



BANKERS INSTITUTE OF RURAL DEVELOPMENT, LUCKNOW
(Designated Nodal Training Institution at Central Level by GoI under the
Central Sector Scheme on Formation & Promotion of 10000 FPOs)

**FPOs are
growth
engine of Indian
Agriculture**

Trainer's Note **Agri-Export**

under
**Central Sector Scheme on Formation &
Promotion of 10000 FPOs**



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PROGRAM OUTLINE

Program objective	To enable the participants from FPOs and CBBOs to gain an overview of various activities leading to export of agriculture commodities and become familiar with the facilitation provided by the Government of India. With this knowledge, the FPOs will be empowered to find avenues for export of their produce and also prepare for the same.
Duration	Three days
Course content	1. International trade and its benefits; General Agreement on Tariffs and Trade (GATT) and World Trade Organisation (WTO), Agri Export Zones (AEZs) and Free trade Agreement (FTA), Directorate General of Foreign Trade (DGFT) and its role 2. Present scenario of agriculture production, consumption and export 3. Major commodities and markets for export and import from the country 4. Policy initiatives of Government of India for boosting agri-export 5. Export promotion schemes of the Government and allied entities 6. Role of Agricultural and Processed Food Products Export Development Authority (APEDA), Marine Products Export Development Authority (MPEDA), Export Credit Guarantee Corporation of India Limited (ECGC), Exim Bank and export promotion councils 7. Export opportunities for Farmers/ FPOs for increasing their income 8. Qualitative and quantitative aspects of agri-export 9. Tie up with corporate houses for creating a win-win situation 10. Processes and procedures for undertaking export of agri-commodities
Target Participants	Officials of Cluster Based Business Organisations (CBBOs)/ Board of Directors (BoDs)/ Chief Executive Officer (CEO) of Farmer Producer Organisations (FPOs), etc.

TRAINING PLAN

#	SESSION TITLE	DAY	TIME (HOUR)
1	International Trade and its benefits; GATT, WTO including Agreement on Agriculture (AoA), Free Trade Agreements and Agri-Export Zones, Role of the Ministry of Commerce and Industry, GoI and DGFT	1	1.5
2	Present scenario of agri-exports from India, major commodities of export and markets (destinations) and medium term strategy of GoI	1	1.5

#	SESSION TITLE	DAY	TIME (HOUR)
3	Policy initiatives and major schemes of the Government of India for boosting export	1	3
4	Role of APEDA, MPEDA, ECGC, Exim Bank and export promotion councils in facilitating agri-export	1	1.5
5-6	Processes and procedures to be followed by Farmers/FPOs/Companies for undertaking export	2	3
7-8	Field visit to an export house/entrepreneur for understanding the nuances of export of agri-commodities	2	3
9-10	Presentation by the groups on the learnings from the field visit	3	3
11	Qualitative and quantitative aspects, phyto-sanitary issues, risks in export and tieups with corporate houses	3	1.5
12	Action plan and feedback and valediction	3	1.5

Translation of materials: The Sessions on Agri Export contain several technical terms which are best translated to FPO members languages through explanations and examples. The materials should be translated to the language of the participants so that they can easily read and take part in the learning activities.

The Facilitators are encouraged to use up-to-date information from online or other sources– as material provided in the Reading Material can rapidly become obsolete.

Additional Topics: Risks in Exports and Tie-ups with Exporters – are currently covered in the field visit to the Exporter. A separate classroom session may be included and appropriate reference materials need to be developed.

SESSION 1: UNDERSTANDING INTERNATIONAL TRADE AND AGRI-EXPORTS

International trade and its benefits

GATT, WTO, including agreement on agriculture (AoA)

Free Trade Agreements and agri-export zones

Role of the Ministry of Commerce and Industry, GoI and DGFT

SYNOPSIS

The international trade in agriculture was shaped through the introduction of GATT and WTO and it offers several benefits for the growth of domestic agriculture. The session chronicles the developments of international agricultural trade. In promoting agricultural exports, the Agri-Export Zone (AEZ) plays a critical role. The session also provides an overview of the role of the Ministry of Commerce and Industry in promoting agricultural export.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the session, the participants will be able to:

- Describe dimensions of international agri trade and the need for agri exports from India
- Describe in brief the salient features of international trade institutions and agreements – such as the WTO, Agreement on Agriculture Free Trade Agreements and Agri Export Zones
- Describe in the brief the facilitating role of the Government of India towards Agri-Export

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	10	Presentation slides
2	Development of International Agriculture Market	Sub-group activity for group reading and plenary presentation	45	Presentation
3	Overview of the Government bodies	Videos in the preferred languages of participants can be played	35	Presentation

TEACHING METHODS AND NOTES

Before organising the training session, the facilitator shall ensure all the materials used in the training are available in local languages. The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
Task 1: Session introduction	Provide an overview of the session and the participants would also explore the benefits of international trade.
Task 2: Development of International Agriculture Market	Present an overview of the international trade agreements (GATT and WTO) and their salient features. Highlight the implications of such agreements on agricultural export. Apart from the international organisations, Free Trade Agreements (FTA) influence agriculture exports. Facilitate the participants to explore the significance of a few such FTAs specific to commodities.
Task 3: Overview of the Government bodies	Present structure and role of the Ministry of Commerce and Industry and the Directorate General of Foreign Trade in agriculture export.
Task 4: Summing up	Summing up and feedback

Note: Tasks 2 and 3 can be conducted as a sub group activity where participants read, discuss specific portions of the reading material and present their summaries to the plenary.

QUESTIONS FOR DISCUSSIONS

1. What commodities do you consider have the possibility for export and why?
2. What are the factors that would decrease the chances of exporting a commodity?
3. Which organisations are engaged to promote an AEZ? What are the roles of an AEZ in your state?

BACKGROUND READING

1. Ministry of Commerce and Industry, Government of India. n.d. "Export Products: Agriculture." Ministry of Commerce and Industry, Government of India. Accessed November 16, 2021. <https://commerce.gov.in/about-us/divisions/export-products-division/export-products-agriculture/>.
2. Gondalia, V. K., Rachana Bansal, K. S. Jadav, and A. S. Shaikh. 2017. *Export of Fruits and Vegetables from India: Growth, Opportunities and Challenges*. Anand: Anand Agricultural University. <https://www.zotero.org/groups/4505676/fpo/items/AMJMENSY/library>.
3. APEDA, and YES Institute. 2016. "Indian Agri Exports: Study on the Difficulties Faced by Exporters in the Supply Chain of Agricultural Products." APEDA. <https://www.zotero.org/groups/4505676/fpo/items/72HEW4Z2/library>.

SESSION 2: AGRI EXPORTS FROM INDIA - COMMODITIES AND MARKETS

Present scenario of agri-exports from India,

Major commodities of export and markets (destinations),

Medium-term strategy of GoI

SYNOPSIS

This session provides a macro-overview of India's agri-export scenario. In particular, the session identifies the commodities for export and import. It also provides the list of target countries as export markets. The session introduces key export policies - including economic liberalisation of 1991, foreign trade policies (2015-20), and agriculture export policy, 2018.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the session, the participants will be able to:

- List a few agri-export commodities from India and their future potential
- List a few initiatives by the GoI to boost Agri Export

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	10	Presentation
2	Overview of agri-export scenario	Presentation	35	Presentation
3	Overview of export policies	Presentation	45	Presentation

TEACHING METHODS AND NOTES

The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
Task 1: Session introduction	Provide an overview of the session and its schedule.
Task 2: Overview of agri-export scenario	Using a presentation, introduce the critical metrics of India's agriculture export and import. It identifies the commodities and the countries with potential for export.
Task 3: Overview of export policies	Present the key policies that impact agriculture export - economic liberalisation of 1991, foreign trade policies (2015-20), and agriculture export policy, 2018.

QUESTIONS FOR DISCUSSIONS

1. What are the top commodities being exported by India? Do you produce any of those commodities?
2. What policies do help agriculture export? How do they help?

BACKGROUND READING

1. Department of Commerce, Ministry of Commerce and Industry, India. 2021. "Agriculture Export Policy." Department of Commerce, Ministry of Commerce and Industry, India. <https://www.zotero.org/groups/4505676/fpo/items/B5GE2P3C/library>.
2. Ministry of Agriculture & Farmers Welfare, India. 2021. "India's Agriculture Trade Grows during 2020-21." *PIB Press Release*, April 21, 2021. <https://pib.gov.in/PressReleasePage.aspx?PRID=1713247>.

SESSION 3: POLICIES AND SCHEMES FOR BOOSTING AGRICULTURE EXPORT

Policy initiatives and major schemes by the Government of India for boosting export

SYNOPSIS

This session provides an overview of the major agriculture export schemes by the Government of India. Participants would understand the objectives and strategic direction of the agri-export policies of GoI. It covers the Agriculture and Processed Food Products Export Development Authority (APEDA), The Ministry of Commerce and Industry, and the Directorate General of Foreign Trade (DGFT).

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the session, the participants will be able to:

- Name a few key agri-export promotional initiatives
- Describe in brief the salient schemes under APEDA, DGFT, Ministry of Commerce and Industry for agri-export from India

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	15	Presentation
2	Overview of three APEDA schemes	Presentation Group activity (Group study)	60	Presentation Chart and marker
3	Overview of two Ministry of Commerce and Industry schemes	Presentation Group activity (Group study)	45	Presentation Chart and marker
4	Overview of five DGFT schemes	Presentation Group activity (Group study)	60	Presentation Chart and marker

TEACHING METHODS AND NOTES

The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
Task 1: Session introduction	Set the session objectives and the structure for the participants. Outlines the objectives of India's agriculture export policies and their thrust.
Task 2: Overview of three APEDA schemes	In this activity, first provide a list of the schemes by APEDA and the link to the scheme documents. The class forms three or four groups. Each group would take 10 minutes to study the scheme document and summarise the scheme in

	five to eight points in the chart. In the end, ask each group to present the scheme highlights to the entire class. Encourage questions and discussions.
Task 3: Overview of two Ministry of Commerce and Industry schemes	Similar to the previous activity, here the participants discuss two schemes by the Ministry of Commerce and Industry, referred to in the reading material and online links.
Task 4: Overview of five DGFT schemes	This activity follows the previous activity. It discusses five DGFT schemes referred to in the reading material.
Task 5: Feedback	Summary and Feedback of the session

QUESTIONS FOR DISCUSSIONS

1. Explain any one of India's agriculture export policies. What is its significance for the farmers and their collectives?
2. Which scheme is relevant for improving the infrastructure of agriculture export?
3. Which scheme helps in setting up an export-oriented unit?

BACKGROUND READING

1. APEDA. n.d. "Agriculture and Processed Foods Export Promotion Scheme of APEDA for the 15th Finance Commission Cycle (2021-22 to 2025-26): Operational Guidelines." APEDA. <https://www.zotero.org/groups/4505676/fpo/items/EJ45S39T/library>.
2. Department of Commerce, Ministry of Commerce and Industry, India. 2021. "Agriculture Export Policy." Department of Commerce, Ministry of Commerce and Industry, India. <https://www.zotero.org/groups/4505676/fpo/items/B5GE2P3C/library>.
3. Federation of Indian Export Organisations. n.d. "Promotional Schemes." Federation of Indian Export Organisations. https://www.fieo.org/view_section.php?lang=0&id=0,30,1700.

SESSION 4: ROLE OF AGRI EXPORT FACILITATING AGENCIES IN INDIA

Role of APEDA, MPEDA, ECGC, EXIM Bank

Role of Export Promotion Councils in facilitating agri-export

SYNOPSIS

This session lists various government agencies – APEDA, MPEDA, ECGC, EXIM Bank, and Export Promotion Councils and elaborates their roles in agriculture export.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the session the participants will be able to:

- describe the key roles played by different Agri-Export Facilitating Agencies in India

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	10	Handouts, Agenda
2	Overview of agencies and their roles	Presentation	70	Presentation, chart paper
3	Summarise session	Open discussion		

TEACHING METHODS AND NOTES

TASKS	ACTIVITIES
Task 1: Session introduction	Set the session objectives and structure for the participants.
Task 2: Overview of agencies and their roles	In this activity, provide the roles played by five government agencies in agriculture export—APEDA, MPEDA, ECGC, EXIM Bank, and Export Promotion Councils – as reading material for sub groups. The sub groups will make a plenary presentation of their summaries
Task 3: Summarise	Summarise and seek feedback

QUESTIONS FOR DISCUSSIONS

1. Which agencies are relevant for your FPO's works? Illustrate with examples.
2. How do you establish connections with those agencies? Do you have the technical know-how to develop a connection?
3. What type of support do you need to leverage the support provided by these agencies?

BACKGROUND READING

1. APEDA. n.d. "About APEDA." APEDA.
http://apeda.gov.in/apedawebsite/about_apeda/about_apeda.htm.
2. MPEDA. n.d. "About MPEDA." MPEDA. Accessed November 16, 2021.
<https://mpeda.gov.in/>.
3. APEDA. n.d. "Role of ECGC in Credit Insurance." APEDA.
<https://agriexchange.apeda.gov.in/Ready%20Reckoner/ECGC.aspx>.

SESSION 5-6: HOW CAN FPOS UNDERTAKE AGRI-EXPORTS?

Processes and procedures to be followed by farmers, FPOs and companies for undertaking export

SYNOPSIS

In this session, the participants would explore how the FPOs can participate in agriculture exports. The session provides an extensive guideline to the participants. The session provides an overview of three aspects: 1) the process of starting exports, 2) processing and export order, and 3) preparation of the import and export documents.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the sessions, the participants will be able to:

- list the step by step processes and procedures to be followed for undertaking Agri-export and
- assess how prepared the FPO is to undertake these steps (documentation and processes in the FPO)
- plan the steps to be taken to begin export activities and review those steps.
- provide the steps in processing the export order and checking the preparation of import and export documents through a practical exercise.

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	15	Presentation
2	Process of starting exports	Presentation, followed by a group activity	60	Chart and marker Presentation Whistle
3	Processing an export order	Presentation, followed by a group activity	60	Chart and marker Presentation Whistle
4	Import and export documentation	Presentation with a group review of documents checklist	45	Presentation Printed sheets

TEACHING METHODS AND NOTES

Before organising the training session, the facilitator shall ensure all the materials used in the training are available in local languages.

TASKS	ACTIVITIES
Task 1: Session introduction	Set the session objectives and the structure for the participants. Provide a briefing on the areas where FPOs can participate in agriculture export.
Task 2: Process of starting exports	This activity starts with briefing the participants about the 12 steps the FPOs need to take to start exporting. The class will form three or four groups. Provide printed copies of those 12 steps and short summaries of those steps. Each group would get three or four steps to work on. The task involves identifying their FPO's readiness for each of those steps. In a chart, each group would draw a table—in the first column, they would write the step. In the next column, they would write how they are ready. In the last column, they would write the gap they need to overcome to be ready. In the end, each group would present to the class.
Task 3: Processing an export order	Recap the steps for processing an export order. After this recap, the groups would do a fishbone activity. The steps and activities to process an export order would be written in post-its in the fishbone activity. On the wall, there would be a fishbone diagram. Each participant would randomly pick up either a step or an activity within the step from the bowl. Then the participants would walk to the chart on the wall to paste the post-it in an appropriate place. In the end, the class and the facilitator would review the placements in fishbone to share the feedback with individual participants.
Task 4: Import and export documentation	In this activity, list the documents required to be developed and processed for import and export. The groups can review the list to discuss and clarify.

QUESTIONS FOR DISCUSSIONS

1. What are the challenges you foresee in starting the export operations for your FPOs?
2. What assistance do you need to develop import and export documentation for your FPO?
3. Do you have experience in taking up partially or fully in preparation or processing an export order?

BACKGROUND READING

1. Agricultural and Processed Food Products Export Development Authority. n.d. "Guidebook for Agri Exports." Agricultural and Processed Food Products Export Development Authority.
<https://www.zotero.org/groups/4505676/fpo/items/QEC7WGCR/library>.
2. Department of Commerce, Ministry of Commerce and Industry, India. 2021. "Agriculture Export Policy." Department of Commerce, Ministry of Commerce and Industry, India.
<https://www.zotero.org/groups/4505676/fpo/items/B5GE2P3C/library>.

3. APEDA, and YES Institute. 2016. "Indian Agri Exports: Study on the Difficulties Faced by Exporters in the Supply Chain of Agricultural Products." APEDA. <https://www.zotero.org/groups/4505676/fpo/items/72HEW4Z2/library>.

SESSION 7-8: FIELD VISIT TO AN AGRI-EXPORTER

Visit and interactions with export house/entrepreneur to understand the nuances of export of agri-commodities

SYNOPSIS

The two sessions (7 and 8) are designed to give the participants an understanding from the field. In these sessions, the participants would visit an export house/entrepreneur to understand the nuances of agri commodities. Following the field visit, the participants would be required to make presentations over two sessions (sessions 9 and 10).

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the field visit and debriefing sessions, the participants will be able to practically see the functioning of an exporter and analyse how they can prepare for agri-exports based on the learning.

After completing the session, the participants would have a better understanding of different aspects in the area of agri exports. Participants would also get an exporter's perspective on the international trade environment, the commodities they deal in the international markets, their understanding of government's policies to further their goals, the schemes that are designed for them, and their relationships with different export promotion agencies, including financing institutions.

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Discussion	10	
2	Field visit	Activity – visit to agri exporter	3 hours	Notepad and pen
3	Discussion	Discussion	20	

The field visit duration will depend on distance from training venue and availability of time with the exporter. Earmark 20 minutes for discussion at the end of the visit

TEACHING METHODS AND NOTES

Before organising the training session, the facilitator shall ensure all the materials used in the training are available in local languages. The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
Task 1: Pre-visit	Set the session objectives and the structure for the participants.

Briefing	Having covered several important topics related to agri exports, the participants are set to visit an agri exporter to get a better understanding. The facilitator asks the participants to understand various aspects: • the international trade environment • the specific markets for the commodities that the exporter deals in • the difference between the related export market requirements and domestic market requirements • government's policies and their impact on the exporter's business • government's schemes • the role of export promotion agencies, including financial institutions
Task 2: Field Visit	Encourage the participants to ask relevant and specific questions to improve their understanding of the aspects discussed in the classroom sessions.
Task 3: Discussion	At the end of the discussion, ask the participants to state their learnings from the field visit. Once the participants have shared their learnings, the facilitator concludes the field visit.

Tips to the Facilitator: Provide a profile of the Agri-Exporter for participants reference. Prepare travel logistics carefully, so that time is not lost on the road and more time is spent on the exporter's site. Make sure participants follow any dos and don'ts expected by the exporter during the visit.

QUESTIONS FOR DISCUSSIONS

1. What are the commodities dealt by the exporter?
2. Which are the main markets for these commodities?
3. What are the international agreements that define the markets for the commodities?
4. What are the buyer's specifications that the exporter has to fulfill?
5. Are there government policies specific to the commodities that the exporter deals with?
6. What schemes, if any, are available to the exporter?
7. What relationships does the exporter have with other stakeholders—suppliers, export promotion agencies, and financing institutions?

BACKGROUND READING

Reading material for earlier sessions (1-6).

SESSION 9-10: DEBRIEFING OF FIELD VISIT

Presentation by the groups on the learnings from the field visit

SYNOPSIS

In these two sessions, participants are required to make presentations based on the learnings from the field visit in sessions 7 and 8.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

After completing the sessions, the participants would have learned more about the agri export business. The participants would be able to present and discuss the importance of international trade agreements, the different market requirements, the role of policy, the impetus provided by schemes, and the role of stakeholders in the agri export domain.

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Introduction of the field visit presentation sessions	10	Presentation slides
2	The guidelines for presentations	Briefing	15	Presentation slides
3	Selection of Timekeeper	Any one participant volunteers to manage time during the presentations	5	
4	Presentations	Presentation by each group	140	Presentation slides
5	Concluding discussions		10	

TEACHING METHODS AND NOTES

Before organising the training session, the facilitator shall ensure all the materials used in the training are available in local languages. The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
Task 1: Introduction	Set the session objectives and the structure for the participants. In the introduction, explain that the objective is to summarise and present the key

TASKS	ACTIVITIES
	learnings from the field visit.
Task 2: Selection of volunteer	The facilitator invites any participant to volunteer to manage time. Time for each presentation is allotted according to the number of groups. This is further divided into time for presentation and time for a question-and-answer (Q&A) session.
Task 3: Presentations	One by one, the groups make their presentations. The timekeeper volunteer ensures that the teams stick to the time limit.
Task 4: Concluding remarks	Sum up the key learnings and offers concluding remarks that emphasise the key points about agri export.

QUESTIONS FOR DISCUSSIONS

1. Can FPOs benefit by participating in the agri export markets?
2. What are the capabilities that the FPOs have to develop, in order to participate in the agri export markets?

BACKGROUND READING

Reading material for earlier sessions (1-6).

SESSION 11: FOOD SAFETY STANDARDS FOR AGRI-EXPORTS

Qualitative and quantitative aspects of Food Safety

Sanitary and Phyto-sanitary (SPS) Measures

SYNOPSIS

In this session, the participants would learn about the importance of food safety and quality control, the international frameworks, international agreements, different international standards and India's food quality standards.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

At the end of the session, the participants will be able to:

- explain why quality standards and food safety regulations are important in agri-export
- list a few phyto-sanitary measures required for agri-export.

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	10	Presentation slides
2	Importance of food safety and quality	Discussion; presentation	10	Whiteboard; presentation slides
3	International framework for food regulations	Presentation	20	Presentation slides
4	International agreements and standards	Presentation	20	Presentation slides
5	Food quality standards in India and government initiatives	Presentation	20	Presentation slides
6	Discussion	Discussion	10	Whiteboard

TEACHING METHODS AND NOTES

Before organising the training session, the facilitator shall ensure all the materials used in the training are available in the local language. The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
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Task 1: Session introduction	Set the session objectives and the structure for the participants.
Task 2: Importance of food safety and quality	Initiate a discussion on food safety. The key question is: “Do all markets have the same expectation of food safety and food quality? What are some differences we are aware of?” Make a brief presentation on food safety and quality.
Task 3: Sanitary and Phytosanitary Measures (SPS)	Make a brief presentation on international frameworks: • WTO’s International framework of Sanitary and Phytosanitary Measures (SPS)
Task 4: International Food Safety Standards	Makes a brief presentation on international food safety standards: • Codex Alimentarius Commission in general • GLOBALGAP • Codex standards for fresh fruits and vegetables • Examples of standards that needs to be met for different common commodities • Hazard Analysis Critical Control Point (HACCP) guidelines • Food Safety Management System Certification • Global Traceability Standard
Task 5: Adoption of food safety standards in India	The facilitator makes a presentation on the measures that India has taken with respect to food standards and initiatives to strengthen standards: • Adoption of quality standards • Adoption of GLOBALGAP • Adoption of Traceability • Adoption of Food Safety Management System Certification • APEDA initiatives
Task 6: Summarise	In the end of session discussion, the facilitator takes questions from the participants and then concludes the session on safety and quality in the international context.

Tips to the Facilitator: Since this is a highly technical session, keep the presentations brief, use cases, examples – so that the broad understanding of food safety standards are understood – rather than spending too much of the session time of details of the standards.

QUESTIONS FOR DISCUSSIONS

What are the food safety standards you are aware of?

BACKGROUND READING

1. Department of Commerce, Ministry of Commerce and Industry, Government of India, “Agriculture Export Policy”
https://commerce.gov.in/wp-content/uploads/2020/02/NTESCL636802085403925699_AGRICULTURE_EXPORT_POLICY.pdf
2. APEDA agriXchange, n.d., “Sanitary and Phytosanitary Requirements and Quality Standards”, APEDA
[http://apeda.in/agriexchange/Market%20Profile/one/SANITARY AND PHYTOSANITARY_REQUIREMENTS AND QUALITY.aspx](http://apeda.in/agriexchange/Market%20Profile/one/SANITARY_AND PHYTOSANITARY_REQUIREMENTS_AND_QUALITY.aspx)

SESSION 12: ACTION PLAN, FEEDBACK AND VALEDICTION

SYNOPSIS

In this session, participants would prepare an action plan, offer feedback on the training, and then the session would end with a valediction.

TARGET GROUPS

The target groups include the BODs and Officials of FPOs.

LEARNING OBJECTIVES

After completing the session, the participants would have a draft FPO Export Market Action Plan to take back to their FPO.

TEACHING METHODOLOGY

#	AREAS	DESCRIPTION	TIME (Minutes)	MATERIALS
1	Session introduction	Presentation	10	Presentation slides
2	Preparation of Action Plan for FPO Participation in Export	Activity	40	Paper and pen
3	Feedback	Interaction	20	Whiteboard
4	Valediction	Valediction	20	Certificates

TEACHING METHODS AND NOTES

Before organising the training session, the facilitator shall ensure all the materials used in the training are available in local languages. The participants need to attend the session after going through the reading materials.

TASKS	ACTIVITIES
Task 1: Session introduction	The facilitator sets the session objectives and the structure for the participants. In this introduction, the facilitator can give the participants the indicative contents of an action plan for FPO participation in agri exports.
Task 2: Preparation of Action Plan for Financing FPOs	The facilitator asks participants from the same FPO to form groups and spend 25 minutes to develop an action plan for FPO participation in agri export, to be submitted as an internal presentation after they go back to their FPO. After the groups work on the task for the time given, the facilitator asks each group to contribute one point each, ensuring that no group repeats a point that another group already has contributed. In this way, the facilitator taps into the ideas and suggestions of the groups.
Task 3: Feedback	After completing the action plan activity, the facilitator spends 20 minutes to

TASKS	ACTIVITIES
	seek both written and oral feedback. For the written feedback, the facilitator is required to circulate a well-designed feedback form. The facilitator also gives the participants five to 10 minutes to offer their oral feedback.
Task 4: Valediction	The facilitator brings the training to a conclusion with a Valediction for the participants.

QUESTIONS FOR DISCUSSIONS

1. What are the essential elements of an action plan?
2. What were the most useful sessions?
3. Which sessions need improvement?

Bankers Institute of Rural Development (BIRD), Lucknow is an autonomous institute promoted by National Bank for Agriculture and Rural Development, the Development Bank of the country. It is a premier institute for providing training research and consultancy services in the field of agriculture and rural development banking in India and abroad. The Institute was established in 1983, for addressing the capacity building needs of stakeholders. BIRD, Lucknow is an ISO 9001: 2015 certified training Institute.

Clients

All Banks, Government agencies, MFIs, NBFCs, Financial Sector, NGOS and Civil Societies.

Coverage (Training, Consultancy, Research)

Project Lending-Agriculture and MSME, Climate Finance, Rural Banking, Farmer Producer Organization, Micro Finance, Human Resource, Financial Inclusion, Training of Trainers, Executive Development, Management Development Programme, IT based Banking, Green Finance, Responsible CSR, Group approach to Development, Women Empowerment, Organizational Development, Investment & Treasury Management, Risk Management.

Faculty

Faculty are drawn from NABARD, banks and scholars of respective fields and have pan-India level field experience. The faculty have specialization in Banking Finance, Financial Inclusion, Agriculture & Allied sector, Fisheries, Forestry and Human Resources, etc.

Infrastructure

43 acre green campus has world class infrastructure in terms of class rooms, simulation and AV Rooms, Board Room, Conference Hall, Auditorium, Library, Gym, Air-conditioned Hostel Rooms, Local and International cuisine.

