production Agro-ecological zones (AEZs)- average yields, and constraints in the target Counties	 Group exercise Plenary Presentation Plenary discussion	Flips chartsFelt pensLaptopProjector	40 minutes
I.3.5 Gain practical knowledge on specific county Agro Ecological Zones (AEZs) for Cassava production	 Group exercise Presentations Plenary discussion Video/photo show	Flips chartsFelt pensLaptopProjector	20 minutes
1.3.6 Module review	Discussions/conclusion and way forward	Flip chartsFelt pensLaptop	10 minutes
Total			2 hours 30 minutes

I.4 Facilitator Guidelines

I.4.1 Introductions and climate setting	Session guide
(The facilitator welcomes trainees to the module and thereafter invites them to introduce themselves and state their expectations)	
Levelling of expectations	
The trainees to form groups (e.g. Sub-county based) and list their expectations, norms and rules.	
The facilitator presents module objectives	
Objectives	
By the end of the module, the trainee should be able to:	
To define the importance of Cassava in Kenya's economy.	Summarize the facilitator/trainees involvement in Cassava value chains
 Indicate and describe altitudes and soil types/ characteristics for Cassava production. 	Powerpoint presentation
 Describe climatic conditions (temperatures, rainfall and humidity) required for Cassava production. 	
Gain practical knowledge on specific county agro- ecological zones for Cassava production.	
 Understand and be able to apply innovative Cassava production and management technologies in the suitable counties. 	
I.4.2 Importance of Cassava in Kenya's economy	
Plenary Presentation	
The Cassava plant	
Cassava in Kenyan households	Powerpoint presentation
General Cassava production trends in Kenya	Participants' handouts
Cassava consumption and markets	Plenary discussion
Guided discussions by the Facilitator	
Questions/answers/comments	

I.4.3 Cassava production ecological/climatic requirements Plenary Presentation	Session guide
 Altitude and Agro-ecological zones for Cassava production Climatic conditions (Rainfall, Temperatures and humidity) Soils (soil types, pH, general fertility for Cassava) Facilitator's guided discussion Questions/answers/comments 	 Powerpoint presentation Participants' handouts Plenary discussion
I.4.4 Cassava production AEZs, average yields, and constraints in the target areas Plenary Presentation	Session guide
Facilitator guide in reviewing and discussing suitability map (County by County)	
 Group exercise Trainees to bring out specific county or sub-county AEZs, land size, yields and constraints to Cassava production and present in the plenary: Agro-ecological zones (AEZs) and % area suitable for Cassava Average land/farm size under Cassava production in Kenya Average yield of Cassava per unit farm area Constraints to Cassava production Opportunities to addressing the constraints Discussions/presentations from the groups Let the trainees/groups share the group exercise outcomes 	 Powerpoint presentation Group work Open discussions with the guidance of the facilitator Plenary discussion
1.4.5 Practical knowledge on specific county agro-ecological zones for Cassava production	Session guide
 Plenary presentation Facilitator guide trainees on the practical knowledge applicable to specific county agro-ecological zones for Cassava production Plenary discussions and Video/photo show 	Powerpoint presentationVideo/photo showPlenary discussionPlenary discussion

I.4.6 Module review	Session guide
 (The facilitator leads the trainees in reviewing the module) Summary of the main points from the training Objectives and expectations(review done on basis of the expectations listed earlier) Trainees to recall the Cassava production ecological/climatic requirements, Cassava production AEZs average yields, and constraints in the target Counties Trainees to indicate new sets of skills and knowledge acquired from the module. The results are recorded per county presented Trainees to randomly identify the issues for the way forward. Facilitator's guided discussion 	 The last participants' handouts/ training materials Summarize the main points of the module on a flip chart and display Plenary discussion

MODULE 2: PLANTING MATERIALS AND PROPAGATION

2.1. Introduction

This module is designed for training and exposing trainees to cassava varieties, propagation and nursery management. This module also exposes trainees to the improved Cassava varieties recommended for diverse uses and targeted production environments. There are many improved cassava recommended for cultivation in different agroecological zones.

Selecting the best Cassava variety is the most important decision made by a farmer. Planting a variety that is not suited for the available market and the particular production situation leads to lower profits or possibly crop failure. In addition to market acceptability, a variety must have acceptable yield, be adapted to the production area and have the highest level of preferred attributes. In order to optimize Cassava yields variety evaluation in the changing climate and farming environments is an important component for the selection of high yielding commercial varieties. The improved high yielding varieties are key to achievement of increased incomes as well as food and nutrition security. While introducing the improved varieties good agricultural practices will be mainstreamed in the process to ensure the technologies are environmentally sustainable and safe to consumers.

2.2. Module Learning Outcomes

By the end of the module, the following outcomes should be achieved:

- I. Various improved Cassava varieties, their ecological areas of cultivation and their uses identified and compared
- 2. Cassava propagation and nursery management described

2.3 Module Summary

Module 2. Planting Materials and propagation			
Sessions	Training Methods	Training Materials	Time
2.3.1 Introduction,		Module objectives	
objectives and level- ling of expectations	 Groups to bring out expectations 	Marker pens	
ing of expectations	Plenary presenta-	Flip charts	20 minutes
tion	Projector		
		• Laptop	

Sessions	Training Methods	Training Materials	Time
2.3.2 Introduction to the various improved Cassava varieties, their ecological areas of cultivation and their attributes and uses.	 Group Exercises to identify local Cassava landraces and varieties Plenary Presentations Plenary discussion 	 Flips charts Felt pens Laptop Projector Manila papers 	30 minutes
2.3.3 Recommended varieties for specific regions	Plenary PresentationGroup exerciseField demonstration	 Flips charts Felt pens Laptop Projector Manila paper 	20 minutes
2.3.4 Instructions on cassava propagation interpreted and applied	 Plenary Presentation Group exercise Plenary discussions Practicals/demonstration 	 Flips charts Felt pens Laptop Projector Manila papers Propagation materials 	Hour 30 minutes

Module 2. Planting Materials and propagation			
Sessions	Training Methods	Training Materials	Time
2.3.5 Certified seed sources for Cassava identified and adopted. Information on seed understood and preferred variety identified. Group exercise Circulate samples of certified Cassava cuttings Identify key information on Cassava cuttings provided	 Distribute Participants' handouts Group exercise Plenary discussion 	Demonstration of cuttings samples	30 minutes
2.3.6 Module review	 Participants' questions and comments Facilitator's summary 	Participants' hand outsModule review	20 minutes
TOTAL			3 hours

2.4 Facilitator's Guidelines

2.4.1 Introduction and Levelling Expectations	Session guide
The facilitator welcomes trainees to the module and introduces him/herself, stating profile and experience of working with farmers.	
Trainees' introductions and expectations	
The facilitator invites the trainees to state their expectations after brain storming in their respective groups	Summarize trainees' Expectations on a flipchart
Module Objectives	Power Point presentation
The facilitator presents module's objectives.	, , , , , , , , , , , , , , , , , , ,
By the end of the module, the trainee should be able to:	
Appreciate the objectives of the training.	

2.4.2 Introduction to Cassava and the various improved Cassava varieties and their uses	Session guide
 (The facilitator describes the Cassava crop and guides the trainees in identifying the various Cassava improved varieties and their uses). Group exercise and discussion Ask trainees highlight and describe some of the Cassava varieties they know. Plenary Presentation Improved Cassava varieties. Categories of Cassava varieties and comparison of various hybrid varieties. Show trainees the photographs of each variety and the full description and its uses. 2.4.3 Recommended Cassava varieties for the target counties 	 Distribute participants' handouts Group exercise Plenary discussion Session guide
the target counties	
 Plenary Presentation Varieties for the target counties Cassava growing regions and the new regions which are being targeted for Cassava cultivation in Kenya. Cassava varieties suited for each county Climate conditions for target county (semiarid, rain-fed and irrigated) Group exercises Trainees discuss and come up with Cassava varieties in their county 	Group exerciseField demonstration
Field demonstration	
(Identify farmers' fields with various Cassava varieties).	
 Visit the Cassava plots with the trainees and assist them identify and study the various varieties. After the field visit facilitate them to recall what they learned and discuss on any issue that may arise. (can also use Cassava root 	
samples/pictures for the various varieties)	

2.4.4 .Instructions on seed package interpreted and applied	Session guide
Plenary Presentation	Distribute Participants' handouts
Certified seed sources for Cassava identified and adopted.	 Group exercise Plenary discussion
Information on seed and cuttings understood in preferred variety identified.	• Flerial y discussion
Circulate samples of certified Cassava cuttings	
Identify key information on Cassava cuttings provided	

MODULE 3: CROP MANAGEMENT

3.1 Introduction

The low yields realized in Cassava production by farmers is as a result of inadequate adoption of the improved crop management practices developed by agricultural researchers. Some of the improved agronomic practices available for these farmers include; timely land preparation, use of recommended fertilizer types, correct plant spacing, knowledge of physiological maturity indices and how to improve on harvesting techniques to avoid losses

In order to optimize productivity of Cassava, farmers need to adopt specific agronomic packages, without which the yield potential of improved varieties cannot be achieved. In addition, the weather vagaries occasioned by climate change effects make it necessary to incorporate adaptation or mitigation measures which can enable Cassava farmers increase its productivity. In this respect, climate smart agronomic practices come to the fore. Therefore, there is need to equip farmer facilitators with skills and knowledge that will enable them train farmers on innovative climate smart Cassava agronomic practices that include; seed selection techniques, and disease and pest management strategies for increased production.

3.2 Module learning outcomes

By the end of the module, the following should be achieved:

- I. Agronomic practices for Cassava production described and explained.
- 2. Region specific agronomic practices for Cassava production optimization outlined.
- 3. Appropriate inputs and their correct application rates for Cassava production described.
- 4. Timing for operations or inputs application in Cassava production described and explained.

3.3 Module Summary

Module 3: Cassava agronomic practices			
Sessions	Training methods	Training materials	Time
3.3.1 Introductions and climate setting, objectives and expectations	 Self-introduction Setting Norms & rules Plenary Presentation Plenary discussion Group exercise 	Flips chartsFelt pensLaptopProjector	20 minutes
3.3.2 Agronomic practices for Cassava production	 Presentations Group exercise (Groups tour nearby farm for layout demonstration) Plenary discussions (From the farm visit) 	 Flips charts Felt pens Laptop Projector Participants' handouts 	I hour 30 minutes

Total			minutes
		Projector	3 hours 30
and discussion	way forward	• Laptop	
3.3.5 Module review	Discussion/conclusion and	Felt pens	30 minutes
		 Flip charts 	
Cassava	 Plenary discussions (share group work results) 	Participants' handouts	
for optimum production of	different counties)	• Projector	
recommended application rates	enlist inputs and application rates for	• Laptop	40 minutes
inputs and their	Group exercise (trainees	• Felt pens	
3.3.4 Appropriate	Presentations	Flips charts	
management and crop rotation		 Participants' handouts 	
requirement, pest management, weed	 Presentations 	• Projector	
planting, water	layout demonstration)	• Laptop	30 minutes
Land Preparation, seed selection,	 Practical exercise (groups tour nearby farm for 	• Felt pens	
3.3.3. Site selection,		 Flips charts 	

3.4 Guidelines for Facilitators

Module 3: Agronomic Practices for Cassava		
3.4.1. Introductions, climate setting	Session guide	
Preliminaries The facilitator welcomes trainees to the module and thereafter invites them to introduce themselves and state their expectations Expectations The trainees form groups (e.g., county based) and list expectations from the module	 Summarize the trainees expectations Powerpoint presentations Group exercise (listing and presenting 	
The facilitator presents the module objectives.	expectations).	
Objectives By the end of the training module, the trainee should be able to:	Expectations lists kept for later reviewing compliancy	
Explain and describe agronomic practices for Cassava production.		
 Describe appropriate inputs and their correct application rates for Cassava production. 		
Outline region specific Cassava production agronomic practices.		
 Specify the correct timing for all operations including application of inputs in Cassava production. 		

Module 3: Agronomic Practices for Cassava	
3.4.1. Introductions, climate setting	Session guide
3.4.2. Agronomic practices for Cassava production	
Plenary Presentation	Power point Presentation
The facilitator presents critical factors on:	Plenary discussion
Factors for selecting Cassava production as an enterprise	Distribute participants' handouts/training materials
 Climate smart land preparation practices 	Practical exercise
Climate smart planting	
Weed control	
Pests and disease control	
Cropping systems	
Spacing (inter-and intra-row spacing)	
 Conservation agriculture principles/ benefits 	
Practical exercise	
Guided groups tours to model farms to observe various planting and management techniques	
Plenary discussion	
Questions/answers and comments	

Module 3:Agronomic Practices for Cassava	
3.4.1. Introductions, climate setting	Session guide
3.4.3. Appropriate inputs for the optimal production of Cassava and their correct/recommended application rates	Session guide
Group exercise	Power point Presentation
 The facilitator guides trainees to list or/ and present the required inputs for use in Cassava production 	Groups exercise
 The trainees get into county groups to provide lists of Cassava inputs and their application rates as practiced by farmers. 	Plenary discussion
 The groups present their results in the ple- nary - opening up for questions, answers and discussion. 	
Plenary presentation and plenary discussion (The recommended Cassava inputs (seed, cuttings, fertilizers, manures, among others), their application rates and appropriate time of application for optimal yields	
3.4.3. Appropriate inputs for the optimal production of Cassava and their correct/recommended application rates	Session guide
Group exercise	Power point Presentation
The facilitator guides trainees to list or/	Distribute participants' handouts
and present the required inputs for use in Cassava production	Groups exercise
The trainees get into county groups to provide lists of Cassava inputs and their application rates as practiced by farmers.	Plenary discussion
The groups present their results in the plenary - opening up for questions, answers and discussion.	
Plenary presentation and plenary discussion	
The recommended Cassava inputs (seeds, cuttings, fertilizers, manures, among others.), their rates and their time of application for optimal yields	

Module 3: Agronomic Practices for Cassava	
3.4.1. Introductions, climate setting	Session guide
3.4.4. Module review	Session guide
(The facilitator leads the trainees in reviewing the module) Summary of the main points from the training	 Participants' handouts Summarize the main points of the module on a flip chart and display
Objectives and expectations (review done on basis of the objectives and expectations listed earlier)	
Trainees to randomly indicate new sets of skills and knowledge learnt from the module. The results are recorded per county presented	
 Randomly (average of 10 cases) trainees identify key issues for the way forward is- sues. 	

MODULE 4: PESTS AND DISEASE MANAGEMENT

4.1 Introduction

Cassava production is often constrained by damage caused by a range of insects, diseases and weeds. Dependence on local varieties which are susceptible to cassava brown streak disease (CBSD), and cassava mosaic disease is a major drawback. Insect pests such as mealy bugs pose a great challenge to cassava productivity. Further, an acute shortage of knowledge among Cassava farmers on the recommended crop health management options gets farmers frustrated and most of them may abandon the crop if timely interventions are not prioritized.

Weeds present competition for growth and development resources needed by the Cassava crop i.e. moisture, nutrients, light and space. This has significantly reduced productivity and profitability of Cassava over time. This module is therefore meant to help the trainees understand the ecology, impact and recommended management practices for diseases, pests and weeds to reduce production costs and improve Cassava yields.

4.2 Module Learning Outcomes

By the end of the module, the following outcomes should be achieved:

- 1. Major pests, diseases and weeds identified.
- 2. Integrated pest, disease and weed management in Cassava described and explained.
- 3. Knowledge on major diseases, their development, economic losses and their control.
- 4. Integrated Disease Management approaches and scouting for threshold determination.
- 5. Integrated weed management strategies for Cassava.
- 6. Safe use of agro-chemicals (pesticides, fungicides and herbicides) explained and appreciated.

Module 4: Pest and Disease Management			
Sessions	Training methods	Training materials	Time
4.3.1 Introduction, objectives and expectations	Self-introductionsGroup exercisePlenary presentationPlenary discussion	Flips chartsMarker pensLaptopProjector	30 minutes
4.3.2 Major Cassava pests that cause economic losses and their control methods;	Group workPlenary presentationPlenary discussionPractical exercise	 Flips charts Marker pens Projector Laptop Participants' handouts 	I hour

Module 4: Pest and Disease Management			
Sessions	Training methods	Training materials	Time
4.3.3 Sustainable Integrated Pests Management practices and scouting for threshold determination in Cassava	Plenary presentationPlenary discussion	 Flip charts Marker pens Projector Laptop Participants' handouts 	30 minutes
4.3.4 Major Cassava diseases that cause economic losses and conditions that favor their development including their control methods	 Group work Plenary Presentation Plenary discussion Practical session	 Flip charts Marker pens Projector Laptop Participants' handouts 	I hour
4.3.5 Sustainable Integrated Management of Cassava diseases and scouting for threshold determination	PresentationsPlenary discussionField demonstration	 Flip charts Marker pens Projector Laptop Participants' handouts 	I hour
4.3.6 Integrated weed management (Major weeds of Cassava)	Plenary PresentationPlenary discussionField demonstration	 Flip charts Marker pens Projector Laptop Participants' handouts 	I hour
4.3.7 Safe use of agrochemicals and update source for registered agro-chemicals (PCPB registered products)	PresentationsPractical exercisePlenary discussion	 Projector Laptop Flip charts Marker pens Participants' handouts 	30minutes
4.3.8 Module Review	 Discussion/ Recap of the module Take away messages 	Flip chartsMarker pensParticipants' handouts	30 minutes
Total			6 hours

4.4 Facilitator's Guidelines

Module 4: Pest and Disease Management			
4.4.1 Introduction and levelling of expectations and objectives	Session guide		
Introduction (The facilitator welcomes trainees to the module and thereafter invitesthem to introduce themselves and state their expectations) Module Objectives (The facilitator presents modules objectives) By the end of the module, the trainee should be able to: Identify major pests, diseases and weeds. Describe and explain integrated pest, disease and weed management in Cassava. Explain safe use of agro-chemicals (pesticides, fungicides and herbicides).	 Summarize trainees' "Expectations" Powerpoint presentation Participants' handouts 		
4.4.2 Major Cassava pests that cause economic losses and their control methods; emerging/migratory pests	Session guide		
 (The facilitator makes a presentation on the common Cassava pests that are of economic importance) Group work Trainees to share Cassava pest information from their respective Counties Plenary Presentation Names of pests and their descriptions Symptoms of their infestation/type of damage Data on economic significance of the common Cassava pests Practical exercise Identification of Cassava pests from provided specimens 	 Power point presentation Group exercise Practical exercise Participants' handouts 		
Discussion Let the trainees recall what they learned and discuss any issue that may arise			

Module 4: Pest and Disease Management			
4.4.1. Introduction and levelling of expectations			
and objectives	Session guide		
4.4.3. Sustainable Integrated Pest Management (IPM) practices in Cassava; scouting and thresh-	Session guide		
old determination			
 Plenary Presentation IPM principles; how to implement them with a focus on cultural, physical, biological and chemical pest management options. Critical considerations for proper scouting Threshold determination and when to implement control measures An overview on the safe use of agro-chemicals (demonstration on how to select most suitable pesticides, for the management of pests in Cassava). Discussion Let the trainees recall what they learned and seek clarification on the principles of sustainable IPM options 	 Power point presentation Participants' handouts 		
4.4.4 Major Cassava diseases that cause economic losses, conditions that favour their devel-	Session guide		
opment and their control methods			
 Group work Determination of Cassava diseases in specific Counties Plenary Presentation Presentations on Cassava diseases and conditions that favor their development Practical Exercise Identification of major disease species causing economic damage based on samples presented 	 Power point presentation Participants' handouts Disease identification guidelines Practical exercise 		
4.4.5 Sustainable Integrated Diseases Management (IDM); scouting and threshold determina-	Session guide		
tion			
 Plenary presentation Critical considerations for scouting and when to implement Cassava disease control measures Presentation on Integrated Disease Management (IDM) in Cassava An overview on the safe use of recommended agrochemicals (demonstration on how to select most suitable fungicides for the management of major Cassava diseases). Field visit Visit to a nearby Cassava field for collection and identification of diseased Cassava samples 	 Power Point presentation Participants' handouts Disease management guidelines Field demonstration 		

Module 4: Pest and Disease Management	
4.4.1 Introduction and levelling of expectations and objectives	Session guide
4.4.6 Integrated weed management (Major weeds of Cassava)	Session guide
 Plenary presentation Identification of weeds Major types of weed in the Cassava field Integrated Weed control measured Plenary discussion Integrated weed management 	Power point presentationParticipants' handoutsPlenary discussion
4.4.7 Safe Use of agro-chemicals and sources of registered chemicals (PCPB registered products)	Session guide
 Practical Trainees go into their groups and discuss: Ways used by farmers in mixing of pesticides/ Indigenous Technical Knowledge (ITK) products; and their consideration on safe use of pesticides Representative group leaders give presentation on findings of the discussion Plenary presentation Facilitator makes presentation on: Safe use of pesticides Let the trainees ask questions on any of the covered topical issues and critical areas to share with farmers on safe use of pesticides 	 Power point presentation by facilitator and representative group leaders Demonstration of proper use of knap sack sprayer, protective gear and calibration of pesticides, sourcing for registered pesticide information online: on PCPB website Distribute participants hand-outs (brochures, leaflets and manuals) Pest, disease and weed management guidelines

Module 4: Pest and Disease Management			
4.4.1 Introduction and levelling of expectations and objectives	Session guide		
4.4.8 Module review	Session guide		
 (The facilitator leads the trainees in reviewing the module) Summarize the main points of the training: The facilitator should review the following main points about climatic conditions suitable for Cassava production: Major pests of Cassava and their economic impacts on Cassava production. Integrated Pest Management (IPM) options for Cassava Major diseases of Cassava and their economic impact on Cassava production. Integrated Disease Management (IDM) options for Cassava Major weeds of Cassava and their economic impacts on Cassava production. Integrated Weed Management (IWM) options for Cassava (Discuss with trainees about new things learnt from this Module. What are some of the issues that need clarification)? 	 The last participants' handouts Summarize the main points from the module on a flip chart and display 		

MODULE 5: GREEN TECHNOLOGIES AND MECHANIZATION

5.1 Introduction to the module

Agricultural mechanization enhances production, productivity and profitability in agriculture by achieving timeliness of farm operations. It comes along with precision in metering and placement of inputs, reducing susceptibility to input losses, increasing utilization efficiency of costly inputs (seed, chemical, fertilizer, irrigation, water. etc.), reducing unit cost of production, enhancing profitability and competitiveness in the cost of operation. It also benefits conservation of agricultural produce and by-products from qualitative and quantitative damages; enables value addition and establishment of agro processing enterprises for additional income and employment generation from farm produce. Agricultural mechanization is one of the important inputs that has potential to revolutionize Cassava farming in Kenya especially when applied to planting, weeding, harvesting and post-harvest activities.

5.2 Module learning outcomes

By the end of the module section the following outcomes should be achieved:

- 1. Climate smart tillage options identified and explained
- 2. Bush clearing machines demonstrated
- 3. Use of pest control implements and tools demonstrated
- 4. Processing machines and equipment demonstrated

Module 5. Green Technologies and Mechanization			
Sessions	Training methods	Training materials	Duration
Introduction, objectives and expectations	 Personal introductions/ know your audience Presentations Plenary discussions 	Flip chartsPower point Presentations	20 minutes
Bush clearing machines explained	PresentationsPlenary discussions	Flip chartPower point presentationParticipants' handouts	10 minutes
Climate smart tillage options	PresentationsPlenary discussions	Flip chartPower point presentationParticipants' handouts	30 minutes

Module 5. Green Technologies and Mechanization			
Sessions	Training methods	Training materials	Duration
Pest control equip- ment and tools us- age demonstrated	Presentations Plenary discussions	 Flip chart Power point presentation Participants' handouts Practical 	1 hour
 Processing machines and equipment demonstrated 	PresentationsPlenary discussionsDemonstrations	 Flip chart Power point presentation Participants. handouts Practical 	minutes
5.3.6 Module review	Presentations	Power point presentation	15 minutes
Total			2 hours 30 minutes

5.4 Facilitator's Guidelines

Module 5:Green Technologies and Mechanization		
5.4.1 Introduction, Objectives and Expectations	Session guide	
 (The facilitator welcomes trainees to the module on cassava mechanization tools and equipment that help reduce labour costs as well as the post-harvest losses. They are then invited to introduce themselves and state their expectations) Module Objectives The facilitator presents modules objectives By the end of the module the trainee should be able to: Climate smart tillage options identified and explained Bush clearing machines demonstrated Use of pest control implements and tools demonstrated Processing machines and equipment demonstrated *In each case stating approximate prices and availability of machines, tools and equipment 	Summarize trainees' "Expectations" and display. Power point Presentation Distribute Participants' Handouts on Module Objectives and Training Program	

Module 5:Green Technologies and Mechanization			
5.4.2. Cassava climate smart land preparation tools and equipment	Session guide		
 (The facilitator presents on the commonly known land preparation tools and equipment) Plenary Presentation Power point Presentation Highlighting: Overview of the cassava mechanization activities Climate smart tillage options Discussion Let the trainees recall what they learned and discuss any issue that may arise 	 Power point presentation Distribute participants' handouts Brochures, leaflets and manual All participants 		
5.4.3. Bush clearing machines	Session guide		
 Plenary Presentation Power point Presentation Highlighting on: Description and explanation of bush clearing machines Discussion Let the trainees recall what they learned and discuss any issue that may arise. 	 Power point presentation Distribute participants' handouts Brochures, leaflets and manual 		
5.4.3. Demonstration of cassava processing tools and equipment	Session guide		
 Plenary Presentation Power point Presentation Highlighting on: Description and explanation of cassava processing machines and equipment Discussion Let the trainees recall what they learned and discuss any issue that may arise. 	 Power point presentation Distribute participants' handouts Brochures, leaflets and manual 		

Module 5:Green Technologies and Mechanization			
5.4.7 Module review	Session guide		
 The facilitator leads the trainees in reviewing the module) Summarize the main points of the training and together with the participants review the main points: Demonstrate Climate smart tillage options identified and explained Bush clearing machines demonstrated Use of pest control implements and tools demonstrated Cassava processing machines demonstrated (Discuss with trainees about new things learnt from this Module. What are some of the problems and issues that they have become more aware of in the module?) 	 The last participants' handouts Summarize the main points from the module on a flip chart and display 		

MODULE 6: CASSAVA HARVEST, POST HARVEST MANAGEMENT AND CASSAVA VALUE ADDITION

6.1 Introduction

Cassava is an important cash crop in Kenya. Cassava processing creates cottage industries for income generation. This module introduces farmer trainers to the importance of cassava in addressing food and nutrition security at the household, community and industrial levels. The module also covers the various cassava value added products, constraints in value addition and their suggested solutions. It is expected that the processing and value addition methods provided will enhance production and consumption of this crop towards food and nutrition security.

6.2 Module Learning Outcomes

By the end of the module, the following outcomes should be achieved:

- 1. Role of cassava as a food security crop explained.
- 2. Nutritional composition of cassava, health benefits, food security and income described.
- 3. Constraints in value addition and utilization of cassava, and suggest solutions identified
- 4. Cassava-based value added products identified and explained.

Module 6. Cassava Harvest, Post-Harvest Management and Value Addition			
Sessions	Training Methods	Training Materials	Time
6.3.1. Introduction,	Personal introduction	Flip charts	30 minutes
Objectives	Group work	Projector	
Expectations	Plenary Presentation	• Laptop	
6.3.2 Role of cassava as a food and nutrition security crop	Power point PresentationGroup exercisePlenary Presentation	 Flip charts Felt pens Projector laptop Participants' handouts 	30 minutes

Module 6. Cassava Harvest, Post-Harvest Management and Value Addition			on
Sessions	Training Methods	Training Materials	Time
6.3.3. Nutritional composition of cassava and its role in human health 6.3.4. Constraints in value addition and	 Power point Plenary presentation Group exercise 	 Power point presentation Flip charts Felt pens Participant handouts List of value added products 	45 min 45 min
utilisation of cassava 6.3.5 Cassava based val-	 Plenary Presentation 	 Checklist for prioritization Pair wise ranking tool Flip charts Felt pens Participants' handouts Projector Laptop Projector 	3 hours 30
ue added products:	Presentations Plenary discussion Practical demonstration Sensory evaluation of value added cassava products Field visit to processing firms / groups	 Laptop Participant handouts Assorted value addition equipment and ingredients Sensory evaluation forms 	min

Module 6. Cassava Harvest, Post-Harvest Management and Value Addition			
Sessions	Training Methods	Training Materials	Time
6.3.6. Module review	Plenary discussionPresentations	 Flip charts Power point presentations	30 minutes
		Module evaluation forms	
TOTAL			6hours 30 minutes

6.4 Facilitator's Guidelines

Module 6. Cassava Harvest, Post-Harvest Management and Value Addition	
6.4.1 Introduction, expectations and objectives	Session guide
Introduction and expectations (The facilitator welcomes trainees to the module on value addition of cassava. They are then invited to introduce themselves and state their expectations)	Participants' handouts Power point Presentation Summarize trainees' expectations and display on flip chart/board.
Module Objectives (The facilitator presents modules objectives.)	
By the end of the module, the trainee should be able to Appreciate the role of cassava as a food and nutrition security crop.	
Describe nutritional composition of cassava, health benefits, food security and income.	
Identify constraints in value addition and utilization of cassava, and suggest solutions.	
Explain how to make cassava-based value added products.	

6.4.2 Role of cassava as a food and nutrition security	SSession guide
crop	
(The facilitator presents on malnutrition cases in Kenya and	Power point presentation
the importance of cassava in addressing food security and malnutrition challenges)	Participants' handouts
Plenary Presentation	Recipe books
Power point presentation highlighting the critical elements:	Sample cassava and other pro- cessing ingredients
Micronutrient malnutrition cases in Kenya	Group exercise
Dietary nutrient requirements (focusing on VMGs)	
Group Exercises	
Trainees discuss in groups, the main malnutrition challenges in their respective counties / regions	
6.4.3 Cassava nutritional composition and impact of consumption on human health	
Plenary presentation	Power point presentation
Overview of the documented cassava nutritional composition and their role in human health and nutrition	Participant handouts Brochures, leaflets, manual, factsheets, posters
6.4.4. Constraints in value addition and consump-	Session guide
tion of cassava, and suggested solutions	
Group exercise	Power point presentation
Groups discuss the constraints in cassava value addition and utilization	Group Exercise
Plenary presentation	

6.4.5 Cassava based value added products	Session guide
Plenary presentation	Participants handouts
 Overview of cassava based value added products Meaning of value addition Requirements for value addition of cassava Cassava based value added products; sensory evaluation of the products 	 Power point presentation Recipes Sensory evaluation forms Assorted value addition equipment and ingredients
Practical exercise	
 Demonstration on formulation of cassava based products 	
 Practical on sensory evaluation of value added cassava products 	
6.4.6 Training review	Session guide
(The facilitator leads the trainees in reviewing the module)	Summary of the main points from the
Review the main points about cassava value addition together with the trainees.	Module.
What new things did you learn from this Mod- ule?	
• What are some of the problems and issues that you have become more aware of in cas- sava value addition?	
 What questions do you still have about cas- sava value addition? 	

MODULE 7: BUSINESS OPPORTUNITIES IN THE VALUE CHAIN

7.1 Introduction

Cassava is mainly produced in Western and coast regions. Markets and marketing of Cassava is a major issue of concern to small scale farmers and other actors in the value chain in Kenya, particularly inconsistency in supplying sufficient volumes required for trade, seasonal supply and price fluctuations. The low production/volumes and bulkiness of the produce also limit farmers to the local markets, where demand is low and hence prices. To strengthen the Cassava value chain, it is important to equip farmer facilitators with the skills and knowledge on Cassava farming business and marketing strategies. This module is designed to build skills of trainees in Cassava farming business and marketing in Kenya.

7.2 Module Learning Outcomes

By the end of this module, the following training outcomes should be achieved:

- 1. The business concept and emerging farming business models explained and appreciated.
- 2. Planning a farm business using Strength, weaknesses, Opportunities and Threats (SWOT) Analysis, farm budgeting and business plan described.
- 3. Tools for implementing a farm business, record keeping, break-even, gross-margin and entrepreneurship explained and described.
- 4. Various marketing approaches of Cassava identified.
- 5. Determination of Profitability (Gross margin analysis) described

Module 7. Business Opportunities in the Cassava Value Chain			
Sessions	Training Methods	Training Materials	Time
7.3.1. Models for market-oriented production of Cassava (Levelling of participants' expectations about the module and objectives)	IntroductionPlenary discussion	 Projector Laptop Flip charts Marker pens Masking tapes/flip chart holders 	20 minutes

Module 7. Business Opportunities in the Cassava Value Chain			
Sessions	Training Methods	Training Materials	Time
7.3.2. Developing a Business Plan for Cassava farm Business i) Business concept and emerging and farming business models) ii) Planning a farm business: SWOT Analysis, farm budgeting and business plan	Plenary presentationPlenary discussionGroup exercise	 Projector Laptop Flip charts Marker pens Masking tapes/flip chart holders 	l hour
7.3.3. Marketing as a group - collective marketing	Presentation andPlenary discussionsRole play exercise	 Projector Laptop Flip charts Marker pens Masking tapes/flip chart holders 	30 minutes
7.3.4 Profitability analysis - Reviewing performance of Cassava agro enterprise (Implementing a farm business: Record keeping, Break-even, Gross margin analysis, entrepreneurship	Plenary presentationPlenary discussion	 Projector Laptop Flip charts Marker pens Masking tapes/flip chart holders 	20 minutes
7.3.5 Scaling up plan of Cassava agro-enterprise development approach	 Group work Plenary discussions	 Projector Laptop Flip charts Marker pens Masking tapes/flip chart holders 	30 minutes

Module 7. Business Opportunities in the Cassava Value Chain			
Sessions	Training Methods	Training Materials	Time
7.3.6 Marketing Approaches (Contracted Cassava production model, Cassava marketing entrepreneurship model and Internet/ online/mobile marketing)	Plenary presentationPlenary Discussion	 Projector Laptop Flip charts Marker pens Masking tapes/flip chart holders 	20 minutes
7.3.7. Module review	Facilitator's summaryPlenary presentationPlenary Discussion	Module reviewParticipants handouts	20 minutes
TOTAL			

7.4 Facilitators Guidelines

Module 7. Business Opportunities in the Cassava Value Chain	
7.4.1 Levelling participants' expectations about the module	Session guide
(The facilitator welcomes trainees to the module and thereafter invites them to state their expectations)	
(The facilitator presents module objectives)	
By the end of this module, the trainee is expected to:	Summarize trainees'
Appreciate business concept and appreciate emerging and inclusive farmer-market linking models.	"Expectations" and display on flip chart/board.
Describe how to plan a farm business using SWOT Analysis,	Participants handouts
farm budgeting and business plan.	Power point presentation
 Describe and explain the tools for implementing a farm busi- ness: cost of production, Record keeping, Break-even, Gross margin and entrepreneurship. 	
Identify the marketing approaches of Cassava.	

Module 7. Business Opportunities in the Cassava Value	
7.4.1 Levelling participants' expectations about the module	Session guide
7.4.4 Profitability analysis - Reviewing performance of	Session guide
Cassava agro enterprise	B
(The facilitator highlights the importance of the tools in managing Cassava production as a farm business)	Power point presentationParticipants' handouts
Plenary Presentation	Plenary discussion
The farmer as an entrepreneur	and the field of t
Record keeping	
 Profitability assessment (cost of production, break-even & gross margin) 	
Plenary Discussion	
Profitability analysis	
7.4.5 Scaling up plan of Cassava agro-enterprise devel-	Session guide
opment approach	Plenary discussion
	of icital y discussion
Group and Plenary discussions	• Group exercise
Group and Plenary discussions	Group exercise
 Group and Plenary discussions In groups threes groups the participants discuss how to scale up Cassava agro-enterprise 	• Group exercise
 In groups threes groups the participants discuss how to 	• Group exercise
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole ple- 	• Group exercise Session guide
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 	·
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 7.4.6 Marketing strategies 	Session guide
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 7.4.6 Marketing strategies Plenary Presentation (The facilitator highlights the marketing strategies for the Cassava 	Session guide • Power point presentation
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 7.4.6 Marketing strategies Plenary Presentation (The facilitator highlights the marketing strategies for the Cassava farm business) 	Session guide • Power point presentation
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 7.4.6 Marketing strategies Plenary Presentation (The facilitator highlights the marketing strategies for the Cassava farm business) Market research 	Session guide • Power point presentation
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 7.4.6 Marketing strategies Plenary Presentation (The facilitator highlights the marketing strategies for the Cassava farm business) Market research Producer organizations 	Session guide • Power point presentation
 In groups threes groups the participants discuss how to scale up Cassava agro-enterprise The group leaders in each group present back to the whole plenary and discuss the outcomes. 7.4.6 Marketing strategies Plenary Presentation (The facilitator highlights the marketing strategies for the Cassava farm business) Market research Producer organizations Contract farming 	Session guide • Power point presentation

Module 7. Business Opportunities in the Cassava Value	
Chain 7.4.1 Levelling participants' expectations about the module	Session guide
7.4.2 Developing a business plan for Cassava farm business	Session guide
(The facilitator to highlight elements of business concept and emerging farming business models)	
Plenary Presentation	
Business concept and emerging farming business models	
Group Exercise	
Discuss areas of adjustments in the models	
Planning a farm business using SWOT Analysis, farm budgeting and business plan	 Power point presentation
The facilitator highlights the components of SWOT matrix and their interactions to generate opportunities based on the other components)	Participants' handoutsGroup exercise
Plenary Presentation	
SWOT analysis	
Budgeting	
Business planning	
Group Exercise	
List the strengths, weaknesses, opportunities and threats in Cassava farming as a business and marketing	
7.4.3 Marketing as a group - collective marketing	Session guide
(The facilitator highlights the importance and benefits of collective and group marketing	
Presentation and discussions Collective Marketing Role play exercise In groups of two, the trainees will do a role play, where they sell individually and where sell as a group.	Participants 'handoutsGroup exercise

Module 7. Business Opportunities in the Cassava Value Chain	
7.4.1 Levelling participants' expectations about the module	Session guide
Training review	Session guide
(The facilitator leads the trainees in reviewing the module. Conclude by thanking the trainees)	Plenary presentationSummary of the main points
Plenary Presentation	from the Module.
Summarize the main points of the training	

CHAPTER 8: GENDER EQUALITY, HUMAN RIGHTS AND SOCIAL INCLUSION

8.1 Introduction

Gender equality, human rights, and social inclusion are essential for achieving peaceful societies, full human potential, and sustainable development. Empowering women leads to productivity and economic growth. Advancing gender equality is critical for reducing poverty and promoting health, education, and well-being. Human rights, including freedom from violence and socio-economic equality, should be enjoyed by all people. Studies have shown that many right holders especially those in rural areas are not aware of their rights and the need to demand the same from duty bearers who include the state and non-state actors and even within households.

The achievement of the I7 UN Sustainable Development Goals(SDG) is dependent on the operationalization and implementation of gender equality and women empowerment strategies, Human Rights Based Approaches(HRBA) and social inclusion is guided om the principle of Leave no one Behind. Restrictive gender roles and social norms a lived reality in most of the rural smallholder farms continue to drag development behind. While men and women continue to perform these roles as is, may of them lack awareness of how some of these community sanctioned roles continue to limit their progress in live especially among in creat-ing wealth out of the agricultural value chains.

Intentionality in creating awareness among right holders to claim their rights, capacity building the duty bearers to meet the claims and ensuring those likely to be left behind like people living with disabilities (PWDs), the marginalized and the minorities among others are included would greatly contribute to common good, dignified lives and sustainable development.

This facilitator guide provides a lay out on how to train on the issues gender equality, human rights and social inclusion.

8.1 Chapter Summary

Chapter 8.0: Gender equality, human Rights and social inclusion			
Sessions	Training methods	Training materials	Time
8.1 Introductions and climate setting, objectives and expectations	 Self-introduction Setting Norms & rules Plenary Presentation Plenary discussion Group exercise 	Flips chartsFelt pensLaptopProjector	20 minutes
8.1.1 Gender equality Definition of concepts	 Presentations Individual reflections Group exercise Plenary discussions 	 Flips charts Felt pens Laptop Projector Participants' handouts 	30 minutes

Chapter 8.0: Gender equality, human Rights and social inclusion			
Sessions	Training methods	Training materials	Time
8.1.2 The business case for gender mainstreaming	 Practical exercise (groups tour nearby successful Agri- business where both the a model couple) Presentations 	 Flips charts Felt pens Laptop Projector Participants' handouts 	40 minutes
8.1.3 Steps to main- stream gender	Group exercise -same sex groups (trainees identify roles) challenge these roles Plenary discussions (share group work results) Individual reflections Presentations	 Flips charts Felt pens Laptop Projector Participants' handouts 	40minutes
8.2 Human rights	Individual reflections Buzz groups Plenary Presentations PowerPoint presentations	 Flip charts Felt pens Laptop Projector handouts 	30 minutes
8.2.1 HRBA-PANT Principles	Group work Presentations PowerPoint presentations	 Flip charts Felt pens Laptop Projector handouts 	30 minutes
8.3 Social inclusion	Buzz groups Plenary discussions Group discussions on who is likely to be left behind in the value chain	 Flip charts Felt pens Laptop Projector handouts 	30minutes

Chapter 8.0: Gender equality, human Rights and social inclusion			
Sessions	Training methods	Training materials	Time
Chapter review and	Discussion/conclusion Action plan	Flip charts	
		Felt pens	30 minutes
discussion		• Laptop	30 minutes
	Projector		
Total			4, hrs

8.2 Guidelines for Facilitators

Chapter 8: Gender Equality, Human Rights and social inclusion		
8.1. Introductions, climate setting	Session guide	
Preliminaries The facilitator welcomes trainees to the Chapter and thereafter invites them to introduce themselves and state their expectations Expectations	 Summarize the trainees expectations PowerPoint presentations Group exercise (listing and 	
The trainees form groups (e.g., county based) and list expectations from the module	presenting expectations).Expectations lists kept for later reviewing compliance	
The facilitator presents the chapter objectives.		
Objectives		
By the end of the training Chapter, the trainee should be able to:		
 Explain and describe what gender and gender main- streaming is with practical examples 		
 Describe appropriate steps to take in operationalizing the PANT principles 		
 Describe and list those likely to be excluded from the value chains. 		
 Specify the correct actions to take to address the root causes of exclusion and how they will be monitored. 		

8.1.1 Gender equality definition of concepts	
Plenary Presentation	Plenary discussion
The facilitator introduces the topic of background in tion and gender equality	Distribute participants' handouts/ training materials
 Individuals reflect on their understanding of concept sex, gender, equity, equality, diversity, gender streaming among others 	
 Presentations are made to dispel biases and types 	stereo-
Plenary discussions	
Plenary discussion	
Questions/answers and comments	
8.1.2 The business case for gender mainstream	ing Session guide
Group exercise	PowerPoint Presentation
 The facilitator guides trainees to visit success business where both a model couple) 	ful Agri- • Distribute participants' handouts
. ,	Groups exercise
The group reflects on their findings	Plenary discussion
A PowerPoint presentation.	
8.1.3 Steps to mainstream gender	Session guide
8.1.3 Steps to mainstream gender Group exercise : the facilitator conducts	Session guide • PowerPoint Presentation
	PowerPoint PresentationDistribute participants' handouts
Group exercise: the facilitator conducts 1. Practical session on gender roles(daily caler dar)- Women and men separately then pres	 PowerPoint Presentation Distribute participants' handouts Groups exercise
 Group exercise: the facilitator conducts Practical session on gender roles (daily caler dar)- Women and men separately then presplenary for further reflection Practical session on Access, control, and own 	 PowerPoint Presentation Distribute participants' handouts Groups exercise Plenary discussion
 Group exercise: the facilitator conducts Practical session on gender roles(daily caler dar)- Women and men separately then presplenary for further reflection Practical session on Access, control, and ow ship-separately then present in plenary Social norms in the community about men 	 PowerPoint Presentation Distribute participants' handouts Groups exercise Plenary discussion
 Practical session on gender roles (daily caler dar)- Women and men separately then presplenary for further reflection Practical session on Access, control, and ow ship-separately then present in plenary Social norms in the community about men women-separate norms then present in ple Barriers and enablers to women and youth pation in the agricultural value chains and h 	 PowerPoint Presentation Distribute participants' handouts Groups exercise Plenary discussion
 Practical session on gender roles (daily caler dar)- Women and men separately then presplenary for further reflection Practical session on Access, control, and own ship-separately then present in plenary Social norms in the community about men women-separate norms then present in plenary Barriers and enablers to women and youth pation in the agricultural value chains and hwill be addressed by the group. Presentations Plenary presentation and plenary 	 PowerPoint Presentation Distribute participants' handouts Groups exercise Plenary discussion
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8.2 Human rights	
The facilitator leads the trainees into; Individual reflections on their human rights, those who have duty to address these rights Buzz groups to identify issues of human rights Plenary Presentations PowerPoint presentations 8.2.1 HRBA-PANT Principles The facilitator lead the team on the PANT principles Group work Presentations PowerPoint presentations	 Flips charts Felt pens Laptop Projector Participants' handouts Flips charts Felt pens Laptop Projector Participants' handouts
Social Inclusions The facilitator leads the trainee into group discussions on who is likely to be left behind in the value chain Identification Who is excluded? Are some groups less likely to benefit from a Program/project because of their identity? Analysis How and why is the particular group (or groups) excluded? What drives the exclusion? Actions What actions can the groups/ farmers take to ensure there is social inclusion Monitoring How would they know if they have made progress in ensuring social inclusion? Action plan for mainstreaming Gender Youth and social inclusion	 Flips charts Felt pens Laptop Projector Participants' handouts
Review and Close out	Session guide
(The facilitator leads the trainees in reviewing the chapter)	Participants' handouts
 Objectives and expectations (review done on basis of the objectives and expectations listed earlier) Trainees to randomly indicate new sets of skills and knowledge learnt from the module. The results are recorded per county presented Randomly (average of 10 cases) trainees identify key issues for the way forward issues. 	Summarize the main points of the module on a flip chart and display

ANNEX I



CASSAVA VALUE CHAIN TRAINING WORKSHOP FOR XXXX

TRAINING VENUE: XXX DATES: XXX

SAMPLE PROGRAMME

Date and Time	Activity	Duration	Responsible

ANNEX 2. List of participants who validated this document

S/NO	NAME	INSTITUTION
I	Joseph Kairu	County Government of Siaya
2	Winston Motanya	County Government of KISII
3	Nicholas Manyinsa	County Government of KISII
4	Cecelia Mutuku	County Government of MACHAKOS
5	Paul Busienei	County Government of NAKURU
6	David Kimera	Youth Agri-Preneur
7	Lawrence Swanya	County Government of MACHAKOS
8	Kenneth Kagai	County Government of TRANS-Nzoia
9	Benedict Khanyifu	County Government of TRANS-Nzoia
10	Mwalimu Menza	Kenya Agricultural and Livestock Research Organization
П	George Kamami	County Government of MAKUENI
12	Moses Munialo	County Government of BUGOMA
13	Agesa Eric	County Government of KAKAMEGA
14	Benard Mainga	County Government of KWALE
15	Jane M Kamamu	County Government of KILIFI
16	Dr. Ndungu Teresia	County Government of NYANDARUA
17	Wilbur Mutai	County Government of UASIN-GISHU
18	Stephen Odipo	Kenya Agricultural and Livestock Research Organization
19	Solomon Mbivya	PAPA FARMERS Limited
20	William Mwangi	County Government of MAKUENI
21	Doreen Kinoti	Micro-Enterprises Support Programme Trust
22	Serah Nzau	Micro-Enterprises Support Programme Trust
23	Margaret Kikuvi	Micro-Enterprises Support Programme Trust











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