



Food and Agriculture Organization  
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WOCAT



# Understanding Needs and Networks: Lessons from Botswana





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**E-LEARNING SERIES**

Sustainable Forest Management Impact Program on  
**DRYLAND SUSTAINABLE LANDSCAPES**

## WHAT AND WHO WAS ASSESSED?

-  DSL-IP Botswana works with two selected producer organizations in the Tutume-Mosetse area.
-  Both groups are central to scaling up drought-tolerant crops like lablab and millet, alongside beekeeping and sustainable tourism.
-  Objective is the delivery of tailored capacity development and business incubation support to FFPOs for improved market access, better prices for forest and farm commodities, and community/women empowerment.
-  To co-design support, the project combined:
  - **Capacity Needs Assessment (CNA)** → explored skills, knowledge, and resource gaps
  - **Social Network Analysis (SNA)** → mapped how knowledge flows and who influences adoption

## ADVANTAGES OF THE DUAL APPROACH



Pairing CNA with SNA gave a more complete picture:

- CNA told us what capacities are missing
- The SNA showed us who to work with to spread this knowledge effectively.

Together, the two assessments point to entry points for peer-to-peer learning and training of trainers, building on existing social structures rather than designing from scratch.

Additional efficiency benefit: leverages on project staff already in the field and community members already gathered

# MODALITY & OBJECTIVE OF THE SNA



## Approach

- Short individual interviews using a snowball sampling method
- **Starting points:** 3 farmers per FFPO (including at least 1 woman)
- **Sampling boundary:** only actors within the project area interviewed; outside individuals noted but not pursued


## Focus of data collection

- Who shares farming and land management information with whom
- Strength of connections (frequency/importance of exchanges)
- Identification of influential individuals in promoting sustainable land and forest management

## Information captured


- Names and roles of key actors
- Type of knowledge shared (e.g. techniques, crops, marketing, drought management)
- Main pathways of knowledge flow within the community

# CNA KEY INSIGHTS

 Specific capacities and capacity needs within each group

 Behavioral Barriers

 Enabling Factors

 Leveraging points to engage women & youth

Promising local innovations and best practices



# SNA KEY INSIGHTS

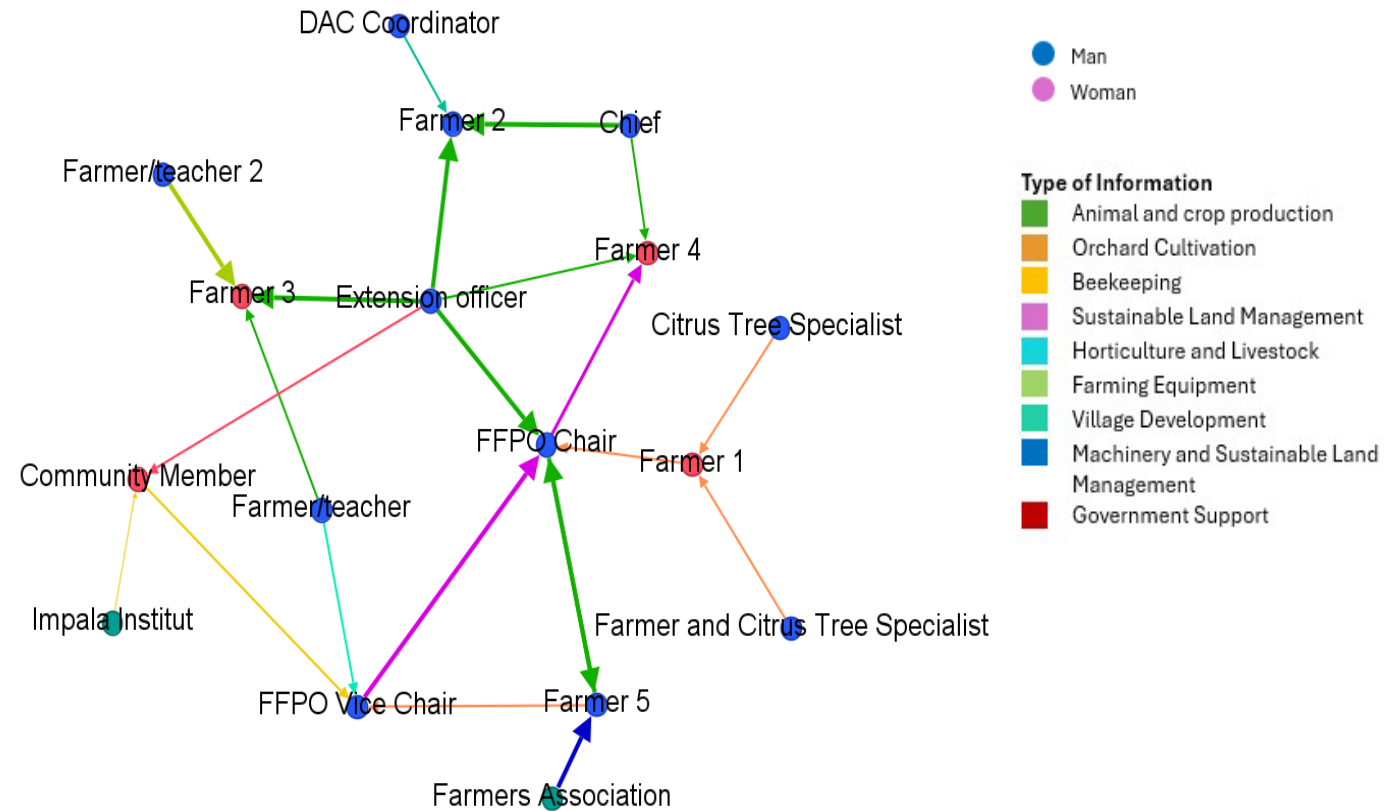









Figure 1 Network of knowledge flow in the Gulugwe Cluster Fence Organization

# HOW WE USE THE INFORMATION COLLECTED

-  Adapt Farmer Field School curricula to community needs, project targets, and expected outcomes
-  Identify and leverage on existing capacities within communities (peer-to peer learning)
-  Tailor extension plans to priority district challenges informed by Household Survey and CNA
-  Align landscape planning with the local context
-  Plan procurements based on identified needs
-  Focus on feasible, impactful interventions within project scope
-  Provide honest feedback to communities on what the project can and cannot provide