Work plan Activity Plan from November 2017 to October 2018 of Company X																									
	Activity	y Plan f	from	Nove	ember	2017	to C	Octol	per 20	018 of	Com	pany 2	x												
	Activities	No	v	D	ec	Ja	ın	F	eb	М	ar	А	.pr	М	ay	Ju	ın	J	ul	А	ug	Se	ep	Oc	et
Activity	1.a: Farmer contest/Yield competition and Exhibition (7 exhibition	in eacł	n of 3	seaso	ons an	nong	the 7	/ dist	trict)																
	Marketing offer to farmers (discount card or others) beginning of season																								
	Farmers Selection who produce more yield.																								
	COMPANY will share the plans, locations, and schedule for those events with PROJECT staff for feedback- before they are carried out.																								
	Logistical preparation for the contest/competition and exhibition (Banner, Stall decoration, Announcement, video selction etc.).																								
	Organize the yield competition/contest and exhibition.																							1	
	Marketing offer to farmers (discount card or others) beginning of season																								
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	Logistical preparation for the contest/competition and exhibition (Banner, Stall decoration, Announcement, video selection etc.).																								
ſ	Organize the yield competition/contest and exhibition.																								
Activity	1.b: 21 Farmer Advisory Service Events (FASEs) at company enliste	ed retai	iler p	oints	in the	7 dis	stricts	s. Ea	ch FA	ASE w	ill be	organ	ized d	uring	ofeac	h seas	on.								
	COMPANY will share the event session plan for FASEs with PROJECT staff for feedback- before they are carried out.																								
	COMPANY will share the plans, locations, and schedule for FASEs with PROJECT staff for feedback- before they are carried out.																								
	Logistical preparation for the FASEs (Banner, Announcement etc.).																								
Boro	Select trained technical person to deliver advisory services.																								
Γ	Inform farmers prior of FASE event.																								
Ē	Arrange FASE events.																								
	Prepare a list of advisory service receiver including women (format supplied by PROJECT).																								
	COMPANY will share the event session plan for FASEs with PROJECT staff for feedback- before they are carried out.																								
	COMPANY will share the plans, locations, and schedule for FASEs with PROJECT staff for feedback- before they are carried out.																								
	Logistical preparation for the FASEs (Banner, Announcement etc.).																								
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Activie: 1::::::::::::::::::::::::::::::::::::		Prepare a list of advisory service receiver including women (format																								
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Aire dard design with PROJECT and before they are produced I		Design of the promotional materials (leaflets, and posters).																								T
Finally and print portional materials Image Im		Share draft design with PROJECT staff before they are produced.																								
Activity 14: Set up tenty, one demonstrations on rice-based cropping pattern where change is possible and hand base with PADIECT staffs of feedback. A <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>																										
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Activity	2.a: Commercial incentive program (exposure visit) to encourage a	nd rev	vard ii	nput i	nterm	ediar	ies			<u> </u>			1	L	L	<u> </u>		L	1	L	1	11			
	Prepare selection criteria and share with PROJECT for intermediaries' selection.			-																					
	Select the best intermediaries.																								
	Logistical preparation for the Exposure visit (Vehicle, Accommodation etc.)																								
	Organize the visit.																								
Activity	2.b: Psychometric analysis tools to improve performance and rewa	l rd sal	es inte	ermed	liaries								1						1		1				_
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	Phase-1(Before activity implementation)																								
	Hire the international expert (by PROJECT). Field visit and collect data and necessary information from the 'sales																								
	intermediaries' of COMPANY.																								
	Analyze the data by the hired expert and share with COMPANY.																								
	Phase-2																								
	COMPANY will pilot the new tools (psychometric tools) with the support of the international expert, in the targeted area of the FtF																								
	The result of the exercise will be analyzed by COMPANY management (with the support of the international expert and PROJECT representatives).																								
	COMPANY develop a work plan/strategy for strengthening their sales network in the FtF zone.																								
	2.c: 14 one-day sales intermediaries' capacity building training (7 e g season covering pulse & oil crops).	events	befor	e Bor	o grov	wing	seasc	on co	overin	ng both	1 Boro	5 & A1	man ri	ce cul	tivatic	on tech	nolog	y and	marke	eting a	ind 7 e	evenst	before	Aus	
	Conduct training session planning exercise with PROJECT support																								
	Select training participants (dealer, retailer, MSVs).																								
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	Select trained technical person to facilitate training.																								

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Activity 3.a and 3.b: Three Two-day Technical facilitator and Sales force capacity building training before Boro. Aus (Pulse/Oil) and Aman Season. Activity 3.a and 3.b: Three Two-day Technical facilitator and Sales force capacity building training before Boro. Aus (Pulse/Oil) and Aman Season. Select and inform training participants (TF & Field staff). Image: Conduct training season planning exercise with PROJECT support Image: Conduct training anticipants (TF & Field staff). Image: Conduct training condition etc.) and venue selection. Boro Salect and inform training outle, brotscopy, procure pen & notebook, accommodation etc.) and venue selection. Image: Conduct training condition etc.) an)))																			
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staff for feedback – before they are used. Image: Conduct training. <	Aman	sheet, attendance sheet, training module photocopy, procure pen &																			
Conduct training.																					
		Select trained technical person to facilitate training.																			
Monitoring and Reporting		Conduct training.																			
	Monito	ring and Reporting																			
Regular field level monitoring by COMPANY		Regular field level monitoring by COMPANY																			
Prepare and submit activity progress reports (quantitative) by		Prepare and submit activity progress reports (quantitative) by																			
Prepare and submit final Activity report by COMPANY		Prepare and submit final Activity report by COMPANY																			