**EXERCISE 12. IMPLEMENING THE PLANS**

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| *OBJECTIVE*  **After this exercise the participants will be able to:**   * Think of problems they are likely to encounter, and to find ways to avoid or solve them. | |
| *EQUIPMENT NEEDED*   * Flipchart paper, marker pens | *EXPECTED OUTPUTS*   * A list of problems the group is most likely to encounter, and suggestions on how to overcome them |
| *TIME*  60 minutes | *PREPARATION*  None |

This exercise helps participants identify and find solutions to problems commonly encountered in implementing their plans.

*SUGGESTED PROCEDURE*

1. Remind the participants of the action plans they have made. Ask them to think of things that might go wrong when they try to put the plans into effect (*e.g., bad weather, pest attacks, price changes, vehicle breaking down, members not delivering agreed amounts of produce to sell, buyer changes mind…*).
2. Ask the participants to decide which are the 4–6 problems that are most likely to occur.
3. Divide the participants into 4–6 subgroups, and ask each one to discuss one of the problems. Each subgroup should:
   * Discuss what the **problem** is and what might **cause** it.
   * Describe the **consequences of the problem.**
   * Think of ways to **avoid** the problem.
   * Think of what to do if it **occurs**.
4. Participants can use the table on the next page to organize their ideas.
5. Give the subgroups 30 minutes to discuss these issues, then ask each subgroup to report on their discussions to the plenary.
6. Invite the participants to think of other ways to avoid or resolve the problem.

Consequences

Problem

**Implementing the plan**

Ways to avoid the problem

What to do if the problem occurs

Causes

Problem avoided

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| **PROBLEM CONSEQUENCES CAUSES WAYS TO AVOID WHAT TO DO IF OF THE PROBLEM THE PROBLEM IT OCCURS** | | | | |
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