



Coaching on Contract Farming

What do you learn?

- Gain knowledge and understanding of contract farming, related legislation and governance processes.
- Develop your skills in conflict resolution, access to justice, relationship-building and negotiation.
- Learn and understand current key land related rights issues.
- Complete tasks respectfull of cultural sensitivity.
- Learn how to become an effective trainer.

What is the agenda?

The coaching is for 5 days:

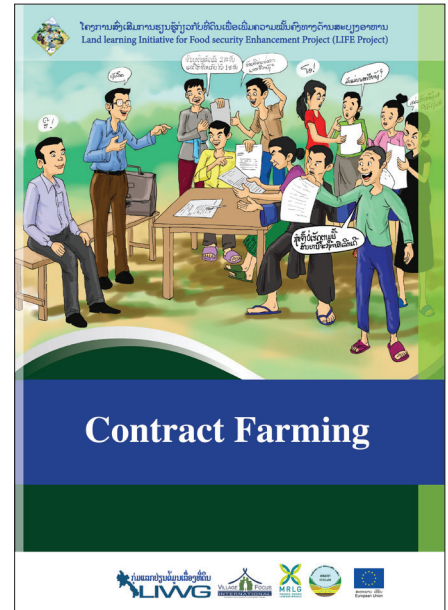
- 1.5 day-theory training.
- 1.5 day- participants prepare, practice and lead presentations on different topics.
- 1 day-trainers and participants plan together before going to your target village for the pilot training.
- 1 day- implementing training in your target village.

What is the approach?

- Participatory and interactive learning techniques.
- Training provided by a team of capacitated and experienced trainers.
- Planning session, practice in pilot village and feedback.
- A toolbox of lesson plans and materials.

What is the agenda?

- Learning about the Contract Law.
- Components of a contract.
- Information needed for negotiation including market considerations, opportunities and potential alternatives.
- Analyzing your negotiation situation by evaluating risk factors and identifying the Best Alternative to a Negotiated Agreement (BATNA).
- Simple and practical negotiation strategies and approaches, and negotiation dynamics.



How to request coaching?

Prior to coaching workshop:

- **4 weeks in advance:** submit a letter of request inviting LIFE to coach your organization and local government counterparts.
- **3 weeks in advance:** share the lesson plan content with your government counterpart and share any feedback from your organization or counterpart with LIFE.
- **2 weeks in advance:** confirm the name of the village(s) for the pilot training, location and distance, as well as ethnicity of population and need for interpreter.
- **1 week in advance:** inform LIFE about the number of villages your organization intends to conduct training in following the LIFE coaching.

After the coaching workshop:

- Inform and report to LIFE about the training at community level: name of villages, districts, total number of participants, number of female and male participants, ethnicities represented.