

## TERMS OF REFERENCE

The Faculty members (Consultants) of the Institute of Business and Management Sciences/Computer Sciences in collaboration with the UIUC Field Director will develop a course on Enterprise Development and Management Skills that will equip the graduate and moderately educated Afghan National with all the necessary knowledge and skills required to be a successful entrepreneur. The course will be taught to the Afghan Nationals at the NWFP AU and will, inter-alia, include:

1. Basis and Challenges of Entrepreneurship;
2. Self-assessment for the Entrepreneurship;
3. Entrepreneurial characteristics;
4. The Business Idea;
5. The Business, Marketing, Financial and Organizational Plans;
6. Sources of Capital; and
7. Legal Issues for the Entrepreneur.
8. Visits to important business organizations in the area.

The Consultants shall supply the following reports at the end of the training programs:

1. Training Manual in English or Pushtu including business concepts defined with illustrated examples and exercises; and
2. Report on Training of Business Enterprise Development and Management Skills.

## TERMS OF REFERENCE

The Post-Harvest Management and Marketing Skills Specialist in collaboration with the Director, UIUC Field Office will train the staff of the Agriculture Department and traders of Afghanistan in:

1. Marketing Concepts, Marketing Functionaries and Channels of Distribution;
2. Different types of wholesale markets, market complexities, market operations and launching of products in these markets;
3. Involvement of market intermediaries, pre and post-harvest contractors and their role in horticulture industry;
4. Post-harvest management, post-harvest losses, types (quantitative, qualitative, financial, viability etc.) in horticulture sector;
5. Practical training in improved post-harvest management practices of harvesting, grading, packing etc. in the field of an apple grower to improve the skills of the participants;
6. Practical training in the markets to acquaint the participants with the market situation, transaction/auction, market operation and introduction of the participants with the traders, auctioneers and other relevant dealers;
7. Identification of major problems in marketing and post-harvest management which inhibit the growth in horticulture sector;
8. Importance of storage, storage types, problems and the expected benefits. Visits to various cold storages for practical demonstration;
9. Importance and benefits of improved packaging through practical training.
10. Prepare complete training manual in English or Pushtu for post-harvest management and marketing skills.
11. Submit report on training in post-harvest management and marketing skills.

## **TERMS OF REFERENCE**

The Preservation of Fruits and Vegetable Specialist (Consultant) in collaboration with the UIUC Field Director will train the staff of the Agriculture Department of Afghanistan in:

1. Methods and procedures for preparation of fruits for drying (specially Apricot and mulberry);
2. Techniques for proper drying of fruits;
3. Proper grading and packing of the dried fruits;
4. Methods of preservation of fruits for jam, syrups and squashes;
5. Preparation of pickling of excess vegetables produced in the area;
6. Prepare complete training manuals in English or Pushtu for:
  - i) Fruit drying;
  - ii) Preparation of jam, marmalade and squashes; and
  - iii) Pickles
7. Supply Report on the Training.

### **TERMS OF REFERENCE**

The Instructor of the Water Management Department of the NWFP Agricultural University shall develop an on-the-job training course on “Irrigation and Water Management Practices

for Agricultural Engineers, Agronomists, and Agriculture Officers of Afghanistan”. The course shall be taught at the NWFPAU and shall inter-alia include:

1. Small scale irrigation infrastructure development
2. Economic Analysis of Small scale irrigation development
3. Crop water requirements
4. Water holding capacity of soils
5. Flow Measurement
6. Discharge Measurements of Irrigation channels
7. Irrigation structures for flow measurements
8. Discharge measurements of irrigation channels by current meter and cut-throat flumes
9. Frequency and depth of irrigation
10. Irrigation methods
11. Critical period and irrigation evaluation
12. Water-logging and its effect on crop yield
13. Different types of saline soils, effect of salinity on crop yield
14. Field visits for practical exercises and class assignments
15. Training Manual written in English or Pushtu
16. Report on Training Course.

### **COURSE EVALUATION**

Legend: A= Strongly agree, B= Agree, C= Disagree, D= Strongly Disagree,  
E= No opinion

## COURSE EVALUATION

		A	B	C	D	E
1.	The course was relevant to your professional responsibilities.					
2.	The course improved your knowledge to a great extent					
3.	Enough time was given for classroom lectures/ discussion.					
4.	Enough time was given for field visits.					
5.	Recent development in research and latest knowledge of the subject was imparted.					
6.	Problems and issues which you usually encounter during your professional duties were discussed during the course.					

## TRAINING METHODOLOGY

1.	Lectures were informative and very helpful in communication of knowledge.					
2.	Group discussions and consultations with instruction provided an excellent opportunity for sharing of experience.					
3.	Field visits provided the chance to see the problems as discussed in the classroom.					
4.	Teaching methodology was effective.					
5.	Group discussions are more helpful than the lecture.					
6.	Course duration was about right.					

## TRAINER'S PERFORMANCE

**Give response about the trainer of the course through following statements.**

1.	He has good knowledge of the subject					
2.	He has presented the subject matter nicely and spoken clearly.					
3.	He has the ability to relate subject matter with solutions of existing problems.					
4.	He has answered trainees' questions satisfactorily.					
5.	His overall performance was good.					

Suggestions for further improvement (if any): \_\_\_\_\_