## SELF-ASSESSMENT GUIDE

<table>
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<tr>
<th>Full Qualification</th>
<th>AGROENTREPRENEURSHIP NC III</th>
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| **Units of Competency Covered** | • Engage agroenterprise (AE) industry stakeholders  
• Mobilize farmers participation in capacity building activities  
• Ensure product supply  
• Conduct collective marketing  
• Implement financial management |

**Instruction:**
- Read each question and check the appropriate column to indicate your answer.

### CAN I?

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<tr>
<th>Can I?</th>
<th>YES</th>
<th>NO</th>
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#### ENGAGE AGROENTERPRISE (AE) INDUSTRY STAKEHOLDERS
- Identify and recommend relevant partners who will provide support
- Identify and mobilize farmers for clustering ("group of 10-15 farmer-members")
- Identify the requirements or criteria for farmers to join clusters/group for collective marketing
- Solve conflicts following agroenterprise policies and procedures
- Identify farmer-member’s issues and conveys the issues to concerned partners
- Facilitate registration of farmer’s organization following standard requirements

#### MOBILIZE FARMERS PARTICIPATION IN CAPACITY BUILDING ACTIVITIES
- Identify and recommend to agroenterprise facilitator the prioritized capacity building interventions for farmer-members
- Draft letter to institutions aimed to seek support for farmers capacity building intervention
- Monitor participation of identified farmers to capability building activities
- Conduct coaching and mentoring activities based on identified needs of farmer members

#### ENSURE PRODUCT SUPPLY
- Identify the product prioritized based on established criteria to farmer members
- Prepare production module
- Prepare supply plan based on approved production module, farmer's commitment and product demand
- Identify activities based production module
- Monitor the production volume based supply plan
- Conduct work safety & health activities

## CONDUCT COLLECTIVE MARKETING
- Explain to farmer members the conduct of market chain study and test marketing assessment
- Consolidate selling and deliveries of produce based on Agroenterprise (AE) plan
- Lead the preparation of business or agroenterprise plan
- Identify potential second liners
- Explain the conduct of development or improvement of products based on market requirement
- Engage farmers in the review and improving AE business operation

## IMPLEMENT FINANCIAL MANAGEMENT
- Compute financial requirements, break-even price and volume
- Monitor farmer members' compliance to loan payment agreement
- Orient farmer members on saving practices
- Orient farmer members on schemes, mobilization, utilization and policies
- Identify the importance of record keeping in production and marketing
- Monitor and assess financial performance

I agree to undertake assessment with the knowledge that information gathered will only be used for professional development purposes and can only be accessed by concerned assessment personnel and my manager/supervisor.

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<th>Candidate’s Name &amp; Signature</th>
<th>Date</th>
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