

## Project title : MALIFO - Animation of a workshop on the analysis and market information of the FIBANI program in the regions of Ségou and Koulikoro

Project place	Project cost	Role in the project	Technical and financial sponsors	Dates
Mali	2 700 €	Workshop coordination	Swisscontact	December 2014 - December 2014

### Project's goals and results

#### Main goals

Build capacity on understanding and analyzing the markets of support workers and direct actors in the value chains of the FIBANI (Niger Basin Training Program) and SAFE (Sakawa Fund for Education) programs agricultural extension in Africa) in the regions of Koulikoro and Ségou

#### Specific objectives

Organization of a two-day workshop for about 30 local program support officers and about 30 value chain actors in the Koulikoro and Ségou region to improve their skills in exploiting the knowledge disseminated by the MIS operators

#### Beneficiaries

The team in charge proximity support of programs & actors of the value chains in the region of Koulikoro and Ségou

#### Results

**R1.** The accompaniment officers (fifteen per region) of SAFE and FIBANI programs are initiated to the rapid analysis of the markets

**R2.** The direct actors of the value chains (fifteen by region) supported by FIBANI and SAFE are initiated to the rapid analysis of the markets

**R3.** The categories of actors acquire the ability to quickly identify the characteristics of the markets referenced in the periodic bulletins and the SMS of the operators of the MIS

#### Activities

**A1.** Information system as a price risk management tool

**A2.** Determinants of agricultural commodity prices (why are prices moving?)

**A3.** Market analysis (methodology, understanding market dynamics, type of information collected, sources of information, etc.)

**A4.** Presentation of the market structure of agricultural products, from the international to the specific case of Mali

**A5.** Type of relevant information for each link in a given value chain (example: sesame case)

**A6.** Interpretation of market information (practical exercises on some newsletters published on products in Mali)

**A7.** Exercise on the management of a fictional campaign

**A8.** Trade negotiation and contracting techniques

**A9.** Development of business links