

CEFE ToT
Los Banos Laguna – Philippines
01 – 27 August 2016

COURSE CONTENT

Module 1. Introductory Module – .5 day

- Group dynamics
- Entrepreneurship & economic development
- CEFE philosophy
- Course overview

Module 2. Experiencing a CEFE Business Creation Course

Module 2.1 Unlocking competencies – 2.5 days

- Personal entrepreneurial qualities
- Dynamics of risk taking
- Keys to personal learning and development
- Learning from successful entrepreneurs
- Strategizing

Module 2.2 Matching person with project – 2 days

- Identifying business potentials
- Macro and micro screening of project ideas
- Tools for assessing project potentials

Module 2.3 Actual business planning - 7 days

- Preparing the marketing plan – 2.5 days
- Preparing the production plan – 1.5 days
- Preparing the organization and management plan - .5 days
- Preparing the financial plan – 3.5 days

Module 2.4. Viability test - .5 days

- Presentation of business plan to evaluators

Module 3. Training of Trainers: Concepts and skills - 3.5 days

- Roles, functions and qualities of trainers
- Adult learning principles
- Training cycle: TNA, training objectives, curriculum design, session planning, logistics management, preparing visual aids
- Training methods and techniques
- Experiential learning
- Processing drills

Module 4. Actual implementation of CEFE Sessions (6.5 days)

- Practicum sessions on a live group
- Feedback on trainer skills and personal style

Module 5. Integration and Conclusion (1.5 days)

- Other CEFE tools (Entreseries, BEST Game) and instruments (LRED, Value Chain, Compass)
- Marketing CEFE
- Monitoring and evaluation
- Follow up measures
- Personal action planning