



Women play vital role in agriculture



Women in Agribusiness Leadership Network

Women in Ethiopia play a major role as farmers and producers. However, they have less access to productive assets such as land and services including finance and extension. Their access to resources and opportunities to enable them to move from subsistence agriculture to higher value chains is much lower than men's. Women increasingly supply national and international markets with traditional and high-value produce, but compared to men, women farmers and entrepreneurs face a number of disadvantages, including lower mobility, less access to training, less access to market information, and less access to productive resources



WOMEN IN AGRIBUSINESS LEADERSHIP NETWORK

The "Women in Agribusiness Leadership Network" (WALN) is a business training, mentorship and networking activity targeting high-potential women leaders in the agribusiness sector. WALN is embedded in the Agribusiness and Market Development component of the Ethiopia Agricultural Growth Program (AGP-AMDe). It seeks to improve agribusinesses outcomes by addressing gender differences in productivity, profitability, participation and leadership in the sector.

PROJECT OBJECTIVES

The objective of this program is to engage high potential women business leaders to achieve the following objectives:

1. Build skills in business planning and management including business plan development, marketing, negotiation, financial management, networking and communication;
2. Develop enhanced leadership capability that will enable them to grow and manage business more profitably;
3. Mentorship program for small and micro agribusiness by women in agribusiness leadership programs to share experiences of skills and knowledge on business management;
4. Develop professional network with women leaders in agriculture and related business



BUSINESS LEADERSHIP

A comprehensive business leadership training resource guide developed for the series of training conducted for the participants. The material will serve to build women's confidence in running business as well as give them technical skills to make them better managers. The training package include; Business Planning and management (Business Planning, Marketing, Financial Management, Stock Management, Human Resource Management, Negotiations), Personal Development, Leadership, Mentoring & Coaching, Communications and Networking. The training modules are developed to be covered in 21 days.

A total of 100 women has successfully attended the training modules with practical experience sharing among the participants as well as site visits and by inviting successful women entrepreneurs as guest speakers. As a result women participants of the program were able to learn and develop their business plan and marketing strategies, manage their stocks and financial records, and leadership and communication skills and knowledge. The mentorship training has enabled the business leadership participants also to mentor other women and share their experiences and knowledge for their fellow mentees.

BUSINESS MENTORING

Mentoring is a professional relationship in which an experienced person (the mentor) assists another (the mentee) to develop specific skills and knowl-

AGRIBUSINESS MARKET DEVELOPMENT (AGP-AMDe)

AGP-AMDe is the flagship project under USAID's Feed the Future Strategy for Ethiopia and contributes to the government of Ethiopia's Agricultural Growth Program. The goal of the project is to strengthen agricultural productivity and markets in high rainfall regions of Amhara, Oromia, Tigray and Southern Nations, Nationalities, and Peoples. AGP-AMDe sustainably reduces poverty and hunger by improving the productivity and competitiveness of value chains that offer jobs and income opportunities for rural households focusing on sesame, chickpea, coffee, honey, wheat and maize. The project supports growth and capacity building for farmer cooperative unions, exporters, industry associations as well as coordinates closely with service providers, government stakeholders and international buyers.

edge that will enhance the mentee's professional and personal growth. The leadership training workshops will train and prepare participants to become mentors to others. During the leadership training program, participants will be encouraged to mentor three to five qualified women.

NETWORKING

Networking is the other key component for WALN to facilitate learning on women's role in agribusiness and increase visibility in the sector regionally, nationally and internationally. Biannual networking events are organized in the respective regions by bringing all key stakeholders and partners in supporting women in agribusiness. This has created opportunities for women in developing long term business relationships for mutual gains. Successful business managers used the networking to develop new business, learn about opportunities, solve problems and increase visibility.

Women in Agribusiness Leadership Network brings all actors and supporters of women in agribusiness at different level to enhance coordinated efforts to promote women in Ethiopia. By joining the network, women agricultural producers, processors, exporters associations and service providers will gain sharing experiences, business to business linkages, access to financial services and information. WALN is currently developing sustainability and scalability strategies to reach out more women in the regions and nationally to advance women's leadership to increase productivity and competitiveness in Agriculture.

Project title: Women in Agribusiness Leadership Network – Ethiopia
Regions: Tigray, Amhara, Oromia, SNNPR and Addis Ababa
Donor: USAID Ethiopia GenDev funding
Target beneficiaries: Women in agribusiness - processors, traders, service providers, exporters
Selected Value Chains: chickpeas, coffee, honey, maize, sesame, wheat, livestock/dairy
Implementer: USAID AGP-AMDe
Key partners: AGP, ATA, MOA, Chamber of Commerce



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