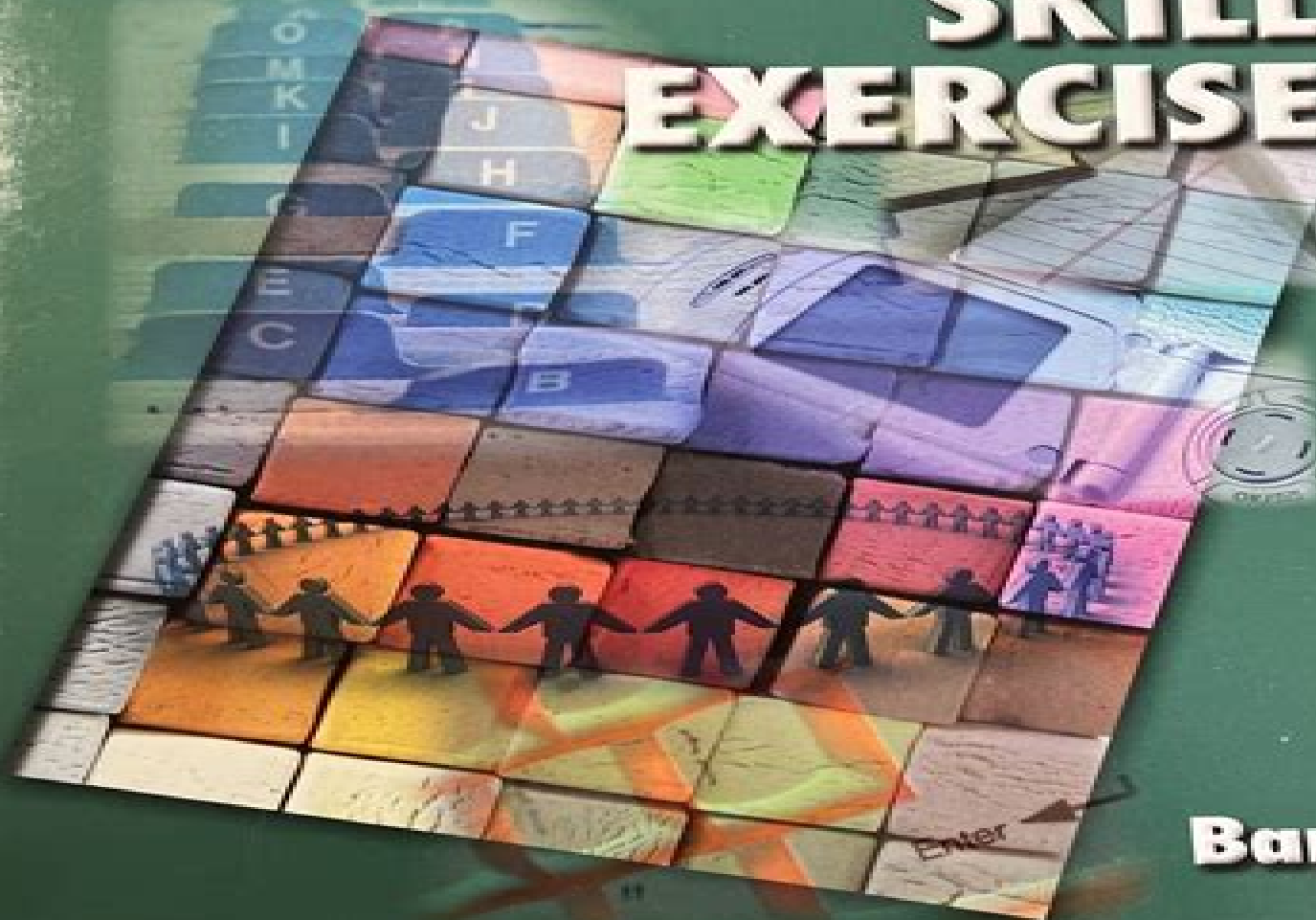


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Business Skills Exercises Loretta Barker,2002 *Ultimate Basic Business Skills* Christee Gabour Atwood,2009-12-01

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Technical and business skills development training for forage seed business clients: Report of a FeedSeed project training Workshop, Debre Zeit, Ethiopia, 7-11 April 2014 ILRI,2014-04-29 [Business Skills Training for Rural Sanitation Entrepreneurs: Trainer's Guide](#)

Joshua Kibet ,Diana Mulatya,2020-08-15 This book comes out at a very opportune time when the sector is struggling with sanitation marketing that is considered an organic next step for rural communities that have been declared open defecation free Besides this publication comes in to address the gaps that face the peri urban spaces that are facing population explosion and require innovative ways of dealing with mostly non sewerred sanitation services This guide manual was developed as part of a training package to support business development skills training for local sanitation entrepreneurs in Kenya Financial and technical support was provided by the United States Agency for International Development USAID under the Kenya integrated water and sanitation KIWASH project KIWASH was a five year 2015 2020 project implemented by the Development Alternatives Incorporation DAI across nine counties One of the key goals of KIWASH was to help trigger and activate demand for low cost affordable sanitation technologies in rural and low income communities The overall objective of this manual is to equip sanitation specialists and public resource persons with the basic concepts and tools to facilitate entrepreneurship and financial literacy training for start up sanitation entrepreneurs in rural communities Specifically this manual is designed to help participants 1 Learn the basic concepts of entrepreneurship and characteristics of successful entrepreneurs 2 Learn and practice essential marketing techniques for sanitation products and services 3 Develop money management competencies necessary to succeed as a small scale entrepreneur 4 Build necessary leadership and management skills to grow successful sanitation enterprises Overall the guide manual is useful in guiding implementation of sanitation marketing projects and provides concise content for nurturing and

building the capacity of local sanitation enterprises entrepreneurs Improved business performance by these businesses means timely response to demand from households This book is a toolkit which incorporates a Training Guide Manual as well as a Workbook for entrepreneurs

Business Skills Training for Rural Sanitation Entrepreneurs: Entrepreneur Workbook Joshua Kibet ,Diana Mulatya,2020-07-15 This book comes out at a very opportune time when the sector is struggling with sanitation marketing that is considered an organic next step for rural communities that have been declared open defecation free Besides this publication comes in to address the gaps that face the peri urban spaces that are facing population explosion and require innovative ways of dealing with mostly non sewerred sanitation services This guide manual was developed as part of a training package to support business development skills training for local sanitation entrepreneurs in Kenya Financial and technical support was provided by the United States Agency for International Development USAID under the Kenya integrated water and sanitation KIWASH project KIWASH was a five year 2015 2020 project implemented by the Development Alternatives Incorporation DAI across nine counties One of the key goals of KIWASH was to help trigger and activate demand for low cost affordable sanitation technologies in rural and low income communities The overall objective of this manual is to equip sanitation specialists and public resource persons with the basic concepts and tools to facilitate entrepreneurship and financial literacy training for start up sanitation entrepreneurs in rural communities Specifically this manual is designed to help participants

- 1 Learn the basic concepts of entrepreneurship and characteristics of successful entrepreneurs
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