

**SUMMARY OF ENTERPRISE  
MGT. TRAININGS, SKILLS  
DEVELOPMENT & TECHNOLOGY  
TRANSFER TRAININGS  
RECOMMENDED FOR THE UVEs**

|           | UVE/ NATURE OF TRAININGS & SEMINARS                             | DAVAO DEL NORTE  |                                 | COMPOSTELA VALLEY                     |                               |                            |
|-----------|---|--|---------------------------------|---------------------------------------|-------------------------------|----------------------------|
|           |   | CACAO & OTHER AGRI PRODUCTS TRADING, DACUDAO, SAN ISIDRO | BANANA TRADING, TIBULAO, CARMEN | BANANA TRADING, SAN ROQUE, NEW BATAAN | BANANA TRADING, MAPAANG, MACO | WATER DISTRIBUTION IN LAAC |
| <b>A.</b> | <b>ENTERPRISE MGT. TRAININGS</b>                                |  |                                 |                                       |                               |                            |
| 1         | COOP DEV TRAINING FOR TRAINORS POOL                             |  |                                 |                                       | X                             |                            |
| 2         | COOP DEV TRAINING FOR COOP OFFICERS                             |  |                                 |                                       | X                             |                            |
| 3         | BOOKEEPING, CASHIERING, ACCOUNTING & AUDITING WORKS             | X  | X                               | X                                     | X                             |                            |
| 4         | UNDERSTANDING FINANCIAL STATEMENTS                              |  |                                 |                                       |                               |                            |
| 5         | LEADERSHIP, DECISION MAKING PROCESS & PARLIAMEN-TARY PROCEDURES | X  | X                               | X                                     | X                             |                            |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO DEL NORTE  |                                 | COMPOSTELA VALLEY                     |                               |                            |
|--|---|--|---------------------------------|---------------------------------------|-------------------------------|----------------------------|
|  |   | CACAO & OTHER AGRI PRODUCTS TRADING, DACUDAO, SAN ISIDRO | BANANA TRADING, TIBULAO, CARMEN | BANANA TRADING, SAN ROQUE, NEW BATAAN | BANANA TRADING, MAPAANG, MACO | WATER DISTRIBUTION IN LAAC |
| 6  | FORECASTING, PLANNING & BUDGETING   | X  | X                               |                                       |                               |                            |
| 7  | PRICING & NEGOTIATION TECHNIQUES  |  |                                 |                                       |                               |                            |
| 8  | VALUES FORMATION & EMPOWERMENT SESSIONS   |  |                                 |                                       |                               |                            |
| 9  | ORGANIZATIONAL DEV. - DELINEATION OF FUNCTIONS & ACCOUNTABILITIES                               | X  | X                               | X                                     |                               |                            |
| 10   | UPGRADING OF SKILLS ON FINANCIAL RECORDING & REPORT PREPARATION                                 |  |                                 |                                       |                               |                            |
| 11   | COMMUNICATION & TRANSACTION ANALYSIS  |  |                                 |                                       |                               |                            |
| <b>TOTAL NO. OF ENTERPRISE MGT TRAININGS PER UVE</b> |   | <b>4</b>   | <b>4</b>                        | <b>3</b>                              | <b>4</b>                      |                            |
|  |   |  |                                 |                                       |                               |                            |
| <b>B.</b>  | <b>SKILLS DEVELOPMENT TRAININGS, DEMO &amp; EXPOSURE TRIPS</b>                                  |  |                                 |                                       |                               |                            |
| 1  | TECHNO TRAINING TO DEVELOP ADDITIONAL WEAVERS & INTRODUCE NEW DESIGNS (NITO W/ OTHER MATERIALS) |  |                                 |                                       |                               |                            |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO DEL NORTE  |                                 | COMPOSTELA VALLEY                     |                               |                            |
|--|---|--|---------------------------------|---------------------------------------|-------------------------------|----------------------------|
|  |   | CACAO & OTHER AGRI PRODUCTS TRADING, DACUDAO, SAN ISIDRO | BANANA TRADING, TIBULAO, CARMEN | BANANA TRADING, SAN ROQUE, NEW BATAAN | BANANA TRADING, MAPAANG, MACO | WATER DISTRIBUTION IN LAAC |
| 2  | IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENT. FOR ON THE JOB TRNG. OR EXPOSURE                        |  |                                 | X                                     |                               |                            |
| 3  | TECHNO DEMO THRU EXPOSURE TRIP TO BAMBOO FURNITURE PRODUCING ENT. ALONG THE ROADSIDE OF PALKAN, POLOMOLOK |  |                                 |                                       |                               |                            |
| 4  | FARMERS EDUCATION PROGRAM ON BENEFITS OF PRODUCING ESCOHIDO (ICRAF)                                       |  |                                 |                                       |                               |                            |
| 5  | TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA USING KUKUM DRYER (ICRAF)                                   |  |                                 |                                       |                               |                            |
| 6  | EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS' COOP   |  |                                 |                                       |                               |                            |
| 7  | PROPER PROCESSING, DRYING & QUALITY CONTROL OF CACAO BEANS (ICRAF IN COORDINATION W CSI & OTHER BUYERS)   | X  |                                 |                                       |                               |                            |
| 8  | PRODUCTIVITY IMPROVEMENT & PRODUCT CLASSIFICATION FOR BANANA (ICRAF)                                      |  | X                               |                                       | X                             |                            |
| <b>TOTAL NO. OF SKILLS RELATED TRAININGS PER UVE</b> |   | <b>1</b>   | <b>1</b>                        | <b>1</b>                              | <b>1</b>                      |                            |
|  |   |  |                                 |                                       |                               |                            |
|  |   |  |                                 |                                       |                               |                            |
| C.   | <b>PRODUCTION/ PROPAGATION TECHNOLOGY RELATED</b>   |  |                                 |                                       |                               |                            |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO DEL NORTE  |                                 | COMPOSTELA VALLEY                     |                               |                            |
|--|---|--|---------------------------------|---------------------------------------|-------------------------------|----------------------------|
|  |   | CACAO & OTHER AGRI PRODUCTS TRADING, DACUDAO, SAN ISIDRO | BANANA TRADING, TIBULAO, CARMEN | BANANA TRADING, SAN ROQUE, NEW BATAAN | BANANA TRADING, MAPAANG, MACO | WATER DISTRIBUTION IN LAAC |
| 1  | MASSIVE CAMPAIGN FOR BAMBOO PRODUCTION, INTRO OF PROPAGATION TECHNIQUES (ICRAF)   |  |                                 |                                       |                               |                            |
| 2  | TECHNO TRANSFER FOR THE CULTURAL PRACTICES OF ABACA CULTIVATION, MAINTENANCE, HARVESTING & PROCESSING OF ESCOHIDO (ICRAF) |  |                                 |                                       |                               |                            |
| 3  | INTEGRATED PEST MGT., DISEASE PREVENTION AND CULTURAL PRACTICES FOR BANANA - INCL. BAGGING (ICRAF)                        |  |                                 |                                       | X                             |                            |
| 4  | TECHNOLOGY ASSISTANCE FOR COFFEE (ICRAF)  |  |                                 |                                       |                               |                            |
| 5  | TECHNOLOGY ASSISTANCE FOR COCONUT (ICRAF)   |  |                                 |                                       |                               |                            |
| 6  | EDUCATION PROGRAM ON THE PROPER CARE & MAINTENANCE OF CACAO (ICRAF W LGU & DA PARTICIPATION)                              | X  |                                 |                                       |                               |                            |
| 7  | TRAINING ON TECHNOLOGY & CULTURAL PRACTICES TO PRODUCE QUALITY LATUNDAN (ICRAF W/ PARTICIPATION OF YOSHEDA)               |  | X                               |                                       |                               |                            |
| <b>TOTAL NO. OF TECHNOLOGY TRAININGS PER UVE</b> |   | <b>1</b>   | <b>1</b>                        |                                       | <b>1</b>                      |                            |
| <b>TOTAL NO. OF TRAINING INTERVENTIONS</b>       |   | <b>6</b>   | <b>6</b>                        | <b>4</b>                              | <b>6</b>                      | <b>0</b>                   |

**SUMMARY OF ENTERPRISE  
MGT. TRAININGS, SKILLS  
DEVELOPMENT & TECHNOLOGY  
TRANSFER TRAININGS  
RECOMMENDED FOR THE UVEs**

|           | UVE/ NATURE OF TRAININGS & SEMINARS                             | DAVAO ORIENTAL                      |                                      |                                     | RICE & AGRI PRODUCTS TRADING, SIBULAN, STA. CRUZ |
|-----------|---|-------------------------------------|--------------------------------------|-------------------------------------|--|
|           |   | BAMBOO FURNITURE IN WAYWAYAN, LUPON | HANDICRAFT IN PINTATAGAN, BANAYBANAY | PAINT & VARNISH MFG. IN SAINZ, MATI |  |
| <b>A.</b> | <b>ENTERPRISE MGT. TRAININGS</b>                                |                                     |                                      |                                     |  |
| 1         | COOP DEV TRAINING FOR TRAINORS POOL                             |                                     |                                      |                                     |  |
| 2         | COOP DEV TRAINING FOR COOP OFFICERS                             |                                     |                                      |                                     |  |
| 3         | BOOKEEPING, CASHIERING, ACCOUNTING & AUDITING WORKS             |                                     |                                      |                                     |  |
| 4         | UNDERSTANDING FINANCIAL STATEMENTS                              |                                     |                                      |                                     | <b>X</b>   |
| 5         | LEADERSHIP, DECISION MAKING PROCESS & PARLIAMEN-TARY PROCEDURES | <b>X</b>                            |                                      |                                     | <b>X</b>   |

|   | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO ORIENTAL                      |                                      |                                     | RICE & AGRI PRODUCTS TRADING, SIBULAN, STA. CRUZ |
|---|---|-------------------------------------|--------------------------------------|-------------------------------------|--|
|   |   | BAMBOO FURNITURE IN WAYWAYAN, LUPON | HANDICRAFT IN PINTATAGAN, BANAYBANAY | PAINT & VARNISH MFG. IN SAINZ, MATI |  |
| 6   | FORECASTING, PLANNING & BUDGETING   |                                     |                                      |                                     |  |
| 7   | PRICING & NEGOTIATION TECHNIQUES  | X                                   |                                      |                                     |  |
| 8   | VALUES FORMATION & EMPOWERMENT SESSIONS   |                                     |                                      |                                     |  |
| 9   | ORGANIZATIONAL DEV. - DELINEATION OF FUNCTIONS & ACCOUNTABILITIES                               | X                                   |                                      |                                     | X  |
| 10  | UPGRADING OF SKILLS ON FINANCIAL RECORDING & REPORT PREPARATION                                 |                                     |                                      |                                     | X  |
| 11  | COMMUNICATION & TRANSACTION ANALYSIS  |                                     |                                      |                                     |  |
| <b>TOTAL NO. OF ENTERPRISE MGT TRAININGS PER UVE</b>              |   | <b>3</b>                            |                                      |                                     | <b>4</b>   |
| <b>B. SKILLS DEVELOPMENT TRAININGS, DEMO &amp; EXPOSURE TRIPS</b> |   |                                     |                                      |                                     |  |
| 1   | TECHNO TRAINING TO DEVELOP ADDITIONAL WEAVERS & INTRODUCE NEW DESIGNS (NITO W/ OTHER MATERIALS) |                                     |                                      |                                     |  |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO ORIENTAL                      |                                      |                                     | RICE & AGRI PRODUCTS TRADING, SIBULAN, STA. CRUZ |
|--|---|-------------------------------------|--------------------------------------|-------------------------------------|--|
|  |   | BAMBOO FURNITURE IN WAYWAYAN, LUPON | HANDICRAFT IN PINTATAGAN, BANAYBANAY | PAINT & VARNISH MFG. IN SAINZ, MATI |  |
| 2  | IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENT. FOR ON THE JOB TRNG. OR EXPOSURE                        |                                     |                                      |                                     |  |
| 3  | TECHNO DEMO THRU EXPOSURE TRIP TO BAMBOO FURNITURE PRODUCING ENT. ALONG THE ROADSIDE OF PALKAN, POLOMOLOK | X                                   |                                      |                                     |  |
| 4  | FARMERS EDUCATION PROGRAM ON BENEFITS OF PRODUCING ESCOHIDO (ICRAF)                                       |                                     |                                      |                                     |  |
| 5  | TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA USING KUKUM DRYER (ICRAF)                                   |                                     |                                      |                                     |  |
| 6  | EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS' COOP   |                                     |                                      |                                     |  |
| 7  | PROPER PROCESSING, DRYING & QUALITY CONTROL OF CACAO BEANS (ICRAF IN COORDINATION W CSI & OTHER BUYERS)   |                                     |                                      |                                     |  |
| 8  | PRODUCTIVITY IMPROVEMENT & PRODUCT CLASSIFICATION FOR BANANA (ICRAF)                                      |                                     |                                      |                                     |  |
| <b>TOTAL NO. OF SKILLS RELATED TRAININGS PER UVE</b> |   | <b>1</b>                            |                                      |                                     |  |
|  |   |                                     |                                      |                                     |  |
|  |   |                                     |                                      |                                     |  |
| C.   | <b>PRODUCTION/ PROPAGATION TECHNOLOGY RELATED</b>   |                                     |                                      |                                     |  |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO ORIENTAL                      |                                      |                                     | RICE & AGRI PRODUCTS TRADING, SIBULAN, STA. CRUZ |
|--|---|-------------------------------------|--------------------------------------|-------------------------------------|--|
|  |   | BAMBOO FURNITURE IN WAYWAYAN, LUPON | HANDICRAFT IN PINTATAGAN, BANAYBANAY | PAINT & VARNISH MFG. IN SAINZ, MATI |  |
| 1  | MASSIVE CAMPAIGN FOR BAMBOO PRODUCTION, INTRO OF PROPAGATION TECHNIQUES (ICRAF)   | X                                   |                                      |                                     |  |
| 2  | TECHNO TRANSFER FOR THE CULTURAL PRACTICES OF ABACA CULTIVATION, MAINTENANCE, HARVESTING & PROCESSING OF ESCOHIDO (ICRAF) |                                     |                                      |                                     |  |
| 3  | INTEGRATED PEST MGT., DISEASE PREVENTION AND CULTURAL PRACTICES FOR BANANA - INCL. BAGGING (ICRAF)                        |                                     |                                      |                                     |  |
| 4  | TECHNOLOGY ASSISTANCE FOR COFFEE (ICRAF)  |                                     |                                      |                                     |  |
| 5  | TECHNOLOGY ASSISTANCE FOR COCONUT (ICRAF)   |                                     |                                      |                                     |  |
| 6  | EDUCATION PROGRAM ON THE PROPER CARE & MAINTENANCE OF CACAO (ICRAF W LGU & DA PARTICIPATION)                              |                                     |                                      |                                     |  |
| 7  | TRAINING ON TECHNOLOGY & CULTURAL PRACTICES TO PRODUCE QUALITY LATUNDAN (ICRAF W/ PARTICIPATION OF YOSHEDA)               |                                     |                                      |                                     |  |
| <b>TOTAL NO. OF TECHNOLOGY TRAININGS PER UVE</b> |   | <b>1</b>                            |                                      |                                     |  |
| <b>TOTAL NO. OF TRAINING INTERVENTIONS</b>       |   | <b>5</b>                            | <b>0</b>                             | <b>0</b>                            | <b>4</b>   |



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MGT. TRAININGS, SKILLS  
DEVELOPMENT & TECHNOLOGY  
TRANSFER TRAININGS  
RECOMMENDED FOR THE UVEs**

|           | UVE/ NATURE OF TRAININGS & SEMINARS                             | DAVAO DEL SUR                         |   |  |                                   |
|-----------|---|---------------------------------------|---|--|-----------------------------------|
|           |   | HANDICARRAFT IN LAPUAN, DON MARCELINO | ABACA & OTHER AGRI PRODUCTS TRADING, D. DANWATA, MALITA | VEGETABLE TRADING, TAGAYTAY, MAGSAYSAY | AGRI TRADING, KINABALAN, MALUNGON |
| <b>A.</b> | <b>ENTERPRISE MGT. TRAININGS</b>                                |                                       |   |  |                                   |
| 1         | COOP DEV TRAINING FOR TRAINORS POOL                             |                                       |   | X                                      |                                   |
| 2         | COOP DEV TRAINING FOR COOP OFFICERS                             |                                       | X   |  |                                   |
| 3         | BOOKEEPING, CASHIERING, ACCOUNTING & AUDITING WORKS             | X                                     | X   |  | X                                 |
| 4         | UNDERSTANDING FINANCIAL STATEMENTS                              | X                                     | X   |  | X                                 |
| 5         | LEADERSHIP, DECISION MAKING PROCESS & PARLIAMEN-TARY PROCEDURES | X                                     | X   |  | X                                 |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO DEL SUR                         |   |  |                                   |
|--|---|---------------------------------------|---|--|-----------------------------------|
|  |   | HANDICARRAFT IN LAPUAN, DON MARCELINO | ABACA & OTHER AGRI PRODUCTS TRADING, D. DANWATA, MALITA | VEGETABLE TRADING, TAGAYTAY, MAGSAYSAY | AGRI TRADING, KINABALAN, MALUNGON |
| 6  | FORECASTING, PLANNING & BUDGETING   |                                       | X   |  | X                                 |
| 7  | PRICING & NEGOTIATION TECHNIQUES  | X                                     | X   |  |                                   |
| 8  | VALUES FORMATION & EMPOWERMENT SESSIONS   |                                       |   | X                                      |                                   |
| 9  | ORGANIZATIONAL DEV. - DELINEATION OF FUNCTIONS & ACCOUNTABILITIES                               |                                       | X   | X                                      |                                   |
| 10   | UPGRADING OF SKILLS ON FINANCIAL RECORDING & REPORT PREPARATION                                 |                                       |   |  |                                   |
| 11   | COMMUNICATION & TRANSACTION ANALYSIS  |                                       |   |  |                                   |
| <b>TOTAL NO. OF ENTERPRISE MGT TRAININGS PER UVE</b> |   | <b>4</b>                              | <b>7</b>  | <b>3</b>                               | <b>4</b>                          |
|  |   |                                       |   |  |                                   |
| <b>B.</b>  | <b>SKILLS DEVELOPMENT TRAININGS, DEMO &amp; EXPOSURE TRIPS</b>                                  |                                       |   |  |                                   |
| 1  | TECHNO TRAINING TO DEVELOP ADDITIONAL WEAVERS & INTRODUCE NEW DESIGNS (NITO W/ OTHER MATERIALS) | X                                     |   |  |                                   |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO DEL SUR                         |   |  | AGRI TRADING, KINABALAN, MALUNGON |
|--|---|---------------------------------------|---|--|-----------------------------------|
|  |   | HANDICARRAFT IN LAPUAN, DON MARCELINO | ABACA & OTHER AGRI PRODUCTS TRADING, D. DANWATA, MALITA | VEGETABLE TRADING, TAGAYTAY, MAGSAYSAY |                                   |
| 2  | IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENT. FOR ON THE JOB TRNG. OR EXPOSURE                        |                                       |   |  |                                   |
| 3  | TECHNO DEMO THRU EXPOSURE TRIP TO BAMBOO FURNITURE PRODUCING ENT. ALONG THE ROADSIDE OF PALKAN, POLOMOLOK |                                       |   |  |                                   |
| 4  | FARMERS EDUCATION PROGRAM ON BENEFITS OF PRODUCING ESCOHIDO (ICRAF)                                       |                                       | X   |  |                                   |
| 5  | TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA USING KUKUM DRYER (ICRAF)                                   |                                       |   |  |                                   |
| 6  | EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS' COOP   |                                       |   |  |                                   |
| 7  | PROPER PROCESSING, DRYING & QUALITY CONTROL OF CACAO BEANS (ICRAF IN COORDINATION W CSI & OTHER BUYERS)   |                                       |   |  |                                   |
| 8  | PRODUCTIVITY IMPROVEMENT & PRODUCT CLASSIFICATION FOR BANANA (ICRAF)                                      |                                       |   |  |                                   |
| <b>TOTAL NO. OF SKILLS RELATED TRAININGS PER UVE</b> |   | <b>1</b>                              | <b>1</b>  |  |                                   |
|  |   |                                       |   |  |                                   |
|  |   |                                       |   |  |                                   |
| C.   | <b>PRODUCTION/ PROPAGATION TECHNOLOGY RELATED</b>   |                                       |   |  |                                   |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | DAVAO DEL SUR                         |   |  |                                   |
|--|---|---------------------------------------|---|--|-----------------------------------|
|  |   | HANDICARRAFT IN LAPUAN, DON MARCELINO | ABACA & OTHER AGRI PRODUCTS TRADING, D. DANWATA, MALITA | VEGETABLE TRADING, TAGAYTAY, MAGSAYSAY | AGRI TRADING, KINABALAN, MALUNGON |
| 1  | MASSIVE CAMPAIGN FOR BAMBOO PRODUCTION, INTRO OF PROPAGATION TECHNIQUES (ICRAF)   |                                       |   |  |                                   |
| 2  | TECHNO TRANSFER FOR THE CULTURAL PRACTICES OF ABACA CULTIVATION, MAINTENANCE, HARVESTING & PROCESSING OF ESCOHIDO (ICRAF) |                                       | X   |  |                                   |
| 3  | INTEGRATED PEST MGT., DISEASE PREVENTION AND CULTURAL PRACTICES FOR BANANA - INCL. BAGGING (ICRAF)                        |                                       |   |  |                                   |
| 4  | TECHNOLOGY ASSISTANCE FOR COFFEE (ICRAF)  |                                       |   |  |                                   |
| 5  | TECHNOLOGY ASSISTANCE FOR COCONUT (ICRAF)   |                                       |   |  |                                   |
| 6  | EDUCATION PROGRAM ON THE PROPER CARE & MAINTENANCE OF CACAO (ICRAF W LGU & DA PARTICIPATION)                              |                                       |   |  |                                   |
| 7  | TRAINING ON TECHNOLOGY & CULTURAL PRACTICES TO PRODUCE QUALITY LATUNDAN (ICRAF W/ PARTICIPATION OF YOSHEDA)               |                                       |   |  |                                   |
| <b>TOTAL NO. OF TECHNOLOGY TRAININGS PER UVE</b> |   |                                       | 1   |  |                                   |
| <b>TOTAL NO. OF TRAINING INTERVENTIONS</b>       |   | 5                                     | 9   | 3                                      | 4                                 |

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MGT. TRAININGS, SKILLS  
DEVELOPMENT & TECHNOLOGY  
TRANSFER TRAININGS  
RECOMMENDED FOR THE UVEs**

|           | UVE/ NATURE OF TRAININGS & SEMINARS                             | SARANGANI PROVINCE                       |  |  |                                       |                                     |
|-----------|---|--|--|--|---------------------------------------|-------------------------------------|
|           |   | BANANA TRADING, UPPER LUMABAT, MALU-NGON | TINAGAK & ABACA TRADING, MALI-GANG, KIAMBA | ABACA & OTHER AGRI PRODUCTS TRADING, UPO, MAITUM | AGRI PRODUCTS TRADING, SUFATUBO, GLAN | BANANA TRADING, RIO DEL PILAR, GLAN |
| <b>A.</b> | <b>ENTERPRISE MGT. TRAININGS</b>                                |  |  |  |                                       |                                     |
| 1         | COOP DEV TRAINING FOR TRAINORS POOL                             |  | X  | X  | X                                     |                                     |
| 2         | COOP DEV TRAINING FOR COOP OFFICERS                             |  |  |  | X                                     |                                     |
| 3         | BOOKEEPING, CASHIERING, ACCOUNTING & AUDITING WORKS             | X  | X  | X  |                                       |                                     |
| 4         | UNDERSTANDING FINANCIAL STATEMENTS                              | X  | X  | X  |                                       |                                     |
| 5         | LEADERSHIP, DECISION MAKING PROCESS & PARLIAMEN-TARY PROCEDURES | X  | X  | X  |                                       |                                     |

|   | UVE/ NATURE OF TRAININGS & SEMINARS   | SARANGANI PROVINCE                       |  |  |                                       |                                     |
|---|---|--|--|--|---------------------------------------|-------------------------------------|
|   |   | BANANA TRADING, UPPER LUMABAT, MALU-NGON | TINAGAK & ABACA TRADING, MALI-GANG, KIAMBA | ABACA & OTHER AGRI PRODUCTS TRADING, UPO, MAITUM | AGRI PRODUCTS TRADING, SUFATUBO, GLAN | BANANA TRADING, RIO DEL PILAR, GLAN |
| 6   | FORECASTING, PLANNING & BUDGETING   | X  | X  | X  |                                       |                                     |
| 7   | PRICING & NEGOTIATION TECHNIQUES  |  |  |  |                                       |                                     |
| 8   | VALUES FORMATION & EMPOWERMENT SESSIONS   |  |  |  |                                       |                                     |
| 9   | ORGANIZATIONAL DEV. - DELINEATION OF FUNCTIONS & ACCOUNTABILITIES                               | X  |  | X  | X                                     |                                     |
| 10  | UPGRADING OF SKILLS ON FINANCIAL RECORDING & REPORT PREPARATION                                 |  |  | X  |                                       |                                     |
| 11  | COMMUNICATION & TRANSACTION ANALYSIS  |  |  |  |                                       |                                     |
| <b>TOTAL NO. OF ENTERPRISE MGT TRAININGS PER UVE</b>              |   | <b>5</b>                                 | <b>5</b>                                   | <b>6</b>   | <b>3</b>                              |                                     |
| <b>B. SKILLS DEVELOPMENT TRAININGS, DEMO &amp; EXPOSURE TRIPS</b> |   |  |  |  |                                       |                                     |
| 1   | TECHNO TRAINING TO DEVELOP ADDITIONAL WEAVERS & INTRODUCE NEW DESIGNS (NITO W/ OTHER MATERIALS) |  |  |  |                                       |                                     |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | SARANGANI PROVINCE                      |   |  |                                       |                                     |
|--|---|---|---|--|---------------------------------------|-------------------------------------|
|  |   | BANANA TRADING, UPPER LUMABAT, MALUNGON | TINAGAK & ABACA TRADING, MALIGANG, KIAMBA | ABACA & OTHER AGRI PRODUCTS TRADING, UPO, MAITUM | AGRI PRODUCTS TRADING, SUFATUBO, GLAN | BANANA TRADING, RIO DEL PILAR, GLAN |
| 2  | IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENT. FOR ON THE JOB TRNG. OR EXPOSURE                        |   |   |  |                                       |                                     |
| 3  | TECHNO DEMO THRU EXPOSURE TRIP TO BAMBOO FURNITURE PRODUCING ENT. ALONG THE ROADSIDE OF PALKAN, POLOMOLOK |   |   |  |                                       |                                     |
| 4  | FARMERS EDUCATION PROGRAM ON BENEFITS OF PRODUCING ESCOHIDO (ICRAF)                                       |   | X   | X  |                                       |                                     |
| 5  | TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA USING KUKUM DRYER (ICRAF)                                   |   |   |  | X                                     |                                     |
| 6  | EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS' COOP   |   |   |  | X                                     |                                     |
| 7  | PROPER PROCESSING, DRYING & QUALITY CONTROL OF CACAO BEANS (ICRAF IN COORDINATION W CSI & OTHER BUYERS)   |   |   |  |                                       |                                     |
| 8  | PRODUCTIVITY IMPROVEMENT & PRODUCT CLASSIFICATION FOR BANANA (ICRAF)                                      |   |   |  |                                       |                                     |
| <b>TOTAL NO. OF SKILLS RELATED TRAININGS PER UVE</b> |   |   | <b>1</b>                                  | <b>1</b>   | <b>2</b>                              |                                     |
|  |   |   |   |  |                                       |                                     |
|  |   |   |   |  |                                       |                                     |
| C.   | <b>PRODUCTION/ PROPAGATION TECHNOLOGY RELATED</b>   |   |   |  |                                       |                                     |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | SARANGANI PROVINCE                       |  |  |                                       |                                     |
|--|---|--|--|--|---------------------------------------|-------------------------------------|
|  |   | BANANA TRADING, UPPER LUMABAT, MALU-NGON | TINAGAK & ABACA TRADING, MALI-GANG, KIAMBA | ABACA & OTHER AGRI PRODUCTS TRADING, UPO, MAITUM | AGRI PRODUCTS TRADING, SUFATUBO, GLAN | BANANA TRADING, RIO DEL PILAR, GLAN |
| 1  | MASSIVE CAMPAIGN FOR BAMBOO PRODUCTION, INTRO OF PROPAGATION TECHNIQUES (ICRAF)   |  |  |  |                                       |                                     |
| 2  | TECHNO TRANSFER FOR THE CULTURAL PRACTICES OF ABACA CULTIVATION, MAINTENANCE, HARVESTING & PROCESSING OF ESCOHIDO (ICRAF) |  |  |  |                                       |                                     |
| 3  | INTEGRATED PEST MGT., DISEASE PREVENTION AND CULTURAL PRACTICES FOR BANANA - INCL. BAGGING (ICRAF)                        |  |  |  |                                       |                                     |
| 4  | TECHNOLOGY ASSISTANCE FOR COFFEE (ICRAF)  |  | X  |  |                                       |                                     |
| 5  | TECHNOLOGY ASSISTANCE FOR COCONUT (ICRAF)   |  | X  |  |                                       |                                     |
| 6  | EDUCATION PROGRAM ON THE PROPER CARE & MAINTENANCE OF CACAO (ICRAF W LGU & DA PARTICIPATION)                              |  |  |  |                                       |                                     |
| 7  | TRAINING ON TECHNOLOGY & CULTURAL PRACTICES TO PRODUCE QUALITY LATUNDAN (ICRAF W/ PARTICIPATION OF YOSHEDA)               |  |  |  |                                       |                                     |
| <b>TOTAL NO. OF TECHNOLOGY TRAININGS PER UVE</b> |   |  | <b>2</b>                                   |  |                                       |                                     |
| <b>TOTAL NO. OF TRAINING INTERVENTIONS</b>       |   | <b>5</b>                                 | <b>8</b>                                   | <b>7</b>   | <b>5</b>                              | <b>0</b>                            |



**SUMMARY OF ENTERPRISE  
MGT. TRAININGS, SKILLS  
DEVELOPMENT & TECHNOLOGY  
TRANSFER TRAININGS  
RECOMMENDED FOR THE UVEs**

|           | UVE/ NATURE OF TRAININGS & SEMINARS                             | SOUTH COTABATO   |                                   |                                  |
|-----------|---|--|-----------------------------------|----------------------------------|
|           |   | VEGETABLE TRADING W/ BAGSAKAN FACILITY IN KABLON, TUPI | BANANA TRADING, PALO 19, TAMPAKAN | VEGETABLE TRADING, MIASONG, TUPI |
| <b>A.</b> | <b>ENTERPRISE MGT. TRAININGS</b>                                |  |                                   |                                  |
| 1         | COOP DEV TRAINING FOR TRAINORS POOL                             | X  |                                   |                                  |
| 2         | COOP DEV TRAINING FOR COOP OFFICERS                             | X  |                                   |                                  |
| 3         | BOOKEEPING, CASHIERING, ACCOUNTING & AUDITING WORKS             |  |                                   |                                  |
| 4         | UNDERSTANDING FINANCIAL STATEMENTS                              |  |                                   |                                  |
| 5         | LEADERSHIP, DECISION MAKING PROCESS & PARLIAMEN-TARY PROCEDURES | X  | X                                 | X                                |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | SOUTH COTABATO   |                                   |                                  |
|--|---|--|-----------------------------------|----------------------------------|
|  |   | VEGETABLE TRADING W/ BAGSAKAN FACILITY IN KABLON, TUPI | BANANA TRADING, PALO 19, TAMPAKAN | VEGETABLE TRADING, MIASONG, TUPI |
| 6  | FORECASTING, PLANNING & BUDGETING   | X  | X                                 | X                                |
| 7  | PRICING & NEGOTIATION TECHNIQUES  | X  |                                   |                                  |
| 8  | VALUES FORMATION & EMPOWERMENT SESSIONS   |  |                                   |                                  |
| 9  | ORGANIZATIONAL DEV. - DELINEATION OF FUNCTIONS & ACCOUNTABILITIES                               | X  | X                                 | X                                |
| 10   | UPGRADING OF SKILLS ON FINANCIAL RECORDING & REPORT PREPARATION                                 |  |                                   |                                  |
| 11   | COMMUNICATION & TRANSACTION ANALYSIS  | X  | X                                 |                                  |
| <b>TOTAL NO. OF ENTERPRISE MGT TRAININGS PER UVE</b> |   | <b>7</b>   | <b>4</b>                          | <b>3</b>                         |
|  |   |  |                                   |                                  |
| <b>B.</b>  | <b>SKILLS DEVELOPMENT TRAININGS, DEMO &amp; EXPOSURE TRIPS</b>                                  |  |                                   |                                  |
| 1  | TECHNO TRAINING TO DEVELOP ADDITIONAL WEAVERS & INTRODUCE NEW DESIGNS (NITO W/ OTHER MATERIALS) |  |                                   |                                  |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | SOUTH COTABATO   |                                   |                                  |
|--|---|--|-----------------------------------|----------------------------------|
|  |   | VEGETABLE TRADING W/ BAGSAKAN FACILITY IN KABLON, TUPI | BANANA TRADING, PALO 19, TAMPAKAN | VEGETABLE TRADING, MIASONG, TUPI |
| 2  | IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENT. FOR ON THE JOB TRNG. OR EXPOSURE                        |  |                                   |                                  |
| 3  | TECHNO DEMO THRU EXPOSURE TRIP TO BAMBOO FURNITURE PRODUCING ENT. ALONG THE ROADSIDE OF PALKAN, POLOMOLOK |  |                                   |                                  |
| 4  | FARMERS EDUCATION PROGRAM ON BENEFITS OF PRODUCING ESCOHIDO (ICRAF)                                       |  |                                   |                                  |
| 5  | TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA USING KUKUM DRYER (ICRAF)                                   |  |                                   |                                  |
| 6  | EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS' COOP   |  |                                   |                                  |
| 7  | PROPER PROCESSING, DRYING & QUALITY CONTROL OF CACAO BEANS (ICRAF IN COORDINATION W CSI & OTHER BUYERS)   |  |                                   |                                  |
| 8  | PRODUCTIVITY IMPROVEMENT & PRODUCT CLASSIFICATION FOR BANANA (ICRAF)                                      |  | X                                 |                                  |
| <b>TOTAL NO. OF SKILLS RELATED TRAININGS PER UVE</b> |   |  | 1                                 |                                  |
|  |   |  |                                   |                                  |
|  |   |  |                                   |                                  |
| C.   | <b>PRODUCTION/ PROPAGATION TECHNOLOGY RELATED</b>   |  |                                   |                                  |

|  | UVE/ NATURE OF TRAININGS & SEMINARS   | SOUTH COTABATO   |                                   |                                  |
|--|---|--|-----------------------------------|----------------------------------|
|  |   | VEGETABLE TRADING W/ BAGSAKAN FACILITY IN KABLON, TUPI | BANANA TRADING, PALO 19, TAMPAKAN | VEGETABLE TRADING, MIASONG, TUPI |
| 1  | MASSIVE CAMPAIGN FOR BAMBOO PRODUCTION, INTRO OF PROPAGATION TECHNIQUES (ICRAF)   |  |                                   |                                  |
| 2  | TECHNO TRANSFER FOR THE CULTURAL PRACTICES OF ABACA CULTIVATION, MAINTENANCE, HARVESTING & PROCESSING OF ESCOHIDO (ICRAF) |  |                                   |                                  |
| 3  | INTEGRATED PEST MGT., DISEASE PREVENTION AND CULTURAL PRACTICES FOR BANANA - INCL. BAGGING (ICRAF)                        |  | X                                 |                                  |
| 4  | TECHNOLOGY ASSISTANCE FOR COFFEE (ICRAF)  |  |                                   |                                  |
| 5  | TECHNOLOGY ASSISTANCE FOR COCONUT (ICRAF)   |  |                                   |                                  |
| 6  | EDUCATION PROGRAM ON THE PROPER CARE & MAINTENANCE OF CACAO (ICRAF W LGU & DA PARTICIPATION)                              |  |                                   |                                  |
| 7  | TRAINING ON TECHNOLOGY & CULTURAL PRACTICES TO PRODUCE QUALITY LATUNDAN (ICRAF W/ PARTICIPATION OF YOSHEDA)               |  |                                   |                                  |
| <b>TOTAL NO. OF TECHNOLOGY TRAININGS PER UVE</b> |   |  | 1                                 |                                  |
| <b>TOTAL NO. OF TRAINING INTERVENTIONS</b>       |   | 7  | 6                                 | 3                                |

**SUMMARY OF ENTERPRISE  
MGT. TRAININGS, SKILLS  
DEVELOPMENT & TECHNOLOGY  
TRANSFER TRAININGS  
RECOMMENDED FOR THE UVEs**

|           | <b>UVE/ NATURE OF TRAININGS &amp; SEMINARS</b>                  | <b>LIST OF UVEs PER TRAINING</b>  | <b>NUMBER OF TRAININGS TO BE CONDUCTED (30 PAX/ TRNG)</b> |
|-----------|---|---|---|
| <b>A.</b> | <b>ENTERPRISE MGT. TRAININGS</b>                                |   |   |
| <b>1</b>  | COOP DEV TRAINING FOR TRAINORS POOL                             | MAPAANG, MACO/ TAGAYTAY, MAGSAYSAY/ MALIGANG, KIAMBA/ UPO, MAITUM/ SUFATUBO, GLAN/ KABLON, TUPI = 6 UVEs  | 1   |
| <b>2</b>  | COOP DEV TRAINING FOR COOP OFFICERS                             | MAPAANG, MACO/ DATU DANWATA, MALITA/ SUFATUBO, GLAN/ KABLON, TUPI - 4   | 1   |
| <b>3</b>  | BOOKEEPING, CASHIERING, ACCOUNTING & AUDITING WORKS             | DACUDAO, SAN ISIDRO/ TIBULAO, CARMEN/ SAN ROQUE, NEW BATAAN/ MAPAANG, MACO/ LAPUAN, DON MARCELINO/ DATU DANWATA, MALITA/ KINABALAN, MALUNGON/ MALIGANG, KIAMBA/ UPO, MAITUM/ UPPER LUMABAT = 10 UVEs  | 2   |
| <b>4</b>  | UNDERSTANDING FINANCIAL STATEMENTS                              | LAPUAN, DON MARCELINO/ DATU DANWATA, MALITA/ SIBULAN, STA CRUZ/ KINABALAN, MALUNGON/ MALIGANG, KIAMBA/ UPO, MAITUM/ UPPER LUMABAT = 6 UVEs  | 1   |
| <b>5</b>  | LEADERSHIP, DECISION MAKING PROCESS & PARLIAMEN-TARY PROCEDURES | DACUDAO, SAN ISIDRO/ TIBULAO, CARMEN/ MAPAANG, MACO/ LAPUAN, DON MARCELINO/ DATU DANWATA, MALITA/ KINABALAN, MALUNGON/ MALIGANG, KIAMBA/ UPO, MAITUM/ SIBULAN, STA. CRUZ/ KABLON, TUPI/ PALO 19, TAMPAKAN/ MIASONG, TUPI/ SAN ROQUE, NEW BATAAN/ UPPER LUMABAT, MALUNGON/ WAYWAYAN, LUPON = 14 UVEs | 2   |

|  | <b>UVE/ NATURE OF TRAININGS &amp; SEMINARS</b>  | <b>LIST OF UVEs PER TRAINING</b>   | <b>NUMBER OF TRAININGS TO BE CONDUCTED (30 PAX/ TRNG)</b> |
|--|---|--|---|
| 6  | FORECASTING, PLANNING & BUDGETING   | DACUDAO, SAN ISIDRO/ TIBULAO, CARMEN/ DATU DANWATA, MALITA/ KINABALAN, MALUNGON/ UPPER LUMABAT, MALUNGON/ MALIGANG, KIAMBA/ UPO, MALITA/ KABLON, TUPI/ PALO 19, TAMPAKAN/ MIASONG, TUPI = 10 UVEs  | 2   |
| 7  | PRICING & NEGOTIATION TECHNIQUES  | LAPUAN, DON MARCELINO/ DATU DANWATA, MALITA/ KABLON, TUPI/ WAYWAYAN, LUPON = 4 UVEs  | 1   |
| 8  | VALUES FORMATION & EMPOWERMENT SESSIONS   | TAGAYTAY, MAGSAYSAY = 1 UVE  | <b>PART OF COACHING</b>                                   |
| 9  | ORGANIZATIONAL DEV. - DELINEATION OF FUNCTIONS & ACCOUNTABILITIES                               | DACUDAO, SAN ISIDRO/ TIBULAO, CARMEN/ SAN ROQUE, NEW BATAAN/ WAYWAYAN, LUPON/ DATU DANWATA, MALITA/ SIBULAN, STA CRUZ/ UPO, MAITUM/ UPPER LUMABAT, MALUNGON/ KABLON, TUPI/ PALO 19, TAMPAKAN/ MIASONG, TUPI/ TAGAYTAY, MAGSAYSAY/ SUFATUBO, GLAN = 13 UVEs | 3   |
| 10   | UPGRADING OF SKILLS ON FINANCIAL RECORDING & REPORT PREPARATION                                 | UPO, MAITUM/ SIBULAN, STA CRUZ = 2 UVEs  | 1   |
| 11   | COMMUNICATION & TRANSACTION ANALYSIS  | KABLON, TUPI/ PALO 19, TAMPAKAN = 2 UVEs   | 1   |
| <b>TOTAL NO. OF ENTERPRISE MGT TRAININGS PER UVE</b> |   |  | <b>15</b>   |
| <b>B.</b>  | <b>SKILLS DEVELOPMENT TRAININGS, DEMO &amp; EXPOSURE TRIPS</b>                                  |  |   |
| 1  | TECHNO TRAINING TO DEVELOP ADDITIONAL WEAVERS & INTRODUCE NEW DESIGNS (NITO W/ OTHER MATERIALS) | LAPUAN, DON MARCELINO = 1 UVE  | <b>ON SITE W TRAINER<br/>1 batch</b>                      |

|  | <b>UVE/ NATURE OF TRAININGS &amp; SEMINARS</b>  | <b>LIST OF UVEs PER TRAINING</b>                             | <b>NUMBER OF TRAININGS TO BE CONDUCTED (30 PAX/ TRNG)</b> |
|--|---|--|---|
| 2  | IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENT. FOR ON THE JOB TRNG. OR EXPOSURE                        | SAN ROQUE, NEW BATAAN = 1 UVE                                | MED (5 staff)   |
| 3  | TECHNO DEMO THRU EXPOSURE TRIP TO BAMBOO FURNITURE PRODUCING ENT. ALONG THE ROADSIDE OF PALKAN, POLOMOLOK | WAYWAYAN, LUPON = 1 UVE                                      | MED (10-15 entrepreneurs)                                 |
| 4  | FARMERS EDUCATION PROGRAM ON BENEFITS OF PRODUCING ESCOHIDO (ICRAF)                                       | DATU DANWATA, MALITA/ MALIGANG, KIAMBA/ UPO, MAITUM = 3 UVEs | 3   |
| 5  | TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA USING KUKUM DRYER (ICRAF)                                   | SUFATUBO, GLAN = 1 UVE                                       | 1   |
| 6  | EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS' COOP   | SUFATUBO, GLAN = 1 UVE                                       | MED (10 - 15 entrepreneurs)                               |
| 7  | PROPER PROCESSING, DRYING & QUALITY CONTROL OF CACAO BEANS (ICRAF IN COORDINATION W CSI & OTHER BUYERS)   | DACUDAO, SAN ISIDRO = 1 UVE                                  | 3   |
| 8  | PRODUCTIVITY IMPROVEMENT & PRODUCT CLASSIFICATION FOR BANANA (ICRAF)                                      | TIBULAO, CARMEN/ MAPANG, MACO/ PALO 19, TAMPAKAN = 3 UVEs    | 3   |
| <b>TOTAL NO. OF SKILLS RELATED TRAININGS PER UVE</b> |   |  | <b>11</b>   |
|  |   |  |   |
|  |   |  |   |
| <b>C.</b>  | <b>PRODUCTION/ PROPAGATION TECHNOLOGY RELATED</b>   |  |   |

|  | <b>UVE/ NATURE OF TRAININGS &amp; SEMINARS</b>   | <b>LIST OF UVEs PER TRAINING</b>          | <b>NUMBER OF TRAININGS TO BE CONDUCTED (30 PAX/ TRNG)</b> |
|--|--|---|---|
| 1  | MASSIVE CAMPAIGN FOR BAMBOO PRODUCTION, INTRO OF PROPAGATION TECHNIQUES <b>(ICRAF)</b>   | WAYWAYAN, LUPON = 1 UVE                   |   |
| 2  | TECHNO TRANSFER FOR THE CULTURAL PRACTICES OF ABACA CULTIVATION, MAINTENANCE, HARVESTING & PROCESSING OF ESCOHIDO <b>(ICRAF)</b> | DATU DANWATA, MALITA = 1 UVE              |   |
| 3  | INTEGRATED PEST MGT., DISEASE PREVENTION AND CULTURAL PRACTICES FOR BANANA - INCL. BAGGING <b>(ICRAF)</b>                        | MAPAANG, MACO/ PALO 19, TAMPAKAN = 2 UVEs |   |
| 4  | TECHNOLOGY ASSISTANCE FOR COFFEE <b>(ICRAF)</b>  | MALIGANG, KIAMBA = 1 UVE                  |   |
| 5  | TECHNOLOGY ASSISTANCE FOR COCONUT <b>(ICRAF)</b>   | MALIGANG, KIAMBA = 1 UVE                  |   |
| 6  | EDUCATION PROGRAM ON THE PROPER CARE & MAINTENANCE OF CACAO <b>(ICRAF W LGU &amp; DA PARTICIPATION)</b>                          | DACUDAO, SAN ISIDRO = 1 UVE               |   |
| 7  | TRAINING ON TECHNOLOGY & CULTURAL PRACTICES TO PRODUCE QUALITY LATUNDAN <b>(ICRAF W/ PARTICIPATION OF YOSHEDA)</b>               | TIBULAO, CARMEN = 1 UVE                   |   |
| <b>TOTAL NO. OF TECHNOLOGY TRAININGS PER UVE</b> |  |   | <b>8</b>  |
| <b>TOTAL NO. OF TRAINING INTERVENTIONS</b>       |  |   | <b>34</b>   |