



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Extension Network Development and Management

Agriculture and Nature Conservation / Primary Agriculture

Unit Standard 252473 · NQF Level 5 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips extension practitioners with the skills to develop and manage professional networks that enhance service delivery. Participants will learn to identify, establish, and sustain networks with stakeholders, partners, and communities to improve extension outcomes.

Category	Agriculture and Nature Conservation
Subfield	Primary Agriculture
Unit Standard	252473
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Identify and analyse existing networks and stakeholders relevant to extension delivery.
- Develop strategies to establish and expand networks for improved extension services.
- Implement network management practices to maintain effective relationships.
- Evaluate network performance and adjust approaches to achieve extension objectives.
- Demonstrate effective communication and collaboration within networks.
- Apply ethical principles and professional standards in network development.

WHO SHOULD ATTEND

- Extension officers, agricultural advisors, community development workers, and other professionals responsible for delivering extension services in rural or urban settings.

COURSE OUTLINE

Day 1: Introduction to Extension Networks

- Definition and scope of extension networks
- Role of extension in agricultural and rural development
- Key stakeholders: farmers, government, NGOs, private sector
- Principles of network development: collaboration, communication, sustainability
- Overview of SAQA and unit standard 252473
- Case studies of successful extension networks

Day 2: Stakeholder Analysis and Engagement

- Stakeholder identification and categorization
- Tools for stakeholder analysis: power-interest grid, influence-impact matrix
- Engagement strategies: communication, consultation, partnership
- Managing expectations and conflicts
- Practical exercise: stakeholder mapping for a local extension scenario

Day 3: Network Design and Structure

- Types of network structures: hub-and-spoke, decentralized, hybrid
- Governance models: steering committees, working groups
- Defining roles: coordinators, facilitators, members
- Communication protocols and information flow
- Legal considerations: MOUs, contracts, liability
- Group activity: design a network for a given context

Day 4: Capacity Building and Training Needs Assessment

- Methods for training needs assessment: surveys, interviews, focus groups
- Designing training programs for diverse audiences
- Facilitation techniques for adult learners
- Monitoring and evaluation of capacity building
- Case studies: successful capacity building in extension networks

Day 5: Communication and Information Management

- Communication planning: channels, frequency, feedback
- ICT for extension: mobile apps, social media, databases
- Knowledge management: capturing, storing, sharing best practices
- Dealing with language and literacy barriers
- Practical: create a communication plan for a network

Day 6: Monitoring, Evaluation, and Learning

- M&E; frameworks: logic models, theory of change
- Defining indicators: output, outcome, impact
- Data collection methods: surveys, interviews, records
- Reporting and feedback loops
- Learning platforms: after-action reviews, peer learning
- Group exercise: develop an M&E; plan

Day 7: Sustainability, Scaling, and Final Integration

- Sustainability: financial, institutional, social

- Scaling strategies: replication, expansion, mainstreaming
- Risk management and contingency planning
- Final project: develop a complete extension network development plan
- Presentations and peer review
- Course wrap-up and evaluation

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 29,600.00	R 29,600.00
1	In-House	R 38,500.00	R 38,500.00
1	On-Campus (Pretoria)	R 44,400.00	R 44,400.00

UPCOMING SESSIONS

Start	End	Method	Venue
07 Aug 2026	17 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	18 Aug 2026	On-Campus	Abu Dhabi, UAE
11 Aug 2026	19 Aug 2026	On-Campus	Durban, South Africa
11 Aug 2026	19 Aug 2026	On-Campus	Mauritius
12 Aug 2026	20 Aug 2026	On-Campus	Cape Town, South Africa
13 Aug 2026	21 Aug 2026	On-Campus	Dubai, UAE
14 Aug 2026	24 Aug 2026	On-Campus	Pretoria, South Africa
17 Aug 2026	25 Aug 2026	On-Campus	Durban, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 252473) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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