



BBDSP & CONSULTANT

Batticaloa Business Development Service

Providers & Consultant

300, Trinco Road, Batticaloa

Certificate No DS/MN/C/BR/106/2014

EAS Training of Trainers

Application Process

It has been identified that a training is needed for the Economic Intervention Related officers of the D.S. Divisions, Batticaloa to impart the knowledge to the producer group, entrepreneurs regarding the following topics under EU- SDDP by BBDSP and Consultant.

No	Name of the module
1	Effective facilitations for Training ,Attitude change பயிற்சி ஒன்றை கொண்டாத்துவதற்கான பயனுறுதிசார் அனுசரணை மற்றும் மனப்பாங்கு மாற்றம்.
2	Understanding basic concept of entrepreneurship , business registration & business regulations முயற்சியாண்மையின் அடிப்படைக் கருதுகோள்கள், வியாபாரப் பதிவு மற்றும் நடைமுறைகள் பற்றி அறிதல்
3	Generating business idea through organizational management, நிறுவன முகாமைத்துவத்தின் மூலம் வணிக கருத்துக்களை உருவாக்குதல்
4	Developing business plan வணிகத்திட்டத்தினை அபிவிருத்தி செய்தல்
5	Strategic marketing Mix and value chain தந்திரோபாய சந்தைப்படுத்தல் கலவை மற்றும் பெறுமதிச் சங்கிலி
6	Costing, pricing and record keeping கிரயவியல் விலையிடல் மற்றும் கணக்குவைப்பு
7	Micro finance [advisory, experts, saving, credit, insurance] நுண்ணிதி (ஆலோசனை, நிபுணர்கள்,சேமிப்பு,கடன்,காப்புறுதி)
8	Networking and advocacy வலையமைப்பும் பரப்புரையும்
9	Environmental friendly organic farming disaster risk deduction and the climate change R+0y நட்புடைய இயற்கை உர விவசாய அனர்த்த அபாயம், காலநிலைமாற்றம் தொடர்பான கல்வி/mwpT+டல்
10	e-marketing and website designing இலத்திரணியல் சந்தைப்படுத்தல் மற்றும் இணையத்தள உருவாக்கம்

This programme will be immensely helpful to the businessmen, producer group, farmers, traders and small industrial owners to expand their business for their future success and long term survival.

What is an EAS Trainer?

On completion of the training of trainer 3 day course (ToT) trainees will become 'EAS Trainers', and will be equipped and available to deliver the Training in their own Divisions

Who should apply to a EAS TOT?

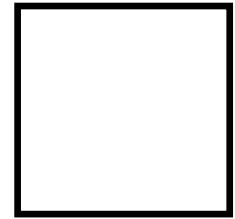
Applications are encouraged from Economic Intervention Related officers of the D.S. Divisions, and individual consultants. The selection criteria for participation in the TOT Training are as follows:

1. Experience of delivering participatory training approach
2. Producer group motivation, Livelihoods or experience, entrepreneurship, marketing, value chain and networking and advocacy and CBO Management
3. Commitment to carry out EAS Training Courses at least twice a week on demand
4. Commitment from employer (where applicable) to release Trainer to carry out EAS Training Courses at least twice a week as required, in addition to any internal trainings that may be carried out [terms of release to be negotiated between the employer]
5. Proficiency in written and spoken English and Sinhala
6. Familiarity with Business advisory service in the Local level

The BBDSP & consultant will cover the cost of the ToT trainers, hire of venue and training materials. Participants are required to cover their travel costs to reach the venue, and their full board accommodation for 2 days. Application forms should be returned to the (www.easbatti.org) by **7th March 2016**.

Email: bbdspconsultant@yahoo.com

EAS -Training of Trainers – Application Form



Name	
Organisation	
Position	
Male/female	
Address (including city)	
Email contact	
Telephone (land line and mobile)	
Brief outline of career to date	
Current position and responsibilities	
Do you have experience of <u>delivering</u> participatory training? (yes/no)	
If yes, please list the 4 most recent trainings that <u>you have delivered</u>, and your role in the training team (lead trainer, co-facilitator, other -please specify)	
Please outline your experience in Business Advisory Service.	
Please outline your experience in livelihoods or livestock interventions, Entrepreneurship, marketing, small scale socio economical project	
Are you familiar with advisory/ mentors? (yes/no)	
If yes, have you worked in the field of advisory? Please give brief details	
If you are accepted onto the EAS TOT course, are you willing to make a commitment to carry out at least two training courses per week in your Division? (Yes/No)	

Annex 1: Examples of EAS training scenarios:

EAS Training Courses: example scenarios

Scenario 1: The EAS Trainer is an independent consultant/ advisors/mentor who work in DS Office. The consultant company cover the cost of the training, hiring the venue, transporting the participants if necessary, and providing the training modules for all the participants.

Scenario 4: The EAS Trainer works for EAS Unit in DS office, which wishes to train producer group and CBOS . The Trainer carries out the training within his/her division as part of their work as a staff member ds office.