Educational Support
to Agrarian and Agri-Food University Programmes in Mongolia

Report on Decision Making Simulation Toolkit Developemnt and Rural Development

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CONTENT

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ACRONYMS

INRAE	Institute of Natural Resources and Agricultural Economics
MULS	Mongolian University of Life Sciences
M&E	Monitoring and Evaluation
NGO	Non-Governmental Organization
SEB	School of Economics and Business
SME	Small and Medium Enterprises

BACKGROUND

- **Place:** Online and studio of SEB, MULS (Mongolian University of Life Sciences, Khan-Uul District, Ulaanbaatar, Mongolia)

- **Date:** 19-22, October 2020 (4 days)

- **Trainers:**

  - Coordinator: Tserendavaa.Ts.
  - Master Trainers: Erdenechuluun.T, Ganzorig.G, Gantogoo.G, Enkh-Amgalan.G, Tserendavaa.Ts, Amartuvshin.O, Amar.U

  - IT expert: Amartuvshin.O.

- **Topic of Training:**

  1. Module 2 – Introduction to the project profile
  2. Module 3a – Preparation and evaluation of qualitative data for projects
  3. Module 3b – Preparation and evaluation of quantitive data for projects
  4. Exercise: Use of decision-making tool based on MS Excel and Analysis of project and project selection
  5. M&E of project implementation

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THE OBJECTIVE

The objective of the training is to train the participants about theoretical knowledge of project profile and detailed projects under training package of RuralInvest and Decision making tool, and to strengthen the capacity of skills to develop, monitor, and evaluate the project proposals.

PREPARATORY STAGE

The initial stage of the training preparation started to identify the potential participants with local coordinator. Start-up companies, small and medium companies and project beneficiaries from Dornod, Selenge, Khovd, Tuv, Darkhan-Uul and Khuvsgul province were identified to participate in the training (Annex 1).

Related presentations, manuals and supplementary materials were distributed to trainees and the RuralInvest software online version 4.4.0 was installed to trainees' laptops before the training starts. Also, we used online version of RuralInvest.

TRAINING

During the training, participants were divided into five teams for doing exercises by the representing chosen subjects and after each team work, therefore they presented the results to the other teams and trainers for discussions. The trainers facilitated the team for every exercises.

According to our program, our group worked on our profile and project after finished training course every day (from Tuesday to Friday) by online – Zoom and Facebook group chat.

For "Bag-4", they have been writing thier income generating project under the name on "Extending to processing milk and dairy products". The one of the members has an own company, she wants to extend her company activities. So, after thier group discussed about this, they solved to write about this project. Currently, thier group members have been writing our final project version. For me, I have been advising to our group members following things. Such as, how to improve your project results? How to create production block? What is main point in block? How to match between project general part and calculation part? etc.
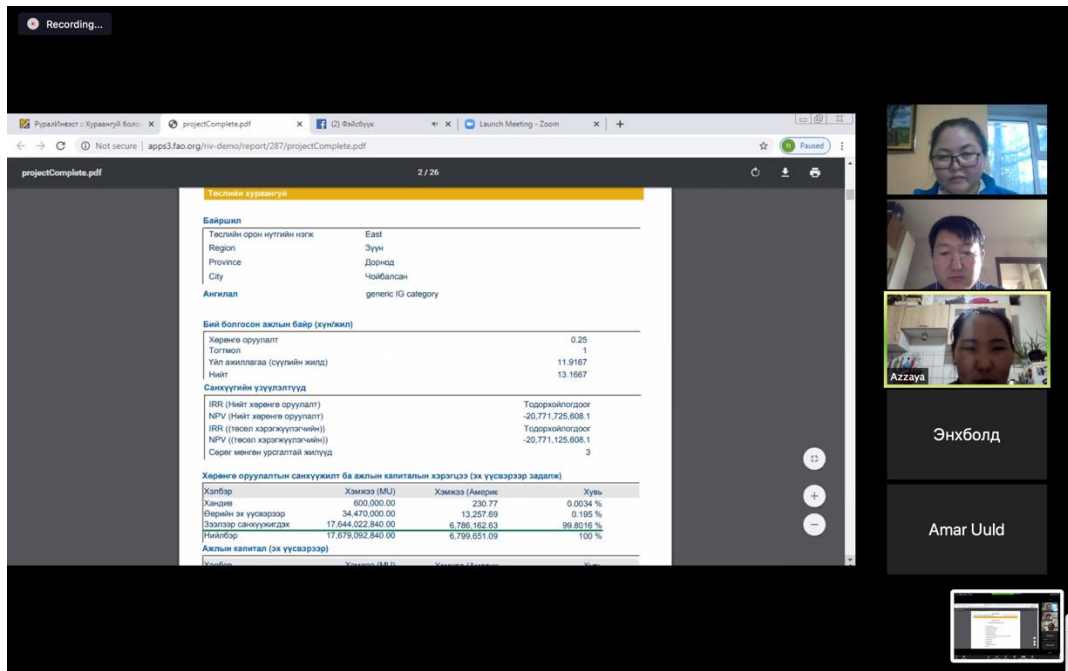
Figure 1. introduction of project profile (team 4)

1. Module 2 – Introduction to the project profile

Through Module 2, information on the role and application of investment project profiles was presented. Therefore, the importance and preparation of project profiles were explained, then the teams worked to prepare one project profile. Furthermore, team work was conducted to identify the demand and supply of the outputs, project activities, categorization of the costs, environmental sustainability in regard to the project profile. Also, the differences between project profile and detailed project, and preliminary estimate of viability and benefits were explained.

2. Module 3a – Preparation and evaluation of qualitative data for projects

In this section, the trainers taught fundamental knowledge project preparation. Specifically, the focus was on identifying the project purpose, estimating the demand in case of presence and/or absence of market, evaluation and selection of technology, sustainability and environmental impact, including why consider environmental impact, what is environmental evaluation, procedures and stage of the environmental evaluation.

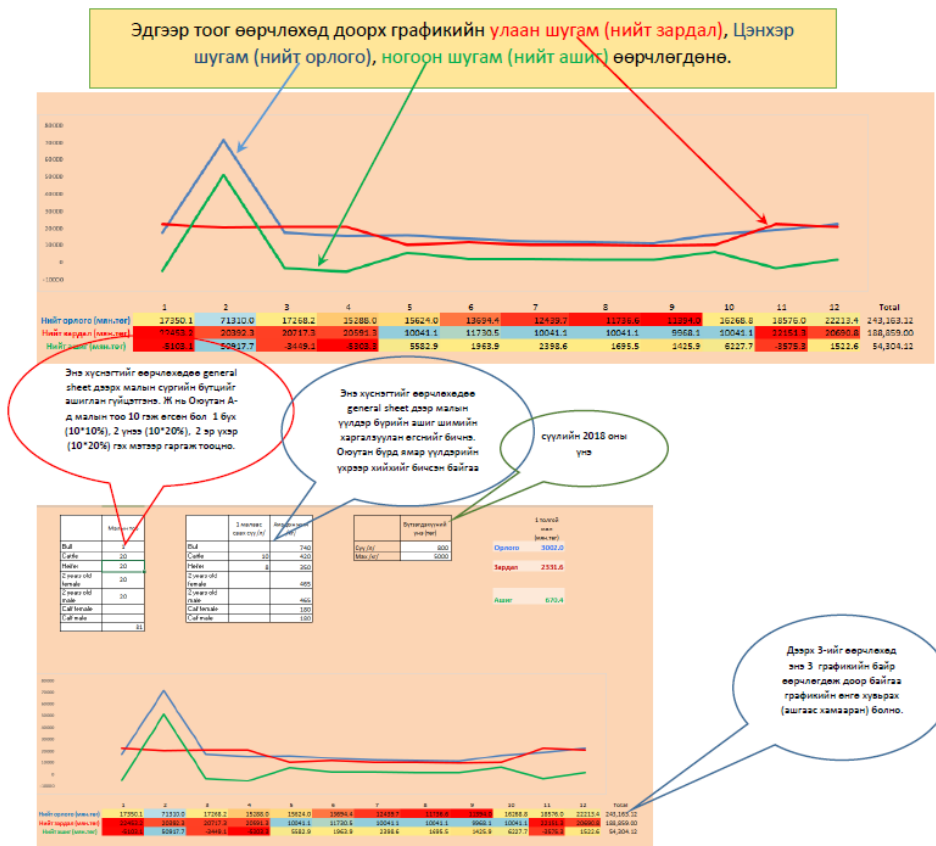## 3. Module 3b – Preparation and evaluation of quantitive data for projects

Verification and classifications of costs, assigning costs and incomes by activities, credit requirement, loan characteristics, changing value of money over time, organization and management of the investment, monitoring and evaluation for detailed projects, measurement of the investments' feasibility and impact of taxes were explained in detail.

4. Use of decision-making tool based on MS Excel and Analysis of project viability

The concentration of this section was for quantitative and qualitative analyses of the project, and application of the RuralInvest software for the analyses. The analyses include the sensitivity analysis, break-even point analysis. Second topic on this section was the comparison of different projects to select the best options given certain criteria in efficient way.

In addition to the Software, participants practicing a decision-making tool based on MS Excel. This tool allows participants to understand optimal, efficient, effective use of given inputs to produce two and more different types of outputs.

5. M&E of project implementation

The training team trained the participants in topics of reason of measuring the outcomes; How to use RuralInvest toolkits on M&E?

Figure 2. Group photo.

OUTCOME

1. The general knowledge about project development and appraisal among trainees is increased. Especially, the knowledge about financial and economic terms and project appraisal is improved.

2. Participants have obtained skills to identify the project proposal, enter data, and develop income generating project profiles and detailed projects, and work on RuralInvest software.

3. Each team prepared a project profile and a detailed project.

CONCLUSION

- The training materials, seminar rooms, and facilities, and selection of participants are well organized prior to the training. The training is also organized well, and attendance rate was sufficient.

- General knowledge of project development among participants has increased. Also, their technical skills improved as a result of the project such as skills to work in RuralInvest software and to identify and develop the project proposals.

- The participants note that the decision making tool was useful to understand interrelation between input, output, internal, external factors related to the selected business model.

- The participants are pleased with the training with respect to comprehensiveness of the project identification, development, M&E using RuralInvest package including a software. On top of that, trainees evaluated trainers as highly professional, which is due to that the time allocation for practical and theoretical parts were almost balanced.

- Trainers' teaching and organizational skills were satisfactory well, and the team successfully organized the training. There were no shortcomings of the organization of the training was noted by the trainees.

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ANNEX

Annex 1. List of participants information

№	Name	Region	Contacts
1	Lkhagvasuren.L	Dornod	
2	Sereeter.B	Dornod	
3	Ganzorig.D	Dornod	
4	Gerelt-Od.B	Dornod	
5	Odontugs.E	Dornod	
6	Sainjargal Sodbileg	Dornod	
7	Manduul Munkhbayar	Dornod	
8	Otgonjargal Batjargal	Dornod	
9	Bilguun Baterdene	Dornod	
10	Tergelmaa Altansukh	Dornod	
11	Bayartsetseg Ganbold	Dornod	
12	Azzaya.B	Dornod	
13	Munkhtsetseg	Dornod	
14	Kherlenzul.D	Dornod	
15	Tuvshibayar	Dornod	
16	Odsuren	Darkhan-Uul	
17	Amgalan	Darkhan-Uul	
18	Munkh-Undrakh	Selenge	
19	Ganbaatar	Selenge	
20	Chinzorig.D	Khuvsgul	
21	Tsetsegdemberel.U	Khuvsgul	
22	Uuganaa.L	Khuvsgul	
23	B.Gantuya	Tuv	
24	D.Baatarsaikhan	Tuv	
25	Sunderya	Tuv	
26	Telenged.Kh	Khovd	
27	Enkhbold	Khovd	

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Annex 2. Training agenda

Day 1   **19 October 2020**

Activities	Start	End
Introduction (Participants, trainers, teams, zoom, ruralinvest online)	10:00	10:30
Introduction to the RuralInvest Package:	10:30	11:00
Break	11:00	11:10
Case study: Data Entering. (Project Profile)	11:10	12:00
Break	12:00	12:10
Introduction of One ready prepared case of project profile	12:10	13:00
Data entering into project profile in RuralInvest software for each team	13:00	17:00

Day 2   **20 October 2020**

Activities	Start	End
Introduction and discussion of project profile (each team 20 min)	15:00	16:40
Break	16:40	16:50
SESSION 4: MODULE 3 – Detailed project formulation and analysis		
L4. Introduction to RuralInvest Module 3a – Preparation and Evaluation of Qualitative data for Projects.	16:50	17:35
Break	17:35	17:45
Introduction of One ready prepared case of Income generating project (first part)	17:45	18:30
Exercise: Preparation of Qualitative data for project (each team)	18:30	19:00

Day 3   **21 October 2020**

Activities	Start	End
L5. Introduction to RuralInvest Module 3b – Preparation and Evaluation of Quantitive data for Projects.	15:00	15:45
Break	15:45	15:55
Introduction of One ready prepared case of Income generating project (second part)	15:55	16:40
Break	16:40	16:50
Exercise to enter quantitive data on RuralInvest Software for each team + Start playing on Decision making tool	16:50	19:00

Day 4   **22 October 2020**

Activities	Start	End
Introduction and discussion of project (each team 20 min)	15:00	16:40
Break	16:40	16:50
L6. Analysis of project selection And Practical on Decision making tool	16:50	17:35
Break	17:35	17:45
L7. M&E of project implementation.	17:45	18:30
Break	18:30	18:40
Introduction and discussion of project (each team 20 min)	18:40	19:20
Closing	19:20	19:40