

iCRA
Course!

ooicra
building trust

'Making Agribusiness Work'

Building agribusiness relations for sustainable profit

Build
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for
sustainable
profit

This hands-on course allows you to negotiate better deals and build trust that leads to sustainable business relationships.

As a professional in business support service, you want to contribute to local entrepreneurial development and food security. By offering professional capacity support, coaching and assisting in accessing startup capital you try to help small-scale producers and processors move towards farming as a business.

iCRA experienced that many business support services (BSS) find it hard to attract new clients and projects. They need to invest a lot of time in search for new funding rather than in supporting small-scale producers and processors and doing the work they love and do best. But, it does not have to be like this!

Successful business support services not only assure that smallholder farmers and agri-entrepreneurs make substantial and sustainable profit, they also assist them in doing it more efficiently. Donors, business and governmental organizations line up to work with such successful service providers. Don't you want to be a highly valued professional, earning a decent living and being able to pick the most exciting projects?



