

# Reinventing Agricultural Extension in Vietnam – Introducing a Value Chain Approach to Farming in the Globalization Age

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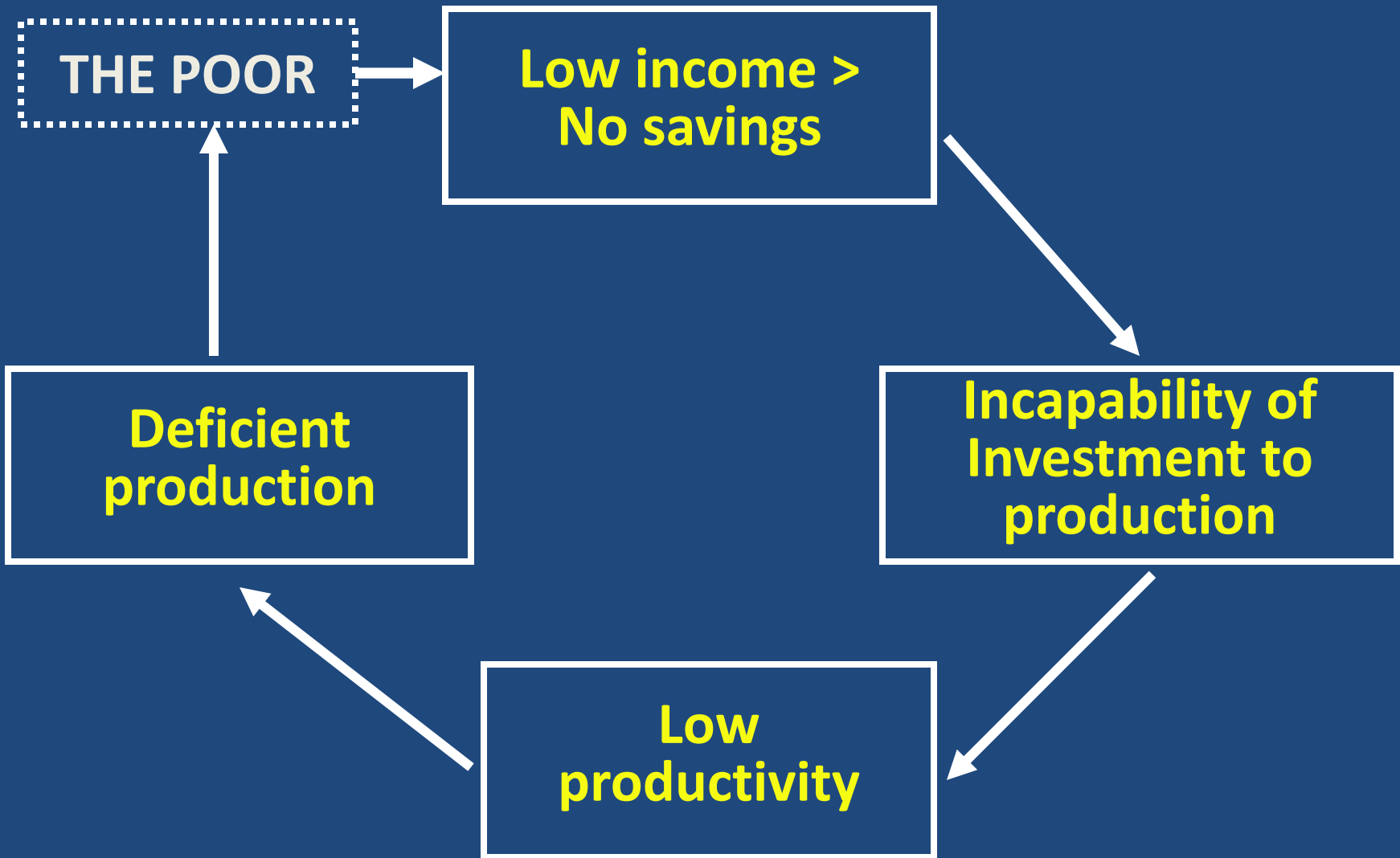
# The most important role of agricultural extension

- Poverty eradication, food security
- Sustainable development – agriculturally and socially.

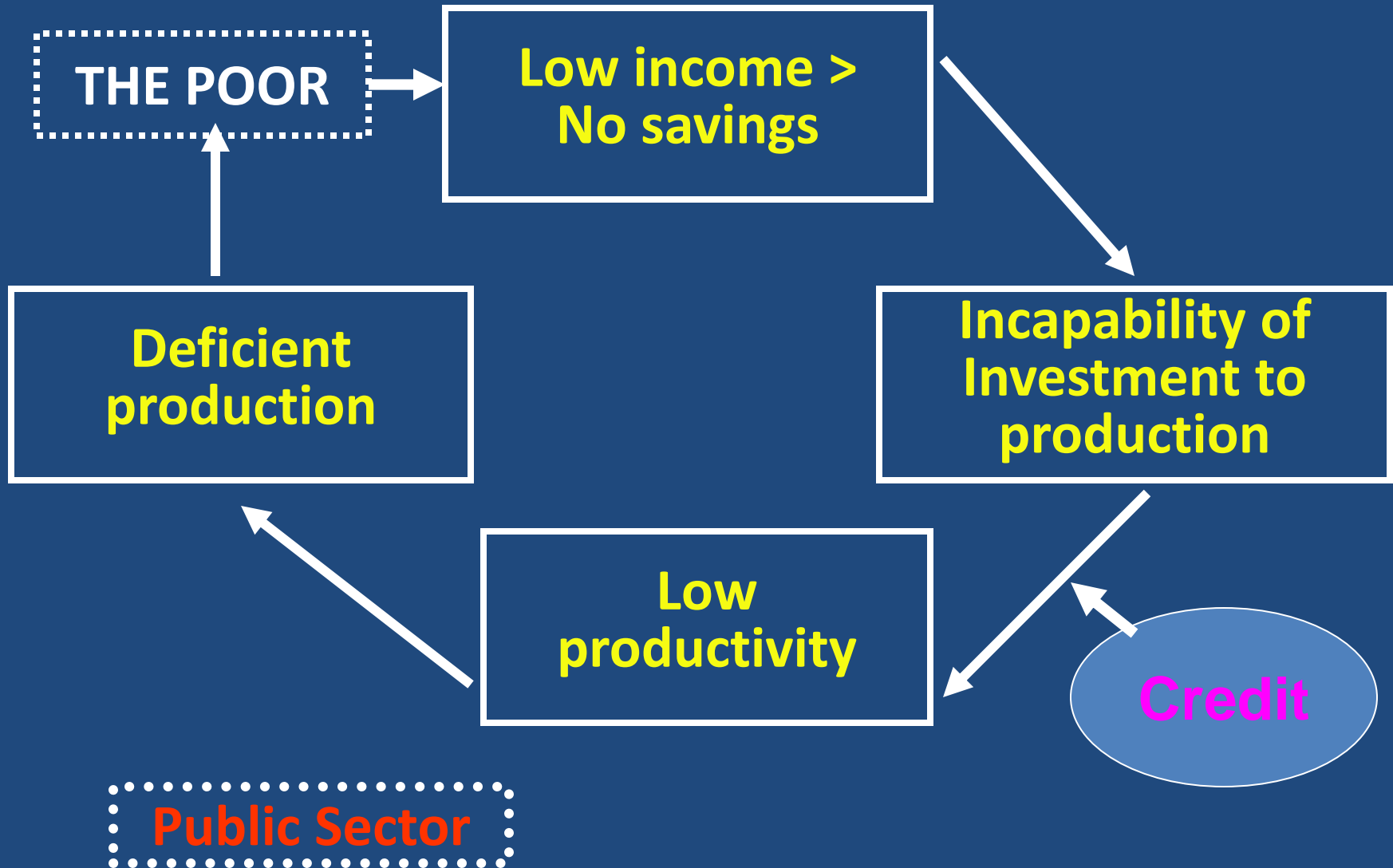
## For small farmers

- Extension approaches seem to help the subsistence of the individual farming households.

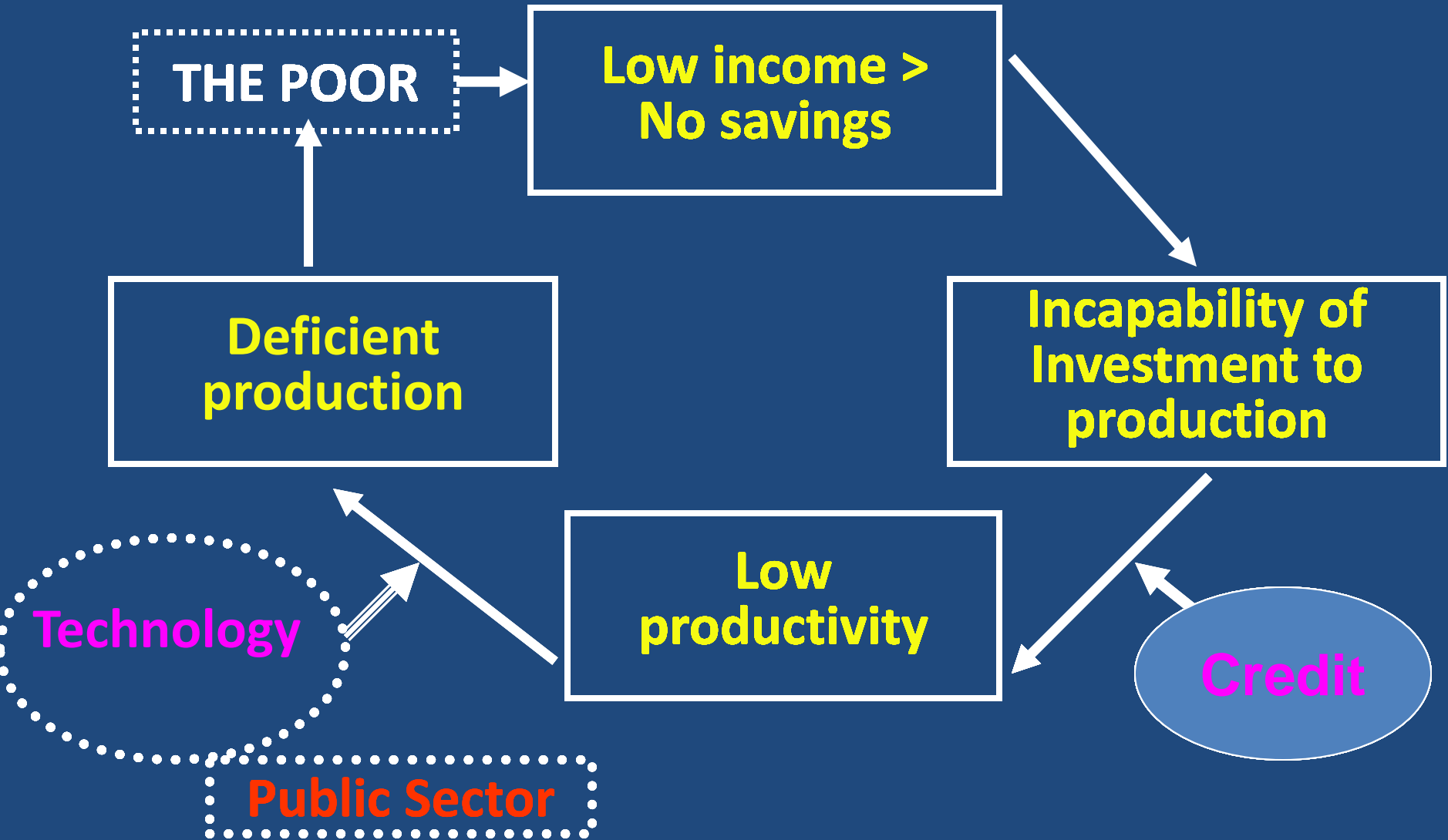
# The vicious cycle of poverty



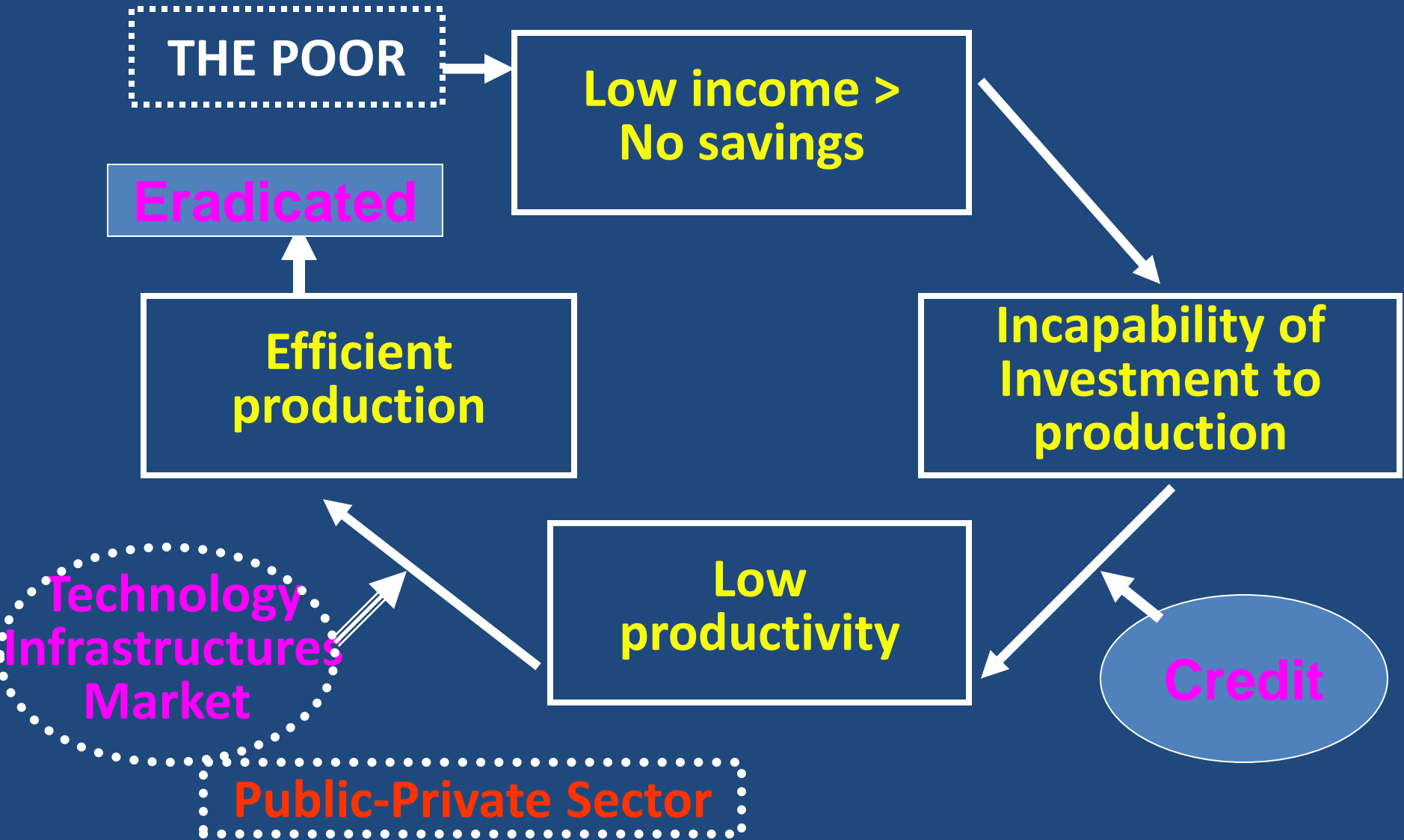
# General approach to break The vicious cycle of poverty



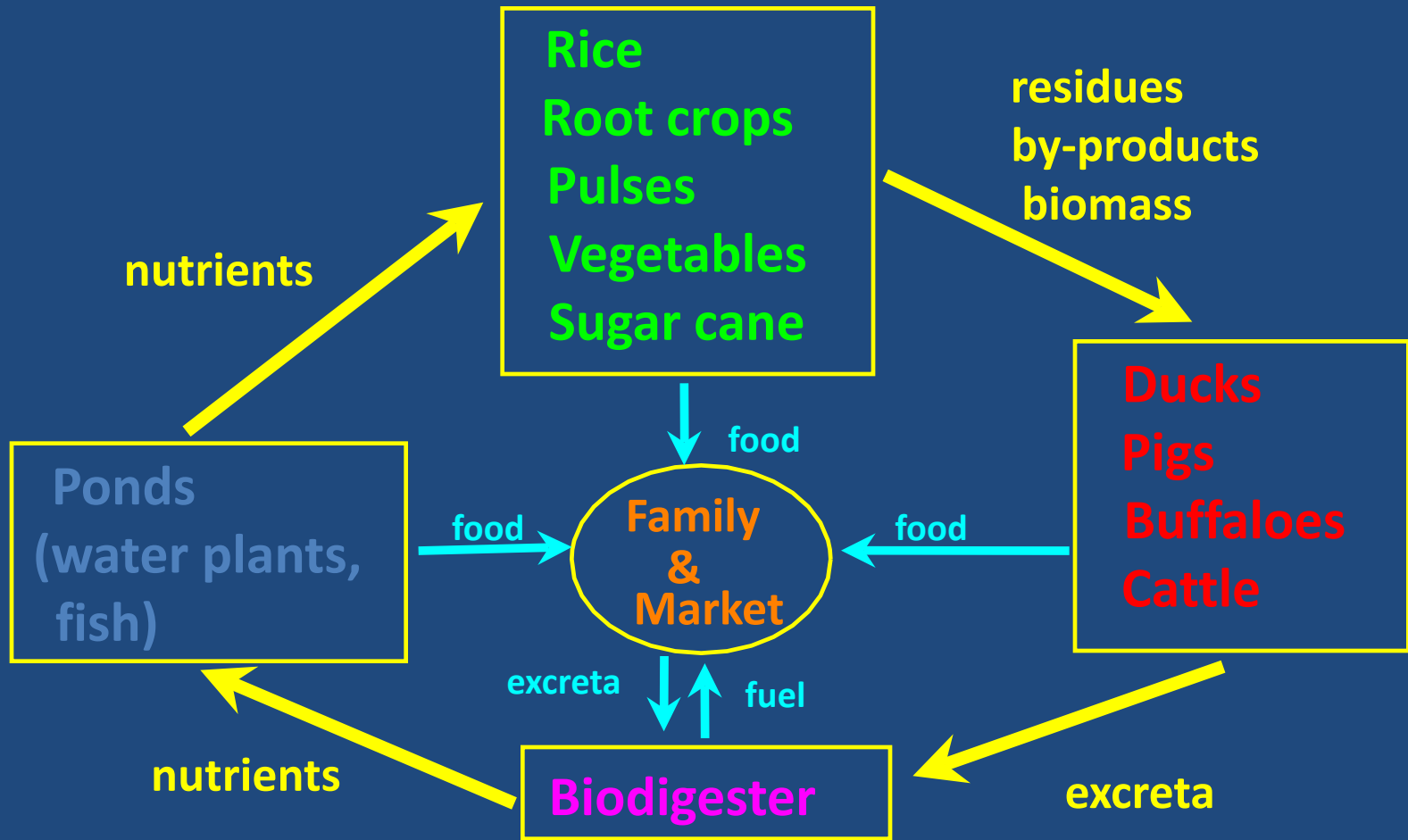
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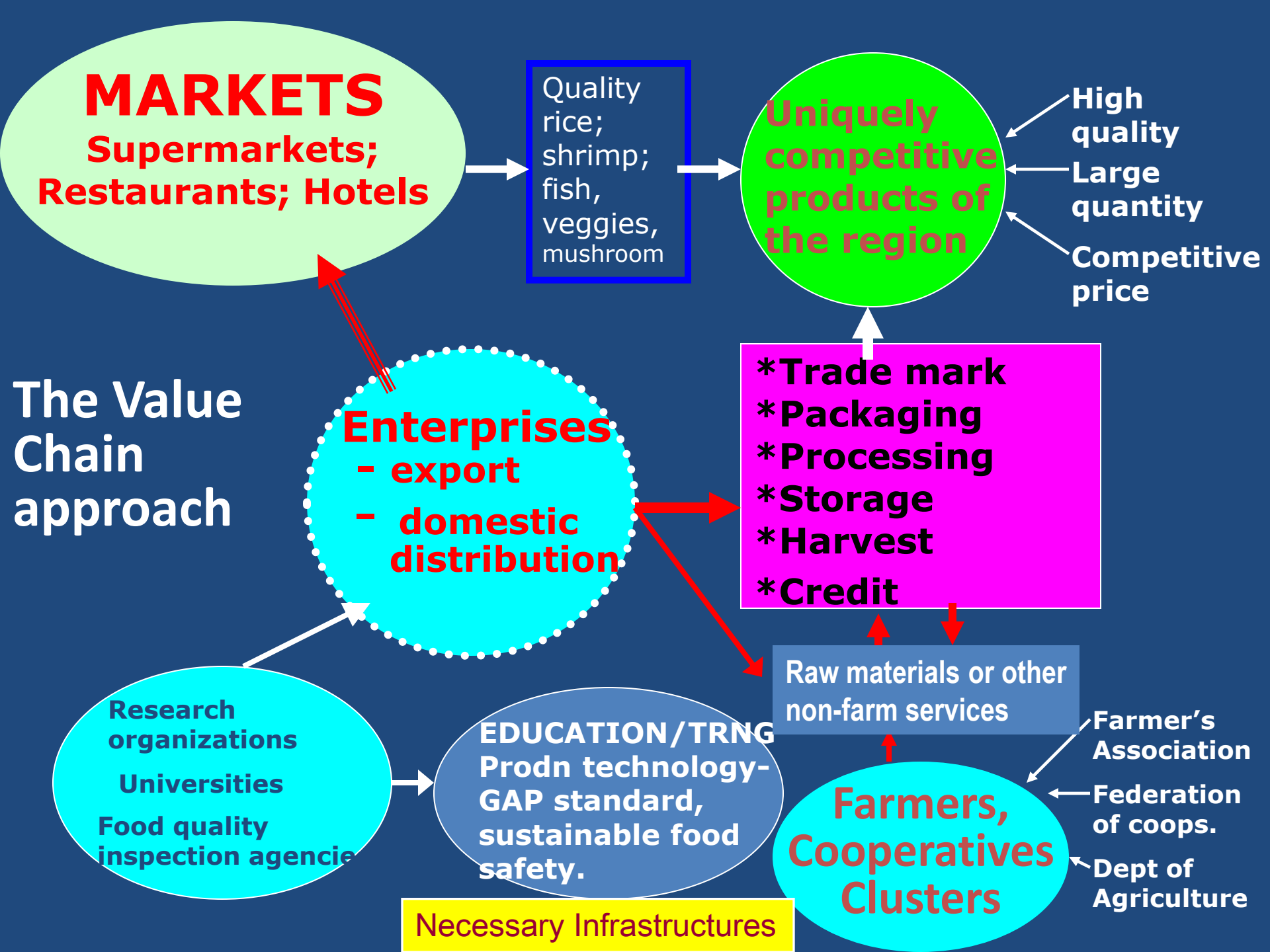
# The integrated farming system approach





# For market oriented farmers

- Extension approaches should go beyond the individual households.
- Must produce raw materials which are:
  - Large quantity
  - Best quality
  - Timely delivered, and
  - Competitive price.
- The introduction of the value chain approach.



# Main requirements

- Well trained interdisciplinary team;
- Well select enterprises to participate throughout the value chain;
- Well trained farmers in GAP appropriate for the production of the primary materials.
- Incentive policies for farmers and the enterprises to join the value chain.

# Research-cum-extension work

- Extension agent, a broker between farmers and research.
- But his civil status is much lower than a researcher, low salary,
  - Traditionally, low absorption of education and training.
  - Modern, must have higher educational and technical level, including research capability.

# Extension Works

- Many tools –
  - from family visits, use of the media,...
  - to the most recent value chain approach.
- But only the farmer-most-friendly should be used:
  - Interdisciplinary teamwork to diagnose problems, analyse agroecosystem;
  - Selection of solution
  - Research to determine new solution;
  - Training skill.