



SAEBS Outlook

School of Agricultural Economics and Business Studies

Vol.2.No.2 Second Quarter 2017

Message from the Editor

Dear Readers,

On behalf of the SAEBS Research and Publication Unit, I would like to share with you our second issue of SAEBS Outlook for 2017.

We encourage all of you to contribute feature articles and other stories for the coming issue.

We will be delighted to receive your contributions in this regard. Email your submission to nandonde@suanet.ac.tz

Felix Adamu Nandonde

News Editor

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Vice Chancellor Associate Professor Raphael Chibunda (third position from right) shakes hands with Dr Meshack Akyoo, SAEBS Dean, during his visitation at the School. First right is Associate Professor Damian Gabagambi (Outgoing Dean) and Mr Mhagama (Administrative Officer-SAEBS) on the left (Full story on page 2)



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Vice Chancellor, Professor Raphael Chibunda visits SAEBS at his university tour

On Friday 19th May 2017 from 9:00 AM to 11.30 AM, the new Vice Chancellor (VC) of Sokoine University of Agriculture, Prof. Raphael Chibunda visited the School of Agricultural Economics and Business Studies (SAEBS). At the main entrance of the building, the VC was welcomed by the Acting Dean, Prof. Damian Gabagambi and the Acting Deputy Dean Dr. Adam Akyoo. After signing the Visitors Book in the Office of the Dean, he held talks with the Heads of Departments and Coordinators of various units in the Conference Room. During the talks, the VC expressed his vision of the University in the coming five years of his Vice Chancellorship and requested staff in SAEBS to support the University Management in realizing its dream. Some of the key messages in the VC's talk include:

- The Government of Tanzania would like to see Sokoine University of Agriculture (SUA) playing a bigger role in agriculture. The Government expects SUA to operate large scale farms across the country. To that effect, five Regional Commissioners have already indicated willingness to provide land to SUA for the University to transform the sector in their respective regions.
- The School of Agricultural Economics and Business Studies has huge opportunities of increasing students' enrolment. Thus, the training programmes offered by the School should be optimally administered because they are constantly demanded by the public. The VC expressed the desire of seeing SAEBS offering a wide range of business courses such as economics, accountancy, commerce, marketing, finance, and the like. He also expressed the desire of transforming the School into a College in the coming five years.
- SAEBS, through its Bureau of Business Development was challenged to champion innovations through incubator programmes. The VC observed further that the Bureau should scale up SUGECO initiatives. He wanted to know the details of the working relationship between SUGECO and the University, and suggested that the two institutions could work together for bigger impact. He suggested that SAEBS students should be guided to prepare business plans right from the first year of their study to help them graduate with bankable business plans. This arrangement could be achieved in through the incubator programme framework.
- On the loan for the construction of Phases II and III of SAEBS building, the VC instructed to have the comments of the University Council worked on immediately so that the loan acquisition process from GEPF can commence and get accomplished.
- The amendment of the University Charter to accommodate the new University structure was reported to be underway. The endorsement of the Establishment Orders by the Government is on progress and that one application document indicating the list of new colleges and Schools would be submitted to the Attorney General for having it gazetted. This is contrast to the previous arrangement where each College or School was to be endorsed separately. After these legal procedures are completed, the colleges and Schools will have semi-autonomy which is stipulated in the restructuring dossier.
- On financial matters, the VC reported to have given instructions to the Chief Financial Officer of the University to design a mechanism that would eliminate undue delays in processing research funds. He also promised to address the sources of delays in paying external examiners while examination fee is part of the fee paid by students.
- He suggested that the proposed Policy Analysis Unit at SAEBS starts operations immediately without waiting for the completion of the building which is constructed for that purpose; this is because such a Unit is extremely important for the visibility of the University. He expressed a wish of seeing the University playing a bigger role in guiding agricultural policies in the country. He wondered why that the University does not have anyone in the Speaker's gallery as a guest of the Minister of Agriculture Livestock and Fisheries when the budget for agriculture was being presented.
- About canteens and cafeteria, the VC expressed his concerns about poor state of the structures used as restaurants around the University. He admitted that such buildings do not meet University standards. He expressed his desire to get work in partnership in building and operating quality catering services for students, staff and visitors.
- On the workload for SAEBS academic staff, the VC was optimistic that the problem would soon be resolved following the Government's commitment of employing 52,000 civil servants. He believed that SUA has a share on that figure although not as big as shares of other institutions. This is because according to the labour audit that was undertaken a few months earlier, SUA was found to be better than was the case with many other higher learning institutions in terms of human resource. In the meantime, he urged SAEBS staff to continue shouldering the teaching load for students across the University as it has always been the case. He discouraged the tendency harbouring sentiments of categorizing students by their departments and said that they were all our students. He did not see the point for the Head of Department to beseech a staff from another department to teach students in his/her department. Instructors could and should be picked from any unit to teach a course in any unit across the University.
- On internet connectivity, the VC promised to follow the issue of LAN at SAEBS with the Computer Centre and reassured that the problem would be resolved. SUASIS would be strengthened so that all issues related to students admission, enrolment, examination and other assessments are completed in the system in time. He also promised to ensure that the Computer Centre purchases multi-user software for data analysis such as STATA, SPSS and LINDO and anti-plagiarism software. The University would also ensure that there are adequate electronic reference books to be accessed by instructors wherever they are instead of purchasing hard copies.

Prepared by Associate Professor Damian Gabagambi.



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SAEBS Members at International Conferences

On 10 April 2017, Prof. D. M. Gabagambi (on the picture) visited Beijing under the China-Tanzania Joint Agricultural Research Project implemented through The China Agricultural University (CAU) and Sojourn University of Agriculture (SUA). During the visit, Prof. Gabagambi gave a lecture to International student at the College of Humanities and Development Studies at the West Campus of the China Agricultural University. On the Photo, Prof. Gabagambi is delivering the lecture at the University.



From 26th -27th May 2017, Dr Fulgence J. Mishili attended Post Adoption Pathways Stakeholders' Training Workshop: Investment Prioritization for CSA and SIA Implementation in Sub-Saharan Africa, at the University of Zimbabwe, Mount Pleasant, in Harare Zimbabwe.



Dr Zena Mpenda presenting progress report on the “Varietal monitoring for realized productivity and value project” at Seashells Millennium Hotel in Dar es Salaam on 8th June 2017. The Project is funded by Bill and Melinda Gate Foundation and implemented by the School of Agricultural Economics and Business Studies in collaboration with Tegemeo Institute of Development Policy (Ergaton University, Kenya), Mikochei Agricultural Research Institute (MARI), and the National Bureau of Statistics (NBS).



Prof Damian Gabagambi moderating a session at the conference “Evidence to Action: Towards an evidence based and data-informed policy, action and practice in Africa” held on 24-25th May 2017 at Park Inn Hotel in Nairobi, Kenya. The conference was organised by International Centre for Evaluation and Development (ICED)



Entrepreneurship: A conceptual dilemma or a hidden treasure?

The first time I heard of the word 'entrepreneurship' was in 1979 when, as a Form One 'mugia' from the foothills of Mount Meru, I was struggling to memorize the answer to a rather strange question, 'what is commerce'? From a hind sight however, today I can hardly curse myself for my then apparent failure of articulating the meaning of the word and its associated concepts, including entrepreneurship. The latter was not only difficult to understand but also even more difficult was how to pronounce it. Upon joining Arusha Secondary School, in the heart of Arusha town at my teens, and in the midst of a raging Ugandan war, Indian teachers in my class, new life and new experience in a school hostel and a very poor mastery of English grammar were recipes for the struggle which I had to endure. The following three years were much of a rescue but mainly on the theoretical part of the entrepreneurship concept (as a factor of production), thanks to my hero 'Mzee Poti' Lyatuu, my Headmaster, who insisted that I should stick with Commerce to the very end, even when I would opt for science biased subjects in Form Three. I wonder whether we still have these kinds of committed teachers anymore in our education system, but of course the same may apply to students!

The two years that were spent at high school on the undulating Tosamaganga hills overlooking the scenic river valleys of Luparama and Great Ruaha transformed me into the most unknown non-career profession of frog and toads hunting for laboratory dissections. This was truly a detour from entrepreneurship as a concept in Commerce as Biology took the centre stage. The following one year, the National Service stint was equally the same save for the centre stage player – compulsory practical farming and military training in the first six months and a building battalion service man in the last half year. From the early to mid-1980s were the years with less liberty on what I did but more on listening and learning how to follow the rules. I wonder if there was anything entrepreneurial in what I did or did not do during the entire period. One thing was however clear, that I hardly heard the word 'entrepreneurship' being used in speech whether casually or otherwise, not even in the print or mass media which were both wholly public then. Could this insinuate a missing intimacy between entrepreneurship and public sector or vice versa for private sector?

The last three years of the 80's decade reduced me to a ramblor on the foothills of Uluguru Mountain ranges while struggling to become a 'jackal of all traits' in agricultural science. Entrepreneurship would be mentioned in passing in lecture theatres but there wasn't much emphasis on the term from the instruction side neither was it appreciated on my part as a student. Deep down, I just felt that, the term was like a filler concept that was needed to be covered in the syllabus without any practical application on my future career development. It was only now that I understand the reason for the prevailing lethargy that surrounded the concept then. In essence, why could any one care then when the numbers of graduating cohorts were not even enough to fill employment opportunities from the Government? Moreover, the fledgling private sector did not provide enough incentive for individual industriousness in job creation or employment.

In the early to late 90s, the banking career unveiled the practical meaning of entrepreneurship to me as I had to rub shoulder and work mostly with entrepreneurs. My understanding of entrepreneurs at this point was limited to something synonymous to 'business people', especially dealers in self-liquidating merchandize, in other words, buying and selling business. Little did I know that the theory which I learnt in my ordinary secondary education would demonstrate its practical relevance to me after my university education! After eight-year banking career, I was convinced, rather naively, that I had grasped the full meaning and practical relevance of entrepreneurship. The following years were to prove me wrong though.

It was a surprising recognition, following my return to SUA for a post-graduate degree in the early years of the last decade, to learn that the

University had mainstreamed entrepreneurship training to all of undergraduate degree programmes across the University. Suddenly, the concept found a wider and deeper meaning in my conscience which, understandably, makes it relevant and appropriate not only to agricultural economists but also to crop, soil, animal and food scientists; agricultural engineers, veterinarians, tourism experts, you name it. I took it for granted that there was consensus in the understanding of what entrepreneurship really meant from both students and instructors. Without much contemplation in my part, I just took it as a culture or demeanour of including a commercial dimension/thinking in whatever an individual does. This time around, I thought, it was brought to the limelight following the University's quest for enhancing self-employment among its graduates in the face of growing youth unemployment in the country. I just had an inner assumption that this understanding was shared by both students and instructors though I made no attempt to authenticate it. As of now, 15 years down the line, I'm still wondering whether or not my assumption was illusory following some unexpected episodes.

Just a few weeks ago, I was mesmerized and a bit disturbed so to say the least, by a remark from a senior professor who would disdainfully blow it on my face "it is these agribusiness people who are trying to make everyone an entrepreneur". I knew, I was the target of the insinuation, in that I was the one who was trying to advocate this silly idea. I could easily see the stark difference in what I understood about the concept and the reality on the ground. Entrepreneurs are reduced to mere merchandisers and therefore an unthinkable idea for the pundits to see its relevance in all University graduates. I wouldn't have cared much if such sentiments were not to be echoed by fellow agricultural economists hardly a month after the nasty encounter. It is frustrating but also edifying as it portrays the fact that the meaning of the concept is still elusive to many of us and maybe we need to do more to arrive at a common understanding lest the efforts already underway become counter-productive.

The above is a cryptic movie in which I'm playing the role of a protagonist in an effort to communicate the message on the concept of entrepreneurship in a stylized manner. The tale of the tape as presented above attempts to highlight the existing dilemma that is reducing the mega concept of entrepreneurship to learning selling skills. This conceptual dilemma is really detrimental and consequential to SUA and in particular, to the School of Agricultural Economics and Business Studies (SAEBS), as it discourages the noble task of inculcating entrepreneurial mind set into our graduates which is the basic ingredient for sustainable individual and country development. Entrepreneurship ramifies all walks of human life and it is still evolving to the extent that recent efforts are now focusing on establishing its important link with institutions (see for example the work by Boettke and Coyne (2009)). What is indisputable though is the fact that innovation is at the epicentre of entrepreneurship and as such, the two words collocate. This is why we have SUGECO incubating SUA students to turn them into entrepreneurs in their own right, and SAEBS taking it to an even higher level through the introduction of a new PhD programme that will specifically address the topic of 'entrepreneurship and Innovation'. We need to put entrepreneurship on its right footing lest it becomes a hidden treasure to us and our posterity; and who knows it better than Agricultural economists?



By Dr. Adam Meshack Akyoo



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The Rufiji Project: SUGECO, Youth & Capacity-Building

The Sokoine University Graduate Entrepreneurs Cooperative (SUGECO) is an agri-business cooperative formed in July 2011, and



registered under the Tanzania Cooperative Act No. 20 of (2003). The organization primarily aims at promoting and encouraging engagement of the youth in the Tanzanian agricultural industry for both self-employment and employment of others.

During the 2016/17, SUGECO in collaboration with the United Nation Food and Agricultural Organization (FAO), Rufiji Basin Development Authority (RUBADA), and Rufiji District Council jointly conducted a Youth Hands On Agribusiness Skills Training at Mkongo Agricultural Youth Camp located in Rufiji District. To ensure effective delivery of the program, the training was delivered using real farm field-work; these 'in-the-field' demonstration



sessions incorporated 80% practical sessions and 20% theoretical class-based training.

SUGECO's experienced trainers and practical opportunities helped enhance agri-business skills and exposure to innovative agricultural techniques as well as promoted self-employment and entrepreneurial mind-sets among the youth. About 261 young people from various districts in Tanzania benefited from the training sessions, which were offered proximate to the majestic Rufiji River. The sessions focused on subjects ranging from horticulture, bee-keeping, Poultry to Goat/Rabbit Farming. The project was awarded to SUGECO by FAO with a budget of \$ 98,946 (Ninety-Eight Thousand, Nine Hundred Forty-Six only) for eighty months, starting from May 2016.

This year, Phase II of the project will be hosted once again, beginning from June 29th; please follow SUGECO on Instagram (sugeco_tanzania), Facebook (SUGECO Tanzania) and Twitter (SUGECO Tanzania), for updates!

Appointment

Dr. Adam Meshack Akyoo was newly appointed to the Deanship of the School of Agricultural Economics and Business Studies. Dr Akyoo will take over office, which was left by Associate Professors Damian Gabagambi who was appointed to be the Director of Planning and Development. These appointments start from First July 2017 to 30th June 2020.

Congratulations Dr. Akyoo and Associate Prof. Gabagambi.



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Training of trainers: "Farming as a business: Value chains, farm management, and entrepreneurship"

SAEBS organised a training of trainers workshop entitled "Farming as a business: Value chains, farm management and entrepreneurship". The two day training was from 10th to 11th May, 2017. The workshop was held at SAEBS and was attended by 24 participants from SUGECO, SUA, MATI-Uyole, MATI-Katrin, MATI-Tengeru, and MATI-Ilonga. Other participants were from LITA-Tengeru, LITA-Morogoro, MIVARF and iAGRI. The main purpose of the workshop was to enhance the instructional capacity of LITA/MATI tutors (Instructors) in delivering course content on agricultural value chains, agribusiness and farm management and entrepreneurship. The workshop was an activity of the pilot curriculum reform initiative aimed at improving the relevance and quality of graduates at the Ministry of Agricultural Technical Institutes (MATI), this was, a sub-project of USAID-supported innovative agricultural research initiative (iAGRI). The subproject is a collaboration led by SUA's Department of Agricultural Extension and Community Development (DAECD), with the Ministry of Agriculture, Livestock and Fisheries' (MALF) Department of Training, the MATIs, President's Office of Regional Administration and Local Government, iAGRI, and the Ohio State University. This particular workshop also engaged SUA's Department of Business Management in its school of Agricultural Economics and Agribusiness Studies (SAEBS) to help provide specialised workshop course content.

Public Seminar: How to write and publish journal articles in Agricultural Economics and Agribusiness

On June 23rd, SAEBS organised a public seminar on "**how to write and publish journal articles in Agricultural Economics and Agribusiness**" which was presented by Professor Thomas Reardon from Michigan State University (MSU). The two hours seminar was attended by postgraduate students and SAEBS members of staff. Tom is a Full Professor in the Tenure System from the Department of Agricultural, Food and Resource Economics, Michigan State University (MSU). He joined MSU in 1992. His MS is from Columbia University in 1979 and Ph.D. from the University of California at Berkeley in 1984. Tom was a Research Fellow at the International Food Policy Research Institute, Washington DC and Rockefeller Post-Doctoral Fellow in Burkina Faso and was attached to the University of Ouagadougou and ICRISAT.

Tom's research focus is on the links between international development and agribusiness/food industry. He researches the transformation of agrifood systems (supermarkets, processing firms, wholesale and logistics, and agricultural support services) and their effects on farmer incomes, technology, and rural employment, and agrifood business strategies implementation of innovations via the design of supply chains. He has researched value chains in Africa, Asia, and Latin America covering horticulture, fish, dairy, poultry, and grains. He has researched rural nonfarm employment and its links to food systems and agricultural technology adoption.

Tom's recent and ongoing research is on rice and millet, poultry and feed, and processed maize value chains in Senegal, Nigeria, and Tanzania; fish value chains in Bangladesh, China, Myanmar; mango value chains in Indonesia; food consumption transformation in Africa and Asia; outsourced support services in mango and rice in Indonesia, China, Myanmar, and Nigeria; intermediate cities and rural territorial development in Latin America. Tom has published 120 journal articles of which 44 are in "A" journals per the IFPRI ranking system.

Tom was selected as a Fellow of the American Agricultural Economists Association (AAEA) in 2014 (approximately 250 Fellows have been selected from 30,000 AAEA members since 1957). He has one of the highest Google Scholar citations in the world among agricultural economists (23,319 and H index of 71 as of June 2017), ISI Web of Science (4135 citations), and REPEC (top 2.3% of 50,000 registered economists worldwide) and is listed in 2003 Who's Who in Economics.



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SAEBS member staff on pictures

On Saturday of June 24th the SAEBS member of staff participated in cleaning of university ground at the school building





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Just Published work by SAEBS member of staff

Book chapter publication

Hella, J.P., Sanga, G., Haug, R., Mziray, N., Senga, H., Haji, M., Lyimo, S., Moshi, A., Mboya, S. and Bakar, M. (2016). Climate change, small farmers' adaptation in Pangani basin and Pemba: Implications for REDD+ initiatives, In REDD+ initiative in Tanzania: The lessons learned, in Kulindwa, K.A, Silayo, D., Zahabu, E., Lokina, R., Hella, J., Hepelwa, Shirima, D., Macrice, S. and Kalonga, S. (eds), Lessons and Implications from REDD+ implementation: Experiences from Tanzania, E&D Vision Publishers, Dar es Salaam.



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Degrees Offered at SAEBS



PhD by thesis in Agricultural Economics, you can start at any time in a year - 3yrs.

MSc Agricultural Economics – 2yrs

Collaborative Masters of Applied Agricultural Economics (CMAE) – 2yrs

MBA Agribusiness – 2yrs

Master of Business Administration for evening classes – 18 months

BSc Agricultural Economics and Agribusiness – 3yrs



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Guest of Honour Prof Faustin Kamuzora (Permanent Secretary in the Office of Vice President Union Affairs and Environment) in pictures when visited SAEBS's pavilion during SOKOINE Memorial Week at Solomon Mahlangu Campus on 10th April

