



A Report on **Indian Delegation visit to Malawi for** **Capacity Building Training** **March 13 – March 18, 2023**

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About Triangular Development Cooperation

On May 2, 2022, India and Germany entered into a Joint Declaration of Intent to carry out Triangular Development Cooperation (TrC) projects. This agreement, signed during the Inter-Governmental Consultations held in Berlin, marked a significant step forward in fostering global partnerships for sustainable development.

Triangular Development Cooperation (TrC) is a collaborative model involving three primary stakeholders: Germany (acting as the traditional donor), India (serving as a strategic partner with rich expertise and experience), and Malawi (the beneficiary country). This model combines financial assistance, technical know-how, and local insights to address development challenges more effectively and sustainably.

Under the India-Germany-Malawi partnership, Triangular Development Cooperation (TrC) enables the collaborative implementation of innovative projects—like the Agri-Business Incubator Model focused on empowering women in agriculture and food systems—by leveraging the distinct strengths and expertise of each of the three nations.

Key Collaborating Partners

❖ Political Partners

The key political stakeholders involved in the TrC Project include the German Federal Ministry for Economic Cooperation and Development (BMZ) as the facilitating partner; NITI Aayog, representing the Government of India as the strategic partner; and the Ministry of Industry and Trade of Malawi, serving as the recipient partner.

❖ Implementing Partners

The main implementing partners of the TrC Project include Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) from both India and Malawi, along with the National Institute of Agricultural Extension Management (MANAGE) and Access Livelihoods from India, and the Small and Medium Enterprises Development Institute (SMEDI) from Malawi.

In India, MANAGE and Access Livelihoods—renowned for their experience in establishing, supporting, and mentoring agri-incubators—are contributing technical expertise and specialized guidance to the project. In Malawi, SMEDI has been designated as the lead institution responsible for developing and strengthening the agri-business incubator ecosystem. GIZ is managing the overall implementation and tracking the project's progress.

Objectives of TrC Project

The primary focus of the TrC Project was to develop an Agri-Business Incubator Model aimed at empowering women involved in agriculture and food systems in

Malawi. This initiative aligns with the Sustainable Development Goals (SDGs), particularly Goal 1 (No Poverty), Goal 5 (Gender Equality), and Goal 8 (Decent Work and Economic Growth).

The main objectives of the project included:

- To establish an agri-business incubator that supports MSMEs and women-led collective enterprises in Malawi.
- To build the capacity of at least one local institution—specifically SMEDI—through activities such as Training of Trainers (ToT) programs.
- To encourage the creation of a dedicated fund for supporting women-led enterprises.
- To provide policy recommendations for the development of high-quality agri-business incubators in Malawi.
- To strengthen the entrepreneurial skills and competencies of 50 women entrepreneurs.

Overview of the Visit

MANAGE, serving as one of the implementing partners on behalf of the Government of India, is actively involved in the Triangular Cooperation pilot project titled “Agribusiness Incubator Model for Women in Agriculture & Food Systems in Malawi,” in collaboration with the governments of Germany and Malawi. As part of the project’s mandate, MANAGE was responsible for conducting in-person training sessions for the staff of the Small and Medium Enterprises Development Institute (SMEDI) and 50 women agripreneurs in Malawi during March 2023.

Indian Delegation Members

Mr. Yuvaraju A (Business Manager) and **Mr. Praveen H. J.** (Manager – Finance) from MANAGE – Centre for Innovation and Agripreneurship were involved in conducting capacity-building training sessions on entrepreneurship and incubation, in addition to taking part in various other activities associated with the project.

Highlights of the Visit

The training was conducted in two phases—Phase 1 focused on capacity building for women entrepreneurs in Malawi, and Phase 2 targeted the training of SMEDI staff. During their visit, the team engaged with various stakeholders in Malawi and explored potential consulting and business opportunities, including those with SMEDI and other government-affiliated institutions.

Phase 1: Capacity building training for Women Entrepreneurs of Malawi

The training was designed to equip participants with the skills and knowledge needed to grow their businesses effectively. It included a range of activities such as interactive discussions, product exhibitions by women entrepreneurs, feedback sessions, and action plan development. These components created opportunities for participants to engage with one another, exchange experiences, and learn collaboratively.



During the sessions, MANAGE Team shared their expertise with the participants, offering valuable insights on areas like marketing, finance, and operations. They also led group activities designed to help participants build problem-solving abilities and foster teamwork.



The product exhibition by women entrepreneurs offered a platform for participants to display their products and gather feedback from both MANAGE team

and fellow participants. This activity served as a valuable opportunity to motivate participants to enhance their products and services while refining their marketing strategies. Collecting feedback was a key component of the training program.



After each session, the MANAGE team gathered feedback from participants to assess the training's effectiveness and pinpoint areas needing improvement. This input was then utilized to adapt and refine the following sessions to better address the participants' needs.



In the final session, action plans were created to assist participants in applying the knowledge gained during the training program. The MANAGE team guided this process by helping participants set realistic goals and design effective strategies to reach them.



Overall, the training program offered meaningful insights and practical skills to women entrepreneurs in Malawi. It is expected to support their business growth, enhance their livelihoods, and play a role in boosting the economic development of their communities.



Phase 2: Capacity building training for SMEDI Staff

The Training of Trainers (ToT) was designed to build the capacity of SMEDI staff to effectively operate and manage the AMAYI HUB, the Women Agri-Business Incubator set up at the SMEDI campus in Malawi.

The training consisted of five sessions and addressed a range of topics, including business incubator models, strategies for implementing entrepreneurship development programs, six-month action planning, case study analysis, and feedback collection.

Session 1- Introduction & Discussion on Business Incubator Models

The opening session of the training was dedicated to explaining the concept of business incubator models and their role in fostering entrepreneurship development.

The MANAGE team shared insights from their experience in managing successful business incubators in India. They also explored different types of incubator models, highlighting their respective benefits and limitations.

Session 2- Entrepreneurship Development Program – Strategies for implementation

During the second session, the training team focused on strategies for implementing entrepreneurship development programs. They emphasized the significance of identifying and cultivating entrepreneurial talent, offering mentorship and training, and building a supportive environment for entrepreneurship. Additionally, they explored both the challenges and opportunities associated with fostering entrepreneurship in Malawi.

Session 3- Action Plan & Promotional strategies for AMAYI Hub

The third session was dedicated to creating action plans for the upcoming six months. SMEDI staff collaborated in groups to pinpoint the critical areas requiring attention for the effective operation of the AMAYI HUB. They also formulated strategies to address potential challenges they might encounter along the way.



Session 4- Discussion on various Case studies of Indian Agri Startups

The fourth session centered around case study discussions. The MANAGE team presented examples of successful business incubators and entrepreneurship development programs from India. SMEDI staff reviewed these case studies, identifying the critical success factors that could be adapted and applied within their own local context.

Session 5- Feedback Session

The fifth session was dedicated to gathering feedback from the SMEDI staff. The training team encouraged participants to share their insights and suggestions for

enhancing both the training program and the AMAYI HUB. Additionally, the trainers offered feedback to the staff on their engagement and performance throughout the training.



Overall, the Training of Trainers (ToT) conducted by the MANAGE team proved highly beneficial in enhancing the capabilities of the SMEDI staff to effectively operate and manage the AMAYI HUB. The staff valued the chance to learn from MANAGE's experiences and expressed enthusiasm about applying the insights gained to their own environment. As a result, the SMEDI team now feels confident in their ability to run the AMAYI HUB and advance entrepreneurship development in Malawi.



Networking Visits

On 17 March 2023, the MANAGE team visited multiple institutions, including the GIZ Malawi team, LUANAR Innovation and Incubation Centre, the Indian High

Commission in Malawi, the Ministry of Trade & Industry – Government of Malawi, and SYNERGY – a private business incubator in Malawi.



The visit aimed to foster cross-border learning and establish a platform for agricultural startups in both Malawi and India to engage in peer learning. The MANAGE team interacted with representatives from each organization to gain insights into their programs and initiatives focused on agriculture and entrepreneurship.



For example, the LUANAR Innovation and Incubation Centre highlighted its initiatives to support agribusiness startups, while the Ministry of Trade & Industry shared information on policies and regulations governing agribusiness in Malawi.



Additionally, the Indian High Commissioner in Malawi provided perspectives on India's agriculture sector and explored opportunities for collaboration with Malawi in this field.



Overall, the visit served as a valuable platform for India and Malawi to exchange knowledge and ideas on advancing agricultural entrepreneurship and cross-border learning. It is anticipated that this engagement will lead to strengthened collaborations and future partnerships between the two nations.

Outcomes of the Visit

- The women entrepreneurs in Malawi were able to recognize the challenges they face and gained insights into how community development can help bridge existing gaps.
- The program enabled cross-border learning opportunities for both women entrepreneurs and SMEDI staff.
- SMEDI staff became aware of entrepreneurship development programs they can initiate independently, without relying on external funding or support.

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