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LIVELIHOODS DIVERSIFICATION ANALYSIS (LDA) FINAL REPORT



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LIVELIHOODS DIVERSIFICATION ANALYSIS (LDA)

STUDY REPORT

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Cover Photo

[Young men discuss their entrepreneurship experiences in Burkina Faso.]

Photo by Lauren Persha

ACRONYMS

ANPE	Agence National pour la Promotion de l'Emploi
BAGRI	Banque Agricole du Niger
BIN	Banque Islamique du Niger
CEBNF	Centre d'Education be Base non-Formelle
CET	Collège d'Enseignement Technique
CFPT	Centre de Formation Professionnelle et Technique
CFM	Centre de Formation
CSO	Civil society organization
CVE	Countering violent extremism
FAARF	Fonds d'Appui aux Activités Rémunératrices des Femmes
FAFPA	Fonds d'Appui à la Formation Professionnelle et à l'Apprentissage
FAIJ	Fond d'Appui Initiatives de Jeunes
FASO	Families Achieving Sustainable Outcomes
FCFA	Franc Communauté Financière d'Afrique
FGD	Focus group discussion
IFAD	International Fund for Agricultural Development
IIF	Innovation Investment Fund
IOM	International Organization for Migration
IT	Information technology
KII	Key informant interview
LCD	Less climate dependent
LDA	Livelihoods Diversification Analysis
LINKS	Promoting Linkages for Livelihoods Security and Economic Development
MEP	Monitoring and Evaluation Project
MUTEC	Mutuelle Epargne et Crédit
MFI	Microfinance institution
NCD	Non-climate dependent
NGO	Non-governmental organization
NORC	National Opinion Research Center
OTI	Office of Transition Initiatives
PRIME	Pastoralist Areas Resiliency Improvement through Market Expansion
PRODEX	Projet de Développement des Exportations et des Marchés Agro-sylvo-pastoraux
RCT	Randomized controlled trial
RISE	Resilience in the Sahel Enhanced
SRO	Sahel Regional Office
TOR	Terms of reference
USAID	United States Agency for International Development
USGS	United States Geological Survey
VE	Violent extremism

VEO	Violent extremist organization
ViM	Victory Against Malnutrition
YAWWA	Youth, Advocacy, Women, Work, and Alliances
YOP	Youth Opportunities Program
ZOI	Zone of intervention

EXECUTIVE SUMMARY

This report presents the findings of a Livelihoods Diversification Analysis (LDA) that aims to inform the development of future programmatic interventions and strategic efforts to promote livelihood diversification in the Sahel by the U.S. Agency for International Development (USAID) Sahel Regional Office (SRO) at USAID/Senegal. The LDA study, implemented between November 2016 and February 2017, has two key functions: (1) to inform ongoing and future iterations of resilience programming in Niger, Burkina Faso, and potentially other Sahelian countries, and 2) to contribute more broadly to strategic thinking on holistic programming that addresses the underlying factors of vulnerability to violent extremism* in the Sahel. This Executive Summary presents a brief summary of findings and conclusions for the six framing questions posed for the LDA, and of the key recommendations that are expanded on in the main body of the report.

Study Background

The LDA study aims to help shape interventions to promote less climate-dependent and non-climate-dependent livelihoods diversification in two geographies: traditional resilience zones and zones vulnerable to violent extremist organization (VEO) recruitment/violence. The USAID/SRO Resiliency in the Sahel Enhanced (RISE) project's zone of intervention (ZOI) for Niger includes the regions of Tillaberi, Maradi, and Zinder, and the provinces of Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Loroum in Burkina Faso. The LDA defines 'less-climate dependent' or 'indirectly agricultural' livelihoods as those which are indirectly engaged in or associated with activities related to the production, processing, marketing, distribution, utilization, and trade of food, feed, and fiber, including livestock. 'Non-climate-dependent' or 'non-agricultural' refers to livelihoods that are not directly vulnerable to, and thereby less negatively affected by, long-term/slow onset shifts in climatic norms for a particular region nor sudden and unpredictable climatic shocks such as droughts or floods. Examples of non-climate-dependent livelihoods may include hairdressing, mechanics, carpentry, construction, tailoring, cell phone repair, information technology (IT) work, and handicraft production. Non-climate-dependent livelihoods may be indirectly impacted by climatic events through effects such as drops in purchasing power and demand for services, crisis-induced population displacements, disrupted transportation or communication networks, disruption of electricity distribution, reductions in availability of water needed for the livelihood, etc. 'Livelihood diversification' refers to those individual, household, and community-level strategies and objectives that are pursued alongside, or in lieu of, traditional agricultural activities to diversify income streams and reduce risk.

Framing Questions

The LDA study was oriented around six framing questions (below) and findings focused on two distinct categories of livelihoods: 'less climate-dependent' and 'non-climate-dependent' livelihoods.

1. *Current and emerging livelihood diversification opportunities, lessons and knowledge gaps, with respect to less climate-dependent, and non-climate-dependent, opportunities: What are current and emerging opportunities and challenges to promoting less climate-dependent livelihoods, and non-climate-dependent livelihoods, in the Sahel and comparative regions? What, if any, are key lessons learned*

* Violent extremism refers to "advocating, engaging in, preparing, or otherwise supporting ideologically motivated or justified violence to further social, economic and political objectives" (USAID, 2009).

to date for overcoming challenges and barriers to livelihoods diversification in these directions, and what are the persisting knowledge gaps?

2. *Livelihood diversification interests and barriers to uptake for target populations:* What are the economic and vocational visions and aspirations of population sub-groups of interest, and their perceived challenges and barriers to diversifying away from traditional climate-dependent livelihoods?
3. *Vulnerabilities and context considerations for key sub-groups in the Sahel:* What are particular vulnerabilities and considerations across different sub-groups of interest for successful strategies to promote less climate-dependent and non-climate-dependent livelihoods in the Sahel, and particularly as it intersects with the countering violent extremism (CVE) context? Sub-groups of interest include: rural and urban/peri-urban communities; youth (and particularly those with higher vulnerability to joining VEOs); and women.
4. *Identification of innovative livelihood diversification strategies and programming recommendations:* Taking into account existing literature, qualitative fieldwork in representative areas, and stakeholder consultations, what are innovative strategies, approaches, and examples of particular interventions for successful livelihood diversification towards less climate-dependent, and towards non-climate-dependent livelihoods that should be considered? How might suggested approaches and interventions differ for different target demographics?
5. *Analysis of potential risks and limitations, including gender conflicts:* Given current information, what types of negative externalities, if any, have past interventions produced or may be likely based on prior experience? What are the potential risks for the recommended livelihood diversification activities to exacerbate vulnerabilities of target or non-target populations?
6. *Effectiveness and uptake considerations across recommended approaches:* For recommended livelihood diversification approaches, what are the key considerations that may affect the likelihood of successful uptake, for example across seasonality, sociocultural nuances, gender, class and ethnic issues, and market saturation considerations? Are there opportunities to leverage indigenous knowledge to promote wider uptake, or to better program resources targeting the promotion of livelihood diversification?

In addition to the above, the LDA team was asked to consider a number of additional questions of interest to USAID related to business/enterprise development, resilience, CVE, and gender.

Study Design, Methods and Limitations

The LDA consisted of two components: a desk-based literature review of development programming documents, evaluations, and peer-reviewed academic literature, and field-based qualitative data collection conducted in selected peri-urban and more rural areas of the RISE ZOI in Burkina Faso and Niger. Qualitative data collection consisted of focus group discussions (FGD), key informant interviews (KII), and stakeholder consultations conducted in representative communities in Burkina Faso and Niger.

In Niger, 66 stakeholder meetings were held with USAID and implementing partners (11), other NGOs and civil society organizations (CSOs) (20), national and local government entities (9), vocational training centers (11), financial services organizations (13), and other private sector actors (2). Across the three regions of data collection, 18 focus group discussions were held, with 183 participants in total (84 men and 99 women), and 19 KIIs were conducted with young men and women (9 men and 10 women) who were engaged in varying types of successfully diversified livelihood activities or were unemployed.

The livelihoods of FGD participants spanned nearly 70 different types of activities/occupations, including agriculture, *embouche* (livestock fattening), auto and motorbike mechanics, electricians, small traders, agro-processing of peanuts, cowpeas, sorghum, sesame oil, and moringa, milk processors, poultry farmers, hairdressers, solar installers, tailors, taxi-drivers, teachers, and woodworkers. The participants also included unemployed youth. The activities of KII respondents spanned market gardening, sewing, shop keeping, livestock fattening, welding, business management, and varying levels of (self-employed) entrepreneurship and/or small business enterprises.

In Burkina Faso, 75 stakeholders' meetings were held with USAID and implementing partners (20), other NGOs and CSOs (20), national and local government entities (19), financial services organizations (9), vocational training centers (5), and other private sector actors (2). Across the seven provinces where data was collected, eight focus group discussions were held with 99 participants in total (65 men and 34 women), and 14 KIIs were held with young men and women (5 men and 9 women) who were engaged in varying levels of successfully diversified livelihood activities or were unemployed.

Livelihoods of FGD participants in Burkina Faso spanned nearly 30 different types of activities/occupations, including farming, butchery, carpentry, electricians, small traders, garage manager, gardening, gold mining, livestock breeding, mechanics, milk processing, poultry raising, soap making, sewing/couture, and shop owners. The participants also included unemployed youth. Activities of KII respondents ranged from welding to carpentry, agro-processing of cereals, dairy or other products, leather-working, and other artisanal work.

Key Findings

Framing Question 1: Opportunities, challenges and persisting knowledge gaps for promoting livelihood diversification

Development interventions to better promote livelihood diversification typically seek to provide access to new or expanded non-farm opportunities for farmer populations, such as involvement in micro- or small business enterprises, and/or supporting farmer engagement in agricultural transformation and as actors in higher levels of crop value chains. Livelihood diversification strategies therefore tend to focus on, among others, increasing access to and use of modern inputs and technologies, improving markets and agribusiness opportunities, and raising skills and providing support for individuals and groups to engage in non-agricultural self-employment or wage employment.

While the potential opportunities afforded by such diversification efforts are well-recognized, the challenges of how to engender access and effective uptake of less or non-climate-dependent livelihoods opportunities for more disadvantaged segments of populations have long been recognized as a key problem for development programming. This is because such populations typically lack the education, skills, financial capital, and/or social networks that are needed to successfully take advantage of these opportunities. In addition, a wide range of contexts, structural factors and individual endowments shape the kinds of places likely to be more amenable to diversification efforts, as well as who within a community may be better placed to benefit from livelihoods programming. It is also important to consider cultural values that shape the attitudes and behaviors of individuals. Thus, locational and individual targeting are also important elements for successful programming.

The key structural factors that the literature notes to be essential for facilitating effective promotion of non-farm livelihoods activities and economic growth include: good infrastructure and transport; communication and information infrastructure; market, communication and information access; and an overarching policy environment that facilitates small-scale, less formal, and more rural enterprises and

small businesses. There is also ample evidence that several characteristics of individuals, in addition to place-based context factors, increase the ability for some households and individuals to diversify their livelihoods out of subsistence farming and livestock more than others. Key among these are literacy, numeracy and education levels; business and trade skills; financial capital; and social and/or professional networks.

The addition of CVE into livelihood diversification objectives brings additional challenges and uncertainties. There is a growing body of literature that examines the emergence and expansion of VEOs and the attraction and recruitment of participants and supporters. While scholars are beginning to help policy makers and practitioners gain some understanding of the conditions under which violent extremism likely thrives, there are still enormous gaps in understanding and the absence of a robust empirical evidence base from which to draw firm conclusions on many of the potential factors of vulnerability. Those gaps are particularly acute in Africa broadly, and the Sahel specifically.

Several existing studies highlight weak governance in developing countries as the critical element that allows VEOs to develop and grow, and largely suggest that perceived inequalities, including wealth distribution and availability of employment, are points of galvanization. As income inequality increases, whether regionally or between ethnicities or other group identities, there is evidence that insurgent violence increases. It is not clear whether livelihoods and income levels are the principal factors, or whether relative deprivation and inequity felt by particular marginalized groups are stronger factors.

At the micro-level, there are a handful of studies that provide insight into characteristics of people who participate in violent extremism. While these studies represent the preponderant body of current micro-level literature, the limited geographic focus on parts of the Middle East and South Asia requires caution in extrapolating to the Sahel. One must also consider, even for the previously employed, that joining a violent extremist movement may be seen as an occupational choice.

Policy makers are thus confronted with the challenge of no identifiable and consistent motivations for involvement with VEOs, differing views on the role of economic conditions and employment on attraction to these organizations, and limited empirical evidence to help direct investments. Still, anecdotal information suggests that redressing economic and equity challenges in weak states, including livelihoods enhancement, could help to raise the opportunity cost of joining VEOs.

Livelihoods programming observations from stakeholders consultations conducted for this LDA highlighted two key overarching points: (1) Much of the current livelihood diversification programming in Burkina Faso and Niger tends to look fairly similar, and also broadly follows much of what academic research highlights to be important for promoting livelihood diversification, though perhaps in too small doses and spread too thinly; and (2) Although many current development programs provide entrepreneurship elements in the two countries, nearly all stakeholders consulted said there was a need for additional or more effective entrepreneurship support.

Many of the less and non-climate-dependent livelihoods opportunities that members of target populations said had become more prevalent in their communities tended to reflect activities that donor programs appear to have promoted. Most of these opportunities are located in the informal sector. Formal wage employment and formal sector activities appear to be further out of reach, and further from interest, for most of the youth surveyed for this study, regardless of location, gender, or prior experiences.

In group discussions, LDA study respondents cited several key barriers to their own diversification efforts, particularly insufficient literacy, education, training, and access to credit, and skills and networks

to productively engage in micro- or small enterprises outside of traditional farming and livestock activities. These challenges, many of which are indeed underlying structural factors, reflect the same issues that are highlighted in academic research on livelihood diversification, and also tend to be widely cited by unemployed youth across Sub-Saharan Africa. However, several of these structural challenges are also within domains that strategic development programming can manageably address, if targeted in effort and scope.

Framing Question 2: Livelihood diversification interests and barriers to uptake for target populations in Burkina Faso and Niger

In Niger, engagement in agriculture and livestock was ubiquitous among focus group participants, but particularly more in urban areas this was often coupled with non-climate-dependent sources of income. Common non-climate-dependent activities ranged from taxi driver, transporter (e.g., taxi-moto driver), tailor, hairdresser and metalworker to engagement in a wide variety of petty trading and artisanal work. For less climate-dependent livelihoods, common activities were raising small ruminants (goats and sheep), raising poultry, selling fish, and intensive vegetable gardening.

Several of the desired diversification activities were also noted by respondents to be inherently risky, including trading, agriculture, and livestock fattening, often because, according to respondents, capacity is low and to be successful in these activities requires more financial means than they had available to them. Livelihood aspirations and interests of participants diverged across the more rural and peri-urban locations where discussions were held. In urban areas, including the towns of Tillabéri, Maradi and Zinder, young men commonly mentioned taxi-moto driver as a desirable livelihood, while women mentioned activities such as petty trading and animal fattening. Other non-climate-dependent livelihoods that young men aspired to have in Maradi and Zinder included carpentry, metalworking, mechanical work, and masonry. Less-climate dependent livelihoods that were mentioned included *maraichage* (market vegetable gardening) and poultry rearing. Zinder youth particularly mentioned aspirations for more ‘modern’ skills-based work, such as in instructional technology (IT), mechanical repair, or as an electrician.

In more rural areas, women’s aspirations focused on petty trading, poultry and/or increasing their livestock herds through diversification into small ruminants, animal fattening, and market vegetable gardening. Agro-processing was also more commonly mentioned in more rural areas than urban centers. Non-climate-dependent livelihoods of interest for women in rural areas included sewing and small artisanal crafts. The aspirations of youth in more rural locations also tended to focus on non-climate-dependent activities, including trading, auto mechanic, tailoring, and carpentry. In general, responses on livelihood aspirations indicated that agricultural-based livelihoods do not appeal to youth, despite its ubiquity. But, raising livestock and herd expansion remain important livelihoods and a core part of cultural identity for many youths. Respondents did not express strong aspirations with respect to public sector, commercial, or formal wage work. Many respondents expressed frustration over lack of transparency in hiring, including favoritism and corruption. Moreover, respondents said that useful information on employment opportunities was not available, and insufficient education was a barrier to obtaining more formal employment.

In Burkina Faso, common livelihoods included the dominant agricultural and livestock work, in addition to petty trading, which is often seen as the diversified complement to agricultural and/or livestock activities. In more rural areas, virtually every household has a livelihood rooted in agriculture and/or livestock activities. Work in auto and motorbike mechanics/repair and market gardening were also seen as potentially profitable, especially in areas that are closer to more peri-urban and urban towns.

For preferred livelihoods, urban respondents indicated demand is strong for small business and petty trading. In more rural villages, less climate-dependent activities that were commonly cited by both men and women included raising poultry, animal fattening, small-scale agro-processing, and market vegetable gardening. Non-climate-dependent activities highlighted by men included expanded petty trading opportunities and mechanical work such as auto and motorbike repair. Women in more rural areas often mentioned an interest in petty commerce across a range of small activities, including tie-dyeing and *tissage* (weaving). For all of these activities, participants felt they would need additional training and capacity-building to do them successfully. As in Niger, the most commonly cited key barrier to successful livelihood diversification in Burkina Faso was insufficient training.

Several trends are clear from the group discussions on livelihoods. Young Nigerien and Burkinabe men and women already engage in a wide range of livelihood activities. Unsurprisingly, there is greater diversity of activities in more urban centers than in more rural areas. In Niger, for example, discussion participants cited nearly 40 different types of livelihood activities common in their communities, and another 30 vocations that they commonly aspired to. Seasonal or longer-term migration to larger towns or to pursue opportunities abroad are viewed as a normal and important livelihood strategy in both countries, and perhaps particularly so in rural areas. Individual success in obtaining stable and lucrative work varies, and most of the job opportunities that are attained are in the informal sector.

Many young and aspiring entrepreneurs across rural and more urban areas of Burkina Faso and Niger face similar barriers, including a lack of appropriate or sufficient training, insufficient access to credit in the amounts needed to start or transform micro-enterprise activities, inability to access necessary information about job opportunities, or a view that formal sector employment opportunities are generally out of reach for them. At the same time, many in this demographic appear to have already received a number of vocational trainings, but have not been able to capitalize on that training to achieve employment or successful entrepreneurship.

Framing Question 3: Vulnerabilities and context considerations for key sub-groups

In terms of rural versus urban and peri-urban locales, cultural identity and associated constraints are clearly, and unsurprisingly, stronger in rural areas. In addition, there is clearly greater opportunity and diversity of opportunity for truly non-climate-dependent livelihood activities in more urban locations relative to rural villages. Current education levels, skills, market and transport conditions almost certainly means that a focus on agricultural and livestock-based income sources will remain the most feasible strategy in the foreseeable future for most residents in rural areas. Thus, diversification strategies should focus efforts on both types of locales, but should be distinctly tailored to the particular constraints and contexts of each.

While development programming often aims to target the poorest and most vulnerable, and this often correlates to rural village contexts, the stronger opportunities for effective diversification and employment growth into less and non-climate-dependent activities in the near-term future in the RISE ZOIs of Burkina Faso and Niger are likely to be: (1) in the more peri-urban towns and regional hubs, and (2) targeted to young men and women with some base level of literacy, numeracy and education. Still, a set of diversification opportunities does exist in more rural contexts and for more disadvantaged populations. These generally align more with less climate-dependent activities (in other words, the activities still have some degree of agricultural dependency) and will require a different set of targeting and support activities, and a different set of expectations regarding their economic growth and expanded employment potential relative to poverty alleviation objectives. Livelihood diversification efforts in rural areas may primarily help to meet poverty alleviation objectives, while in more urban

areas they may have stronger potential to also meet broader economic and employment expansion objectives.

In both Niger and Burkina Faso, access to credit and technical and vocational training focuses on literate urban residents, leaving others with unmet aspirations. This divide is problematic for any effort to innovate livelihood diversification, since such strategies, regardless of sector, will almost certainly require easier access to credit, and in larger amounts than the current status quo. Over the longer term, there is a need for the governments of Niger and Burkina Faso to enhance literacy and numeracy across the country. In the short-term, allocation of micro-finance needs to be mindful of potential gaps in access for rural populations.

In terms of gender, livelihood opportunities and interests differ for women in more rural relative to peri-urban areas, and women from some ethnic groups may also face greater constraints relative to others. Women across the LDA group discussions were most commonly engaged in agricultural livelihoods, animal feeding or raising small ruminants, in production or small-scale processing of agricultural food and in commodity value chains. There are also constraints on women that relate to cultural norms and expectations for women's roles in families and households, as well as disadvantages related to the lower level of schooling that is typical for women in many areas of both study countries.

It is clearly a challenge, particularly in rural areas, to foster livelihood activities that are socially acceptable and feasible, and that offer stronger diversification potential, given women's generally lower levels of literacy and numeracy. Women may also be discouraged or forbidden to work outside the home, which further restricts livelihood options. However, agricultural processing activities may offer the most obvious less climate-dependent opportunities for women, as they are somewhat more socially acceptable and are of interest or preferred by women. Home-based livelihood activities, such as raising small ruminants or poultry, and market gardening, can allow for some autonomy. Less climate-dependent activities include agro-processing of, for example, cowpeas, millet, moringa, peanut oil, and sorghum; dairy processing; intensive market vegetable gardening; and small livestock and poultry raising.

Non-climate-dependent opportunities included sewing and embroidery, petty trading and hairdressing. These activities were also perceived by women to offer some autonomy and have the potential to be profitable. However, women also highlighted several challenges to pursuing desired livelihoods and obtaining greater autonomy. Across the board, women cited challenges such as insufficient training, financial resources, tools, and infrastructure. They also cited difficulties recovering debts from trading partners and maintaining clients. The reliance on more agriculturally-oriented activities also leaves women open to the region's agricultural and climate challenges.

Lastly, it is important to give more nuanced attention to different kinds of youth and their entry points to livelihood opportunities, potential employment, and vulnerabilities to violent extremism. Frustration and misaligned expectations related to job opportunities at home, perhaps especially among Nigerien youth, also have the potential to serve as a galvanizing grievance. Migration flows in Niger provide some insight into skills gaps among male youth. For example, group discussions indicated that in-migration in the RISE ZOI is common from countries such as Togo, Benin, Cote d'Ivoire, Burkina Faso, Mali and Nigeria. It was noted that immigrants fill a variety of jobs, such as in carpentry, artisanal work, mechanical repair, plumbing, barbershops, masonry, sewing, dyeing, auto sales, hospitality, livestock, and petty trade. Several stakeholders considered unemployment to be a key factor for extremism, and linked vulnerability to radicalization to a lack of livelihood opportunities and education. However, it was also noted that radicalization or vulnerability to extremism cannot be addressed solely through a livelihood focus, with several stakeholders highlighting the need for communication forums and peace-based messaging.

Framing Question 4: Strategic recommendations for livelihood diversification programming

The LDA team's strategic recommendations for livelihood diversification programming guidance emphasize a more targeted focus on four key intervention areas, as outlined below. The recommendations aim to reduce some of the key structural barriers to livelihood diversification for target populations, irrespective of sector, and are also relatively attainable within the scope of typical development programming. In addition, the LDA team provides a set of recommendations for USAID consideration that may help guide effective design and implementation for such interventions in the RISE ZOI context.

The four intervention areas highlighted by the LDA team are:

- 1) Vocational training and entrepreneurship support, coupled with eased access to credit;
- 2) Access to information on employment, financial services, and markets data;
- 3) Strategic use of cash transfers for targeted populations; and
- 4) Targeted agro-processing expansion efforts in particular value chains, pending completion of detailed and localized market assessments that also consider alignment with beneficiary/producer skills and available resources.

Thus, the team recommends that livelihood diversification strategies focus on targeted and greater depth of support to reduce a set of underlying barriers to growth in existing sectors, rather than programming oriented around several smaller-scale and more widely distributed sets of activities, or wholesale development of new industries. For each of the above intervention areas, it is further recommended that programs design tailored strategies that differ for rural relative to peri-urban areas, given key context and endowment differences.

For livelihood diversification objectives oriented towards increased economic growth and employment expansion, the report suggests adopting a greater focus on efforts in secondary towns relative to small, more remote, and more disadvantaged villages (where diversification efforts can help to meet poverty alleviation goals but will likely have lower potential to achieve substantial changes in economic growth). Lastly, the LDA study recommendations highlight particular context and geographic considerations with respect to youth, with implications for linked livelihoods and CVE strategies.

Entrepreneurship support should be designed with the recognition that entrepreneurs typically can be categorized into two broad groups: individuals who engage in entrepreneurial activities that provide subsistence-level self-employment, and those who engage in more productive or transformational entrepreneurship through the micro or small enterprises they develop. Training needs and the type of training that will be most effective differs across these two broad categories of entrepreneurs. For the latter, "high-potential" youth should be targeted, with efforts varying by context but also drawing on personal characteristics such as self-determination and motivation.

The LDA also drew on findings from rigorous impact studies to provide additional learning and recommendations with respect to entrepreneurship and training program design for livelihood diversification. Such studies aim, for example, to identify the relative effectiveness of different elements of program design, such as the types of training programs that tend to work better for different types of target beneficiaries. Impact studies have found that some programs may have stronger impacts for younger participants, while training programs that include finance activities had stronger impacts than those that focus only on business training or financial training alone. They also find that financial activities focused on cash or in-kind grants lead to stronger impacts than microcredit activities. Relative to

entrepreneurship training, financial access activities on their own have also been found to have smaller impacts. Lastly, women participants often appear to benefit most from finance activities that provide access to credit, rather than skills training. Appropriate targeting is also important, with some studies pointing to stronger impacts for training participants who already had higher skills at program start, while other studies suggest that longer, more intensive, more tailored training programs that address knowledge gaps of participants are more effective.

The main body of the LDA report provides additional learning from such development program evaluations, and highlights specific programming activities that USAID may consider with respect to vocational training and entrepreneurship, information access, cash transfers and other credit access activities, and agro-processing expansion activities. A summary of key recommendations is provided in the concluding section of this Executive Summary.

Framing Question 5: Potential risks and limitations

The LDA team drew on reviews of program evaluations and academic research from countries in the Sahel and similar contexts to highlight key potential risks, including that development programs inadvertently spread resources too thin across too many sub-interventions and different kinds of actors, resulting in interventions that are not coherent or powerful. Studies also note that youth and women can be particularly vulnerable subpopulations for livelihoods change, especially in the transition from pastoralism to other forms of livelihoods. Migration to urban areas or to pursue skills-based employment opportunities gained through program efforts can result in loss of social and support networks, and can put both groups at higher risk for social hazards. In addition, increased women's empowerment due to higher earnings and better livelihood opportunities can also be accompanied by increased intra-household tensions and marital strife. Moreover, the loss of cultural identity that can accompany some livelihood transitions can be an unanticipated source of social strife, including for men, and in some cases, has been linked to increases in crime and abuse. Programs may be able to anticipate and mitigate some of the effects by attention to social support services and safety nets.

For programs that require some level of basic literacy and motivation, such as some entrepreneurship training and credit access approaches, or those aimed at only a select set of individuals or groups within communities, there is a risk of perceived unfairness and neglect of more vulnerable or other segments of communities. While such targeted programming is aimed to produce effects that are intended to eventually lead to benefits for a wider section of communities over the longer term (for example, through successful small business startups), in the short term this could exacerbate existing tensions or wealth and access-based grievances in communities. One approach used by previous programs to help mitigate this possibility is to work closely with communities to determine selection criteria for programs, and enable communities to play a direct role in beneficiary selection.

Other studies point out negative social or environmental externalities of some livelihoods programming that focuses on shorter-term livelihoods gains without considering longer-term consequences. Examples have included diversification efforts that encourage greater exploitation of artisanal mining opportunities or other natural resources, such as charcoal, honey or wild fruits production, and their associated longer-term environmental costs. Social externalities may include negative social and health costs associated with efforts to increase youth skills and access to jobs in sectors typified by isolated labor settlements, such as is often the case for mining and plantation industries.

In addition, successful development program activities often rely, to some extent, on broader forces outside of program control, such as good governance, functional municipal structures, or needed

infrastructure. Government policies across a wide range of sectors can also have a defining impact on the livelihood options and benefits available to residents. Thus, even well-designed programs can be subject to broader forces that serve to exacerbate vulnerabilities or produce unanticipated negative impacts on intended program beneficiaries.

Although there are several potential risks or limitations that can cause livelihood diversification efforts to exacerbate vulnerabilities of target or non-target populations, many of these can be mitigated, at least to some extent, by detailed place-based scoping and gap assessments conducted during program design phases. Other risks and limitations may be anticipated and mitigated by attention to social support services and safety nets.

Framing Question 6: Effectiveness and uptake considerations

Additional considerations related to effectiveness and uptake of efforts focused on vocational training, credit access, information access and agro-processing expansion include those listed below. In general, several of the factors related to context, human resources and sectoral opportunities that will most strongly affect program uptake and effectiveness are likely to be fairly place-based, and will require detailed place-based scoping and gap assessments during program design phases to understand them well. Such scoping efforts are also important to identify concerns and inform site selection, provide direction on how to tailor implementation to better address these factors, and ultimately enable more effective allocation of programming resources. Broad considerations that impact effectiveness and uptake include:

- Poor literacy among vulnerable populations and a lack of prior experience with business activities were consistently mentioned as key barriers to successful program uptake by LDA stakeholders involved in a wide range of programs in the Sahel and similar contexts.
- Cultural views about higher status livelihoods, or about acceptable livelihoods roles for men and women, can greatly limit interest in diversification opportunities, and may be specific only to certain groups. These may differ by ethnicity, and/or be highly localized or site specific. An example noted in one group discussion was a perception held by Songhai that crafts and pottery work are considered lower status, and hence are undesirable livelihood activities. Attention to obtaining such information should be emphasized during place-based scoping during program design phases.
- Poor road conditions in many rural and more peri-urban areas of the RISE ZOI can limit not only program implementer activities but also, and perhaps more importantly, commercial and markets possibilities. Particularly for perishable products, detailed market assessments which include attention to transport issues should be conducted as part of expansion considerations.
- Poor access to water, markets, and land, as well as weak local governance were also commonly noted by LDA stakeholders as reasons for lower uptake or effectiveness of previous livelihood diversification efforts.

Summary of Recommendations

The LDA team makes several recommendations for USAID consideration, as strategic guidance for new livelihoods and linked CVE programming development. Key recommendations are summarized below.

The LDA suggests a more targeted focus on four intervention areas:

- 1) Vocational training and entrepreneurship support, coupled with eased access to credit;
- 2) Access to information on employment, financial services, and markets;
- 3) Strategic use of cash transfers for targeted populations; and
- 4) Targeted agro-processing expansion efforts in particular value chains, pending localized market assessments that also consider fit with beneficiary/producer skills and available resources.

Specific design and targeting recommendations that USAID may consider for each of these areas are outlined below.

General Across all Intervention Areas

- Livelihood diversification strategies should aim for targeted and deeper support that aims to reduce underlying barriers to growth in existing sectors, rather than smaller-scale and more widely distributed sets of activities, or wholesale development of new industries.
- Livelihood diversification programs should design tailored strategies that differ for rural areas relative to peri-urban towns. This includes a relatively greater focus on efforts in secondary towns relative to small, more remote, and more disadvantaged villages. It may also require recognition that diversification efforts in rural areas may primarily help to meet poverty alleviation objectives, while in more urban areas efforts may have stronger potential to also meet broader economic and employment expansion objectives.
- Programming should aim to focus on diversification opportunities that meet the three following requirements: youth are interested in them; it is feasible for youth to attain the required skills; and expansion opportunities and demand are identified. This implies some level of demand-driven services or beneficiary self-selection into particular skills or livelihood pathways, coupled with information on market gaps and demand.
- Migration is key for livelihood diversification, and should be allowed or encouraged rather than discouraged.
- Within the bounds of staff safety and fiscal responsibility for donor resources, efforts should be made to ensure that livelihoods-oriented programming remains intact in “red zones”, where violence, kidnapping, and banditry have caused a scaling back of NGO operations.
- For geographic targeting of linked livelihoods and CVE approaches, a focus on communities that are currently believed to be providing support and services to violent extremists, and those that are likely to provide such support in the near-term, should be a center piece of USAID’s geographic targeting.

Related to Vocational Training and Entrepreneurship

- Current access to credit and technical and vocational training efforts focus on literate urban residents, leaving others with unmet aspirations; while the former groups are likelier to succeed in entrepreneurial activities, new programs must find ways to narrow the gaps in access for poorer, less literate and more rural populations.
- Vocational training should focus on stronger support for (and work through) state structures, including a focus on improving the quality of trainers, curriculum and equipment for training centers. This includes supporting the development of newer training courses to meet modern skills demands and opportunities.

- More productive and opportunity-driven entrepreneurship can be supported and expanded through effective skills training for nascent entrepreneurs. Such training can help bridge two of the three key primary constraints commonly faced by young entrepreneurs: insufficient business skills and professional networks. When coupled with facilitated access to credit, such programs address all three of the major constraints to productive entrepreneurship at the micro level: business skills, effective networks, and sufficient capital to start and expand enterprises.
- “High-potential” youth should be targeted. This can vary by context but should also draw on personal characteristics such as self-determination and motivation. Identification strategies typically used to identify higher potential entrepreneurs include implementing selection criteria based on basic education level or proxy skills tests, business plan competitions, or community nomination.
- Consider support for dedicated training slots for rural applicants, and supplemental literacy and French language support.
- Programs should aim to implement more localized and tailored trainings that accept requests from village groups for specific kinds of trainings, with training sessions tailored to those requests. In addition, trainings should consist of multiple rounds, rather than one-off activities that exclude the opportunity to revisit the topics participants had learned.
- Where possible, training programs should be combined with competitive finance activities for small business startups by trainees.

Related to Information Access

- Support should strengthen existing government efforts to provide information on employment opportunities, and to link recent trainees or graduates with prospective opportunities.
- Assistance should aim to provide better information access to help farmers find the best markets for products, and should facilitate linkages between farmer groups and traders.
- Innovative IT-based approaches to bring new and more accessible information to rural areas should be supported, such as computer tablet-based collection and dissemination of information on localized pasture resources, weather and growing conditions, and market prices in more rural areas.

Related to Cash Transfers or other Credit Access Activities

- To help ease credit constraints for livelihood activities with uneven revenue streams, support programs are needed that work with microfinance institutions (MFIs) to introduce more flexible conditions for credit access and repayment, including third party loan guarantees and repayment structures that are tailored to sector- or activity-specific revenue expectations and business plans.
- Entrepreneurs with bigger businesses should be linked to more formal financial services and larger loan amounts, and/or offer sustained financing beyond a project lifetime.
- Competitive unconditional cash transfers to groups of stronger potential entrepreneurs should be considered. This can help further innovative entrepreneurship and spur additional demand for services and products.

- Programs should consider conditional cash transfer models (such as cash for work) for subsistence entrepreneurs or other target populations. These approaches can provide important gap-filling access to cash for more vulnerable population segments.

Related to Agro-processing Expansion

- Stronger attention should be paid to coupling agro-processing skills with clearly identified market gaps.
- Efforts should focus on regional and local specialization, with the recognition that this will vary by specific location. More detailed differences should be identified during targeted market assessments, including consideration of difficult geographic and market accessibility of some areas.
- Assistance should aim to provide better information access to help farmers find the best markets for products, and should facilitate linkages between farmer groups and traders.

INTRODUCTION

Project Description and Background

The Livelihoods Diversification Analysis (LDA) has two key functions: 1) to inform ongoing and future iterations of resilience programming in Niger, Burkina Faso, and potentially other Sahelian countries, and 2) to contribute more broadly to strategic thinking on holistic programming that addresses the underlying factors of vulnerability to violent extremism¹ in the Sahel. A key focus of the analysis is on how to promote less climate-dependent and non-climate-dependent livelihood diversification strategies within the Resilience in the Sahel Enhanced (RISE) initiative's zone of intervention (ZOI), particularly with the specific demographic groups that RISE is targeting, including youth populations, and regions in the Sahel with similar development challenges. With respect to key function #2, the LDA focuses primarily on those countries and regions that are either currently experiencing violence/instability as a result of the actions of violent extremist organizations (VEO), or are at risk of escalation of such activity due to structural vulnerabilities, or "push factors". The LDA effort aims to help to shape interventions to promote less climate-dependent and non-climate-dependent livelihood diversification in two geographies: traditional resilience zones and zones vulnerable to VEO recruitment/violence. The RISE ZOI for Niger includes the regions of Tillaberi, Maradi, and Zinder, and in Burkina Faso it includes the provinces of Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Loroum.

This LDA statement of work defines 'less-climate dependent', or 'indirectly agricultural' livelihoods as those that are indirectly engaged in or associated with activities related to the production, processing, marketing, distribution, utilization, and trade of food, feed, and fiber, including livestock. In addition, 'non-climate-dependent', or 'non-agricultural' livelihoods refer to those that are not directly vulnerable to, and thereby less negatively affected by, both long-term/slow onset shifts in climatic norms for a particular region and sudden and unpredictable climatic shocks (droughts, floods, etc.). Still, there may still be a certain level of vulnerability to climate shifts and shocks for non-climate-dependent livelihoods due to inter-linkages within the local economy. Examples of non-climate-dependent livelihoods may include hairdressing, mechanics, carpentry/construction, tailoring, cell phone repair, information technology (IT) work, handicrafts, etc. Non-climate-dependent livelihoods may be indirectly impacted by climatic events through effects such as drops in purchasing power and demand for services, crisis-induced population displacements, disrupted transportation or communication networks, disruption of electricity distribution, reductions in availability of water needed for the livelihood, etc. Thus, throughout this document 'livelihood diversification' will refer to those individual, household, and community-level strategies and objectives that are pursued alongside, or in lieu of, traditional agricultural activities to diversify income streams and reduce risk. USAID expects the LDA to present findings related to both non- and less climate-dependent livelihood strategies.

Regarding the first function of the LDA, USAID's RISE initiative is a 5-year US\$330 million effort to address the underlying causes of vulnerability in Niger and Burkina Faso that lead to repeated instances of humanitarian need when these countries are faced with climatic shocks and other, more long-term, stressors such as poverty, poor governance, population pressures, and conflict over natural resources. Following two years of RISE implementation it has become evident that the promotion of alternative livelihoods, including those less susceptible to drought and other climate-related disasters, has been identified as a current gap in RISE programming. The LDA will inform future programmatic developments in this sector.

¹ Violent extremism refers to "advocating, engaging in, preparing, or otherwise supporting ideologically motivated or justified violence to further social, economic and political objectives" (USAID, 2009)

The second function of the LDA is related to a broader problem set that USAID is examining related to the challenges posed to the region by VEOs in the region. USAID assumes that there are a number of underlying social, political and economic ('push') factors that contribute to the vulnerabilities that allow VEOs to emerge or expand operations through recruitment. Given this assumption, USAID seeks to address the issue of a lack of sustainable, meaningful, and diversified livelihood opportunities, which is well understood as a contributing factor to the Sahel's vulnerability to manifestations of violent extremism, particularly in relation to youth unemployment.

The LDA effort is intended to help to shape interventions to promote less climate-dependent livelihood diversification in traditional resilience zones and zones vulnerable to VEO recruitment/violence. In terms of demographic targeting, the LDA team was asked to consider populations in the RISE ZOI that are a target of resilience programming, i.e., populations practicing agro-pastoralism and marginal agriculture considered the most vulnerable, and therefore least resilient, to climatic shocks and chronic stresses. The LDA also focused on the broader communities surrounding the most vulnerable populations to explore how the scaling up of regional (less climate-dependent) industries, support to better urban planning and development in secondary cities, and addressing key constraints to growth within the large informal economy relating to household enterprise development could support vulnerable populations. Particular sub-groups of interest for the LDA were: rural and urban/peri-urban communities; youth (particularly those with higher vulnerability to joining VEOs); and women. Lastly, the LDA was tasked with clarifying how vulnerable populations currently participate in local and regional economic systems, as well as the potential for their participation to be enhanced or expanded so as to provide access to alternative livelihoods (both current and emergent).

Purpose, Audience and Intended Uses

The purpose of the LDA is to better inform the development of future programmatic interventions and strategic efforts focused on the promotion of livelihood diversification in the Sahel by the Sahel Regional Office (SRO) at USAID/Senegal. In particular, the LDA will shed light on the most effective development interventions, investment priorities, and strategic approaches necessary to facilitate progress on diversification into non-climate-dependent and less climate-dependent livelihoods in the Sahel, taking into account relevant socio-cultural nuances.

Framing Questions

The framing questions for the LDA are presented below. Per the overarching focus of the LDA, study findings across the questions below aim to focus on two distinct categories of livelihoods: 'less climate-dependent' and 'non-climate-dependent' livelihoods.

1. *Current and emerging livelihood diversification opportunities, lessons and knowledge gaps, with respect to less climate-dependent, and non-climate-dependent activities: What are current and emerging opportunities and challenges to promoting less climate-dependent livelihoods, and non-climate-dependent livelihoods, in the Sahel and comparative regions (in terms of climatic and traditional livelihoods contexts, and resilience and development challenges). What, if any, are key lessons learned to date for overcoming challenges and barriers to livelihood diversification in these directions, and what are the persisting knowledge gaps?*
2. *Livelihood diversification interests and barriers to uptake for target populations: What are the economic and vocational visions and aspirations of population sub-groups of interest, and their perceived challenges and barriers to diversifying their livelihoods away from traditional climate-dependent livelihoods?*

3. *Vulnerabilities and context considerations for key sub-groups in the Sahel:* What are particular vulnerabilities and considerations across different sub-groups of interest for successful strategies to promote less climate-dependent and non-climate-dependent livelihoods in the Sahel, particularly as it intersects with the CVE context? Particular sub-groups of interest include: rural and urban/peri-urban communities; youth (particularly those with higher vulnerability to joining VEOs); and women.
4. *Identification of innovative livelihood diversification strategies and programming recommendations:* Taking into account existing literature, qualitative fieldwork in representative areas, and stakeholder consultations, what are innovative strategies, approaches, and examples of particular interventions for successful livelihood diversification towards less climate-dependent and non-climate-dependent livelihoods that should be considered? How might suggested approaches and interventions differ for different target demographics?
5. *Analysis of potential risks and limitations, including gender conflicts:* Given current information, what types of negative externalities (e.g., climate, social (including gender-based), environmental), if any, have past interventions produced or may be likely based on prior experience? What are the potential risks for the recommended livelihood diversification activities to exacerbate vulnerabilities of target or non-target populations (for example, stemming from industrialization, migration, infrastructure development, etc.)? This may also include consideration of if/how livelihood diversification might widen income disparities and exacerbate grievances as a “push” factor for particular groups or non-target beneficiaries (unanticipated negative feedbacks).
6. *Effectiveness and uptake considerations across recommended approaches:* For recommended livelihood diversification approaches, what are the key considerations that may affect the likelihood of successful uptake, for example across seasonality, socio-cultural nuances, gender, class and ethnic issues, and market saturation considerations? Are there opportunities to leverage indigenous knowledge to promote wider uptake, or to better program resources targeting the promotion of livelihood diversification?

Considerations beyond Framing Questions

The LDA team was also asked to consider a number of additional questions of interest to USAID, listed below. The LDA study team took into consideration and endeavored to answer these questions where possible, and/or respond to them in the context of particular livelihood strategies. The study was able to collect relevant information for many of these issues, and responses are integrated directly into the findings sections for the framing questions. The study team was not able to address two of the business/enterprise development considerations, as noted below, because to do this well would require conducting detailed market assessments for specific sectors that were outside of the scope of the data collection effort for this study.

Business/Enterprise Development Considerations

- What are the key challenges concerning the enabling environment and access to resources for small and medium enterprises, particularly in the informal economy?
- What are the key human capital challenges (basic literacy and numeracy, education, etc.) that restrain progress in the private sector?

- Do study findings suggest that USAID should focus on developing new, currently non-existent, industries where there may be latent/hidden demand, or rather facilitate the scale-up and growth of industries that currently exist? Or both?
- For identified priority livelihood strategies that USAID is recommended to pursue: (1) are such strategies amenable to expansions in growing secondary towns and cities; and (2) what are key considerations and possibilities for the livelihood opportunities to provide income-generating opportunities for rural migrants from nearby villages in such places? (particular emphasis on considerations with respect to potential for uptake by rural migrants)

Proposed in the LDA statement of work, but could not be addressed through LDA data collection

- In considering potential innovative livelihood strategies, the study should consider (for the sectors that emerge as a target focus for the study):
 - What are key products that are consumed locally, yet produced internationally/externally?
 - What are potentially effective strategies to encourage more local production of common consumer goods (i.e., furniture, clothing, kitchen ware, food stuffs, etc.)?
- Under a large business startup intervention, which specific forms of support would be required from USAID (capital, technical expertise, in-kind support, business development consulting, etc.), and what would be the most effective method of delivery of such assistance (third party external implementer, direct USAID provision, host government, etc.)?

Resilience Focused

- *Opportunities with respect to particular agricultural value chains:* Are there less-climate dependent/off-farm diversification opportunities within particular agricultural value chains that could be supported/scaled-up (e.g., high-end processing, storage, transport, marketing)?
- *Geographic targeting:* What geographic zones should be targeted specifically to achieve USAID’s objective of livelihood diversification in the Sahel? Under its resilience initiative, are there geographies outside of the current RISE ZOI that could support diversified livelihoods in the Zone? Note this question can draw on consultation with USGS (United States Geological Survey) and a USGS mapping product to identify where USAID may have competitive advantage on implementing non-climate-dependent livelihoods.

CVE Focused

- *Geographic targeting:* Given a limited amount of resources to address the push factors of VE recruitment, which target geographies would have the most impact in the Sahel? Is it better to invest in livelihood interventions in stable or unstable geographies to have more impact in countering violent extremism and why/how?

Gender-Specific Questions

- What cultural changes would have to transpire in order for women to be better placed to pursue diversified livelihoods?
- How have women’s roles shaped livelihood diversification or been affected by it?

STUDY METHODS & LIMITATIONS

Overview of Methodology

The LDA study consisted of an extensive desk-based literature review, and a field-based qualitative data collection effort.

Component I: Literature Review

Development programming and peer-reviewed academic literature review: The literature review identified and synthesized relevant peer-reviewed published literature and development sector programming documentation from the region and elsewhere with respect to: current approaches and challenges to promoting less climate-dependent livelihoods in the Sahel and comparative regions (in terms of climatic and traditional livelihoods contexts, and resilience and development), lessons learned and persisting knowledge gaps, and particular vulnerabilities and considerations across sub-groups of interest and as it intersects with the CVE context. Particular sub-groups of interest include women, youth, urban and peri-urban populations, and rural communities.

The literature review component of the LDA additionally focused on other countries in the Sahel, and regions of the Sahel outside of the RISE ZOI that have similar climatic contexts, development challenges, and resilience deficits, as well as those that are either currently experiencing violence/instability as a result of the actions of VEOs or are at risk of an escalation of their activity due to structural vulnerabilities, or “push factors”. These factors could be weak governance, lack of service delivery, entrenched poverty, lack of opportunity, and other poor development outcomes. This included examination of relevant literature and programming documentation for Mali, Chad, Mauritania, and Ethiopia, for example.

In addition to the above, the literature review summarized relevant current USAID program documents and evaluation study findings to help identify programmatic shortcomings and gaps, and to summarize current knowledge from peer-reviewed published literature on the following two questions:

1. What relationship does livelihood diversification have to the overall resilience of a household or community?
2. To what extent does a broad-based, diversified, and remunerative local economy appear to serve as a preventative factor against violent extremism?

Component 2: Qualitative Field Research

Qualitative data collection consisted of focus group discussions, key informant interviews (KIIs), and stakeholder consultations conducted in representative communities in each of the two countries (Burkina Faso and Niger), stratified across key rural, urban and peri-urban areas of each country. The LDA fieldwork targeted a representative sample of select communities in the regions of Tillaberi, Maradi, and Zinder of Niger, and the provinces of Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Loroum in Burkina Faso (RISE ZOI).

The qualitative fieldwork consisted of approximately 20 days of field work per country, and was aimed at better understanding sociocultural norms and context across the different areas, economic and vocational visions and aspirations of population sub-groups of interest, challenges and barriers to livelihood diversification, and gaining other insights to inform the identification of feasible strategies/approaches for successful diversification.

The qualitative data collection used three sampling protocols and instruments:

- **Semi-structured stakeholder consultations:** In Niger, 66 stakeholders' meetings were held with USAID and implementing partners (11), other NGOs and civil society organizations (CSOs) (20), national and local government entities (9), vocational training centers (11), financial services organizations (13), and other private sector actors (2). In Burkina Faso, 75 stakeholders meetings were held with USAID and implementing partners (20), other NGOs and CSOs (20), national and local government entities (19), financial services organizations (9), vocational training centers (5), and other private sector actors (2).
- **Focus group discussions (FGDs):** The LDA team conducted FGDs across a range of rural and peri-urban areas in each country. FGDs were conducted with: community members who practice the most common livelihoods strategy in the area (typically farmers or agro-pastoralists); community members who practice more diversified livelihoods strategies in the area; unemployed or underemployed male young adults (18-35 years of age); and female young adults (18-35 years of age). Focus groups were generally held separately by gender, although in some peri-urban settings mixed FGDs were conducted. In Niger, 18 FGDs were held across the three regions of data collection (Tillaberi Region: Tillaberi, Tera, and Filingue. Maradi Region: Maradi Commune 3, Dakoro, and Madarounfa; and Zinder Region: Zinder, Tanout and Magaria), with 183 participants in total (84 men and 99 women). In Burkina Faso, eight focus group discussions were held across the six provinces of data collection (Komondjari, Loroum, Sanmatenga, Seno, Yagha, Yatenga), with 99 participants in total (65 men and 34 women).
- **Semi-structured key informant interviews (KIIs):** The LDA aimed to conduct KIIs with young adult men who are under or unemployed, and with community members who have either successfully engaged in more diversified livelihoods activities or who are still struggling to achieve livelihood diversification. In Niger, 19 KIIs were held with young men and women (9 men and 10 women) engaged in varying levels of successfully diversified livelihoods activities, or who were unemployed. In Burkina Faso, 14 KIIs were held with young men and women (5 men and 9 women) engaged in varying levels of successfully diversified livelihoods activities, or who were unemployed.

Approximately one month of data collection was conducted in each study country, led by two in-country consultants with oversight by an international team leader, a livelihoods consultant and a CVE consultant. The initial week in each country was spent on team training and conducting stakeholder consultations in the capital. The subsequent three weeks were spent conducting fieldwork in three different regions in Niger, and seven provinces in Burkina Faso, with roughly one week of field time allocated to each region.

Data Analysis

Data from the semi-structured stakeholder discussions, FGDs and KIIs were analyzed using content analysis approaches to obtain perspectives and answers from multiple actors, and to understand their unique perspectives on the following issues:

- Livelihoods and linked CVE programming; factors contributing to success; participant demographics and characteristics of success; programming innovations (donor and civil society stakeholders);
- Business expansion opportunities; enabling environment and resource challenges; labor needs and challenges; trainings provided (private sector and vocational training organizations);

- Financial services offered and client requirements; typical clientele; common loan activities; livelihoods and other factors enabling successful repayments; activities that hinder repayments (financial services providers); and
- Basic community services and context; livelihood activities, challenges and aspirations; views on diversification and needs to achieve livelihood goals; employment sources, opportunities and experiences with trainings; livelihood innovations; migration and seasonal activities; institutions, services and security.

Interviews and FGDs were primarily conducted in French in urban and peri-urban centers, and in some more rural locations required translations of questions to local languages. In-country data collection teams facilitated language translations where needed.

The LDA team – either the international team members or the in-country data collection teams – reviewed and coded detailed stakeholder interview, FGD and KII notes. Focus groups and group interviews provided complementary information to stakeholder consultation information, and the perspective of potential beneficiaries for livelihoods and linked CVE programming.

Study Limitations and Risks

Some limitations for the LDA should be noted. These include limitations typically associated with qualitative data collection, as well as those related to potentially sensitive issues, such as livelihood and employment, and the linked issues of migration and security. While the LDA team views the quality of information collected to be sufficient for answering the questions the team was tasked with, particular limitations to the accuracy of information collected could stem from response and recall bias, selection bias, and the prevailing sensitivities in surveyed regions with regards to gender and culture.

Response and recall bias: These were potential limitations for the qualitative component, given that the group discussions and KIIs relied on self-reported data. Participant responses may also have been influenced by social or cultural bias, and it is possible that participants may have felt obligated to give responses they felt were expected of them. Although this limitation is a possibility for all qualitative data collection, the study team sought during the field work and consent process to mitigate these potential biases, to the extent possible, by being clear about the nature of the study and its intended uses, as well as the nature of respondent participation and rights. The study team also relied on triangulation of data from multiple sources, to reduce the influence of any potential response biases in the analyses.

Recall bias may lead to exaggerated negative or positive perceptions of past experiences, as people tend to remember only key aspects or feelings over time. *In the context of the LDA, this could be the case, for example, with participant experiences with lending institutions, given that focus group respondents had mostly unfavorable things to say about their past participation in lending schemes.* Appropriate follow-up questions and the use of secondary data helped the team mitigate some of the challenges of recall bias.

Selection bias: The evaluation relied upon qualitative data based on perceptions and recall using data collected over a short time period. Participants who were willing to share their views and were available for discussion may not have been fully representative of their communities or activities. The study team worked to conduct FGDs across balanced groups of respondents with many different types of respondents in order to minimize selection bias. However, it is possible that certain opinions were reinforced more strongly because of this.

Social and cultural bias: Individual responses had the potential of being influenced by the prevailing beliefs and sensitivities held by participants' communities. This was a possibility in regions where certain populations had restricted access to livelihoods or financial resources due to age, income, or gender. For example, in focus groups populated with both men and women male members could have been being more outspoken than female members, therefore distorting the researchers' impression of the findings. *Women in the study countries are typically subject to more restricted social roles, and this restriction may influence their approach to speaking with strangers. Similarly, youth who feel less empowered may not feel as willing to voice their complaints.* The same factors could have motivated respondents to keep their opinions to themselves during the LDA discussions. LDA researchers mitigated these limitations by creating discussion groups specifically targeting young men and women with more and less successfully diversified livelihoods, and with participants stratified by location and gender (in most cases) to encourage open and honest discussion about livelihoods and financial situations.

Although not the core focus of the study, it must also be noted that the issue of radicalization and its potential presence in the surveyed communities or broader regions presented a level of discomfort among many of the individuals spoken with in the areas of Niger and Burkina Faso surveyed for the LDA. Information gathered from pointed questions about insecurity, radicalism and potential links to livelihoods issues often yielded less detailed information than desired, but it was not clear whether this stemmed from concern that speaking about extremist activity could be perceived as association with extremist activities, or that respondents simply did not have direct knowledge of potential insecurity/radicalism in their communities. In Niger, ethnicity and its role in society was also a topic that was not as deeply explored as initially desired, due to in-country researcher and respondent reluctance to discuss these issues.

FINDINGS, CONCLUSIONS & RECOMMENDATIONS

Question 1: Opportunities, challenges and persisting knowledge gaps for promoting livelihood diversification

Current and emerging livelihood diversification opportunities, lessons and knowledge gaps, with respect to less climate-dependent and non-climate-dependent opportunities: What are current and emerging opportunities and challenges to promoting less climate-dependent livelihoods, and non-climate-dependent livelihoods, in the Sahel and comparative regions (in terms of climatic and traditional livelihoods contexts, and resilience and development challenges). What, if any, are key lessons learned to date for overcoming challenges and barriers to livelihood diversification in these directions, and what are the persisting knowledge gaps?

Findings

A wide range of academic research and literature has been published on livelihood diversification benefits, challenges, lessons and knowledge gaps, at macro and micro-levels, and addressing both less and non-climate-dependent contexts. It is well-recognized that households in Sub-Saharan Africa (SSA) seek to diversify their income and livelihood strategies both to manage or reduce their risks, as well as to expand or take advantage of synergies across different income generation activities (Barrett, Reardon et al. 2001). While livelihood strategies of the poorest often still depend primarily on agricultural activities, several studies show that non-farm income activities correlate with greater overall household wealth, thus engendering more non-farm opportunities (i.e., non-climate dependent), and this has been a focus of poverty alleviation and many broad development efforts (although some work also suggests caution in assuming causality in this relationship) (Barrett, Reardon et al. 2001). On the whole, arguments for growing the non-farm economy in Sub-Saharan Africa have also highlighted the role it may play in providing employment for the continent's burgeoning population of poor, typically rural, working age men and women; in providing an alternative to urban migration; and its overall contributions to economic growth and income equality (Lanjouw and Lanjouw 2001). There is general agreement in the academic literature that more livelihood diversification and non-farm employment is typically good for individuals and overall economic growth in Sub-Saharan Africa.

It is therefore not surprising that many development strategies and programs seek to design development interventions to better promote livelihood diversification. These typically seek to provide access to new or expanded non-farm opportunities for farmer populations, such as involvement in micro- or small business enterprises, and/or to promote farmers' engagement in agricultural transformation and as actors in higher levels of crop value chains. Development strategies for livelihood diversification therefore tend to focus on, among others, supporting increased access and use of modern inputs and technologies, improving markets and agribusiness opportunities, and developing skills and providing support for individuals and groups to engage in non-agricultural self-employment or wage employment.

But while the potential opportunities afforded by diversification efforts are well-recognized, the challenges of how to engender access and effective uptake of less or non-climate-dependent livelihood opportunities for more disadvantaged segments of populations have long been recognized as a key problem for development programming, as such populations typically lack the education, skills, financial capital, and/or social networks that are needed for such opportunities to be successful (Davis, Winters et al. 2010). A related challenge is how to effectively engender agricultural transformation; the literature poses more knowledge gaps than clear answers. Lastly, given the inter-linkages between agricultural and non-farm activities in many rural economies in Sub-Saharan Africa, including in Burkina Faso and Niger,

an additional and unresolved key programming challenge centers on how to more effectively grow common elements of the agricultural and non-agricultural sectors together (Davis, Winters et al. 2010).

Thus, while the issue of livelihood diversification in Sub-Saharan Africa has been a core focus of development efforts and academic research for many decades, and much of the poverty alleviation discourse seeks to better understand how to effectively facilitate or promote livelihood diversification towards non-farm/non-agricultural activities (Alobo Loison 2015), as well as towards more formalized wage employment, there remain several key and substantive knowledge gaps. Among these, it is first important to note that there is not yet universal consensus that greater livelihood diversification in rural areas of Sub-Saharan Africa will lead to broad-based improvements in living standards (Alobo Loison 2015). And while there are many calls for development efforts to expand non-farm livelihoods and economies in Sub-Saharan Africa, academics writing on this subject actually are unsure of whether and the extent to which growing non-farm activities may lead to increased poverty alleviation (Dorosh and Thurlow 2016).

One noted contributor to this uncertainty is the fact that much of the existing research on this has taken a broad brush approach to what constitutes 'non-agricultural', lumping many activities together rather than engaging in sector-specific or more finely disaggregated analyses of different non-agricultural activities (Dorosh and Thurlow 2016). In one recent analysis that does this for Malawi, Mozambique, Tanzania, Uganda and Zambia, Dorosh and Thurlow (2016) found that manufacturing (under which the authors include agro-processing), trade and transport services can be on par or higher than agriculture in terms of its poverty reduction effectiveness, while construction and government services tend to be lower. However, since many non-agricultural sectors are often significantly related to and dependent on strong linkages between farmer-producers and agro-processing, agricultural sectors should not be neglected either (Dorosh and Thurlow 2016).

If poverty reduction is an overarching aim, then it is also important to note that in Sub-Saharan Africa research suggests this poverty reduction tends to be more strongly associated with agriculture-led growth than growth in non-agricultural sectors. However, there is substantial variation across countries, and such differences tend to relate to differences in the structural and macro-level characteristics of countries. For example, agro-processing (a component of manufacturing) was found to be as effective as agriculture in reducing poverty in countries where the required workers and inputs can be supplied by poorer and less educated households, such as agro-processing activities in Zambia, Malawi, and Tanzania. But for countries where the agro-processing activities focus on higher value inputs that are more often provided by wealthier households, such as meat and dairy industries in Uganda, or where the required inputs and worker skills rely on higher capital and education, such as in Uganda and Mozambique, the poverty reducing potential of this sector is much lower (Dorosh and Thurlow 2016). Given the wide range of crops that appear to have varying levels of potential and interest for greater agro-processing and value chain development in Burkina Faso and Niger, and the localized differences in producers and their resource endowments across regions or provinces, these findings provide useful lessons for efforts that aim to align needed worker skills and inputs with industry requirements, as well as decisions on which industries to support, in which locations, and how.

In addition to marginal agricultural contexts, poor government services, regulatory environments, infrastructure, transport and market accessibility (both physical and relational), and populations that tend to have low levels of literacy and schooling, Burkina Faso and Niger also have a number of constraints in terms of broader business and enabling environments. World Bank Business Enterprise Survey data for the formal economy in both countries highlight access to finance as the main obstacle cited by small firms in the non-agricultural formal private sector in Niger, and as the primary obstacle cited by small, medium and large firms in Burkina Faso (World Bank 2010; World Bank 2010a).

At the micro-level, much existing research points to a wide range of context and structural factors, and individual endowments, that shape the kinds of places likely to be more amenable to diversification efforts, and who within a community may be better placed to successfully benefit from livelihoods programming. Thus, locational and individual targeting are important elements for successful programming. The key structural factors that the literature notes are essential for facilitating effective promotion of non-farm livelihoods activities and non-farm economic growth include: good infrastructure and transport; communication and information infrastructure; market access, noting that this also encompasses physical infrastructure, and (at times) communication and information access, electricity availability, and institutional processes to facilitate markets; and an overarching policy environment that facilitates rather than disincentives the development of small-scale, less formal, and more rural enterprises and small businesses (Barrett, Reardon et al. 2001, Lanjouw and Lanjouw 2001, Brixiova 2010, Davis, Winters et al. 2010, Aloba Loison 2015).

There is also ample evidence that in addition to the constellation of place-based context factors, several characteristics of individuals ease the ability for some households and individuals to diversify their livelihoods out of subsistence farming and livestock more than others. Key among these are literacy, numeracy and education levels, skills, financial capital, and social and/or professional networks (Barrett, Reardon et al. 2001, Davis, Winters et al. 2010, Aloba Loison 2015). For instance, much existing work suggests that being able to take advantage of higher earnings and non-climate-dependent livelihood opportunities is conditional on already being better off to begin with. In Gambia, a recent study of small non-farm enterprises showed that wealthier households were more likely to undertake non-farm entrepreneurial activities, and invest more in such activities (Gajigo 2013). In Ghana, a study of more than 8,500 households found the level of education to be a significant determinant of the number non-farm livelihood activities and its share of household income. Households with greater access to credit, electricity and markets also had more non-farm income sources and a higher share of income from non-farm activities (Senadza 2012).

Overall, a range of empirical studies from Sub-Saharan Africa point to a set of factors that play key roles in determining the likelihood, sustainability and level of productivity/success of micro and small business enterprises and other less and non-climate-dependent livelihood activities. These include household factors such as age, gender, level of education, and existing farm and non-farm assets; locational/geographic factors such as road conditions, market access, availability of water and electricity; and broader structural factors including credit access, regulatory environments and general business conditions. At the same time, a wealth of studies also demonstrate that complex interactions involving locations, policies, markets, institutions and other social and cultural factors contribute to divergent or unanticipated development outcomes. For this reason, it is necessary to be cautious about blanket assumptions that uniform programming prescriptions will work similarly in different areas, as subtle differences in constellations of factors and their interactions could lead to unintended differences in outcomes.

The addition of CVE concerns into livelihood diversification objectives brings no shortage of additional challenges and uncertainties. One aim of the LDA literature review was to examine and synthesize key messages from current development sector program evaluation and peer-reviewed academic literature that aim to answer the question: To what extent does a broad-based, diversified, and remunerative local economy appear to serve as a preventative factor against violent extremism?

Key programming concerns in this context are to better understand how to design strategies, set policy, allocate resources, and implement effective initiatives to counter the threat by VEOs. There is a growing body of literature that examines emergence and expansion of VEOs and their work to attract and recruit participants and supporters. But while scholars are beginning to help policy makers and

practitioners gain some understanding of the conditions under which violent extremism likely thrives, there remain enormous gaps in understanding and an absence of a robust empirical evidence base to draw firm conclusions on many of the potential factors of vulnerability. Those gaps are particularly acute in Africa broadly, and the Sahel specifically. Given these gaps, there is a risk that premature conclusions and visceral responses bear disproportionate weight in design of approaches to CVE.

A substantial portion of the peer-reviewed literature on drivers of violent extremism has focused on macro-level analysis of countries of origin and places of terrorist attack as a means of understanding the conditions under which violent extremism emerges and is sustained (Abadie, 2006; Krueger & Laitin, 2003; Krueger & Maleckova, 2003; Piazza, 2006; Li & Schaub, 2004). From these cross-country analyses, which examine data on unemployment rates, economic growth, gross domestic product per capita and similar macro-level indicators, no consensus has emerged on whether negative economic factors are directly related to participation in VEOs or that positive economic factors correlate with resilience to violent extremism. While some studies indicate that there is a relationship between low per capita income and terrorist attacks (Li & Schaub, 2004; Bravo & Dias, 2006; Freytag et al, 2011), others find no discernable relationship (Krueger & Laitin, 2008; Abadie, 2006; Piazza, 2006).

However, consistent with findings on civil war, there is some emerging agreement that *precipitous changes* in some of these conditions may have a relationship to participation in attacks, particularly among better educated populations (Graff, 2010; Collier, 2003). This finding is consistent with research which states that change, whether economic, political, or social, can create conditions for instability. In this view, absolute poverty would not show a direct connection to terrorism (Bjorgo, 2004), but rather the relative change in conditions or relative deprivation (Gurr, 2005; Collier, 2003; Thorsten & Riera-Crichton, 2015). Gurr posits that one of these precipitous changes that poses a risk factor for developing countries is a “youth bulge” characterized by a substantial increase in this population facing insufficient employment prospects (Gurr, 2005).

The literature highlighting weak governance in developing countries as the critical element allowing VEOs to develop and grow through attraction of recruits and supporters largely suggests that perceived inequalities, such as those related to wealth distribution and availability of employment, are points of galvanization (Chenoweth, 2005; Gurr, 2005, Gurr, 1993). As income inequality increases, whether regionally or between ethnicities (or other discernable group identities), there is evidence that insurgent violence increases (Fearon, 2008). Using data on 227 communal groups throughout the world, Gurr found that “identities, equality, and historical loss of autonomy” are major factors in group grievance. Further, Piazza’s global quantitative cross-national time-series study shows that countries with economic discrimination towards minority groups are significantly more likely to experience domestic terrorist attacks than countries either without minority groups or without economic discrimination towards minority groups (Piazza, 2011).

On the other hand, while a global study conducted by Abadie, using World Market Research Center’s Global Terrorism Index (WMRC-GTI), finds no relationship between income inequality and terrorism, it does show a relationship between political freedom and terrorism. “Countries with intermediate levels of political freedom are shown to be more prone to terrorism than countries with high levels of political freedom or countries with highly authoritarian regimes.” (Abadie, 2006). In Khalil and Zeuthen’s case study of the Office of Transition Initiatives (OTI) Kenya Transition Initiative, the authors stress the relatively limited number of people who have been recruited into VEOs, and a need to better understand the sub-populations that are vulnerable and their material and non-material motivations for involvement (Khalil & Zeuthen, 2014). This raises the question of whether livelihoods and income levels are principal factors or whether relative deprivation and inequity felt by particular marginalized groups are more prominent considerations.

At the micro-level, there are a handful of studies that provide insight into characteristics of people who participate in violent extremism. Yet, while these studies represent the preponderant body of current micro-level literature, the limited geographic focus in part of the Middle East and South Asia requires caution in extrapolating to the Sahel. Poverty levels and distributions, for example, are different in the Sahel than in the studied countries. Similarly, the breadth of employment options is narrower. If Sahelian countries, for example, provide few vocational or livelihood pathways, the occupational choice of joining a VEO may have a more significant weighting than it would in other geographies. Additionally, motivations for action in Israel, Syria and Iraq – arguably critical geographies in Islamic history and apocalyptic narratives – may attract different types of supporters to VEOs than comparatively outlying regions such as Burkina Faso and Niger.

Despite these cautions, it is worth highlighting several points from the existing research. Venhaus's examination of 2,032 foreign fighters affiliated with al Qaeda indicates that "economic motivations were the least cited reason for joining a terrorist organization," with some individuals characterized as poor and having been unemployed for extended periods while others were from more privileged backgrounds (Venhaus, 2010). The captured Islamic State personnel records from 2013-14 provide insight into 4,600 people who joined the Islamic State, revealing that only 7% of those who responded indicated that they were unemployed (Dodwell, Milton, Ressler, 2016). And while the records reveal that they held a variety of types of employment prior to joining the Islamic State, the percentage of those involved in unskilled labor was particularly high, including among people with above average education. This raises the question of whether unmet expectations or frustration may have been factors in deciding to join (Dodwell, Milton, Ressler, 2016).

Chief among the reasons for limited rigorous field studies on this issue are the challenges of broad community-level data collection due to sensitivities around the subject matter. Validity concerns abound in situations where subjects are uncomfortable or afraid to answer questions honestly. Similarly, opportunities for direct engagement with participants and former participants of VEOs are rare, given the recognition that violent extremists are largely a hidden or difficult to reach population, and even when reached, they pose a potential danger to both researchers and respondents, whether from other violent extremists or from state security services.

There is, however, a small pool of field research that is adding texture to the debate exploring the role of youth joblessness in explaining attraction to violent movements. In Somalia, Mercy Corps found through a survey of 1,089 youth participants in one of their programs in Somaliland and Puntland that "youth who are involved in civic engagement initiatives are less likely to endorse political violence, but are more likely to have engaged in such violence...and youth who felt they had more economic opportunities were at greater risk of engaging in and supporting political violence, though actual employment status did not relate to propensity towards political violence" (Mercy Corps, 2013). In Iraq and the Philippines, Berman and his colleagues found "a robust negative correlation between unemployment and attacks against government and allied forces and no significant relationship between unemployment and the rate of insurgent attacks that kill civilians" (Berman et al, 2009).

One must consider, even for the previously employed, that joining a violent extremist movement may be seen as an occupational choice. Perceptions, whether accurate or not, abound that VEOs like Boko Haram, Islamic State, al Qaeda, and al Shabab pay salaries that typically exceed average local wages (Hassan, 2012; Mercy Corps, 2016). In Nigeria, Mercy Corps interviewed 47 former youth members of Boko Haram and 26 youth who resisted recruitment to Boko Haram. While the data did not yield a clear profile of a Boko Haram member in terms of employment, interestingly, the study found that some of the youth saw membership in Boko Haram as an opportunity to "get ahead through business support" with many youth accepting loans or joining with the hope of receiving capital for business activity (Mercy Corps, 2016). In another example, researchers in Somalia found that employment and

economic factors were considerations for some of the interviewees who joined al-Shabaab (Botha and Abdile, 2014). Research in Kenya on youth and political violence found that, “Having a full or part time job that provides a cash income increases young people’s likelihood to disapprove of the use of political violence” (Kurtz, 2011).

Using experimental methods, Blattman and Annan showed that when ex-combatants and other high risk youth in Liberia were offered extended skills training, counseling and capital for alternative livelihoods than illicit resource extraction, program participants were significantly more likely to be engaged in a legitimate livelihood than the control group and less interested to rejoin armed groups (Blattman & Annan, 2011). A subsequent follow-up found that improvements in skills training, including for agricultural work, should be coupled with access to conditional cash transfers, and that future economic incentives were important in decreasing participation in illicit activities (Blattman & Annan, 2016). Yet even with this finding, the authors caution that “none of the existing evidence suggests that there is a large or strong link between economic incentives and violence and recruitment” (Blattman & Annan, 2011).

Policy makers are thus confronted with the challenge of no identifiable and consistent motivations for involvement with VEOs, differing views on the role of economic conditions and employment on attraction to these organizations, and limited empirical evidence helping to direct investments. Yet anecdotal information suggests that redressing economic and equity challenges, including livelihood enhancement, in weak states could serve as vehicle for raising the opportunity cost of joining VEOs. In the absence of conclusive evidence, it may be reasonable to assume that for some, an increase in trainings that lead to livelihoods, provisions of capital for business expansion, and greater access to markets may increase incomes sufficiently to keep them from seeking additional or alternate incomes through illicit activities. For others, this approach may reasonably be assumed to have no likely impact, as motivations for participation are driven by other issues. If motivations for joining VEOs are multi-determined, then interventions to enhance individual and community resilience need to likewise be multi-directional, tailored to the specific context in which VEO activity threatens vulnerable populations and stability.

Potential Beneficiary Perspectives

To help set the context for current and emergent diversification opportunities, and the discussion in the ensuing sections of the report, this section begins with an overview of FGD participant views on **what a diversified livelihood looks like** in their communities, what facilitates successful diversification in their view, and the barriers they face. Much of the broader messages highlighted in academic research on diversification is indeed reflected in the perspectives of Nigerian and Burkinabe populations surveyed for this study. In general, group discussion participants in both countries signaled that in their view, a person with a successfully diversified livelihood is engaged in both agricultural and/or livestock opportunities in addition to other dependable revenue streams, is successful at business, and has appropriate training, access to credit, and the respect of clients.

Niger

In Niger, respondents said that **a successfully diversified person** has a diversified set of sources of income and clients, and well cultivated and established lands. In Maradi, Magaria and Tanout, young men viewed a successfully diversified person as having skills across various trades, from agriculture and livestock to taxi driving, for example, or sewing and peanut oil processing. Dakoro respondents said that well diversified individuals have attended several trainings, have several products to sell, and can access credit to support equipment purchases. Participants in some group discussions also said having seasonal

migratory work, in addition to agricultural or livestock-related activities, was an example of a diversified livelihood.

Respondents also had strong views on **what facilitates successful diversification**. In general, many respondents equated successful livelihood diversification with successful training, while financial and technical support, and some aid in locating where to place workshops (for those involved in artisanal or trade skills-based vocations) were nearly ubiquitously cited as necessary to achieve livelihood diversification. Others saw personal factors and certain “soft skills” as keys to successful diversification, including having ambition and an entrepreneurial attitude. Participation in groups and being able to take advantage of social networks were also commonly noted as key factors for successful diversification.

Key barriers to diversification that respondents noted were a lack of financial means, insufficient training or apprenticeship, as well as difficulties in acquiring a place to sell goods and the necessary inputs or materials. Other barriers commonly mentioned were a lack of financial and technical support, as well as a lack of market opportunities and outlets for selling. For respondents who were engaged in more formalized trading activities, especially those involved in moving goods across country borders, high taxes were also noted as a challenge. In Zinder, youth cited a lack of client respect and the difficulty of collecting debt from trading partners as other challenges. Women mentioned that they felt constrained by their husbands' dictates, lack of responsibility with money, and employment. Those who engage in migratory work in Zinder cited banditry, and they also mentioned broader business challenges such as the devaluation of the Libyan currency.

Many respondents saw **a lack of training as a key barrier to successful diversification**. Across the focus groups, respondents mentioned several types of trainings that they felt were important for their ability to diversify their livelihood activities. At the same time, across all locations sampled, it was common for respondents to have received a number of prior trainings through various NGO and development program efforts, although respondents often felt the trainings they had received had not been sufficient for them to successfully diversify their livelihood activities. In total, respondents in Niger pointed to nearly 20 different kinds of training that different group discussion participants had commonly participated in. The topics of these trainings included: various agricultural production practices or agro-processing, mechanics, carpentry, cooperative leadership, entrepreneurship and financial management, and sewing/embroidery. Respondents also noted several kinds of training that they would like to receive additional training on. The most commonly mentioned training interests were for entrepreneurship, mechanics training and metalworking for men, and sewing for women.

While appropriate training was universally cited as necessary for individuals to successfully diversify, most respondents in the sample also felt that they needed additional training beyond what they had already received, to be able to engage in more productive or lucrative livelihood activities. In general, participants often mentioned a desire for multiple-round, refresher trainings, rather than one-off activities without the opportunity to revisit the issues they had learned. Although there are regional training centers in each of the locations visited, it is notable that few discussions with young men and women in Niger credited training through such centers as instrumental for achieving a strong trade or diversified livelihood.

Respondents were also asked to describe the **main changes in the types of livelihoods** observed in their communities over the past 10 years. The responses indicated changes in the types and diversity of common agricultural and livestock activities that households engage in, greater interest in newer opportunities, and expanded opportunities for different types of non-climate-dependent trades.

In Niger, more recent transitions included a stronger focus on less-climate dependent activities such as raising small ruminants, *embouche*, and some agro-processing activities such as for peanut oil. There has

also been a rise in non-climate-dependent activities. Men in each of the three more urban areas visited mentioned the rise in driving taxis or taxi-motos as a newer and preferred livelihood. For women, livelihood changes in the past 10 years included a transition to intensive market vegetable gardening, soap-making, peanut processing, petty trading, and engaging in informal lending activities (*tontine*). In Filingue, more recent occupations noted for women included raising poultry and small livestock, and petty trading in clothes, shoes, accessories and perfume. Youth in Filingue also mentioned more recent seasonal work opportunities in Libya, which they said generated income and enabled increased local trading.

In Maradi, changes in non-climate-dependent activities included the expansion of diverse trades such as carpentry, tailoring, sewing, and taxi driving (as was noted everywhere). Some respondents mentioned that employment opportunities in the solar industry is newer and notable. Youth in Maradi also mentioned opportunities in market vegetable gardening, woodworking, metalworking, and even filming. In Dakoro and Madarounfa, participants mentioned growth in petty trading, mechanical work, sewing, artisanal work such as soapmaking, and cell phone repair. For less climate-dependent activities, though still agricultural in nature, newer activities included poultry and pigeon rearing, and fattening of small ruminants. In Madarounfa, respondents said animal fattening had brought a positive change to their income sources, and noted the activity also helped overcome challenges related to climate change.

In Zinder, other new livelihoods in addition to those mentioned above included expanded agro-processing opportunities for women - particularly for cowpea, maize and dairy processing - as well as opportunities in electronics repair and the hospitality sector.² In the more rural areas of the Zinder region where group discussions were held (Magaria and Tanout), newer trends in livelihoods included welding, woodworking, sewing, and newer agricultural opportunities such as growing onions, producing jams and dairy products, vegetable gardening, sesame oil processing and dry goods sales.

Burkina Faso

In Burkina Faso, **views on what a diversified livelihood looks** like were fairly similar to those mentioned by FGD participants in Niger. In general, individuals are viewed as diversified when they have a combination of successful agricultural or livestock revenue streams, in addition to income coming from activities outside of those sectors. In Sebba (Yagha Province), respondents associated successful diversification with having some commercial business activities. In Titao (Loroum Province), respondents associated successfully diversified livelihoods with people who had received financial support from relatives or other people in their networks, had participated in several trainings, and/or had done migratory work in other towns in Burkina Faso or outside the country.

Respondents cited several common **factors they saw as facilitating successful diversification**, regardless of the sector or activity. Young and urban entrepreneurs in Ouahigouya who had experienced different levels of success in their activities agreed that successful diversification depends not just on obtaining the needed amount of credit or financial support, but also on having a strong entrepreneurial spirit, courage to take risks, good networks, and the ability to obtain credit for inputs (from formal or informal sources). Appropriate training and passion for the work were also highlighted, while good networks were viewed as essential both for getting clients and for obtaining products on credit. In fact, having good relationships and being trusted is one way that some young entrepreneurs work around their inability to obtain loans from formal institutions. The ability to be creative and innovative was also highlighted by some of the more successful young entrepreneurs, and this is linked

² It should be noted that such opportunities were viewed as having been facilitated by help from International Organization for Migration (IOM) programs.

to physical mobility. For example, if engaged in hairdressing, one must be able to travel and see new styles in order to be competitive in one's own smaller locale.

In the more peri-urban areas of Burkina, such as Ouahigouya, participants expressed a feeling of stagnation, with the same styles, habits, and materials remaining unchanged for years. There is a view that in Ouagadougou, change comes to small business sectors more rapidly. Thus, respondents felt that people who have been able to travel and see innovations in different places are better situated to be successfully engaged in small enterprises in their own locales. However, other participants insisted that luck plays perhaps the strongest role, saying that they had seen plenty of intelligent, hardworking, and skilled people who simply were not able to find a way to get ahead.

In more rural villages, respondents highlighted microcredit as essential for successful and diversified petty trading, in addition to training. This was in contrast to views on credit among business entrepreneurs in more urban areas, who said that the loan amount available through microcredit initiatives were too small to help their businesses succeed. They also pointed to apprenticeships, particularly for skilled activities such as livestock breeding, work in solar installation, or animal fattening.

As in Niger, the most commonly cited **key barrier to successful livelihood diversification** in Burkina Faso was insufficient training. However, barriers extend beyond this. Participants in a women's group discussion in a heavily agricultural-dependent village noted that they had already received a lot of training on climate-smart agricultural practices and alternative income opportunities, but they lacked equipment and necessary materials, whether for processing agricultural products or to enable transport, to put what they learned into profitable practice.

As in Niger, respondents in Burkina highlighted several reasons why they felt **existing training opportunities did not offer a path to diversification**. In Titao (Loroum Province), for example, participants in one group discussion said that local training opportunities only seemed to exist for people who were already members of associations. In Sebba (Yagha Province), participants noted that training was available locally for mechanics, carpentry, and primary school teaching, but slots are extremely limited and very few participants in the group discussions had attended any of these trainings. Even amongst the relatively more successful young and urban entrepreneurs who participated in group discussions for this study, vocational training often had not lived up to expectations. In Ouahigouya, for example, amongst the successful entrepreneurs who had attended a training, few could remember what they found useful about their training. However, training in business enterprise and financial management was deemed useful, as was strong skills-based vocational training, such as for electricians.

In more rural areas, participants seemed even more skeptical of the potential for training to serve as a useful pathway to successful livelihood diversification, primarily because they did not feel that useful training opportunities were accessible to them. In one village FGD, for example, participants said they did not see any possibility to seek or receive training in new areas of work. As a consequence, they felt the only way to succeed in livelihood transition or diversification is to "learn as you go." They were aware that government training agencies exist in more urban areas of Burkina Faso, but they felt it was not effective for them to seek such training in urban areas. One can request training but not receive a response for months, they said. However, some women in FGDs in more rural areas said they had found training in small-scale agro-processing activities and livestock raising to be useful, as well as training on financial management that was offered to them through donor-funded projects in the area. They felt they would benefit from additional training on commercialization and marketing, and how to sell agricultural products successfully as a co-operative or group activity. In another rural FGD, women said that a donor-supported training on financial management and recordkeeping had helped them with intra-household asset management, and to gain more independence in household finances.

For those in rural villages with few opportunities outside of agriculture or livestock, and where diversification potential still tends to be in agricultural sectors, participants noted a need for higher quality seeds, improved seed varieties and stronger capacity in climate-smart agricultural practices. Other barriers noted included poor roads and market accessibility; this was mentioned by group discussion participants even in the more peri-urban towns sampled.

Regarding the **main changes to livelihoods** in Burkina Faso over the past ten years, the effects of a changing climate have already impacted farmers, and in most discussion groups across all regions sampled, farmers said that the climate is clearly a challenge to their agricultural livelihoods. They noted that this is why people are already diversifying into alternative livelihoods, especially petty trading, or rethinking farm management and crop production practices. Other changes included a stronger focus on animal fattening, raising small ruminants, and small-scale processing of agricultural products such as making beer, baked goods, other sesame products, and products from beans.

In some of the smaller villages where agricultural sources of livelihoods are still likely to offer the strongest opportunities in the foreseeable future, animal fattening and especially pig-farming were noted as newer livelihoods that more farmers were taking on. However, these were also both noted as relatively risky, since they rely on newer techniques that farmers do not always know. Participants mentioned that animal deaths were not uncommon for both activities. The availability of new technology, such as pumps and drought resistant seed varieties, was also cited by some respondents as another factor, beyond climate change, that was newer in the transition of agricultural production and processing.

Non-climate-dependent livelihoods were generally fewer in the more rural villages sampled, though some newer sources were mentioned. These included more people branching out into petty commerce activities in the village, such as selling airtime/cell phone credit, and, in some areas, opportunities in gold mining.

Stakeholder Perspective

The above points from the academic research on livelihood diversification and perspectives from target beneficiary populations in the RISE ZOI are juxtaposed in this section with programming observations and the views of representatives from several NGOs, projects, donor organizations and government agencies consulted across the two countries. Two key points are emphasized here: (1) Much of the current livelihood diversification programming in Burkina Faso and Niger tends to look fairly similar, and also broadly follows much of what academic research highlights to be important, though perhaps in too small doses and spread too thinly; and (2) Although many current development programs provide entrepreneurship elements in the two countries, nearly all stakeholders consulted said there was a need for additional or more effective entrepreneurship support.

In Niger, current livelihoods programming (and in some cases linked CVE efforts) across initiatives of donors, NGOs and projects consulted for the LDA focuses on many of the same strategies and sectors. These include programs that focus on livestock production, animal health, improved agricultural practices and harvest storage, resiliency, dairy or agro-processing, and a range of vocational skills development and entrepreneurship strengthening. Other programs target vocational training, adult literacy, life skills development, social entrepreneurship and business plan development and competitions. Lastly, a smaller number of livelihoods programs focus on the unconditional or conditional cash transfer model, such as cash-for-work programs implemented in more rural areas of Niger, where beneficiaries are required to put some proportion of funds back into a community project (in that case, a cereals bank).

Several organizations implement agricultural processing or transformation programs, including processing and export of beans (cowpeas), peanuts, moringa, and maize. Other programs focus on full value chain development and strengthening, including strengthening actor networks across the chains, and providing training, support, and financing to enable producers, processors and traders to meet quality and other standards for export (PRODEX³). Another focus of some agro-processing programs is on agribusiness knowledge and support, including training on resource allocation, budgeting, marketing, and pricing and profit comparison.

Some programs have activities focused specifically on support for migrants, youth unemployment and social support for women. Migration is widely recognized as a common livelihood strategy in both countries, but also a phenomenon with particular vulnerabilities to criminal activity. In terms of youth-specific livelihood programs, a small number of programs focus activities explicitly on incentivizing youth to stay in their rural communities, although this appears to be only a secondary aim or perceived underlying benefit for others.

Although much of the livelihoods programming across the stakeholders consulted was broadly similar, some of the more innovative programming, or activities that stand out as further outside the grain of typical activities, included: unconditional cash transfers and cash grants for revenue-generating activities (for example those implemented by Karkara in Niger), dry season cash-for-work programs, and more holistic baskets of integrated programming activities that are timed to different points of vulnerability throughout the year (also implemented by Karkara).

In Burkina Faso, the overwhelming focus of current programming across stakeholders consulted was on agricultural and livestock sectors, trading, and small-scale agro-processing. Programs tend to implement a range of activities and supporting elements, including training on storage techniques, assistance for *warrantage*, connection with micro finance institutions, and connection with sellers. Popular sectors with good demand were said to be market gardening (by men or women in places where there is sufficient water), mechanics (men), and couture (women). Many stakeholders consulted felt that the absence of livelihood opportunities in rural areas and villages in Burkina Faso was a strong motivator for youth to leave their villages and also migrate out of Burkina.

A number of programs also implement small-scale training activities, such as in cereals processing, oil production, or soap making. Some programs focus their training explicitly on broad-based business skills rather than a particular livelihood activity, such as training program for women offered by FAARF,⁴ which uses a World Bank-developed training curriculum to train women's groups to manage their internal affairs, marketing, fundraising and aspects of financial management.

As in Niger, programming in Burkina Faso also targets a wide range of youth and potentially more vulnerable groups, including illiterate women and women in general, rural youth and rural populations in general, and migrant returnees. Many MFI programs appear to target women's groups specifically, and work to find ways to make their loan products accessible to those with low literacy levels. However, as noted above, vocational training centers are generally only accessible to those who are already literate, and rural youth appear to be more disadvantaged in access to training services through these centers (although some smaller training organizations such as CEBNF,⁵ that couple literacy support with vocational training, appear to be an exception).

³ *Projet de Développement des Exportations et des Marchés Agro-sylvo-pastoraux* (Agro-Sylvo-pastoral Exports and Markets Development Project).

⁴ *Fonds d'Appui aux Activités Rémunératrices des Femmes*, or Women's Income-Generating Activities Support Fund.

⁵ *Centres d'Éducation de Base Non-formelles*, or Centers for Non-formal Basic Education.

However, several stakeholders emphasized that even for well-designed livelihood training programs aimed at youth, there is a need for follow-up programs to maintain connections and some level of support or communication over longer time periods. It was also noted that youth tend to prefer the informal sector, and for youth in riskier situations or who are having less success, abandoning entrepreneurial activities to work at mining sites in the country is a common risk. As one stakeholder emphasized, **with youth, and perhaps young men especially, there is a need to support activities that youth are already interested in doing, where it is feasible for them to attain the required skills, and which have expansion potential. Imposing specific livelihood activities that do not meet their interests will not work.**

In both countries, the different stakeholder groups consulted also currently implement a wide range of vocational training programs. The most commonly cited ones included training in: auto, motorbike and bicycle mechanics, tailoring, and carpentry. Some programs work through providing support to government training centers and artisans' workshops. In some cases, though apparently less commonly, programs accept requests from village groups for specific kinds of trainings, and organize training sessions tailored to those requests.⁶ In regional towns, agricultural trainings do appear to focus on several of the newer agricultural strategies that respondents indicated have become more typical sources of diversification, such as training in poultry farming, fish farming, and animal feeding techniques.

Vocational training is often specifically targeted to youth, and the focus of such trainings appears to be overwhelmingly on entrepreneurship and a small set of skills-based vocations such as auto or motorbike mechanics, tailoring, carpentry, electricians, or metalworking. Vocational trainings targeted specifically to women appear to focus more commonly on providing basic literacy, numeracy, and financial skills, and on small-scale revenue generating activities such as soap-making, hairdressing and agro-processing. A smaller number of NGOs and programs appear to conduct market-based needs assessment or "gap" sector identification to ensure there is strong demand for services and likelihood of employment opportunities before investing in particular training activities in a given area.

The **target participants/beneficiaries** of such programming also span a wide range of demographics, including women, unemployed youth, pastoralists, rural youth living in more urban centers, migrants, refugees and internally displaced people, rural youth, and agricultural producers. However, fewer organizations appeared to explicitly target some of the more specific types of youth or young unemployed people that studies suggest could have higher vulnerability and exposure to VE activity, such as youth school drop-outs, those separated from families, or who have never attended school. This could represent a missed opportunity. For youth-targeted employment specifically, some groups noted stronger participation by targeting youth who had been excluded from formal education or employment opportunities, although this was uncommon. In a related example, one NGO focused on support to pastoralists offers targeted training on artisanal activities specifically for youth who are less interested in following a traditional pastoralist livelihood, and this may have synergistic effects for CVE objectives in pastoralist areas that are physically close to or vulnerable to extremist activities.

According to stakeholders, **key factors contributing to more successful livelihood diversification** activities included working through group structures rather than individuals, and program requirements that group members/beneficiaries put some small percentage of their earnings back into a community enterprise. On broad patterns or characteristics of people who tend to do better in such programs, stakeholders most commonly pointed to a need for literacy and numeracy, as

⁶ This appeared to be an uncommon strategy across stakeholders consulted for this study, but is more along the lines of the academic guidance on effective vocational training (it needs to be tailored to the specific needs of groups, rather than generalized "one size fits all" trainings).

well as possessing soft skills variously described as creativity, entrepreneurial spirit, motivation, and willingness to try new approaches or technologies.

In terms of barriers, some stakeholder groups consulted noted that, in general, livelihoods programming tends to avoid or have lower levels of investment in the areas where youth may be most vulnerable to activities by VEOs, e.g. in “red zones” and more insecure border regions where armed groups may already be active. There were also suggestions that well-intentioned programs may not always be targeting the right people, or that the typical livelihood programs help individuals or households maintain subsistence-level survival, but do not commonly seem to help beneficiaries become more resilient or to achieve more transformational economic change. Some stakeholders mentioned that there is a comparative lack of programming focus on urban/peri-urban areas, despite the indications that such areas are more likely to provide opportunities for entrepreneurial youth. Program bias towards rural areas is often tied to strategies of engaging the poorest of the poor. Others mentioned a lower level of interventions in some of the most vulnerable pastoralist zones of Niger.

In addition, **several of the barriers that target beneficiaries mentioned in group discussions were also echoed by the stakeholders consulted**. These included high levels of illiteracy; lack of training, financial resources and equipment; insufficient infrastructure; and a lack of information for youth with skills to access available opportunities. Lastly, the lack of placement opportunities or employment partners for newly trained graduates of vocational programs was a commonly noted barrier. Lessons for future programming are to focus more strongly on facilitating those linkages, and to ensure that training programs focus on pathways/skills with active placement opportunities.

Conclusions

The above perspectives from academic research, target populations for livelihood diversification activities, and stakeholder groups who implement or support such efforts points to several conclusions.

First, a move to a stronger reliance on less and non-climate-dependent income activities is already well underway in many of the RISE ZOI areas surveyed for this study. It is also notable that the shape of diversified livelihoods, and the particular opportunities that target populations said had become more prevalent in their communities, tended to reflect many of the activities that donor programs appear to have promoted. This could suggest that current diversification efforts on the part of donors are fairly well-aligned with the interests of target populations and the opportunities that are feasible for them to take on, although it is also possible that respondents are simply reflecting, at least to some extent, the type of programming that has been provided.

Secondly, most of these opportunities are located in the informal sector; formal wage employment and formal sector activities appear to be further out of reach (and further from interest) for most of the youth surveyed for this study, regardless of location, gender, or prior experiences.

Also, several key barriers cited by LDA respondents around insufficient literacy, education, training, access to credit, or skills and networks to productively engage in micro- or small enterprises outside of traditional farming and livestock activities reflect the same issues widely cited by unemployed youth across Sub-Saharan Africa. The academic literature notes these are substantial barriers to effective diversification efforts that are relevant in the Sahelian and comparative contexts (impoverished, poorly integrated, semi-arid regions where agriculture is marginal, populations tend to have low levels of literacy and education, security issues are pervasive, and broader enabling environments serve to disincentivize movement into the formal sector). However, several of them are within domains that strategic development programming can manageably address, if targeted in effort and scope.

Many respondents had benefited from the kinds of entrepreneurship or vocational training that development programs tend to implement. However, this training was typically not seen as sufficient to bring livelihood opportunities and their intended enterprises to a place where it can effect transformative change for individuals.⁷ This suggests a need to rethink how and to whom such training is provided in the context of livelihood diversification efforts (see response section for Question 4 in this report for additional discussion on this).

⁷ As further elaborated in the response section to Question 4 in this report, this is also consistent with findings from rigorous impact evaluation work on effects of entrepreneurship training, which tends to suggest that existing programs are often good for initial business start-up and survival, but there is little evidence that they are consistently eliciting the income impacts that were anticipated.

Question 2: Livelihood diversification interests and barriers to uptake for target populations in Burkina Faso and Niger

Livelihood diversification interests and barriers to uptake for target populations: What are the economic and vocational visions and aspirations of population sub-groups of interest, and their perceived challenges and barriers to diversifying their livelihoods away from traditional climate-dependent livelihoods?

In addition to asking about their own livelihood activities, common livelihoods in their communities, livelihood aspirations, and challenges with diversification, focus group participants were also asked to share their views on which livelihood activities they thought were most profitable, riskier, and what they felt contributed to some livelihood opportunities being more profitable and less risky than others. Lastly, group discussion participants were asked to share experiences from their involvement in formal or informal credit activities, how they typically learned about employment opportunities, and their experiences with seasonal work and security issues (both personally and within their communities in general).

Findings

In Niger, where agriculture and livestock still account for the overwhelming share of livelihoods for rural populations, engagement in agriculture and raising livestock was ubiquitous among focus group participants, and these were universally the most common livelihoods across the areas where fieldwork was conducted. But, and particularly more in urban areas, this was often coupled with non-climate-dependent sources of income, conducted either by the same individual or others in the household. Common non-climate-dependent activities included taxi driver, transporter, tailoring, metalworking, engagement in a wide variety of petty trading, artisanal work, and hairdressing. For less climate-dependent livelihoods, common activities were raising small ruminants (goats and sheep), raising poultry, selling fish, and intensive vegetable gardening. In Tillabéri, women mentioned activities such as peanut processing, petty trading in agricultural products and vegetables, and small livestock rearing. In Niger, FGD participants cited nearly 40 different types of livelihood activities that are common in their communities, and another 30 vocations that FGD participants commonly said they aspired to engage in (see Table 1).

Several of the desired diversification activities were also noted by respondents as inherently risky. Riskier livelihoods were said to be selling fish or vegetables, or selling any products on credit (in Tillabéri and Tera), gold-mining (in Tera), and trade in agricultural products. In Filingué, men and women respondents alike said that they considered trading, agriculture and livestock fattening to be risky, particularly since capacity is low and to be successful required more financial means than they felt they were available to them. Respondents across the group discussions pointed to several activities they considered potentially profitable, but also to have higher risk.

In terms of **livelihood aspirations**, the interests and aspirations of participants diverged across the more rural and peri-urban locations where discussions were held. In urban areas, including Tillabéri, Maradi and Zinder towns, young men commonly mentioned taxi-moto driver as a desirable livelihood, while women mentioned activities such as petty trading, animal fattening and engagement in *tontines* (informal savings and loans groups). Youth in Maradi and Zinder mentioned a broader range of livelihood interests than in Tillabéri, although it is difficult to know whether this reflects greater perceived opportunities. Other non-climate-dependent livelihoods that young men aspired to have in Maradi and Zinder included carpentry, metalworking, mechanical work, and masonry. Less-climate dependent livelihoods that were mentioned included market vegetable gardening and poultry rearing.

Zinder youth particularly mentioned aspirations for more ‘modern’ skills-based work, such as in IT, electrical maintenance and repair, and mechanical repair.

In more rural areas, **women’s aspirations** typically focused on petty trading, poultry and/or increasing their livestock herds through diversification into small ruminants, animal fattening, and market vegetable gardening. Agro-processing interests were also more commonly mentioned in the more rural areas relative to discussions held in urban centers. Non-climate-dependent livelihoods of aspirational interest for women in rural areas included sewing and small artisanal crafts such as soap production. The aspirational pursuits of youth in more rural locations also tended to focus on non-climate-dependent activities, including trading, auto mechanic, tailoring, and carpentry. In general, responses on livelihood aspirations indicated that agricultural-based livelihoods do not appeal to youth across the more rural and peri-urban areas of Niger that were sampled, despite the ubiquity of these livelihoods. But, livestock and herd expansion remain an important livelihood activity and a core part of cultural identity for many youths. For example, in Dakoro, young men mentioned an interest in being able to stock more animals.

Many of the livelihood activities that respondents said they aspired to have appear to be those that previous development programs or donor-funded projects have promoted in the areas. Responses also tended to reflect livelihoods that participants perceived to be lucrative and attainable in their communities, rather than totally new or “reach” opportunities that they may have desired. This was perhaps more strongly revealed when participants were asked what they thought were the best sectors and organizations to work for. In addition to the activities mentioned earlier, here the focus was heavily on NGO work, across all locations. In Tera, youth also mentioned work for a gold mining company, a construction company, and cell phone companies as desirable firms to work for. **In general, however, respondents did not express strong aspirations with respect to public sector, commercial companies, or formal wage work.**

In terms of what **participants said they would need to help them to achieve their livelihood aspirations, responses echoed the challenges they face in their current livelihood pursuits: insufficient training, the need for capacity building, management guidance, credit, and financial and material support.** In addition, respondents mentioned difficulties with getting places in workshops for the craft-based skills they aspire to have. On training, participants often mentioned a desire for multiple-round, refresher trainings, rather than one-off activities without the opportunity to revisit the issues they had learned.

Responses on the main sources of information about work opportunities, and the kinds of training and benefits received, provided additional context for some of the reasons why entrepreneurial-minded youth struggle to find successful wage or self-employment outside of traditional agricultural and livestock sectors. For **sources of employment information**, there are also some clear distinctions across more rural and peri-urban areas. In the towns sampled, youth cited their main sources of employment information as ANPE (Agence National pour la Promotion de l'Emploi), FAFPA, government social development offices, youth councils, women’s associations, radio, nonprofit or local project offices, local leaders’ offices such as mayors and prefecture offices, and neighborhood leaders. In more rural areas, respondents cited livestock and women’s associations, regional agricultural offices, and NGOs operational in the area. Respondents in FGDs held in more rural areas also mentioned going directly to property owners to look for work. **In general, there appear to be few formal sources of employment information, and the information is viewed as fairly uninformative.**

Many respondents expressed frustrations in accessing work opportunities. This included a view that there was a lack of transparency in the hiring process, including favoritism and corruption in hiring practices. The common way for respondents to obtain positions, scholarships or training slots was through their networks of parents, friends and acquaintances. Moreover, respondents said they received

information about employment opportunities too slowly, and felt they lacked the education and means to build their *métiers* (trade, profession, or occupation). In Zinder, some respondents said they felt the lack of a diploma was a barrier to obtaining more formal employment. **Additional constraints to realizing livelihood aspirations** included a lack of access to land, requirements from financial services providers to repay loans at inconvenient times, and a lack of technical capacity.

To better understand **credit constraints**, the LDA probed focus group participants about their experiences seeking and obtaining formal or informal sources of credit.⁸ This provided additional insight into how credit access and usage was perceived in the peri-urban and more rural areas of Niger that the LDA focused on. A common theme expressed was that formal banking application and repayment requirements were too difficult to meet, and often the same was said for the much less stringent requirements (and lower interest rates available) through MFIs. Respondents from the more urban towns had more experiences with larger loans and credit programs through MFIs (and in some cases from formal banks), while respondents from more rural areas generally had experiences with small MFI and microcredit programs supported by NGOs, if any. For those who had successfully obtained loans, their experiences and levels of success with the programs were also mixed. In general, respondents spoke more readily about the difficulties of accessing credit than the possibilities it could bring or had brought to their entrepreneurial activities.

In Tillabéri town, for example, respondents reported having participated primarily in informal credit schemes, although one trader was able to expand his business due to a loan from the Bank of Africa. However, a women's group mentioned that it is difficult to meet banks' expectations for loan applications and repayment. In more rural Tera, some respondents had tried to scale up their informal businesses using formal finance mechanisms, but found this very difficult due to their lack of knowledge and the (un)profitability of their enterprises. Even the acquisition, maintenance, and repayment of small loans requires a certain administrative knowledge that respondents did not know how to obtain. Women in Tera signed loans with Asusu, and recognized the importance of being on time with payments, but said they found it difficult to have a reliable revenue stream.

Women in rural Filingué were offered credit through Asusu bank, but turned down the loans because the interest rates were too high, and instead signed loans offered through a local NGO. Focus group observers also noted that credit was difficult for youth to access for the same reason. This was echoed in the stakeholder consultations as well, where it was noted that banks had particular difficulty attracting youth participants to loan programs.

In Maradi, urban youth in the group discussions said they had never tried to access credit. Some said this was because it is forbidden under Islam, while participants from the USAID-supported YAWWA (Youth, Advocacy, Women, Work, and Alliances) program stated that they did not access credit because the expectations of the lenders were too high. However, Dakoro respondents cited Asusu and BAGRI loans for trading and livestock fattening, while respondents in Madarounfa, including women, took credit from Asusu for trading, livestock fattening and *warrantage*, and said they experienced success and profit.

In Zinder region, focus group respondents in Tanout said they did not access financial services because of the interest rates. But in Zinder town, migrants said they passed on credit offerings because the prospective loan amount was too small. However, some youth had taken loans from Asusu and BIA for trading activities, with success. Women also worked with Niya cooperative credit, and with the YARDA microcredit scheme, to get funds for *warrantage* and cowpea processing. They paid back the loans, but said that expenses eventually forced them to abandon the program. The types of livelihood activities

⁸ See subsequent sections for additional information on credit and lending dynamics to LDA target populations from the perspective of formal banks and microfinance institutions consulted in each country.

workers engage in also informs their financial priorities, and may make them more risk-averse to formalized commitments, especially if consistent profitability is required to meet loan repayments.

Lastly, respondents' views on **seasonal work, migration, and security and/or VE issues** are summarized below, with the recognition that **in Niger, seasonal work is clearly viewed as a typical component of diversified livelihoods**. In Filingué, seasonal work away from the household's locale was considered a main source of livelihoods, in addition to petty trading, artisanal work, carpentry, woodworking and metalworking, and food preparation.

In Niger, statements about security reflected a nearly uniform view that ideologically-based violent extremism is not currently plaguing the specific communities where focus-group and stakeholder discussions took place. That said, there was ample discussion of forms of instability occurring nearby. Places like Dirkou, Agadez, and Djado were said to have high levels of insecurity, as were northern Tillabéri, Tera, north of Filingué in Abala, and Diffa. The characterizations of insecurity point notably toward banditry and vaguely defined armed groups. While it would be reasonable to assume that some of these armed groups and acts of banditry may indeed be affiliated with VEOs, it is noteworthy that respondents chose to describe the palpable threat as material loss (in terms of security of their own goods), and that the combination of banditry and curfews hinder free movement and economic activity. Further, in Maradi and Zinder, respondents noted that the insecurity in neighboring Nigeria had an effect on *perceptions* of insecurity, suggesting that there might be a dampening effect on people's sense of stability in border areas.

Yet, while the studied communities may not be feeling direct impact of VEOs *in situ*, the dynamic of migration has the potential to put migrants from these and other communities in positions of enhanced vulnerability to exploitation, manipulation, and potential recruitment into criminal or violent activity. In Zinder and Tanout, for example, male respondents expressed concern that seasonal workers in Sub-Saharan Africa or in Libya could be exposed to radical Salafi ideas. Further, if some people become involved with violent non-state actors as an occupational choice, situations such as economic migration that increase exposure to these VEOs or their affiliates may facilitate entry into the organizations.

According to respondents, economic migration is a key coping mechanism and factor in diversification of household livelihoods in Niger. In Tillabéri, Maradi and Zinder, focus group respondents discussed the prevalence of migration both within Niger and seasonal and semi-permanent migration abroad. Within sub-Saharan Africa, the primary migration destinations noted were Benin, Togo, Ghana, Nigeria, Cote d'Ivoire, Gabon, Mauritania, and Mali. Additionally, respondents highlighted northward migration to Libya and Algeria. While discussion of onward migration beyond North Africa to Europe did not emerge among conversations with focus group respondents, studies from IOM and others have highlighted the robust pathway to Europe via this route (Altai Consulting for IOM, 2016; Gaffey, 2016). And it is not only people from Niger who migrate through Niger; places such as Agadez and Kantche in Zinder serve as key international migrant hubs for people from across the region.

Many respondents highlighted a hope to enhance employment in their locations, particularly in rural areas, so that young people would not need to migrate either internally or externally. In the short to medium term, however, migration will likely remain a fact of life for many seeking to increase or supplement household income. On the positive side, in addition to income, migration provides an opportunity for young people to acquire new skills – both job-related and life skills. **According to some respondents, the migration process can be important for generating new ideas and spurring entrepreneurial energies.**

However, there is a darker aspect of migration. Particularly for those travelling to North Africa and beyond, transit is typically facilitated by smugglers who reportedly require substantial payments. People

who are migrating for economic reasons are obliged to pay smugglers and risk putting themselves in debt or in positions of difficulty. The potential overlap between human smuggling routes and human trafficking routes exists; as does the potential overlap with narcotics and commodity passages (Wylter & Cook, 2009; see also Aning and Pokoo, 2014). Furthermore, as these smuggling routes, by necessity, transit areas of known VEO presence, smugglers, at a minimum, rely on transactional relationships with VEOs for safe passage, if not a more in-depth relationship. Evidence suggests that illegal smuggling activity, whether of humans or commodities, can present both a source of revenue and as a lootable asset.

Focus group respondents noted that young males from Tillaberi, Tera, and Filingue also leave their communities to work formally and informally in the mining sector in Djado, Samira, and Koma Bangou. Gold mining areas were described by stakeholders as “lawless” areas of high criminality. Among focus group respondents, Djado was specifically identified as an area of high instability. Young people separated from their communities and family structure in an environment of lawlessness, yet where they are actively seeking to maximize income, can experience moral hazards.

Burkina Faso

In Burkina Faso, **common livelihoods** include the dominant agricultural and livestock work, in addition to petty trading, which is often seen as the diversified complement to agricultural and/or livestock activities. In more rural areas, virtually every household has a livelihood rooted in agriculture and/or livestock activities. Work in auto and motorbike mechanics/repair and market gardening were also seen as potentially profitable (though views on this differed across participants) and important ways to diversify, especially in areas that are closer to more peri-urban and urban towns.

In terms of **preferred livelihoods**, in the more urban areas respondents said that demand is strong for small business services and products, and petty trading, because there are many government workers who live and work in such areas, and spend their salaries locally. Work in auto and motorbike mechanics/repair and market gardening were also seen as potentially profitable and important types of diversification that people do, especially in areas that are closer to more peri-urban and urban towns. Other skills-based livelihoods that were viewed as preferred – with appropriate training and clientele – included barbers, electricians, and construction workers. Livestock fattening was seen as a profitable livelihood, as was agro-processing related to sorghum and sesame. Some FGD participants viewed gold mining as an option (Table 2).

In Titao (Loroum Province), *medersa* graduates indicated that typical livelihood activities focus mostly on agriculture, cattle breeding and market vegetable gardening. However, other vocations not uncommon in the area include gold mining, small commerce, carpentry and mechanics. Cattle breeding and market gardening (especially vegetables and tomatoes) were seen as the most profitable.

In Sebba (Yagha Province), vocations include mechanics, carpentry, tailoring, cattle breeding, restaurant and hospitality work, small-scale commerce and gold mining. Cattle breeding and commerce were seen as the most profitable, while cattle breeding and mechanics as the most preferred. Women’s livelihoods typically included petty trading, selling of food and agricultural products, and small income generating activities such as soap making, of which the latter two categories were seen as the most profitable.

Livelihoods that were considered more profitable included small business activity and work as auto or motorbike mechanics, and cattle breeding in some areas surveyed. **Riskier livelihoods** were said to include market vegetable gardening (for example of tomatoes, cabbage or potatoes) although this also can be profitable. Risks stem from poor market access and bad transport options; products are either sold at too low a price, or food spoils in the storage facilities. In Burkina, the effects of the

precipitous drop in tourism in recent years was also observed by participants in several focus groups. As a result, handicrafts and any activities strongly dependent on tourism were noted as especially risky.

Aspirational livelihoods for Burkinabe respondents also diverged most notably across more rural versus peri-urban locales. In more rural villages, less-climate dependent activities that were commonly cited by both men and women included interest in raising poultry and engaging more in animal fattening, small-scale agro-processing, and market vegetable gardening. In Titao, former *medersa* students cited cattle breeding and market vegetable gardening as their preferred livelihood activities. Where there are no other opportunities, young men in Titao also mentioned they would work at mining sites to make a living.

Non-climate-dependent activities commonly highlighted by men included expanded petty trading opportunities and mechanical work such as auto and motorbike repair, and – though only infrequently mentioned – an interest in construction work and producing local brew. Women in more rural areas often mentioned an interest in petty commerce across a range of small activities, as well as tie-dyeing and *tissage*. For all of these activities, participants noted they felt they would need additional training and capacity-building to undertake such activities successfully.

As in Niger, the most commonly cited key barrier to successful livelihood diversification in Burkina Faso was insufficient training. However, barriers extend beyond this. A women's group discussion in a heavily agricultural-dependent village revealed that they had already received a lot of training on climate-smart agricultural practices and alternative income opportunities, but they lacked equipment and necessary materials, whether for processing agricultural products or to enable transport, to put what they learned into profitable practice.

In Burkina Faso, the main **sources of information about employment opportunities** for more urban youth were government and ANPE websites, NGOs, the radio, and through word of mouth and informal networks. More successful young urban entrepreneurs also said they learned about opportunities through the training classes they participated in, although they noted that the information about these opportunities tends to be available only on short notice. All respondents across the locations surveyed in Burkina Faso, seemingly regardless of location, age, gender or demographic, said they depended on **word of mouth as the primary source of information about livelihood opportunities**. In more rural areas, this was often cited as the only source of employment information. Other sources in rural areas tended to be local community groups. In general, the young men and women respondents expressed frustration about what they perceived to be a lack of information about job opportunities.

With respect to **credit experiences and constraints**, loans were widely recognized as being important for the financing of livelihood activities and business development, but were also largely considered difficult to access. The greatest complication noted with respect to formal banks was the need for a financial guarantee in order to obtain the loan. In more rural areas like Barsalogo, on the other hand, more nascent entrepreneurial youth could not meet the collateral and other requirements to obtain a loan, even from an MFI such as Caisse Populaire, which intends to target their demographic. These youths relied instead on community loan groups or family and friends to lend them small amounts of cash when needed. As they noted, this enabled them to keep small business activities going, but not to expand and grow them.

More women in Burkina Faso appeared to have actively sought out loans to support entrepreneurial activities than women respondents in Niger, but they also noted the difficulties of financial establishment and entrepreneurship in what were generally considered to be male-dominated activities. Women in one rural discussion group indicated they also have community savings groups, but the maximum loan

that can be granted is small, so loans through Caisse Populaire are preferred. However, the women were mostly introduced to the MFI through a donor-funded project rather than seeking it on their own, and it is not clear whether such loans would have been accessible to them without project support. Women in Tibilindi were aware of microcredit options, but said they had never sought a loan because they do not have the formal registration permit establishing their group. Young adults in Sebba city were also aware of credit services through Caisse Populaire, and knew some people who had accessed these services, but they had never attempted this themselves.

On the other hand, **for the more successful young entrepreneurs who can manage the guarantee and obtain a loan through MFIs, the maximum size of loans appears to be too small, while the requirements of formal banks (with their larger loan caps) are still inaccessible to them.** Loans through the MFIs consulted typically do not exceed 1 million FCFA, and several of the more successful young entrepreneurs from Ouahigouya indicated that such an amount was too small to help their businesses grow substantially.

None of the focus group respondents in Burkina Faso had any interactions or involvement with formal banking institutions. A large number of them had, however, participated in lending schemes with MFIs. As was the case in Niger, a number of constraints were brought up that prevented borrowing from formal lending services. The need for a financial guarantee or collateral was a strong deterrent for pursuing loans from banks. Although microfinance institutions were widely preferred, their requirements and repayment schedules also present challenges. Similar to Niger, there was a desire for more lenient requirements that would better enable focus group respondents to obtain loans. Respondents in Titao and Basma mentioned that their livestock were a ready source of cash, and felt they would be better able to pursue and access credit lending if they could use livestock as loan collateral. Informal credit via borrowing from friends and family was commonly reported, although this may also be more limiting than lending undertaken with microfinance and banking institutions.

In terms of **seasonal work, migration, and security issues**, respondents in some rural areas of Burkina Faso indicated that many of their peers migrate out to find work in gold mines, including artisanal gold mining. In several group discussions, it was noted that people go to Chad, Cote d'Ivoire, Ghana, Guinea, Mali, Niger, Nigeria, or Togo with the anticipation that there will be opportunities there to make money. However, the reality often appears to be different from expectations, and many people return to Burkina Faso without necessarily being better off. One respondent noted his own experiences travelling to Cote d'Ivoire in which he hoped to find formal wage employment but could not access such opportunities and instead worked as a casual laborer in the logging industry. His employment and income expectations were not met, and after six years he returned to his locale in Burkina Faso. In hindsight, he said that he appreciated the experiences he encountered, but felt he should have returned earlier. Migrants do have new and different experiences, some group discussants concluded, but ultimately they felt that many people who migrated and returned were not necessarily any better off. In general, people seeking work opportunities abroad face several of the same barriers they do in-country, such as insufficient skills, training, or credit to start or grow their enterprises.

Still, **migration abroad or to other areas of Burkina Faso tends to be associated with diversified livelihoods.** Poverty is the motivation, members of one group explained, so people have little choice but to try, and sometimes they do find success abroad. But respondents seemed to offer as many cautionary as successful stories from migratory work, and the destination country and/or the particular opportunities available there may also play a role. For example, some FGD participants in Sebba mentioned that those individuals they knew who had travelled to Nigeria to sell water, to Cote d'Ivoire to work as a butcher, to Ghana to do plantation work, and to Mali to gain Koranic instruction appeared to be better off when they returned to Burkina Faso.

In terms of security issues in the surveyed areas in Burkina Faso, road banditry, animal theft, and other types of criminal activities were raised as concerns. While theft and criminality is still present, particularly along the Niger and Mali borders, it has reportedly decreased substantially in the communities where interviews were conducted. Respondents were clear to point out that while this criminal behavior has existed in certain areas, it has not manifested as violent extremist action. Multiple stakeholders and focus groups attributed the establishment of self-defense groups within communities (*koglweogo*) with protecting people and property from bandits. In Barsalogo and Basma, for example, these groups were described as a “resilience factor.” It is unclear whether these groups have the potential to be resilient in the face of more organized and better armed VEOs, however.

Similar to citizens of Niger, Burkinabe pursue migration as an important piece of household livelihood diversification strategies. Respondents highlighted poverty as a motivating factor for internal and external migration. Notably, respondents bemoaned the fact that the instability in neighboring Mali has had a particularly negative impact on tourism in places like Ouahigouya. A precipitous drop off in revenue among many citizens serves as a factor for seeking alternate revenue streams.

Focus group respondents broadly believed that those who migrate typically find work, earn money, and return better off than when they left. It is this perception that encourages an ongoing flow of people seeking their fortunes outside of their communities. While a portion of internal migration is from rural to urban areas where greater economic opportunities exist, there was notable mention of young men, particularly from Barsalogo and Titao, pursuing income opportunities in the gold mines in Bobo Dioulasso. Migrants from Burkina Faso reportedly seek economic opportunities in Cote d'Ivoire, Togo, Ghana, Guinea, Niger, Nigeria. While migration to Mali and Cote d'Ivoire was previously important for livelihood seekers, violence in these places has discouraged migration. Travel to the north, particularly to Libya, is an important path for economic migrants. **As with those from Niger, the Burkinabe described low-skilled employment in the informal sector as the predominant type of job undertaken abroad.**

Stakeholder Perspective: Training and Vocational Centers

Given the prominence in the LDA KIs and FGDs of training and employment information constraints, it is useful to present additional information on training capacity and limitations in the two countries. The information presented is based on stakeholder consultations the LDA team conducted with key regional and national vocational centers and government training and employment agencies. This section summarizes the main types of trainings offered and sector focuses for each study country, with a view towards illustrating current availability, focus and capacity constraints from the offering organizations.

In Niger, consultations were conducted with six national or local vocational training centers or government funds and their branch offices in the three LDA regions. Some training centers require trainees to have completed primary school, while others target or have specific tracks for early drop-outs or those without formal schooling. Trainings can run for different time periods, from 3-6 months, to two year programs. In Zinder, a professional and technical training center which opened in October 2016 and covers the department of Tanout (CFPT) enrolled 47 students this school year, of which two were female. The center offers four training channels: agro-sylvo-pastoralism, auto mechanics, metalworking and wood working. Another training program, in Magaria, offers three training paths: auto mechanics, metal construction, and sewing/food production (CET Magaria). A CET branch in Madarounfa offers five training paths: auto mechanical repair, metal construction, agro-sylvo-pastoralism, family economy/home economics, and industrial electricity and equipment. In Filingue, one training center currently has 216 trainees in its program, of which 53% were reported to be female (CFM – Filingue). In Maradi and Zinder alike, it was estimated that women comprised 30% of current trainees at these FAFPA-supported regional vocational training centers. However, FAFPA representatives, even in

some of the more urban areas such as Maradi, noted that women and girls tend to drop-out of the training programs more often, or stop working shortly after employment, due to social pressures.

Although the capacity of some of the government structures and capital-based centers is somewhat larger, the gaps between available slots and demands is large. For example, FAFPA, a government professional training and learning support fund that provides funding to regional vocational training centers, focuses on self-employment and serves out-of-school youth (drop-outs and those who never attended), indicated that it aimed for some 40,600 training participants in total by 2017. The centers provide training in a range of areas, including construction, masonry, electricity, carpentry, agricultural processing, hotels/hospitality, agriculture/farming, livestock and horticulture. FAFPA staff said that 70% of their students are self-employed after completing FAFPA training, while some 30% work for public or private sector groups, including factories and workshops. However, their available training capacity does not come close to meeting apparent demand, with waitlists of more than 2,000 people – which is apparently typical for these regional training centers. Insufficient funding also limits the amount of equipment, trainers, and other resources the centers can provide, which in turns limits student capacity.

In Burkina Faso, the available capacity and slots for training also appears to be substantially lower than demand. Association Nasongdo, for example, provides vocational training to youth, and generally trains about 40 students per year. The government’s Centre d’Education be Base non-Formelle (CEBNF) provides 3-year training programs in three areas of Burkina Faso (Ganzourgou, Namentenga, Kourweogo), offering courses on plumbing, tailoring, auto-mechanics, and welding. To overcome limitations of low French language skills among trainees, the program focuses in the first years on improving French language skills. The annual number of trainees per region per year is typically around 30 students. Fees are 22,500 FCFA per course. However, demand for such vocational training, including from more rural areas, far outstrips capacity. In 2016, there were 150 applicants for 40 seats at the center’s facility in Namentenga. Some of the training centers target women’s livelihood activities more specifically. For example, the Centre de Formation Feminine de Gayeri is a local training center used by around 60 women’s associations. The center provides 6-month trainings, and focuses on cereal processing, oil production, soap making, tailoring, and weaving.

The most well-known training center may be the government-run ANPE, which operates regional training centers in several towns. Trainings are offered on a variety of livelihood activities, including on small business, auto and motorbike mechanics, bicycle repair, electrician, masonry, construction, solar energy, plumbing, and tailoring. Male students tend to dominate the classic sectors, such as plumbing, masonry, and electricity, although there are some women students who take training in these sectors. Traditional vocational training programs, consisting of theory and workshop-based practical training that follows a national curriculum, generally run as two-year programs. At the end of the training, ANPE provides students with guidance on job-seeking, entrepreneurship, managing a business and business plan development. In Ouahigouya, training to be an electrician has generally been most popular, while the course on solar energy is a new growing area of training sponsored together with FAFPA. ANPE also provides other short-course trainings or “modular” trainings lasting from one to four weeks, which can be organized in partnership with private companies and are based on demand. These include trainings on soap making, tie-dyeing, tailoring, vegetable gardening, and pottery. ANPE does not currently provide training on IT or computer skills, and only recently began offering some entrepreneurship training as part of their standard activities.

ANPE accepts students over the age of 15, and the cost of a training course is typically 45,000 FCFA per year. Courses are in French (some modular courses are offered in local languages) and require students to be literate. As an example of capacity, ANPE’s Ouahigouya regional center enrolled around 70 students for the 2016-17 year. Students are mainly from Ouahigouya, but some are from other regions as well. In general, students from more urban areas tend to be stronger, and the center does not have

enough resources to advertise and recruit from more rural areas. To succeed in the trainings, students must come in with a strong level of French, and this can be a disadvantage for potential applicants from more rural areas. However, the training centers are generally not able to place students in jobs, or provide support post-training, and have limited human and financial resources. The disconnect between producing well-trained students while there are not enough employment opportunities for them upon graduation is a recognized problem. An additional constraint the centers face is a lack of sufficient supplies, training kits, tools and materials to be more fully operational.

Although not a vocational training center, the micro-finance institution Caisse Populaire also provides financial management training to clients, with more than 700 clients trained on this in Kaya town alone. Several other NGOs and other local and international organizations have also provided targeted trainings. IOM, for example, offers vocational training to returned migrants under its reintegration program, which aims to train returnees on how to start and run a small business, and also provides some basic equipment and follow-up monitoring. Trainees can choose the business sector or activity that interests them, while IOM provides some guidance on activities that are likely to provide stronger opportunities for success. However, the agency does not have resources to conduct market assessments or follow-up livelihood studies to better advise on this.

The low capacity and overall low number of vocational training centers in the country was noted by local government and NGO representatives, as were transport and communication challenges for interested applicants from more rural areas. Several stakeholders called for more support to existing vocational training centers for equipment, instructional quality and capacity, and similar resources.

In terms of provision of employment information, several stakeholders also echoed several of the frustrations that potential beneficiaries noted in the FGDs conducted for this study. For example, the director of a provincial youth and employment office in Yagha Province noted that most of the information about job opportunities is transmitted to youth through informal channels, as their office lack a structural way to provide information on jobs and training to youth. For more rural provinces, such as Yagha, where there are already fairly limited government services, lower levels of education, poor road access, and no regional vocational training center, livelihood diversification can be especially challenging in practice. In addition, stakeholders noted an element of fatigue on the part of young adults, many of whom either drop out of trainings to pursue informal work at mining sites, or are not interested in applying for training opportunities because they do not believe (in many cases correctly) that tangible employment opportunities will be available to them upon completing the training. There is also a feeling that most opportunities are clustered in the regional capital, but these gaps in services and meaningful training opportunities in the more rural/satellite towns may also offer opportunities where employment services support could make a clear difference.

Stakeholder Perspective: Financial Services Providers

The FGD data on financial services access and use illustrates several different barriers in the credit process that prevent access to credit and loans, or render the amounts insufficient for launching or growing entrepreneurial enterprises. Credit constraints emerged as a major barrier to business growth in both countries across informal and formal activities, irrespective of entrepreneurial activity or sector. This is also corroborated by recent World Bank Business Enterprise Survey data from the formal economies of both countries. It highlights access to finance as the main obstacle cited by small firms in the non-agricultural formal private sector in Niger, and the primary obstacle cited by small, medium and large firms in Burkina Faso. However, there are different ways that people experience this constraint, and the FGD responses above provide some examples of this.

Niger

In Niger, the evaluation team conducted stakeholder consultations with formal banks and MFIs in Tillaberi, Maradi, and Zinder to better understand the role of credit constraints and other financial barriers. Both types of organizations typically offer salary domiciliation, salary advances, free deposits, credit without warranties, and savings with short and long-term deposits. Besides these offerings, some institutions provide more targeted services for specific industries, including financing for agricultural products from 500,000 FCFA to 2 million FCFA by the Banque Agricole de Niger (BAGRI); capacity building and business development support training by regional microfinance institution Asusu; and the option of Halal savings accounts for the financing of Islamic pilgrimages by the Islamic Bank of Niger (BIN). Terms of loan approval and credit access depend on whether an account is being opened by an individual or an association, but as a whole, they generally entail the following: the provision of a national identification card or identifying photos of the groups' leaders; a guarantee constituting an act of transfer or a land title; regularity of deposits; and a minimum deposit of an amount between 50,000-10,000 FCFA or the amount equal to 10% of a requested loan to serve as a warranty.

Interest rates ranged from 1.5% (Asusu) to 11% per month (BAGRI), a very large range that was cited as a deterrent for several focus group respondents who had considered loans. Loans sought from either banks or MFIs in the regions surveyed were commonly used to finance entrepreneurial activities, animal fattening or enterprises related to small ruminants and other livestock, the purchase of equipment or inputs for market gardens, and agricultural product processing. It should be noted that stakeholders from both banking and microfinance organizations agreed that loan seekers with the highest potential for both loan repayment and monetary success were those who were involved in market gardening, animal feeding, or agricultural product processing activities. However, certain challenges are also common amongst lending organizations, including embezzlement and loan defaults by clients. Women were often seen as being more responsible and more motivated to make their loan payments than men.

There were also some clear differences, unsurprisingly, in services offered by larger formal banks relative to MFIs and informal lending sources. It was clear from the stakeholder consultations that the range of services offered by financial providers varied according to clientele and region. Microfinance institutions such as Asusu, CEPC, MUTEK Banabatu, and YARDA are oriented more toward local needs and customs, and staff appeared to more interact more with the typical target populations for the LDA study throughout the regions surveyed. Requirements for loan access at these institutions were less stringent, though the loan amounts were also substantially smaller in size than loans available through formal banks. Microfinance institutions are also more affected by regional lending and business dynamics than banks are, which affects the amount of risk they are willing to take on from clients.

Still, microfinance institutions such as Asusu also appear to support regional entrepreneurship activity to a greater extent, and are likely to remain the more likely source of credit assistance for target LDA populations in the near-term future. For example, Asusu is piloting a new initiative, the MATASSA project, which supports young entrepreneurs in urban areas of Maradi. Asusu also provides business management and capacity building services. Asusu Niamey aims to target traditionally less empowered members of society. With the exception of ORABANK in Zinder, which has some micro-entrepreneurship activity, formal banks in the surveyed regions catered more towards established trades and clients with established income sources and consistent profitability.

Thus, it is not surprising that formal banks also have a much smaller contingent of youth in their clientele. Moreover, the higher interest rates charged by formal banks is a challenge for youth. Despite Islam being practiced by the majority of the population of Niger, Islamic banking services also do not appear to be particularly widespread, although some services are available, such as through the Islamic Bank of Niger.

Burkina Faso

The requirements for loan and credit access at both the formal banks and smaller MFIs were similar in Burkina Faso. Conditions for loans often included collateral in the form of a land property document or salary document, a description of the activity the loan would be used for, personal identification, and an application. Sometimes a reference is needed to access loan services. Several stakeholders noted that the requirement of a land title or property document as a loan guarantee is a significant barrier for youth who need startup financing for small enterprises.

Loan sizes range from 200,000 FCFA to over 10 million FCFA depending on the lender and the potential profitability of the activity the loan will be used for. Because defaulting is a problem amongst stakeholders, clients must follow a set loan repayment schedule. In fact, farmers were noted to be the most risky clients, due to potential weather, climate and pricing shocks and overall higher unpredictability of markets in those sectors. It is difficult for MFIs to take on the level of risk that they do currently; this is a constraint on lending to many of the types of potential clients that are of interest for this study.

Typical business activities for loans included animal fattening, cereal marketing, investing in petty trade, business development, vegetable gardening, and artisanal activities. Of these activities, gardening was seen as an especially reliable activity that allows for consistent loan repayment. Activities seen as less profitable for loan repayment were moringa processing and animal fattening, which are complicated by the need to maintain the health of the animals throughout the payment period. In Gnagna, Ecobank representatives indicated that loans are most commonly sought for animal fattening, cereals marketing, cross-border livestock trade and other general types of trade. Loans can be for individuals or groups. Individual loans require a land title as collateral, while group loans require a deposit of 30% of the loan amount.

The Dori branch of the MFI Baitoul Maal provides loans under 10,000,000 FCFA. Loan applicants must provide a land property document or salary statement as collateral, and a description of the business activity. The repayment plan requires that payments be made every three months. Loans are typically sought for business activities in livestock and commerce sectors. However, loan recipients doing livestock-related business often have repayment difficulties, because the market price of livestock is variable, and there is also the risk of animal loss. In addition, as was also noted by other MFIs, the repayment timing structure is difficult because every business activity has flat periods when the market is not good. MFI representatives themselves suggested that increasing to a six-month repayment structure could help, but the change has not been made. The organization also offers Islamic financial services, and notes that these have been attractive for some religious clients. However, staff also noted that overall there is not high demand for this.

In Burkina Faso, several stakeholders also mentioned that youth do not have sufficient knowledge about available micro-finance opportunities and the services they offer. Still, it was also acknowledged that many young potential entrepreneurs simply cannot meet the collateral requirements to obtain loans. In addition, many smaller towns do not have formal bank services, and may only have a small number of micro-finance institutions providing services there. For example, in Namentenga Province one stakeholder mentioned there were only two MFIs servicing the province (Caisse Populaire and Graine Sarl).

Caisse Populaire staff noted that illiteracy serves as a prominent barrier to applicants procuring a loan, but helping such clients is difficult given the institutions own personnel constraints. Graine SARL Boulsa and Ecobank also remarked on the difficulty of serving clients in certain geographic regions of the country outside of Kadiogo and Namentenga provinces. Other stakeholders also noted that often youth tend to approach loans and MFIs individually, rather than as groups, but organizations experience is often that group-based loans and activities have greater possibility of being successful.

The MFIs consulted tended to offer more individualized services and customer attention than a formal bank such as Ecobank. For example, Graine SARL Boulsa offers management training and technical support to its clients. FAARF's local office in Kadiogo Province goes even further and targets women by awarding them microcredit for animal fattening through their associations. Though the *Fond d'appui initiatives de Jeunes (FAIJ)* does not qualify as a microfinance institution, it also offers extensive services to its clientele to reduce poverty and unemployment amongst youth. FAIJ provides onsite job training and even follow up support visits for clients at their home or place of work to observe how their clients spent or plan to spend their loans. This type of monitoring service has been noted by institutions such as FAFPA for its potential usefulness in encouraging loan payments and financial planning.

Conclusions

Several trends are clear from group discussion data on livelihoods. Young Nigerien and Burkinabe men and women already engage in a wide range of livelihood activities, although there is unsurprisingly greater diversity of activities in more urban centers than in more rural areas. In Niger, for example, FGD participants cited nearly 40 different types of livelihood activities that are common in their communities, and participants commonly cited another 30 vocations for that they aspire to engage in.

Many of the aspirational activities that discussion group participants mentioned were ones that others in their communities already engage in, though the activities may be uncommon. Thus, aspirations were not necessarily focused on totally new or innovative opportunities, but rather on those that participants perceived to be lucrative and enticing and appeared to be perhaps more tangibly attainable to them. Still, these can generally be characterized as livelihoods that tend to have greater autonomy, are less labor-intensive, and are modern, skills-driven and perceived to have greater potential for profits with lower risks.

In this sense, the picture provided by participants is one where individuals and households are already fairly diversified in the types of livelihood activities that they do. However, there is an indication that these tend to be low productivity (i.e., low earning/low revenue potential) activities that may perhaps enable a family to meet subsistence needs, but do not seem to have potential to bring about livelihood transformation or transformative change for the individual or household's economic wellbeing.

Moreover, views of what a diversified livelihood looks like differ in more rural areas relative to urban centers. There is a somewhat narrower set of livelihood options and a stronger agricultural and livestock focus in more rural areas. However, it is also clear that many young men and women do not have a strong interest in farming or agricultural livelihoods, either because they do not view them as profitable or attractive as a profession. Livestock-based livelihoods are still attractive, as it has strong roots in cultural identity and status that continue to appeal to young men.

Seasonal or longer-term migration to larger towns in-country, or to pursue work opportunities abroad, are viewed as a normal and important livelihood strategy by participants in both countries, and perhaps particularly so in rural areas, with potential for positive economic growth. Individuals' success obtaining stable and lucrative work varies, and most of the job opportunities that are attained are in the informal

sector. However, the continued migration abroad would suggest that people generally believe it adds to their income. It is also possible that those who return, or return more quickly, are the ones who were unsuccessful.

Many young and aspiring entrepreneurs across rural and more urban areas of Burkina Faso and Niger face similar barriers, including a lack of appropriate or depth of training, insufficient access to credit in the amounts needed to start or transform micro-enterprise activities, inability to access necessary information about job opportunities, or a view that formal sector employment opportunities are generally out of reach for them. At the same time, many in this demographic appear to have already participated in a number of vocational trainings, but have not been able to capitalize on these training to achieve employment placement or successful entrepreneurship.

Table 1. Common, Aspirational and Gendered Livelihood Activities Undertaken by Group Discussion Participants in Niger

Livelihood Activity	MCD	Tilaberi Town			Filingu/Tars			Marsdi Town			Madrroun/Dakoro			Zinder Town			Magaris/Tanout		
		A	B	C	A	B	C	A	B	C	A	B	C	A	B	C	A	B	C
Agricultural Processing and Sales											*	*	W	*	*	W	*	*	W
Mechanic - Appliances					*	*		*	*					*	*		*	*	
Artisanal Work					*	*		*	*					*	*		*	*	
Mechanic - Auto					*	*		*	*					*	*		*	*	
Barber/Hairdressing					*	*		*	*	W			*	*	W	*	*	W	
Carpentry					*	*		*	*					*	*		*	*	
Cell Phone Repair					*	*		*	*					*	*		*	*	
Cheesemaking					*	*		*	*					*	*		*	*	
Construction					*	*		*	*					*	*		*	*	
Dairy Processing					*	*		*	*				W	*	*	W	*	*	W
Cloth Dyeing					*	*		*	*				W	*	*		*	*	
Electrician					*	*		*	*			*	*	W	*	*		*	
Electronics Repair					*	*		*	*					*	*		*	*	
Entrepreneurship					*	*		*	*					*	*	W	*	*	
Environmental Work					*	*		*	*					*	*		*	*	
Film/Film Photographer					*	*		*	*					*	*		*	*	
Fishing					*	*		*	*				*	*		*	*		
Food Preparation					*	*		*	*					*	*		*	*	
Furniture Making					*	*		*	*					*	*		*	*	
Gardening / Horticulture	■		*		**	*		W	*	*		*	*		*	*		*	*
Gold-mining			*		*	*		*	*					*	*		*	*	
Health Sector					*	*		*	*					*	*	W	*	*	
Hospitality/Service Work					*	*		*	*	W		*	*	W	*	*	W	*	
Informal Lending		*	*	W	*	*		W	*	W		*	*	W	*	*		*	
IT / Website work					*	*		*	*					*	*		*	*	
Jewelry Making					*	*		*	*					*	*	W	*	*	
Animal Fattening (embouche)	■	*	*	W	**	*		W	*	*		*	*	W	*	*	*	*	W
Livestock - Small Ruminants	■	*	*	W	**	*		W	*	*		*	*	W	*	*	*	*	W
Masonry					*	*		*	*					*	*		*	*	
Mechanical Work					*	*		*	*					*	*		*	*	
Metalworking					*	*		*	*					*	*		*	*	
Mobile Phone / Air Credit Sales		*	*		*	*		*	*					*	*		*	*	
NGO work					*	*		*	*					*	*		*	*	
Peanut Processing		*	*	W	*	*		W	*	*		*	*	W	*	*	*	*	
Petty Trade		*	*	W	**	*		W	*	*		*	*	W	*	*	*	*	W
Pharmacy Work					*	*		*	*					*	*		*	*	
Plumbing					*	*		*	*					*	*		*	*	
Raising Birds and Fish					**	*		W	*	*		*	*	W	*	*	*	*	
Sewing/Embroidery/Knitting				W	**	*		W	*	*		*	*	W	*	*	W	*	
Soap Production					*	*		W	*	*		*	*	W	*	*	*	*	
Solar Panel Installation					*	*		*	*					*	*		*	*	
Tailoring					*	*		*	*					*	*		*	*	
Taxi Driving		*	*		**	*		W	*	*		*	*		*	*	*	*	
Welding					*	*		W	*	*		*	*		*	*	*	*	
Woodworking					*	*		*	*					*	*		*	*	

Column Codes: A - Common Livelihood; B - Aspirational Livelihood; C - Gendered Activity (preferred by women)

- * Denotes an activity that FGD participants considered particularly profitable.
- Denotes activities that participants indicated are more common in past 5-10 years.
- Denotes more climate dependent livelihoods activities.

Table 2. Common, Aspirational and Gendered Livelihood Activities Undertaken by Group Discussion Participants in Burkina Faso

Livelihoods Activity	Sanmatenga			Sebba			Ouahigouya			Titao			Tibilindi		
	A	B	C	A	B	C	A	B	C	A	B	C	A	B	C
Animal Fattening	•*	•		•*	•		•*	•		•*	•		•*	•	
Artisanry							•								
Barber															
Carpentry				•						•					
Cattle Breeding										•*	•				
Petty Trade				•	•	W	•			•			•		W
Electrician															
Food Selling													•	•	W
Gold Mining	•			•						•					
Market Gardening	•*	•					•*			•*	•				
Livestock - Small Ruminants	•	•					•								
Masonry	•			•	•										
Mechanical Work/Auto Repair	•*	•*		•	•		•*	•		•					
Restaurant and Hospitality Work				•									•		W
Sale of Agricultural Inputs or Products	•			•*		W									
Sesame Processing	•*	•													
Soap Production				•*		W				•			•	•	W
Sorghum Processing	•*	•													
Tailoring				•											

Column Codes: A - Common Livelihood; B - Aspirational Livelihood; C - Gendered Activity (preferred by women)

* Denotes an activity that FGD participants considered particularly profitable.
• Denotes activities that participants indicated are more common in past 5-10 years.
• Denotes more climate dependent livelihoods activities.

Question 3: Vulnerabilities and context considerations for key sub-groups

Vulnerabilities and context considerations for key sub-groups in the Sahel: What are particular vulnerabilities and considerations across different sub-groups of interest for successful strategies to promote less climate-dependent and non-climate-dependent livelihoods in the Sahel, and particularly as it intersects with the CVE context? Particular sub-groups of interest include: rural communities; urban and peri-urban communities; youth (and particularly those with higher vulnerability to joining VEOs); and women.

Findings

Due to the similarity in findings across the two countries, key considerations for locale, youth and women are presented together, with specific details noted for each country where particularly relevant.

Urban and Rural Communities

In terms of rural versus urban and peri-urban locales, cultural identity and associated constraints are clearly, and unsurprisingly, stronger in rural areas. In addition, there is clearly greater opportunity and diversity of opportunity for truly non-climate-dependent livelihood activities in more urban locations relative to rural villages. In more rural areas, current education levels, skills, and market and transport conditions almost certainly mean that a focus on agricultural and livestock-based income sources will remain the most feasible strategy in the foreseeable future for most residents.⁹ Thus, diversification strategies should focus efforts on both types of locales, but should be distinctly tailored to the particular constraints and context conditions of each. It should also be recognized that several such diversification opportunities are likely to have more traction and growth potential for individuals in peri-urban areas.

In other words, while development programming often aims to target the poorest and most vulnerable, and this often correlates to rural village contexts, the stronger opportunities for effective diversification and employment growth into less and non-climate-dependent activities in the near-term future in the RISE ZOIs of Burkina Faso and Niger are likely to be: (1) in the more peri-urban towns and regional hubs, and (2) targeted to young men and women with some base level of literacy, numeracy and education. Still, a set of diversification opportunities does exist in more rural contexts and for more disadvantaged populations. These generally align more with less-climate dependent activities (in other words, they still have some degree of agricultural dependency), and will require a different set of targeting and support activities, and expectations regarding their economic growth and expanded employment potential relative to poverty alleviation objectives.

In both Niger and Burkina Faso, **access to credit and technical and vocational training focuses on literate urbanites, leaving others with unmet aspirations**. This divide is problematic for any effort to innovate livelihood diversification, since such strategies, regardless of sector, will almost certainly require easier access to credit, and in larger amounts than the current status quo provides. In Burkina Faso, for example, representatives of microfinance institutions and technical and vocational training centers conveyed that literacy, and particularly literacy in French, is a prerequisite for accessing services. This speaks to a specific subset of Burkinabe who have been educated, and in the French language. The farther removed from urban and semi-urban centers, the less likely it is that people meet these qualifications. For more rural entrepreneurs motivated to start or grow a business, this is a challenging hurdle.

There are also potential implications for such divides in the context of linked CVE considerations. Evidence from discussions with former Boko Haram members in Niger show that some members were

⁹ But see additional discussion on potential innovative strategies and opportunities for (albeit more limited) rural diversification, presented in the response Question 4 of this report.

interested in entrepreneurial opportunities and that membership in Boko Haram afforded them access to credit for their businesses (Mercy Corps, 2016). While the corpus of interviews does not indicate that there is any particular animosity to the French language requirement, VEOs in the region have frequently pointed a critical finger at France and its colonial influence as representing the “far enemy.” For those seeking to exploit a perceived exclusionary allocation of resources, linkage with the “far enemy” can resonate.

Over the longer term, there is a need for the governments of Niger and Burkina Faso to enhance literacy and numeracy across the country. In the short-term, however, allocation of micro-finance needs to be mindful of potential gaps in access for rural populations. Donor resources should be seen to strengthen efforts of state structures such as FAFPA to better serve the people. While extension of microcredit to large swaths of illiterate rural areas is not prudent, due to increased institutional risk, targeted allocation of micro-finance and loan guarantees to vulnerable border areas, particularly semi-urban centers, is important. Group lending techniques in which at least one member is literate can also help provide access to those who otherwise would be excluded.

Youth Considerations

In terms of considerations specific to youth, one of the key insights from this study is the importance of considering more disaggregated or nuanced attention to different kinds of youth and their particular vulnerabilities with respect to livelihoods/employment and violent extremism. For example, youth who are less educated or school drop-outs typically have fewer livelihood options, and may be more likely to be involved in peripheral activities that bring them in closer contact with lawlessness and VE activities. Young people separated from their communities and family structure in an environment of lawlessness, and where they are actively seeking to maximize income, such as in mining locales in the two countries, can also experience moral hazards.

In terms of additional CVE considerations, it is noted that several stakeholders considered unemployment to be a key factor for extremism, and linked vulnerability to radicalization to a lack of livelihood opportunities and education. If youth are productive, they have less motivation to join VEOs. However, it was also noted that radicalization or vulnerability to extremism cannot be addressed solely through a livelihood focus, with several stakeholders highlighting the need for communication forums and peace-based messaging. Still, **frustration and misalignment of expectations among youth related to job opportunities at home has the potential to serve as a galvanizing grievance, perhaps particularly so in Niger**. Migration flows in Niger provide some insight into skills gaps among male youth. While the gaps themselves are perhaps a useful indication for a direction of future programming, the more relevant issue is that in-migrants from neighboring countries are filling these gaps in some communities.

Gender Considerations

In terms of gender, livelihood opportunities and interests differ for women in more rural relative to peri-urban areas, and women from some ethnic groups may also face greater constraints relative to those from other groups. Women across the group discussions were most commonly engaged in agricultural livelihoods, animal feeding or raising small ruminants, and as producers or small-scale processors in agricultural food and commodity value chains. Women also much more commonly discussed their activities in *warrantage* and *tontine* than men, which may suggest that women engage in these group storage and savings activities to a greater extent than men do.

Focus group discussions provided several insights into the challenges that women particularly face with respect to livelihood opportunities. Some of these were consistent with the challenges men also face.

For example, in Niger, a lack of access to loans and inability to provide the required guarantees was mentioned, as was the difficulty in recovering debts and managing difficult expectations from banks with respect to guarantees and loan repayment.

However, there are also constraints on women related to cultural norms and expectations for women's roles in families and households, as well as disadvantages related to the lower level of schooling that is typical for women in many areas of both study countries. In general, and as many other studies from the region also highlight, many of the livelihood activities and opportunities discussed by women during the data collection process for this study reflected the fact that women's livelihood opportunities tend to be more restricted to a socially conservative set of activities that are considered acceptable. For example, in Tera, Maradi and Zinder, discussion with women participants indicated that women are often forbidden by their spouses to work outside of the home, or to work at all. They thus have a narrower set of potential livelihood options, primarily focused on agricultural activities such as selling peanuts, cowpeas, or okra, or dairy production. In Filingué, women highlighted challenges of lack of means (capital or other resources), saturated markets and a lack of trading partners, and difficulty in obtaining payments due contractually from trading associates. Cultural views on acceptable roles for women and livelihood activities may differ by ethnicity in some areas, or restrict women to work only within their own ethnic group. For example, for Songhai men and women in the Tera area, certain livelihood activities such as crafts, pottery, domestic work, and butchery are apparently considered degrading.

In Niger, it is clearly a challenge, particularly in rural areas, to foster livelihood activities that are socially acceptable and feasible, and that offer stronger diversification potential, given women's generally lower levels of literacy and numeracy. Agricultural processing activities may offer the most obvious less climate-dependent opportunities for women, as they are somewhat more socially acceptable and of interest or preferred by women. Home-based livelihood activities, such as raising small ruminants or poultry, can nevertheless allow for some autonomy, as might vegetable/market gardening. For less climate-dependent activities, these include agricultural processing of products like cowpeas, millet, moringa, peanut oil, and sorghum; dairy processing (of milk, yoghurt, cheese or butter); intensive market vegetable gardening; and small livestock and poultry rearing.

Non-climate-dependent opportunities included sewing and embroidery, petty trading, and hairdressing. These activities were also perceived by women to offer some autonomy and have potential to be profitable. Many of the opportunities that women expressed interest in were similar across the more rural areas visited for the study. For example, in Tera and Filingué, women who do work outside the home engage in activities such as petty trading or soap making. In Madarounfa, women said they preferred sewing and petty trading, especially of products for agricultural processing. In Magaria, opportunities for more women's autonomy were seen in activities like petty trading, agro-processing (especially an interest in peanut oil), sewing, and hairdressing. Larger towns unsurprisingly offer somewhat greater options. In Zinder town, additional opportunities were seen in health work, hospitality work, jewelry-making, and maize processing.

However, women also highlighted several challenges to pursuing desired livelihoods and obtaining greater autonomy. Across the board, women cited challenges such as insufficient training, financial means, tools, and infrastructure. They also cited difficulties recovering debts from trading partners and maintaining clients. In Zinder, women mentioned that stores would not buy products from them at what they considered a reasonable price. In Tanout, women said that they found it difficult to obtain sufficient information and financial support for activities they wanted to pursue, in addition to a lack of tools, equipment and materials. The reliance on more agriculturally-oriented activities also leaves women open to the region's agricultural and climate challenges. For example, women in Madarounfa cited crop pests as a risk to their agricultural-based livelihood activities.

Male respondents had their own views on women's livelihood challenges and opportunities. In Dakoro and Madarounfa, men suggested that women could do well in animal fattening, dairy production, sewing, cloth dyeing, and small trading. But, they also echoed many of the cultural challenges and barriers that women highlighted themselves.

The discussions also provided some, although more limited, insight into activities that respondents viewed as effective for helping to increase women's autonomy and agency over their livelihood opportunities. Women noted that livelihoods which are profitable, such as sewing, petty trading, and involvement in *tontine* can all offer opportunities for some autonomy. There is also a view that if a woman can demonstrate success at an activity, this may help her to facilitate greater autonomy. However, success also typically requires some of the other elements that are more difficult for women to obtain, such as training, and financial and material support. In one Magaria women's discussion group, women said that too often husbands forbid their wives from seeking autonomous livelihoods, but that women could overcome this if they are determined and find an activity that brings profits.

The group discussions also pointed to women's social networks and their strong participation in group organizations as important outlets for strengthening women's knowledge and access to information. For example, women in Magaria noted they are networked with each other through women's groups, and in some cases even via mobile (phone) text groups. In Tillaberi, women mentioned the *foyer feminine* that they engage in, and also chats at local evening ceremonies and at trainings they have attended. The group discussions also indicated that women are aware of government employment services, although they expressed frustration with favoritism and lack of transparency around hiring, and said there were few information sources about employment opportunities (echoing comments by men). In Tillaberi, women noted that they found that some NGOs and women's associations offered useful employment advice. In general, the group discussions yielded few insights on what women think could help them to achieve more autonomy. Similar to questions on aspirational livelihoods, there is some level of acceptance with the status quo, and it may be difficult for people to identify new or unfamiliar efforts that could have the potential to be more transformative.

In terms of **gender considerations in Burkina Faso**, several constraints related to culture were noted by both male and female group discussion participants. These were generally similar to that noted for Niger, although the constraints appeared to be somewhat weaker in the Burkina context. A commonly expressed sentiment was that the milieu of entrepreneurship is dominated by men, even if the culture in Burkina Faso is slowly advancing to accept competent women workers. It is just not common to see women doing traditionally male jobs, members of one group explained. A concrete disadvantage of this, according to a man in Ouahigouya, is that women do not get loans as often (although members of the discussion group also noted that the selection system through Caisse Populaire appears to help remedy this). One woman went so far as to say that successful, prosperous women are just not accepted in the community. This sentiment was expressed in both rural and more urban group discussions. In one rural group discussion, a woman noted that despite working hard in her activities, she felt she still could not succeed in what seemed to be male-dominated work. In Sebba (Yagha Province), young adult respondents cited women's particular challenge as a lack of training, which is tied to stereotypes against women being engaged in labor activities. Respondents noted that both culture and religion encourage women to be less active than men in formal employment, while at the same time encouraging them to marry early and dedicate themselves to home affairs.

Conclusions

Livelihood diversification efforts will likely need to consist of different strategies and targeting in more rural areas relative to urban centers. In addition, there should be a stronger programming focus for urban and more educated youth. This may require a shift in priorities from more rural areas, with

recognition that diversification efforts in rural areas will likely meet poverty alleviation objectives, while in more urban areas they may have stronger potential to also meet economic and employment expansion objectives.

It is also important to consider more disaggregated or nuanced attention to different kinds of youth and their entry points with respect to livelihood opportunities, potential employment, and potential vulnerabilities violent extremism. Frustration and misalignment of expectations among youth related to job opportunities at home, perhaps especially among Nigerien youth, also has the potential to serve as a galvanizing grievance. Migration flows in Niger provide some insight into skills gaps among male youth. While the gaps themselves are perhaps useful for informing the direction of future programming, the more relevant issue is that in-migrants from neighboring countries are filling these gaps in some communities.

With respect to migration, descriptions of types of livelihood opportunities abroad point primarily to the informal sector with low skilled jobs, including petty trade. Certainly, some migrants have been able to attain higher-skilled employment abroad such as in mechanical and electrical work or welding and masonry, but for the untrained or uneducated, agro-processing (rubber and peanut processing), poultry raising, car washing, gardening, petty trading, and construction are the typical types of employment opportunities that can be found abroad according to respondents.

Simultaneous to Nigerien out-migration, in-migration to Tillaberi, Maradi, and Zinder is common from Togo, Benin, Cote d'Ivoire, Burkina Faso, Mali and Nigeria. Immigrants are reportedly filling jobs in carpentry, artisanry, mechanical repair, plumbing, barbershops, masonry, sewing, dyeing, auto sales, hospitality, livestock, and petty trade. In urban areas of Magaria and Zinder, youth noted both the high skill level and ambition of these immigrants.

Despite technical and vocational training occurring in Niger and Burkina Faso, there is some concern that insufficient market assessments have led to participant-driven decisions on the type of training provided, which may not always be aligned with market-driven outcomes. Since immigrants from other Sub-Saharan countries are filling some urban and semi-urban jobs in Niger, there is a suggestion that skills gaps could be better addressed. The literature on violent extremism suggests that when people's expectations are elevated through education or other qualification, and yet opportunities do not sufficiently emerge to utilize those skills fruitfully, frustration can emerge. That frustration can be manipulated and negatively channeled.

If it is confirmed that a visible portion of skilled positions in some urban and semi-urban areas in Niger are being filled by expatriates, rather than locals, then it is essential to analyze why. Part of the answer may be a mismatch of skills locally. While people can certainly be trained in those skills, it requires a deliberate effort to assess actual market needs, growth opportunities and projections of required capacity. While there should be no illusion that this will create a large number of livelihood opportunities, the concern with respect to violent agendas is one of perceptions of the level of government awareness, interest and action to try to address employment challenges, rather than quantity of available job opportunities. Donor efforts should seek to strengthen the image of the respective governments and their responsiveness to the skills-building and employment needs of their citizens. Such efforts will serve to cast an image of an attentive government that prioritizes its citizens. Some people will still choose to migrate abroad or to other areas within their country. But if they are equipped with market-ready skills, they will potentially have more opportunities available to them.

Instability and diminished trade in border areas can force people to seek illicit coping mechanisms. Changes in the value of the Nigerian currency (Naira) vis-à-vis the CFA has affected income levels and remittances, particularly along the border where trade is impacted by both instability in Nigeria and the

relative cost of goods on either side of the border. Additionally, respondents noted the inability of people in Niger to cover their high debt burden as a result. This suggests a localized and pronounced need for people to seek alternate income streams. While the interviews did not suggest a current move toward illicit behavior, if illicit behavior, including involvement with VEOs, is indeed an occupational choice, then these dynamics emerging along the border could be understood to decrease the opportunity cost of criminal behavior, including membership in VEOs.

In Burkina Faso and Niger, security constraints occur in border areas where the effects of armed non-state actors, bandits, and criminals hinder free movement and discourage people from investing too much in livelihoods. Ironically, as curfews are put in place to protect people, it has the added negative impact of further depressing commerce. For those who cannot easily migrate, involvement with armed and criminal groups may be a viable alternative.

For areas affected by instability, diminished NGO activity exacerbates economic pressure on the population. In interviews respondents made references to the “red zones” of Burkina Faso and Niger, places where violence, kidnapping, and banditry have caused a scaling back of NGO operations. Not only does scaling back affect perceptions of the future of project implementation and the allocation of staff incomes, it has an impact on morale of the populace. Respondents in Dori said that NGOs and the Government of Burkina Faso have abandoned them. This sentiment raised a question of whether this perception could lead to radicalization of those who are frustrated by the situation. While inconclusive, the explicit mention of this possibility should raise concern.

Within the bounds of staff safety and fiscal responsibility for donor resources, efforts should be made to ensure that livelihood-oriented programming remains intact in these red zones. Remote management techniques and dependence on local staff are key success factors in difficult-to-reach areas.

While short-term interventions, such as conditional cash-for-work initiatives, do not directly and sustainably address the issue of livelihood diversification, instability requires a prioritization of initiatives that first address the economic and social shocks. Initiatives that increase access to cash and engage vulnerable populations in community action are essential prerequisites to subsequent longer-term livelihoods efforts. Conditional cash-for-work initiatives should be considered, particularly for more vulnerable populations, while unconditional cash transfer models targeted to those who already have greater short-term productive entrepreneurial potential (typically less vulnerable populations), may strengthen the likelihood of transformational entrepreneurship and broader economic growth.

Question 4: Strategic recommendations for livelihood diversification programming and intervention examples

Identification of innovative livelihood diversification strategies and programming recommendations: Taking into account existing literature, qualitative fieldwork in representative areas, and stakeholder consultations, what are innovative strategies, approaches, and examples of particular interventions for successful livelihood diversification towards less climate-dependent, and towards non-climate-dependent livelihoods that should be considered? How might suggested approaches and interventions differ for different target demographics?

Findings

The LDA team's strategic recommendations for livelihood diversification programming guidance emphasize programming that aims to address and reduce some of the key structural barriers to diversification for target populations, irrespective of sector, and that are relatively attainable within the scope of development programming. However, the LDA study team also presents several potential livelihood diversification "expansion opportunities" highlighted by stakeholder consultations, in the ensuing section.

In suggesting strategies and recommendations for programming guidance, the LDA team kept the following themes in mind, all of which were strongly emphasized by several stakeholders and were reflected in the FGD and KII discussions conducted for the LDA:

- Livelihood diversification is important, but the ability to move food to markets under existing livelihood activities is as important, since currently many goods spoil before reaching markets.
- The best strategy for livelihoods is to improve the value of existing agricultural activities, since this is and will remain in the foreseeable future the primary source of livelihoods in rural areas of both countries.
- Programming should not focus only on diversifying livelihoods, and should not encourage people to diversify if the infrastructure and other structural factors to support it are not present.
- Youth need literacy and numeracy skills and greater access to information in order to seize market opportunities and take advantage of any diversification opportunity. Training in this is key, as are communication and exchange platforms.
- There is interest amongst programs and firms to include youth in livelihood opportunities, including in agro-processing expansion activities. But before this is feasible, youth need to have increased vocational expertise, business savvy and required equipment.
- Youth are generally not interested in farming, although livestock activities such as cattle-breeding are still a draw in areas where this remains associated with cultural identity and social status.
- Programming should focus on opportunities that meet all three of the following requirements: youth are interested in them; it is feasible for youth to attain the required skills; and expansion opportunities and market demand have been identified. Thus, diversification pathways should be self-selected (driven by the individual interests of program beneficiaries), at least to the extent that the selections also correspond with viable markets, as youth are unlikely to undertake activities that are not of interest to them.
- Programs should primarily consider the informal economy, given the lack of formal sector opportunities in rural areas.

The team's four areas of strategic guidance focus on more effective design and implementation of:

- 1) vocational training and entrepreneurship support, coupled with eased access to credit;
- 2) access to information on employment, financial services, and markets;

- 3) strategic use of cash transfers for targeted populations; and
- 4) targeted agro-processing expansion efforts, in particular value chains, pending completion of detailed and localized market assessments that also consider the match with beneficiary/producer skills and available resources.

For each of these areas, the team LDA further **recommends that programs design tailored strategies that differ for rural areas relative to peri-urban towns (given key context and endowment differences for more rural households)**. The recommendations highlight potential strategies to help bridge some of these gaps. Lastly, they highlight particular context and geographic considerations with respect to youth, with particular implications for linked livelihoods and CVE strategies.

Thus, the LDA study results **suggest livelihood diversification strategies focus on targeted and greater depth of support to underlying barriers to growth in existing sectors, rather than on smaller-scale and more widely distributed sets of activities, or wholesale development of new industries**. It also suggests a relatively **greater focus on efforts in secondary towns relative to small, more remote, and more disadvantaged villages**.

Key reasons for the team's suggestions stem from the analysis of the combined qualitative data collected for the LDA from a wide range of development programming stakeholders and representatives of the populations that such efforts aim to reach, in addition to academic research findings drawn from rigorous impact studies on the effectiveness of similar types of development programming livelihoods support. It is noteworthy to highlight that the strong consensus from FDGs with target populations across all demographics, regardless of current employment or diversification success, was that the **primary barriers to stronger diversification and access to more innovative livelihood opportunities, irrespective of country, sector, location, gender, or rural vs peri-urban context, were: a lack of sufficient training and business acumen; inability to obtain required inputs; and (to a lesser extent, in terms of its salience to respondents) low access to useful employment and/or related markets information and a perceived lack of transparency in hiring in both the formal and informal sectors**. Supporting stakeholder viewpoints and justification from the academic literature are also presented below.

From the academic perspective, several studies highlight a number of key considerations for efforts to innovate on livelihood diversification. Structural limitations are commonly highlighted as key underlying contributors to high unemployment in Sub-Saharan Africa, particularly among youth (Reardon, Taylor et al. 2000, Lanjouw and Lanjouw 2001, Oya 2013, Fox and Thomas 2016). Thus, while the potential opportunities afforded by diversification efforts are well-recognized, the challenges to engendering access and effective uptake of less or non-climate-dependent livelihood opportunities for more disadvantaged segments of populations have long been recognized as a key problem for development programming, as such populations typically lack the education, skills, financial capital, and/or social networks that are needed for such opportunities to be successful (Davis, Winters et al. 2010). This is one of the reasons why more effective entrepreneurship training for self-employed or micro- and small business enterprises receives strong attention. Academic research emphasizes a need for both higher productivity entrepreneurship (as opposed to low productivity entrepreneurial activities that are common in Sub-Saharan Africa), and more diversity in the kinds of entrepreneurial activities that are done (Brixiová, Ncube et al. 2015), particularly in places where wage and salaried employment opportunities are low (Cho and Honorati 2014).

An equally salient consideration is the heterogeneity of context and individual factors and interactions in rural areas of Sub-Saharan Africa, which calls for great caution in applying uniform program interventions

and shifts the emphasis to more localized designs that draw on community inputs and site specific fit: “The great heterogeneity of the non-farm sector in rural areas implies that there is little scope for general, broad, policy prescriptions. ... A wide variety of interventions may be required to promote the non-farm sector, each tailored to specific local conditions” (Lanjouw and Lanjouw 2001).

The literature widely recognizes several constraining factors to productive entrepreneurship in developing countries, including a burdensome regulatory and business environment, lack of capital, poor access to credit, and lack of entrepreneurial skills (Mano, Iddrisu et al. 2012, Cho and Honorati 2014). Studies also show that much of the existing entrepreneurial activity in Sub-Saharan Africa tends to be in sectors with little value-added potential, and are “driven by necessity rather than opportunity” (Brixiova 2010, Brixiová, Ncube et al. 2015).

However, more productive and opportunity-driven entrepreneurship can be supported and expanded through effective skills training for nascent entrepreneurs. Such **training can help bridge two of the three key primary constraints commonly faced by young entrepreneurs: insufficient business skills and professional networks** (Brixiová, Ncube et al. 2015). **When coupled with facilitated access to credit, such programs address all three of the major constraints to productive entrepreneurship at the micro level: lack of business skills, effective networks, and sufficient capital to start and expand enterprises.** The ensuing section summarizes key guidance and examples from rigorous impact studies on using entrepreneurship training, cash transfer models and expanded information access as strategies to achieve more effective livelihood diversification.

What Works for Successful Entrepreneurship Training, Cash Transfers and Information Access?

Overall guidance highlights that development programming should:

- Recognize that entrepreneurs in developing country contexts consist of two broad categories: individuals who engage in entrepreneurial activities that provide subsistence-level self-employment, and those who engage in more productive or transformational entrepreneurship through the micro- or small enterprises they develop. Training needs and the type of training that will be most effective differ across these two broad categories of entrepreneurs (Cho, Robalino et al. 2016).
- Recognize that it is not necessary to aim to shift all potential entrepreneurs into the transformative category. Programs that can provide better access to knowledge, skills, equipment, and/or markets can still improve the earnings and economic wellbeing of subsistence entrepreneurs (even if they remain in relatively lower productivity activities), and this may be acceptable for broader poverty alleviation goals (Cho, Robalino et al. 2016).
- Offer packages of training coupled with support to address other business constraints, such as skills training together with seed funds or credit access (Brixiová, Ncube et al. 2015).
- Target “high-potential” youth, which can vary by context but should reflect personal characteristics such as self-determination and motivation. Examples of identification strategies typically used to identify higher potential entrepreneurs include implementing selection criteria based on basic education level or proxy skills tests, business plan competitions, or community nomination (Cho, Robalino and Watson 2014). It is also important not to leave higher risk or more vulnerable groups behind, though effective strategies for such groups are likely to differ, and there is currently relatively less research focused on this (Brixiová, Ncube et al. 2015).

- Keep in mind that efforts to create new employment and expand jobs will involve different kinds of beneficiaries than efforts that aim simply to reduce poverty or to empower vulnerable groups to undertake successful self-employment. Coupling training with credit access interventions may improve the likelihood of business survival, though not necessarily expand new employment opportunities. This may sufficient depending on program objectives (Grimm and Paffhausen 2015).

Examples of the types of existing development program activities designed to more effectively address constraints that individual entrepreneurs face include those that focus only on skills training, as well as those that combine training packages with access to finance (typically in the form of either matched or un-matched cash grants, scholarships, or micro-finance), advising and mentoring, and linking participants with professional networks. Many such programs provide demand-driven services, and aim to target individuals who are already engaged in entrepreneurial activities.

Cho et al (2016) highlight four key sets of considerations for the design of strong entrepreneurship development programs, each of which has bearing on the likelihood of program effectiveness: (1) determining beneficiary targeting and eligibility criteria, and profiling potential applicants or participants, particularly given that many studies suggest that relatively low uptake may be common; (2) determining the set and sectors of business/enterprise activities that will be allowable under the program, noting that this can function via either a demand-driven or project-determined approach; (3) choosing the training and additional elements that will comprise the program interventions; and (4) selecting the form and institutional partnerships by which program delivery will occur.

Entrepreneurship and Vocational Training

Some programs couple entrepreneurship training packages with competitive funds to provide startup capital to successful participants, aiming to address not only the skills deficit but also capital constraints that are another commonly-cited barrier for new entrepreneurs. Going a step further, other programs also aim to strengthen participants' links with professional networks. Training programs often emphasize a mix of business, entrepreneurship and financial literacy skills, and programs may draw on partnerships across NGO, private sector, education and government institutions (or some sub-set within this) to design and provide the training. Typical content of such training efforts includes accounting, financial planning, marketing, pricing and costing, and separating household and business finances. More comprehensive efforts can also address topics related to customer service, business growth strategies, employee management, and issues related to savings, debt and using banks (McKenzie and Woodruff 2014).

There is generally a positive outlook for the potential of such programs to foster stronger employment opportunities, economic growth, and livelihood diversification in countries, but there are also several knowledge gaps, including on effective targeting. The academic literature consistently highlights that the current evidence base for entrepreneurship and vocational training program effectiveness draws on relatively few rigorous impact studies¹⁰ conducted over too short time periods, and often with too small sample sizes to enable rigorous analysis and statistical power to detect nuanced differences in impacts across different types of participants. In turn, this limits the overall knowledge base on how to design and implement future development programs that are appropriately tailored for given contexts, and are more likely to achieve their intended effectiveness.

¹⁰ Rigorous impact evaluation studies, which relies on data from program and comparison groups who serve as a counterfactual to determine what impacts would have been for program participants, had they not participated in the program, are the highest standard for credible understanding of development program impacts.

However, recent meta-analyses or systematic reviews do provide a useful evidence base for analysis of training program impacts (or training programs coupled with finance interventions) on intended development programming outcomes. Cho and Honorati (2014) reviewed 37 rigorous impact evaluations of entrepreneurship training programs and found wide variation in the effectiveness of such programs, which also varied depending on country and type of participants. They found evidence for impacts of training on business skills knowledge and adoption of practices, but not on income. In their efforts to identify which types of training programs tend to work better for certain types of target beneficiaries, they found that **entrepreneurship training programs can have stronger impacts for younger participants, while training programs that are also combined with finance activities had stronger impacts than those that focus only on business training or financial training alone.** They also found that **financial activities focused on cash or in-kind grants lead to stronger impacts than microcredit activities,** although the thinner evidence base here leaves room for additional work. Lastly, their analysis also suggested **that women participants often appear to benefit most from finance activities that provide access to credit, rather than skills training.**

Several studies have also found positive impacts of entrepreneurship training programs on the use or adoption of improved business skills, such as record keeping and formal accounting, although few studies have shown corresponding increases in revenue or profits. However, existing evaluations of business training effects frequently lack sufficient statistical power to detect small impacts if they were present, while differences in outcomes measured or the nature of training components included in different interventions also limits the extent to which strong syntheses of trends can be made (McKenzie and Woodruff 2014, Grimm and Paffhausen 2015).

A recent systematic review of entrepreneurship training, which also looked at effects of financial access, business development services, and efforts to improve the broader business environment, found similar overarching patterns across the urban and rural non-farm micro-, small and medium enterprises in their sample. Drawing on a sample of 53 studies that used rigorous experimental (RCTs) or quasi-experimental methods to detect impacts and attribute effects to development program interventions, the authors found that **entrepreneurship training led to small improvements in management skills and self-employment. Relative to entrepreneurship training, financial access activities on their own had smaller impacts** (Grimm and Paffhausen 2015). Finance interventions included microcredit schemes as well as conditional and unconditional cash grants ranging from US\$100 to US\$2,000 per participant. However, and similar to many of the complaints raised by LDA study participants, the authors note that for many credit interventions, loan sizes tended to be too small, and required repayment too quickly (Grimm and Paffhausen 2015).

Appropriate targeting is also important, with **some studies pointing to stronger impacts for training participants who already had higher skills at program start, while other studies suggest that longer, more intensive, and more tailored training programs that are specific to the knowledge gaps of participants are more effective.** In general, the body of evidence from rigorous impact studies of business enterprise and entrepreneurship training programs also highlights several **important gaps in knowledge.** These include a strong understanding of: how training should be tailored to different types of beneficiaries (for example, women vs men, poorer vs wealthier participants, or subsistence vs transformative entrepreneurs), what kinds of participants tend to benefit most from such training, and what are the characteristics of small enterprises who tend to be able to use such training more effectively (McKenzie and Woodruff 2014, Cho, Robalino et al. 2016). Since most of the current research has been conducted within a relatively short time after program implementation (12-24 months post-intervention), there is also little understanding of the longer-term effects of such

programs – for example, whether any positive short-term effects are maintained, grow stronger, or fade over longer time periods.

Cash Transfers

An illustrative **example of a successful and innovative cash transfer program coupled with entrepreneurial training** that is relevant for the RISE ZOI is drawn from an impact evaluation study of a Youth Opportunities Program (YOP) implemented in areas of northern Uganda affected by insecurity, armed banditry and violent extremist groups (Blattman, Fiala et al. 2014). The program provided one-off cash grants of generally US\$7,500 – US\$10,000 to selected groups, which averaged roughly US\$382 received per group member. Applicants went through a structured application and screening process conducted by the Government of Uganda, which included preparing and submitting a written proposal to describe how grant funds would be used for non-agricultural skills training and costs associated with starting a small business enterprise. Since most potential applicants were illiterate, with few years of formal education, the program provided facilitators to help with proposal preparation. Applicants had leeway to choose where and through which institution they would like to be trained, including apprenticeship programs and formal training offered by institutions. The program established a set of technical criteria for selection, and a screening process was implemented that involved village and district governments. The program provided a one-off payment of the amount requested to successful applicants, and conducted no additional monitoring of funds after the payment was made (Blattman, Fiala et al. 2014).

The rigorous evaluation of program impacts was conducted via an experimental design in which equally qualified groups of applicants were randomized into program (treatment) or comparison (unselected) groups. Four years on, half of program participants were engaged in a skilled trade (most commonly, tailoring, hairstyling, carpentry or welding), and the program had increased business assets by 57%, and earnings by 38% compared to the control group (Blattman, Fiala et al. 2014). There was also evidence that the program had led participants to move towards greater business formalization, including a greater likelihood of keeping formal accounting records, registering the business, paying business taxes, and hiring labor (that is, employment expansion). Women and men participants had similar impacts, though women saw larger increases, primarily because they start smaller businesses with fewer resources than their male counterparts, and, absent such a program, women appeared unable to successfully start and maintain profitable small business enterprises (treatment group women were able to do so). Blattman et al. noted substantial social barriers to women starting and maintaining businesses in their study context, which may serve to effectively shut women out of successful entrepreneurship. These barriers can include social stigma or disapproval of women starting businesses, lower approval rates for credit/loan applications, or difficulties protecting business earnings from husbands or male family members (which siphons resources from the nascent business and make it harder to invest or grow its profitability). The Blattman study also found that while women required a longer time period to realize positive impacts, the magnitude of their earning increase over the women in the control group was substantially greater than for men (women in the treatment group had a 73% increase in earning over women in the control group, relative to the treatment group of men earning 29% more than men in the control group) (Blattman, Fiala et al. 2014).

The Blattman et al. study is somewhat of an outlier, and one of the strongest current examples of a successful unconditional cash transfer program in Sub-Saharan Africa. It provides compelling evidence of the possibility for well-designed and targeted development programming to elicit positive changes and opportunities for poor unemployed citizens to move from low-earning agricultural work into skilled artisanal and non-farm small business enterprises or entrepreneurial activities. The study also provides strong evidence for credit constraints as a significant barrier to successful diversification into non-agricultural livelihood activities, and illustrates how, in this program context, unconditional cash transfers

to groups of would-be entrepreneurs can be an effective way to overcome this barrier (Blattman, Fiala et al. 2014).

Stakeholder Perspectives: Expansion Opportunities

Consultations with stakeholders for the LDA suggested a wide range of programming needs and interests. However, many of these called for more of the same types of livelihoods programming that are already being implemented. In general, it is apparent that many current projects and programs in the RISE ZOI aim to implement several of the same kinds of resilience strengthening and livelihood activities, often with a strong emphasis on youth-focused support. These are multi-arm activities that appear to be implemented in small doses in many different places, with varying degrees of overlap across different donors or projects.

Below, the LDA team briefly summarizes the “expansion domains” that consultations with representatives from NGOs and the private sector highlighted. The “expansion domains” listed below are followed by a set of strategies considered to be more innovative from the range of typical strategies already under implementation in the RISE ZOIs. However, program evaluation literature, academic literature and systematic reviews, stakeholder responses, and the focus group participants consulted for this study all strongly indicated that the most challenging barriers to effective livelihood diversification and economic growth are structural in nature. Attention to these issues will be necessary to bring about transformative change, and this informs the LDA team’s strategic recommendation for diversification programming guidance that emphasizes a stronger focus of programming activities aimed at reducing some of the key structural barriers to diversification for target populations that are relatively attainable within the scope of development programming, irrespective of sector.

In Niger, particular livelihood expansion opportunities noted by stakeholders (though some expressed caution), were:

- Increased trade of agricultural products with Nigeria in onions, cowpeas, and livestock;
- Peanut and peanut oil processing;
- Rice processing;
- Dairy processing, noting there is high demand for dairy products that is only partially being met;
- Moringa production;
- Sesame processing, but noting that higher demand varieties are not currently grown locally;
- Greater export of cowpeas to Nigeria (but quality must be improved);
- Not focusing on onion, tomato, and vegetable gardens in provinces, due to insufficient water;¹¹ and
- Not distributing animals without providing training on animal health; women who raise chickens need veterinary assistance, including for vaccinations.

By region, the following agro-processing products/activities were noted for Niger:

- Tillaberi: peanut processing and rice products;
- Maradi region (Dakoro and Madaroufa): onion, moringa, maize, tomatoes, dairy processing (milk, yoghurt, cheese, butter), peanut oil, cassava flour, cowpeas; and
- Zinder region (Magaria and Tanout): cowpeas, sorghum, millet, peanut oil, maize, dairy, sesame oil, onions.

¹¹ Several stakeholders noted that despite beneficiary interest, it may simply not be possible to do *maraichage* profitably in villages that are not close to permanent water sources.

In Burkina Faso, specific livelihood expansion opportunities noted by stakeholders included:

- Mining sector opportunities, including providing construction, electrical, and other services while new mines are being built;
- Market vegetable gardening, including onions and tomatoes for export to Ghana and Togo (but these should not be promoted in areas without reliable water sources);
- Animal fattening can be more profitable than many other agricultural or livestock activities, but it can also have a high mortality rate if beneficiaries are not well-trained on how to do it, and profitability depends on the cattle market, which can be quite variable;
- Poultry sector expansion;
- Small processing of forest fruits, peanut oil, sesame oil and baobab;
- Greater production of other dairy products in addition to milk, such as cheese and cream;
- Strengthening dairy production capacity via better equipment and training for quality certifications;
- Additional cowpea, poultry and small livestock value chain support;
- Livestock industry support, including improving quality of hygiene, and standards for processing and packaging to reach international norms;
- Cattle-breeding opportunities in several of the provinces (noting that youth are interested in this and can earn reasonable profits);
- Non-agricultural jobs in the leather sector (but this requires targeted market studies); and
- Sesame processing innovations and expansion.

While these specific opportunities and sectors may indeed offer diversification potential, targeted and place-based market assessments would need to be conducted prior to pursuit of any specific opportunity noted.

Highlighted Programming Activities and Innovations to Consider

Drawing on stakeholder and program evaluation learning, together with academic research related to the four focal areas highlighted by the LDA team (vocational and entrepreneurship training; information access; cash transfers; and agro-processing expansion approaches), the team highlights the innovation strategies and recommendations for programming activities summarized below. It is also noted, however, that in both Niger and Burkina Faso, many current programming strategies focus on agriculture and agro-processing, while stakeholder discussions gave the impression that innovation is somewhat limited, which may limit the feasibility for more “outside the box” programming activities.

Related to Vocational Training and Entrepreneurship

- Vocational training should focus on stronger support for, and working through, state structures, including a focus on improving the quality of trainers, curriculum development and equipment for training centers. Trainers may also need support for communication and youth interaction, as well as new techniques in their specialties.
- Training participants should be allowed to select their preferred training path or vocation, but also provided with guidance regarding market opportunities for hard skills (such as electrical work, carpentry, etc.), and information on locational demands for skills.
- Programs should facilitate relationship building and training on building professional networks, as part of offered trainings. This is also important for creating networks of entrepreneurs that can share ideas and combine grants if desired.
- Develop programs that combine training and post-training financing to support business startup.

- Combine training with the opportunity for participants to practice skills (apprenticeships).
- Offer stronger training with vocational focus on newer, more ‘modern’ fields, such as solar power equipment installation, maintenance, and repair; a wider range of electronics repair, such as for cell phones, air conditioners, motor pumps, and generators; and information technology.
- Support innovative IT-based approaches to bring new and more accessible information to rural areas, such as training on use of computer tablets for collection and dissemination of information on localized pasture resources, weather and growing conditions, and market prices information for more rural areas.
- Focus on producing intermediary technical specialists who can provide services in rural areas (electrical, technical, rural experts).
- Consider scholarships and recruitment support for bringing more rural and less literate or educated youth into peri-urban training centers, recognizing that such students may also need additional mentoring and curriculum support.

Related to Information Access

- Strengthen existing government efforts to provide information on employment opportunities, and link recent trainees or graduates with prospective opportunities.
- Build stronger linkages between vocational training centers and formal sector firms (public-private partnerships).
- Work through local existing networks and popular points of aggregation for youth, such as youth *fada*, regional youth councils, youth centers and cybercafes; in some cases, it may be beneficial to include more active participation of religious leaders in social support and integration projects.
- Provide assistance to help farmers access information in order to find the best markets for products, and facilitate stronger linkages between farmer groups and traders.
- Support innovative IT-based approaches to bring new and more accessible information to rural areas. This could include training on use of tablet computers to collect and disseminate information on localized pasture resources, weather and growing conditions, and market prices in more rural areas.
- In more urban areas, locate training centers and project bases physically close to formal sector businesses and public sector offices such as city halls, when possible. Closer physical proximity of newly trained job seekers may strengthen their ability to network and learn about opportunities.

Related to Cash Transfers or other Credit Access Activities

- Work with MFIs and banks to introduce more flexible conditions for credit access and repayment, including third party loan guarantees, and repayment structures that are tailored to sector or activity-specific revenue expectations and business plans.
- Link entrepreneurs with larger businesses to more formal financial services and larger loan amounts, and/or offer sustained financing beyond a project lifetime.
- Consider competitive unconditional cash transfers to groups of stronger potential entrepreneurs. This can help further innovative entrepreneurship, and spur additional demand for services and products.
- Support conditional cash transfer models (such as cash for work) that can provide important gap-filling access to cash for more vulnerable segments of populations.
- Improve access to a range of financial services through mobile platforms in partnership with phone companies (such as Orange, Airtel).

Related to Agro-processing Expansion

- Switch the agro-processing focus from development of internal markets to strengthening the potential for export markets. One stakeholder group felt that processing agricultural products into higher-end products for internal markets may not be a widespread solution for livelihoods and boosting income, arguing that incomes in-country are too low for the purchase of expensive products when raw products are also available. Instead, it is suggested to help producers obtain a Certificate of Origin in order to sell to international buyers.
- Train women on product quality for agro-processing, including a stronger focus on quality aspects, so that products can better compete in markets.
- Aim to provide better information access to help farmers find the best markets for products, and facilitate linkages between farmer groups and traders.
- Recognize that aggregated business or cooperatives are often necessary for more vulnerable farmers to be able to engage in value chain activities profitably, and often there are strong information asymmetries that require substantial strengthening of relationships to overcome.
- Consider a multi-sectorial approach and coordinate investments and priorities among actors.

In terms of targeting, the following points were emphasized by several of the stakeholders consulted:

- Beneficiary targeting should include people who have migrated, as they often show initiative and may have exposure to different strategies or innovations for a given vocation.
- Do not target the most vulnerable.
- Focus on more highly motivated individuals.
- For activities that will benefit only some individuals or groups within communities, work through community selection processes so that communities have input into criteria and on who is selected;
- Women are culturally less accustomed to pursuing vocations in more rural areas, and may need additional awareness-raising on livelihood possibilities. Small commerce activities such as soap production, or trade in handicrafts or cereals may continue to offer more accessible entry points to livelihoods for women.
- Focus on regional and local specialization, noting this will vary by specific location and detailed differences should be identified during targeted market assessments. This includes considering some areas of difficult geographic and market accessibility.

Examples of Successful Interventions: Learning from Development Program Evaluations of Livelihoods Diversification Efforts in Related Contexts to the Sahel

Selected learning and illustrative examples from program evaluation documentation for two highly relevant projects outside of the Sahel is provided below, to provide additional context and demonstration of how some of the recommendations above have worked in practice under different program implementation settings in contexts that are similar to the Sahel.

Learning from USAID’s Pastoralist Area Resilience Improvement through Market Expansion (PRIME)

USAID’s PRIME program is a five-year initiative aiming to impact 250,000 households in three regions of Ethiopia, launched in 2012. Its overarching objective is to “increase household incomes and enhance resilience to climate change through market linkages,” toward the goal of reducing poverty and hunger. The program described its methodology as a combination of “push” and “pull,” with the emphasis on production and productivity to be the *push* force and the linkage to markets to be the *pull* force. PRIME investments were all in agricultural value chains, particularly livestock. The project has five

complementary “intermediate results” or thematic areas—productivity of livestock; adaptation; alternative livelihoods; innovation; and nutrition.

To strengthen alternative livelihoods for households transitioning out of pastoralism, the PRIME project focused on achieving (1) increased employability through life skills, financial literacy and entrepreneurship training, and mentoring; (2) increased income opportunities for households transitioning out of pastoralism, including through increased access and availability of appropriate financial services, technologies and private sector market information; and (3) expanding market access to increase employment opportunities, through support into businesses expansion or start-ups, and a focus on public and private sector opportunities (USAID, 2015).

The two main mechanisms used to improve market linkages are the Innovation Investment Fund (IIF) and the small grants fund. The IIF is aimed at supporting livestock value chains by encouraging new private sector investment through grants of up to 50% of the investment cost. This was designed to support activities across the entire project through targeted investments in the form of technical assistance, matching grants, and service contracts with private-sector, government and non-government stakeholders. In sum, the grants were intended to reduce the risk for investors in high risk areas and to leverage new investment.

A PRIME mid-term evaluation found that the strategy has the potential to have a strong positive impact on livestock and livestock products value chains (USAID 2015). The numbers of applicants for grants was initially small but the entire grant budget of US\$5 million was soon fully committed. Illustrative ventures included enterprises focused on: improving access to and availability of quality livestock inputs, including feed and fodder; improving animal health services; improving meat and live animals trade; strengthening the dairy value chain; essential skills transfer for youth and entrepreneurs; strengthening the poultry value chain; and efficient and renewable energy technology. In addition to small and medium enterprises, financial institutions and private equity and business advisory firms and research institutes and other not-for-profit entities could all apply for support of IIF under identical conditions as the small businesses, for projects that have similar market development objectives.

The small grants are obtainable for up to US\$25,000, and are provided for up to 30% of the investment cost, with the balance provided by the investor (similar to IIF grants). The grants are allocated on a competitive basis following vetting according to selection criteria (also similar to IIF), usually targeting existing businesses where investors already have a track record. The range of grant recipients has included dairy processing and distribution businesses, private veterinary pharmacies, women’s traders’ associations, agricultural cooperatives, agri-input suppliers, solar energy distributors and livestock holding grounds. The original project results framework provided for engaging households on commercial livestock production and small-scale dairy and fattening models, but the evaluation did not find progress yet in this area.

Evaluators described the project as most successful in its efforts to improve market linkages, but it has had a harder time increasing livestock production activities. Market linkages were considered a success because of the small investments funds. The evaluators found the value chain investments worked best when technical advice accompanied the value chain investment subsidies—and when the investments do not crowd out other non-subsidized market players. Technical advice that accompanies the investments was seen as very useful, especially in the cases where livestock investors and business operators were relatively uninformed about the best practices of production.

It was also emphasized that value chain interventions need to be systematically mapped to cover all points of the value chain in order to proportionately emphasize each link in the chain, without which the

others cannot work. In this sense, value chain mapping may be a useful exercise. For example, in agriculture, addressing the supply chain for high-yielding seeds is worth little if the market for fertilizer does not work for the same customers. And investments in expanding small-scale dairy production are suboptimal without 24-hour electricity and a cold-storage chain among wholesale buyers.

Trainings worked best in the cases where they were directly connected to opportunities. While the project also sponsors a job-seeking agency, it is unclear what type of relationships or incentives the project has for actual *job placement* at employers, for graduating trainees and other job seekers. Without that kind of linkage, livelihood trainings for job skills and entrepreneurship skills may not help many people find jobs, nor help them to start their own business.

Similar to findings in the RISE ZOIs, the PRIME evaluation noted that prospective entrepreneurs in Ethiopia do not have startup capital. The PRIME project has a microfinance platform and connections with some banks. Facilitating this interaction between the loan providers and would-be entrepreneurs may also help to connect training and technical advisory to financial services for new business opportunities. As one small example, by virtue of contact with banks, the project was apparently able to encourage the rollout of a regional mobile money platform from the national bank (USAID, 2015).

Learning from USAID's Promoting Linkages for Livelihoods Security and Economic Development (LINKS) Program
The LINKS project was a 3-year, US\$8 million initiative in Sierra Leone focused on improving farmers' capacity to carry out market-oriented agriculture and manage businesses. For up to 12,500 beneficiaries, the project aimed to: increase socially marginalized youth's access to livelihood opportunities, including agriculture; improve access to agricultural inputs; establish two microfinance institutions; and institutionalize marketing information (USAID, 2007).

Specific interventions included: establishing microfinance institutions; offering small startup grants and business training; agricultural marketing and plantation rehabilitation for staple and export crops; capacity building for farmer innovation and agro-processing; farmer field schools; market information system development; post-conflict peacebuilding; community infrastructure; village savings and loans programs; literacy training; skills trainings and financial support for job opportunities, specifically targeted to youth and women; and media activities to highlight successes and opportunities.

Evaluators were positive about the success of the program on many of these fronts. In particular, they highlighted microfinance, business trainings, youth participation, and the market information system. Following business training—and literacy training as well in some cases—many beneficiaries were able to take advantage of startup grants and village-level loans, with apparent success. Preparation in business and vocational skills had made them ready to take advantage of the opportunity that came linked with the next part of the program, technical training, followed by and coupled with loans. Many of the grantees and loan recipients went into petty trading. Despite the program's theory of change and hypothesis of an impact in agriculture, the evaluation found that non-agricultural production appeared to be among its greatest benefits (USAID, 2007).

Although the training was deemed to be effective, beneficiaries indicated that it did not go far enough. They did not advance beyond their “current ceiling,” so that even if they could find employment, these did not become “sources of employment in their own right.” However, a successful aspect of the training was viewed to be that the choice of topics for training was highly participatory; the training topics were selected by trainee groups themselves. Among the interventions implemented, the evaluators also highlighted the success of a market information system that broadcasts prices on the radio and became an important source of information for farmers to know what prices are available at different market points throughout the country.

Microfinance was also seen as one of the greatest successes of the LINKS project. Loans were very popular with those who took them because of their low interest rates (2.5%) and easy access, and the repayment rate was apparently very high (cited as 99.9%). There were easily navigable group lending processes, gradual increases in loan size, and simple collateral requirements. The beneficiaries reported that loans allowed them to expand their businesses (USAID, 2007).

However, the sustainability of this model was called into question, particularly for (peri-) urban youth. In the LINKS program, young men went into business in cassava processing for producing *gari* but they soon learned that the cash flow cycle of this business did not meet their everyday cash needs. In other words, even if this was a profitable business model, it was not profitable fast enough. The men needed cash today, and the agro-processing only promised revenue later on. For this reason, if not others as well, the young men were evidently “disenfranchised” from LINKS startup benefits. The evaluation also found that young men refrained from taking microloans to the same extent as elders and particularly women (USAID, 2007).

A notable aspect of the program was integration between different aspects of the program targeted to the same farmers’ groups: field schools, savings and loans, trainings in skills and business management, and even literacy. Overall, the program did a lot with only \$8 million. The interventions were overlaid onto existing community structures and initiatives, which maintained and built upon community ownership of the activities (USAID, 2007).

Conclusions

The LDA team drew on existing strategies and learning from evaluation and academic literature to suggest more targeted focus in the four intervention areas that the literature, stakeholder groups, and the potential beneficiaries surveyed for this study repeatedly drew attention to:

- 1) Vocational training and entrepreneurship support, coupled with eased access to credit;
- 2) Access to information on employment, financial services, and markets;
- 3) Strategic use of cash transfers for targeted populations; and
- 4) Targeted agro-processing expansion efforts in particular value chains, pending completion of detailed and localized market assessments that also consider alignment with beneficiary/producer skills and available resources.

For each of these areas, the team further recommends that programs design tailored strategies that differ for rural areas relative to peri-urban towns (given key context and endowment differences for more rural households). The study also highlights potential strategies to help bridge some of these gaps. Lastly, particular context and geographic considerations with respect to youth are highlighted, with particular implications for linked livelihoods and CVE strategies.

The LDA study results suggest that livelihood diversification strategies focus on targeted and greater depth of support to underlying barriers of growth in existing sectors, rather than smaller-scale and more widely distributed sets of activities, or wholesale development of new industries. It also suggests a relatively greater focus on efforts in secondary towns relative to smaller, more remote, and more disadvantaged villages.

A wealth of studies demonstrate that physical location can drive divergent development outcomes in complex ways, and these outcomes are also shaped by complex interactions between place, policies,

markets, institutions and social and cultural factors. For this reason, it is necessary to be cautious about making blanket assumptions that uniform policy or program prescriptions can or will be likely to work similarly in different areas where this constellation of factors and their interactions may differ.

It should also be recognized that entrepreneurs typically consist of two broad categories: individuals who engage in entrepreneurial activities that provide subsistence-level self-employment, and those who engage in more productive or transformational entrepreneurship through the micro- or small enterprises they develop. Training needs and the type of training that will be most effective differs across these two broad categories of entrepreneurs. For the latter, “high-potential” youth should be targeted, and this can vary by context but should take into consideration personal characteristics such as self-determination and motivation. While it is also important not to leave higher risk or more vulnerable groups behind who typically fall into the former category of subsistence entrepreneurship, effective strategies for such groups are likely to differ, and there are currently fewer research insights on this.

Many statements made in the LDA FGDs indicated that the current guidance from rigorous impact studies in the academic literature, about how to foster effective entrepreneurship and livelihood diversification, are likely to be relevant for the Sahelian context. Examples of the types of existing development program activities designed to more effectively address constraints that individuals face in their efforts to achieve stronger entrepreneurship include those that focus only on skills training, as well as those that combine training packages together with access to finance (typically in the form of either matched or un-matched cash grants, scholarships, or micro-finance), advising and mentoring, and linking participants with professional networks. Many such programs provide demand-driven services, and aim to target individuals who are already engaged in entrepreneurial activities.

Academic research drawing on rigorous impact studies to identify which types of training programs tend to work better for certain types of target beneficiaries find that such programs can have stronger impacts for younger participants, while training programs that are also combined with finance activities had stronger impacts than those that focus only on business training or financial training alone. They also find that financial activities focused on cash or in-kind grants lead to stronger impacts than microcredit activities. Relative to entrepreneurship training, activities to increase financial access on their own have also been found to have smaller impacts. Lastly, analysis suggests that women participants often appear to benefit most from finance activities that provide access to credit rather than skills training. Appropriate targeting is also important, with some studies pointing to stronger impacts for training participants who already had higher skills at program start, while other studies suggest that longer, more intensive, and more tailored training programs that are specific to the knowledge gaps of participants are more effective.

Question 5: Potential risks and limitations

Analysis of potential risks and limitations, including gender conflicts: Given current information, what types of negative externalities (e.g., climate, social [including gender-based], environmental), if any, have past interventions produced or may be likely based on prior experience? What are the potential risks for the recommended livelihood diversification activities to exacerbate vulnerabilities of target or non-target populations (for example stemming from industrialization, migration, infrastructure development, etc.)? This may also include consideration of if/how livelihood diversification might widen income disparities and exacerbate grievances as a “push” factor for particular groups or non-target beneficiaries (i.e., unanticipated negative feedbacks).

Findings

The LDA team drew on reviews of program evaluation documents and academic research from countries in the Sahel and similar contexts to highlight key potential risks. While several risks and limitations are also noted directly in responses to the previous framing questions for the LDA, key learning on potential negative externalities from past interventions are summarized here.

One key risk is for development programs to inadvertently spread resources too thin across too many sub-interventions and different kinds of actors, such that interventions end up not being coherent or powerful. For example, projects focused on agricultural value chains which also devote some resources to microfinance and literacy training, spread resources across too many value chains, or overlook particular links in the chain, could be at risk for such outcomes.

Given the RISE geography, it is important to highlight that some studies have found that youth and women can be particularly vulnerable sub-populations for livelihoods change initiatives, especially women who transition from pastoralism to other forms of livelihoods. Migration to urban areas and/or to pursue skills-based employment opportunities gained through program efforts, and the concomitant loss of social and support networks, can put both groups at higher risk for social hazards. In addition, some studies note that positive change in women’s empowerment due to increased earnings and livelihood opportunities can also be accompanied by increased intra-household tensions and marital strife. Moreover, the loss of cultural identity that can accompany some livelihood transitions can be an unanticipated source of social strife, including for men, and in some cases this has been linked to increases in crime and abuse. Programs may be able to anticipate and mitigate some of the effects by attention to social support services and safety nets.

For programs that require some level of basic literacy and motivation, such as some of the entrepreneurship training and credit access approaches suggested in the previous section, or those aimed to work with only a select set of individuals or groups within communities, there is a risk of perceived unfairness and neglect of more vulnerable or other segments of communities. While such targeted programming is aimed to produce effects that are intended to eventually lead to benefits for a wider section of communities (for example, through successful small business startups) over the longer term, in the short term this could exacerbate existing tensions, or wealth and access-based grievances in communities. One approach that previous programs have successfully used to help mitigate this possibility is to work strongly with communities to determine selection criteria for programs, and enable communities to play a direct role in beneficiary selection.

Another set of risks stem from the difficulties of fully identifying, prior to program start, particular combinations of limiting geographic and beneficiary constraints to program success, although this can be aided to some extent by detailed place-based scoping during program design phases. For example, the evaluation of USAID’s ViM project, conducted in 2015, noted that unfavorable geographic access to

agricultural inputs and access to financial resources for small equipment limited the ability of the program to maximize impact and the potential for adoption of the proven technologies. The low organizational capacity of producers' groups also hindered their ability to effectively address these challenges. Market gardening groups experienced frequent breakdowns of water pumps due to inadequate preventive maintenance and the unavailability of locally qualified technicians.

For USAID's Families Achieving Sustainable Outcomes (FASO) program, an evaluation noted the difficulty for farmers to access agricultural inputs—including both equipment and financial services—as an unanticipated challenge. Even producers' groups did not help the farmers to gain access to fundamental technologies for basic functions, such as irrigation, and there were no technicians or mechanics around for maintenance when existing facilities broke down. Moreover, low levels of literacy were found to prevent full participation and effective action, particularly by women, in some project activities.

However, similar to what was noted by LDA participants, FASO activities such as household gardening were viewed as a substantial opportunity for not only for households to increase their income, but for women to increase their agency and decision-making power. The evaluation noted that women may also stand to gain the most from training in new vocational skills, and suggested inclusion of adolescent women and girls in a wider range of programming.

Indeed, a cross-cutting challenge noted in the relevant development program evaluations consulted from the Sahel and comparative contexts was the lack of literacy among rural residents, particularly women, which greatly limits their potential opportunities. Low levels of literacy were commonly found to limit the full participation of beneficiaries, particularly women, in program activities, and produced unanticipated negative feedbacks. Some programs have aimed to address this through adult literacy training workshops, or by providing literacy support or extension agents to help illiterate beneficiaries access services (for example, loan applications). However, since the issue is systemic and broad-based, a longer term solution will likely require targeted support to government programs aiming to address literacy issues in-country.

Other studies have pointed out negative social or environmental externalities of some livelihood programming that focuses on shorter-term livelihood gains without considering longer term consequences. Examples have included diversification efforts that encourage greater exploitation of artisanal mining opportunities or natural resources, such as charcoal, honey or wild fruits production, and their associated longer-term environmental costs. Social externalities have occurred, for example, as a result of efforts to increase youth skills and access to jobs in sectors typified by isolated labor settlements, such as is often the case for mining and plantation industries, with many studies pointing to a host of associated negative social and health costs.

Land access and security issues are other dimensions that require careful consideration for livelihood efforts that rely on expanded access or use of land, such as market gardens or land improvement initiatives. Differential access and social norms around who can access land, including typically strong mismatches between government land policies and customary land use rights in rural areas, can serve to effectively disenfranchise target populations (often including women) from program efforts.

In addition, successful development program activities often rely, at least to some extent, on broader forces outside of program control, such as good governance, functional municipal structures, or unanticipated but critical gaps in infrastructure. Government policies across a wide range of sectors can also have a defining impact on the livelihood options and benefits available to residents. Thus, even well-

designed programs can be subject to broader forces that serve to exacerbate vulnerabilities or produce unanticipated negative feedbacks for intended program beneficiaries.

However, projects also often have positive impacts that extend beyond the project's intended goals, such as cross-cutting women's empowerment effects. Another example, from the LINKS evaluation, was that microfinance beneficiaries claimed success and great benefits over a wide range of outcomes: paying school fees; increased food security; improved standards of living; and enhanced self-esteem. Moreover, most village savings and loan groups were able to hold a community emergency relief fund in reserve.

Conclusions

There are several potential risks or limitations that can cause livelihood diversification efforts to exacerbate vulnerabilities of target or non-target populations. Some of these can be mitigated, at least to some extent, by detailed place-based scoping and gap assessments conducted during program design phases. Others may be anticipated and mitigated by attention to social support services and safety nets.

Low levels of literacy are commonly noted to limit the full participation of beneficiaries, particularly women, in program activities, and to produce unanticipated negative feedbacks in response to livelihood programs. Some programs have aimed to address this through adult literacy training workshops. However, since the issue is systemic and broad-based, a longer-term solution will likely require targeted support to government programs aiming to address literacy issues in-country.

Programs that require some level of basic literacy and motivation, such as some of the entrepreneurship training and credit access approaches suggested in the previous section, or those that aim to work with only a select set of individuals or groups within communities, are at risk of perceived unfairness and neglect of more vulnerable or other segments of communities. One approach that previous programs have successfully used to help mitigate this possibility is to work closely with communities to determine selection criteria for programs, and to enable communities to play a direct role in beneficiary selection.

Question 6: Effectiveness and uptake considerations

Effectiveness and uptake considerations across recommended approaches: For recommended livelihood diversification approaches, what are the key considerations that may affect the likelihood of successful uptake, for example across seasonality, socio-cultural nuances, gender, class and ethnic issues, and market saturation considerations? Are there opportunities to leverage indigenous knowledge to promote wider uptake, or to better program resources targeting the promotion of livelihood diversification?

Findings

Additional effectiveness and uptake considerations with respect to vocational training, credit access, information access and agro-processing expansion include those listed below. In general, several of the context factors, human resources and sectoral opportunities that will most strongly affect program uptake and effectiveness are likely to be fairly place-based, and will require detailed place-based scoping and gap assessments during program design phases to understand them well. Such scoping efforts are also important to identify concerns, inform site selection, provide direction on how to tailor implementation to better address concerns, and ultimately enable more effective allocation of programming resources. Broad considerations are summarized below.

- Poor literacy among vulnerable populations, and a lack of experience with prior business activities, were consistently noted by LDA stakeholders and others from a wide range of programs in the Sahel and similar contexts as key barriers to successful program uptake.
- Cultural views on higher status livelihoods, or acceptable livelihoods roles for men and women, can strongly limit diversification interests and opportunities, and may be specific only to certain groups. These may differ by ethnicity, and/or may be highly localized or site specific. An example noted in one group discussion was a perception held by Songhai that crafts or pottery work are considered lower status, and hence undesirable livelihood activities. Attention to obtaining such information should be emphasized during place-based scoping during program design phases.
- Women in Burkina Faso and Niger often need their spouse's approval prior to undertaking income-generating initiatives, and men do not always support women who want to take out loans or earn their own income. These strong cultural dynamics can constrain diversification efforts, particularly in rural areas, but there are also examples of more socially acceptable livelihood opportunities for women in each country, and of initiatives in which women have overcome traditional dynamics to gain greater agency over their livelihood prospects.
- Poor road conditions in many of the rural and even more peri-urban areas of the RISE ZOI can limit not only program implementer activities but also, and perhaps more importantly, commercial and markets possibilities. Particularly for perishable products, detailed market assessments that pay attention to transport challenges should be conducted as part of livelihood expansion considerations.
- Poor access to water, markets, land tenure, and weak local-level governance were also commonly noted by LDA stakeholders as reasons for lower uptake or effectiveness of previous livelihood diversification efforts.

It is also worth noting some of the key lessons on effectiveness from a 2016 report commissioned by USAID on East Africa resilience programming (Little et al. 2016), which highlighted that there is no single technology for enhancing resilience in drylands. Rather, there are multiple, incremental options,

including livelihood diversification, that, when adapted to local contexts and circumstances, can increase probabilities for improved livelihoods and resilience. Similar to a key emphasis of the LDA findings, Little and colleagues (2016) also noted that education may be the single most important factor in allowing for livelihood diversification, and highlighted that projects should not end at training, but should also offer connections to employment, or more likely to credit, for low-capital startup operations and entrepreneurial activity.

Moreover, for the RISE ZOIs as well as in East Africa, rapid changes to peri-urban and secondary city growth, and the existing nature of a town's economy, will also dictate the employment opportunities available there. For example, in the East African setting, growing secondary towns on the edges of still traditional pastoralist areas offered unique opportunities for urbanization, income increases, and population growth that in turn drive increased demand for meat and milk and animal products, which local producers and traders could potentially meet. Further, there was the possibility to introduce new techniques and supply chain improvements for livestock production and processing, to deliver greater benefits and multiplier effects in the local economy.

Conclusions

Such constellations of context factors, human resources and sectoral opportunities are likely to be fairly place-based, and require detailed assessment during program design phases to understand well. While the LDA findings suggest a greater emphasis on peri-urban and secondary towns for livelihood diversification efforts relative to more rural areas, some towns are indeed likely to offer greater diversity of businesses and job opportunities than others. Additional criteria to consider for greater effectiveness includes understanding localized trade and migration patterns, and leveraging this to consider how towns can be connected to local or national labor markets and to national or international markets for food and consumer goods. Attention to such factors during program site selection can enable more effective allocation of programming resources.

Recommendations: Strategic Guidance for Future Livelihoods and Linked CVE Programming Development

The LDA team drew on existing strategies and learning from evaluation and academic literature to suggest more targeted focus on the four intervention areas that the literature, stakeholder groups, and the potential beneficiaries surveyed for this study repeatedly drew attention to: vocational and entrepreneurship training; information access; cash transfers; and agro-processing expansion approaches. The following general recommendations, and those grouped according to intervention categories, are presented below.

The LDA suggests a more targeted focus on four intervention areas:

- 1) Vocational training and entrepreneurship support, coupled with eased access to credit;
- 2) Access to information on employment, financial services, and markets;
- 3) Strategic use of cash transfers for targeted populations;
- 4) Targeted agro-processing expansion efforts, in particular value chains, pending localized market assessments that also consider alignment with beneficiary/producer skills and available resources.

General Across All Intervention Areas

Donor efforts should seek to strengthen the image of the respective governments and their responsiveness to the skills-building and employment needs of their citizens.

Frustration and misalignment of expectations among Nigerien youth related to job opportunities at home has the potential to serve as a galvanizing grievance. If it is confirmed that a visible portion of skilled positions in some urban and semi-urban areas in Niger are being filled by expatriates, rather than locals, then it is essential to analyze why. Part of the answer may be a mismatch of skills locally. While people can certainly be trained in these skills, it requires a deliberate effort to assess actual market needs, growth opportunities, and projections of required capacity. While there should be no illusion that this approach will create a large number of livelihood opportunities, the concern related to violent agendas is one of perceptions, rather than quantity of positions. Such efforts will serve to cast an image of an attentive government that prioritizes its citizens. Some people will still choose to migrate abroad or to other areas within their country. If they are equipped with market-ready skills, however, they will potentially have more opportunities available to them.

Livelihood diversification strategies should aim for targeted and deeper support to address underlying barriers to growth in existing sectors, rather than smaller-scale and more widely distributed sets of activities, or wholesale development of new industries. A key risk for development programs is to inadvertently spread resources too thin across too many sub-interventions and different kinds of actors, resulting in interventions that are not coherent or powerful.

Livelihood diversification programs should design tailored strategies that differ for rural areas relative to peri-urban towns, given key context and endowment differences for more rural households. This may also require a shift in priorities from focusing on more rural areas, and recognition that diversification efforts in rural areas may primarily help to meet poverty alleviation objectives, while efforts targeting more urban areas may have stronger potential to also meet broader economic and employment expansion objectives.

Migration is key for livelihood diversification, and should be allowed or encouraged rather than discouraged. This includes migration from rural areas to cities in Niger. However, views on migration were mixed across the stakeholders consulted. Some groups tend to focus on providing

livelihood opportunities in home and rural locales, in order to provide alternatives and minimize the draw of seasonal or permanent work elsewhere. Others in both countries view migration as a key and normal livelihood strategy, perhaps particularly so in rural areas, with potential for positive economic growth.

Programming should focus on opportunities that meet three requirements: youth are interested in them; it is feasible for youth to attain the required skills; and expansion opportunities and demand have been identified. This implies some level of demand-driven services or beneficiary self-selection into particular skills or livelihood pathways, coupled with information on market gaps and demand.

Within the bounds of staff safety and fiscal responsibility for donor resources, efforts should be made to ensure that livelihood-oriented programming remains intact in “red zones”. Remote management techniques and dependence on local staff are key success factors in difficult-to-reach areas. For areas affected by instability, diminished NGO activity exacerbates economic pressure on the population. Interviewees made references to the “red zones” of Burkina Faso and Niger, places where violence, kidnapping, and banditry have caused a scaling back of NGO operations. Not only does scaling back affect perceptions of the future of project implementation and the allocation of staff incomes, it has an impact on morale of the populace. Respondents in Dori said that NGOs and the Government of Burkina Faso have abandoned them. This sentiment raised the question of whether this perception could lead to radicalization of those who are frustrated by the situation. While inconclusive, the explicit mention of this possibility should raise concern.

For geographic targeting of linked livelihoods and CVE approaches, a focus on communities that may or may not provide support and services to violent extremists should be a center piece USAID’s geographic targeting. VEOs and their participants resemble traditional patterns of political or revolutionary movements, including a committed core, potential recruits, and communities that may or may not provide needed services, resources, shelter, and protection. Since motivations among people in these three categories may differ, responses to building resilience against violent extremism needs to be tailored according to each category’s respective relationship to the VEO itself. While a focus on all three levels of participation is beyond USAID’s manageable interest, focus on communities that may or may not provide support and services to violent extremists should be the centerpiece. Embedded within these communities are the vulnerable young people who are at risk of attraction to membership in the VEOs. Constrained resources to address the push factors of VE recruitment in the Sahel precludes the possibility of broadly targeting the poorest of the poor. There are simply too many of them spread over a broad geographic area.

Related to Vocational Training and Entrepreneurship

Currently, programs that provide access to credit and technical and vocational training focus on literate urbanites, leaving others with unmet aspirations; while literate urbanites groups are likelier to succeed in entrepreneurial activities, new programs must find ways to improve these gaps in providing access for poorer, less literate and more rural populations. The longer-term requirement is systemic, with a need for the governments of Niger and Burkina Faso to enhance literacy and numeracy across these countries. In the short-term, however, allocation of micro-finance needs to be mindful of the potential gaps in access. Donor resources should be seen to strengthen efforts of states structures such as FAFPA to enhance their credibility as serving the people. While extension of microcredit to large swaths of illiterate people in rural areas is not prudent, due to increased institutional risk, targeted allocation of micro-finance and loan guarantees to

people in vulnerable border areas, particularly in semi-urban centers, is important. Group lending techniques, in which at least one member is literate, can help provide access to those who otherwise would be excluded. Blattman and Annan's field experiment in Liberia provides helpful insight for this context. Their research showed that improvements in skills training, including for agricultural work, which is prevalent in Liberia (and in Niger and Burkina Faso), coupled with access to conditional cash transfers, rather than one-time capital infusions and future economic incentives, were important in decreasing participation in illicit activities (Blattman & Annan, 2016).

More productive and opportunity-driven entrepreneurship can be supported and expanded through effective skills training for nascent entrepreneurs. Such **training can help address two of the three key primary constraints commonly faced by young entrepreneurs: insufficient business skills and professional networks. When coupled with facilitated access to credit, such programs address all three of the major constraints to productive entrepreneurship at the micro level: business skills, effective networks, and sufficient capital to start and expand enterprises.** It is also necessary to recognize that entrepreneurs in developing country contexts consist of two broad categories: individuals who engage in entrepreneurial activities that provide subsistence-level self-employment, and those who engage in more productive or transformational entrepreneurship through the micro- or small enterprises they develop. Training needs and the type of training that will be most effective differs across these two broad categories of entrepreneurs.

Training programs that are also combined with finance activities are likely to have stronger impacts than those that focus only on business training or financial training alone. Financial activities focused on cash or in-kind grants lead to stronger impacts than microcredit activities.

Programs should aim to implement more localized and tailored trainings, which accept requests from village groups for specific kinds of trainings, and should organize training sessions tailored to those requests. This currently appears to be an uncommon strategy, but is more consistent with the academic guidance on effective vocational training (that it needs to be tailored to the specific needs of groups, rather than generalized "one size fits all" trainings). There is already some basis to do this. For example, in Burkina Faso, ANPE provides short-course trainings or "modular" trainings lasting from one to four weeks, which can be organized in partnership with private companies and are based on demand. In addition, **trainings should consist of multiple-rounds, rather than one-off activities without the opportunity to revisit the issues participants had learned.**

Support the development of newer training courses to meet modern skills demands and opportunities. For example, in Ouahigouya trainings to be an electrician have generally been most popular, but a new course on solar energy is apparently a new growing area of training, and is sponsored together with FAFPA. Also, ANPE does not currently provide training related to IT or computer skills, and only recently began offering some entrepreneurship training as part of their standard activities.

Target "high-potential" youth. Trainings can vary by context but should draw on personal characteristics of potential participants such as self-determination and motivation. Examples of identification strategies typically used to identify higher potential entrepreneurs include implementing selection criteria based on basic education level or proxy skills tests, business plan competitions, or community nomination. It is also important not to leave higher risk or more vulnerable groups behind, though effective strategies for such groups are likely to differ, and there is currently less research focused on this.

Consider support for dedicated training slots for rural applicants, and supplemental literacy and French language support. In general, students from more urban areas tend to be stronger, and centers do not have enough resources to advertise and recruit from more rural areas. To succeed in the trainings, students must come in with a strong level of French, and this can be a disadvantage for potential applicants from more rural areas. Support to address transport and communication challenges of interested applicants from more rural areas may also need to be expanded.

Strengthen trainee-employer linkages at training centers, and ensure that training programs focus on pathways/skills with active placement opportunities. Training centers are generally not able to place students in jobs, or provide support post-training, and have limited human and financial resources. The disconnect between producing well-trained students at a time when there are not enough employment opportunities for them upon graduation, is a recognized problem. Lack of placement opportunities or employment partners for newly trained graduates of vocational programs was a commonly noted barrier.

Focus vocational training on stronger support for and working through state structures, including a focus on improving the quality of trainers, curriculum development and provision of equipment for training centers. Trainers may also need support on communication and youth interaction, as well as new techniques in their specialties. Several stakeholders called for more support to existing vocational training centers, in terms of equipment, instructional quality and capacity, and similar resources. Additional constraints the centers face are lack of sufficient supplies, training kits, tools and materials to be more fully operational.

Related to Information Access

Strengthen existing government efforts to provide information on employment opportunities, and link recent trainees or graduates with prospective opportunities. Several stakeholders noted the frustrations of potential beneficiaries in the FGDs related to insufficient information on employment opportunities. This can be especially challenging for diversification efforts in more rural provinces where there are already fairly limited government services, lower levels of education, poor road access, and no regional vocational training center. Stakeholders also noted an element of fatigue on the part of young adults, many of whom either drop out of trainings to pursue informal work at mining sites, or are not interested to apply for training opportunities because they do not believe (in many cases correctly) that tangible employment opportunities will be available to them upon completing of training. There is a feeling that most opportunities are clustered in the regional capital, but the gaps in services and meaningful training opportunities in the more rural areas may also offer opportunities for employment services support to make a clear difference.

Assistance should aim to **provide better access to information to help farmers find the best markets for their products, and should facilitate linkages between farmer groups and traders.**

Support should include innovative **IT-based approaches to bring new and more accessible information to rural areas**, such as training on and use of computer tablets for collection and dissemination of information on localized pasture resources, weather and growing conditions, and market prices in more rural areas.

Related to Cash Transfers or other Credit Access Activities

To help ease credit constraints for livelihood activities with uneven revenue streams, support programs that work with MFIs to introduce more flexible conditions for credit

access and repayment, including third party loan guarantees, and repayment structures that are tailored to sector- or activity-specific revenue expectations and business plans. For many of the types of less and non-climate-dependent livelihood activities that are available to target LDA populations, revenue streams are likely to be uneven, and there may be longer start-up periods where profits are less likely. To avoid beneficiaries dropping out of lending programs due to payment difficulties, development programs should work with MFIs to experiment with more appropriate targeting of repayment structures aligned with the nature and revenue expectations of particular business activities (i.e. repayment structures linked to business plans).

Link entrepreneurs with larger businesses to more formal financial services and larger loan amounts, and/or offer sustained financing beyond a project lifetime.

Consider competitive unconditional cash transfers to groups with stronger potential entrepreneurs. This can help further innovative entrepreneurship, and spur additional demand for services and products.

Consider conditional cash transfer models (such as cash-for-work) for subsistence entrepreneurs or other target populations. These can provide important gap-filling access to cash for more vulnerable segments of populations. While livelihood diversification and strength is not directly benefitted through short-term interventions, economic and social shocks, and vulnerability to instability, requires a prioritization of initiatives that increase access to cash and engage vulnerable populations in beneficial community action. Instability and diminished trade in border areas can force people to seek illicit coping mechanisms. Changes in the value of the Nigerian currency (Naira) vis-à-vis the CFA has affected income levels and remittances, particularly along the border where trade is impacted by both instability in Nigeria and the relative cost of goods on either side of the border. Additionally, respondents noted the inability for people in Niger to cover their high debt burden as a result. This suggests a localized and pronounced need for people to seek alternate income streams. While the interviews did not suggest a current move toward illicit behavior, if illicit behavior, including involvement with VEOs, is indeed an occupational choice, then these dynamics emerging along the border could be understood to decrease the opportunity cost of criminal behavior, including membership in VEOs.

Support group-based lending activities, rather than individual loans. From the perspective of the MFIs and banks, the typical populations that are targeted for livelihood diversification support represent a challenging lending demographic. Both stakeholders and respondents noted the strong need for training of loan receivers in the areas of financial management and entrepreneurship. These trainings have been proven to be beneficial for both the stakeholders, who as a result collect the loan repayments in a timely fashion, and the clients, who in turn receive more direction and guidance in their business ventures. Other stakeholders also noted that often youth tend to approach MFIs and other organizations for loans individually, rather than as groups, while the experience of these organizations is that group-based loans and activities often have a stronger possibility to be successful.

Related to Agro-processing Expansion

Stronger attention should be paid to coupling agro-processing skills with clearly identified market gaps. A small number of NGOs and programs appear to conduct market-based needs assessments or identification of sector “gaps” to ensure that there is strong demand for specific services, and likelihood of employment opportunities, before investing in training activities in these areas. This ties to academic research on the topic, which emphasizes a need to pay more attention in development programming to the demand side, and that this will inevitably be finer-grained and site specific.

Focus on regional and local specialization, recognizing that this will vary by specific location. More detailed differences should be identified during targeted market assessments, and should include consideration of the difficulty of geographic and market accessibility of some areas.

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ANNEXES

ANNEX I: LDA STATEMENT OF WORK



USAID
FROM THE AMERICAN PEOPLE

LIVELIHOODS DIVERSIFICATION ANALYSIS

STATEMENT OF WORK

PROGRAM OF RESEARCH LIVELIHOOD DIVERSIFICATION ANALYSIS (LDA) STATEMENT OF WORK

Contracted under AID-685-C-15-0000

USAID Senegal Monitoring and Evaluation Project

DISCLAIMER

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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DEFINITIONS

Activity	An activity is a “sub-component of a project that contributes to a project purpose. It typically refers to an award (such as a contract or cooperative agreement), or a component of a project such as policy dialogue that may be undertaken directly by Mission staff.” (ADS 200.6)
Project	A project is “a set of executed interventions, over an established timeline and budget intended to achieve a discrete development result (i.e., the project purpose) through resolving an associated problem. It is explicitly linked to the CDCS Results Framework.” (ADS Glossary)
AOR	Agreement Officer’s Representative
COR	Contracting Officer’s Representative
CV	Curriculum Vitae
CVE	Countering Violent Extremism
EGO	Economic Growth Office
IP	Implementing Partner
LDA	Livelihoods Diversification Analysis
LOE	Level of Effort
MEP	Monitoring and Assessment Project
POC	Point of Contact
RISE	Resilience in the Sahel Enhanced
SOW	Statement of Work
SRO	Sahel Regional Office
TPM	Team Planning Meeting
USAID	United States Agency for International Development
USG	United States Government
USGS	United States Geological Survey
VEO	Violent Extremist Organization
ZOI	Zone of Intervention

I. STATEMENT OF WORK DETAIL

USAID SOW Manager	Tyce Shideler, SRO
MEP SOW Manager	Sadio Coulibaly
Geographic Coverage	Burkina Faso, Niger
Task	Livelihoods Diversification Analysis
Task Start and End Dates	October 12, 2016 – February 28, 2017

2. PROJECT DESCRIPTION

The Livelihoods Diversification Analysis (LDA) has two key functions: 1) to inform ongoing and future iterations of resilience programming in Niger, Burkina Faso, and potentially other Sahelian countries, and 2) to contribute more broadly to strategic thinking on holistic programming that addresses the underlying factors of vulnerability to violent extremism in the Sahel. A key focus of the analysis will be on how to promote less climate-dependent and non-climate dependent livelihood diversification strategies within the Resilience in the Sahel Enhanced (RISE) ZOI and with the specific demographic group that RISE is targeting, including youth populations, as well as regions in the Sahel with similar development challenges. With respect to key function #2, the LDA effort is expected to focus primarily on those countries and regions that are either currently experiencing violence/instability as a result of the actions of violent extremist organizations (VEO), or are at risk of escalation of such activity due to structural vulnerabilities, or “push factors”. The LDA effort is aimed to help to shape interventions to promote less climate-dependent and non-climate-dependent livelihood diversification in two geographies: traditional resilience zones and zones vulnerable to VEO recruitment/ violence. The RISE ZOI for Niger includes the regions of Tillaberi, Maradi, and Zinder, and the provinces of Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Loroum in Burkina Faso.

This SOW defines ‘less-climate dependent’, or ‘indirectly agricultural’, livelihoods as those which are indirectly engaged in or associated with activities related to the production, processing, marketing, distribution, utilization, and trade of food, feed, and fiber, including livestock. In addition, ‘non-climate-dependent’, or ‘non-agricultural’, refers to livelihoods that are not directly or indirectly vulnerable to, and thereby negatively affected by, both long-term/ slow onset shifts in climatic norms for a particular region, as well as sudden and unpredictable climatic shocks (droughts, floods, etc.). Examples of non-climate-dependent livelihoods may include hairdressing, mechanics, carpentry/construction, tailoring, cell phone repair, IT work, handicrafts, etc. Thus, throughout this document ‘livelihood diversification’ will refer to those individual, household, and community level strategies and objectives that are pursued alongside, or in lieu of, traditional agricultural activities to diversify income streams and reduce risk. USAID expects the LDA to present findings related to both non- and less-climate dependent livelihood strategies.

The LDA will draw on desk-based literature review, field-based ethnographic and related social science research methods, and stakeholder consultations focused on selected representative rural and urban/peri-urban areas across the targeted countries of Burkina Faso and Niger. The purpose of the analysis is to produce analytical products on economically viable and culturally appropriate livelihoods diversification strategies that will provide guidance and actionable recommendations which contribute towards informing and strengthening the design of future livelihoods diversification programming and targeted interventions in the region. The analysis will focus on less-climate dependent and non-climate dependent options as distinct strategies, paying attention to both of them.

Background Context

Regarding the first function of the LDA, USAID's RISE initiative is a 5-year \$330 million effort to address the underlying causes of vulnerability in Niger and Burkina Faso that lead to repeated instances of humanitarian need when these countries are faced with climatic shocks and other more long-term stressors such as poverty, poor governance, population pressures, and conflict over natural resources. Following two years of RISE implementation it has become evident that the promotion of alternative livelihoods, including those less susceptible to drought and other climate-related disasters is a critical gap in our current RISE programming. The LDA will inform future programmatic developments in this sector.

The second function is related to a broader problem set that USAID is examining related to the challenges posed to the region by violent extremist organizations (VEOs), such as Boko Haram in Northern Nigeria, Al-Qaeda in the Islamic Maghreb (AQIM), Movement for Oneness and Jihad in West Africa (MUJAO), etc. Related to this challenge, USAID assumes that there are a number of underlying social, political and economic ('push') factors that contribute to the vulnerabilities that allow VEOs to emerge or expand operations through recruitment. Given this assumption, USAID seeks to address the issue of a lack of sustainable, meaningful, and diversified livelihood opportunities, which is well understood as a contributing factor to the Sahel's vulnerability to manifestations of violent extremism, particularly in relation to youth unemployment. Through insights gained from this research, USAID will be well-positioned to address the above named challenges through targeted livelihood diversification interventions.

Geographic Targeting

Regarding key function #1 outlined above, analysis and fieldwork shall focus on the Zone of Intervention (ZOI) in Niger and Burkina Faso where all of USAID resilience programming is currently located. The ZOI in Niger includes the regions of Tillaberi, Maradi, and Zinder, and the provinces of Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Loroum in Burkina Faso. Under the RISE initiative USAID has set itself targets related to a set of well-being outcome indicators, as well as on a set of resilience capacity indexes in the targeted ZOI in Niger and Burkina Faso.

In addition, the LDA literature review shall focus research in other regions of the Sahel outside of the RISE ZOI that have similar climatic contexts, development challenges, and resilience deficits. This ensures the LDA's capacity to inform future programming in this region, or similar regions throughout the Sahel with similar climates, socioeconomic status and development challenges, including high levels of humanitarian need in recent years/decades.

Regarding key function #2 outlined above, USAID is currently thinking through more holistic programming that addresses some of the underlying factors that contribute to the rise of violent extremism in the Sahel. This USAID effort is a Sahel-wide initiative, but is particularly focused on those countries and regions that are either currently experiencing violence/instability as a result of the actions of violent extremist organizations (VEO) or are at risk of an escalation of their activity due to structural vulnerabilities, or "push factors". These factors could be weak governance, lack of service delivery, entrenched poverty, lack of opportunity, and other poor development outcomes.

With regard to regions currently affected by VEO activity, the LDA literature review, stakeholder consultations, and fieldwork should focus on the Lake Chad Basin, northeast Niger and the border region with Libya, Western Niger- Northeast Mali, and the border region between Mali and Mauritania. These regions are currently experiencing increased levels of VEO activity, including membership recruitment, and are considered highly vulnerable to increased instability. In addition, the LDA literature review and stakeholder consultations will focus on regions that are not currently impacted by VEOs, but are considered at risk or vulnerable to VEO expansion, recruitment, and sympathies as a result of the 'push factors' outlined above. This focus would be on urban, peri-urban, and rural regions of Niger and Burkina Faso as well as border regions considered vulnerable to VEO recruitment or activity. Thus, the LDA effort would help to shape interventions to promote less climate-dependent livelihood

diversification in both geographies (traditional resilience zones and zones vulnerable to VEO recruitment/ violence).

Demographic Targeting

With reference to function #1, resilience programming, LDA will focus on those populations in the RISE ZOI that are considered the most vulnerable, and therefore least resilient, to climatic shocks and chronic stresses. These populations, understood to practice agro-pastoral and marginal agriculture livelihoods, are those that are typically in need of humanitarian assistance in the face of climatic shocks and increased severity of more long-term chronic stressors (poverty, rising food prices, land degradation, weak service provision, poor governance, etc.). The LDA will also focus on the broader communities surrounding the most vulnerable populations, potentially beyond the RISE ZOI if funding and time permits, in order to explore how the scaling up of regional industries (less climate-dependent), support to better urban planning and development in secondary cities, and addressing key constraints to growth within the large informal economy relating to household enterprise development could support vulnerable populations. The LDA will also keep in mind the complex role of remittances and rural-urban linkages in its targeting analysis. Thus, demographic targeting will not be focused on a sub-set of the above named population based on age, urban-rural status, etc., but rather on vulnerable populations generally and the communities to which they belong. Recognizing that women are central to resilience and development in the Sahel, and are considered among the most vulnerable populations, the LDA will include analysis on strategies to empower women through livelihood diversification and address in a culturally-appropriate way the gender conflicts arising from the diversification.

With regards to function #2 on the issue of VEO activities, the LDA will take a general approach to understanding the dynamics, including target populations, of livelihood diversification interventions. A key question of the overall LDA effort will be where and who to target with livelihood diversification efforts in order to best achieve the expected outcome of reduced vulnerability to violent extremism. Therefore, USAID does not wish to predetermine the specific population sub-groups that the LDA should target, but rather to better understand how to scale-up long-term livelihood diversification efforts to reduce vulnerabilities to VEO recruitment and destabilization in the geographic regions mentioned above. However, it should be noted that internal analysis has led USAID to believe that unemployed youth populations should be a target population of the overall effort.

For both functions the analysis should clarify how vulnerable populations currently participate in local and regional economic systems, as well as the potential for their participation to be enhanced or expanded so as to provide access to alternative livelihoods both current and emergent. This analysis should identify 1) the actions needed to strengthen those larger economic systems so as to increase economic opportunities for vulnerable populations, and 2) the major barriers for the most vulnerable (extreme poor, minorities, women and youth to participate in those markets).

3. BACKGROUND INFORMATION SOURCES

The literature review to identify relevant literature on livelihoods diversification and linked CVE issues will draw primarily from peer-reviewed published academic journal articles, which will be sourced via a snowballing keyword search in Scopus. Scopus is a leading database of peer-reviewed published academic literature, book chapters, and conference proceedings, and is one of several extensive subscription-based databases that academics use to identify relevant scholarly literature for meta-analyses and literature reviews of particular issues of interest. The search will be conducted across all relevant disciplines and journals (Scopus does not exclude journals, disciplines or document types unless instructed to), which for this study may include economics, agricultural economics, public policy, development studies, and geography, among other related disciplines. The literature review will source both English and French language materials.

In addition, the team will draw on a search of the USAID Development Experience Clearinghouse (DEC), 3ie's evidence portal database, DFID's development tracker, the AidData database, and other

document and resource recommendations obtained from USAID POCs and other stakeholder consultations that are likely to emerge during field research. This may also include information contained in the USAID Sahel Regional Office’s internal knowledge library. The aim of searching these resources is primarily to identify relevant information on current programming across a range of agencies, and any program evaluation documentation related to less and non-climate dependent livelihoods diversification and its intersection with CVE that may be available.

4. TASK PURPOSE, AUDIENCE AND INTENDED USES

The purpose of the LDA is to better inform the development of future programmatic interventions and strategic efforts focused on the promotion of livelihood diversification in the Sahel by the Sahel Regional Office (SRO) at USAID/Senegal. In particular, the LDA will shed light on the most effective development interventions, investment priorities, and strategic approaches necessary to facilitate progress on diversification into non-climate dependent (i.e., non-agricultural) and less-climate dependent (i.e., indirectly agriculture related) livelihoods in the Sahel, and taking into account relevant socio-cultural nuances. Through desktop literature reviews, field-based qualitative research, stakeholder consultations, and results-sharing at a USAID learning clinic, the LDA will result in a range of analytical products meant to provide guidance that will shape the determination of economically viable, culturally appropriate, and empirically proven livelihood diversification development strategies for the Sahel.

5. ASSESSMENT QUESTIONS

Framing questions for the LDA are presented below, based on considerations around the scope and overarching aims of the LDA, and what we believe is likely to be answerable in sufficient detail given the context, budget and fieldwork parameters. These framing questions may be further refined and consolidated in conversation with USAID, in order to ensure that the assessment can produce useful and actionable information on a targeted set of the Sahel Office’s programming priorities. It is noted that, per the overarching focus of the LDA, the assessment questions, data collection and study findings will focus on two distinct categories of livelihoods across the questions stated below: ‘less climate-dependent’ and ‘non-climate-dependent’ livelihoods.

7. Current and emerging livelihoods diversification opportunities, lessons and knowledge gaps, with respect to less climate-dependent, and non-climate-dependent, opportunities: What are current and emerging opportunities and challenges to promoting less climate-dependent livelihoods, and non-climate-dependent livelihoods, in the Sahel and comparative regions (in terms of climatic and traditional livelihoods contexts, and resilience and development challenges). What, if any, are key lessons learned to date for overcoming challenges and barriers to livelihoods diversification in these directions, and what are the persisting knowledge gaps?
8. *Vulnerabilities and context considerations for key sub-groups in the Sahel:* What are particular vulnerabilities and considerations across different sub-groups of interest for successful strategies to promote less climate-dependent and non-climate-dependent livelihoods in the Sahel, and particularly as it intersects with the CVE context? Particular sub-groups of interest include:
 - a. Rural communities;
 - b. Urban and peri-urban communities;
 - c. Youth (and particularly those with higher vulnerability to joining VEOs);

d. Women.

9. *Livelihoods diversification interests and barriers to uptake for target populations:* What are the economic and vocational visions and aspirations of population sub-groups of interest, and their perceived challenges and barriers to diversifying their livelihoods away from traditional climate-dependent livelihoods?
10. *Identification of innovative livelihoods diversification strategies and programming recommendations:* Taking into account existing literature, qualitative fieldwork in representative areas, and stakeholder consultations, what are innovative strategies, approaches, and examples of particular interventions for successful livelihoods diversification towards less climate-dependent, and towards non-climate dependent livelihoods that should be considered? How might suggested approaches and interventions differ for different target demographics?
11. *Analysis of potential risks and limitations, including gender conflicts:* Given current information, what types of negative externalities (e.g., climate, social (including gender-based), environmental), if any, have past interventions produced or may be likely based on prior experience? What are the potential risks for the recommended livelihood diversification activities to exacerbate vulnerabilities of target or non-target populations (for example stemming from industrialization, migration, infrastructure development, etc.)? This may also include consideration of if/how livelihood diversification might widen income disparities and exacerbate grievances as a “push” factor for particular groups or non-target beneficiaries (unanticipated negative feedbacks).
12. *Effectiveness and uptake considerations across recommended approaches:* For recommended livelihoods diversification approaches, what are the key considerations that may affect the likelihood of successful uptake, for example across seasonality, sociocultural nuances, gender, class and ethnic issues, and market saturation considerations. Are there opportunities to leverage indigenous knowledge to promote wider uptake, or to better program resources targeting the promotion of livelihoods diversification?

Additional sub-questions with respect to the above, to be further refined according to USAID priorities and in the context of particular livelihoods strategies identified as priorities.

Business / Enterprise Development considerations

- What are the key challenges concerning the enabling environment and access to resources for small and medium enterprises, particularly in the informal economy?
- What are the key human capital challenges (basic literacy and numeracy, education, etc.) that restrain progress in the private sector?
- Under a large business start-up intervention, which specific forms of support would be required from USAID (capital, technical expertise, in-kind support, business development consulting, etc.), and what would be the most effective method of delivery of such assistance (3rd party external implementer, direct USAID provision, host government, etc.)?
- Do study findings suggest that USAID should focus on developing new, currently non-existent, industries where there may be latent/hidden demand, or rather facilitate the scale-up and growth of industries that currently exist? Or both?
- For identified priority livelihoods strategies that USAID is recommended to pursue, (1) are such strategies amenable to expansions in growing secondary towns and cities; and (2) what are key

considerations and possibilities for the livelihood opportunities to provide income-generating opportunities for rural migrants from nearby villages in such places? (particular emphasis on considerations with respect to potential for uptake by rural migrants)

- In considering potential innovative livelihoods strategies, the study should consider (for the sectors that emerge as a target focus for the study):
 - What are key products that are consumed locally, yet produced internationally/externally?
 - What are potentially effective strategies to encourage more local production of common consumer goods (i.e., furniture, clothing, kitchen ware, food stuffs, etc.)?

Resilience Focused

- *Opportunities with respect to particular agricultural value chains:* Are there less-climate dependent / off-farm diversification opportunities within particular agricultural value chains that could be supported/ scaled-up (e.g., high-end processing, storage, transport, marketing, etc.)?
- *Geographic targeting:* What geographic zones should be targeted specifically to achieve USAID's objective of livelihood diversification in the Sahel? Under its resilience initiative, are there geographies outside of the current RISE ZOI that could support diversified livelihoods in the Zone? Note this question can draw on consultation with USGS and a USGS mapping product to identify where USAID may have competitive advantage on implementing non-climate dependent livelihoods.

CVE Focused

- *Geographic targeting:* Given a limited amount of resources to address the push factors of VE recruitment, which target geographies would have the most impact in the Sahel? Is it better to invest in livelihood interventions in stable or unstable geographies to have more impact in countering violent extremism and why/how?

Gender Specific Questions

- What cultural changes would have to transpire in order for women to be better placed to pursue diversified livelihoods?
- How have women's roles shaped livelihood diversification or been affected by it?

6. APPROACH

Design

The LDA will draw on three sets of information to inform the assessment:

3. A literature **review and synthesis into a meta-analysis paper of existing literature** from the region and elsewhere with respect to: current approaches and challenges to promoting less climate-dependent livelihoods in the Sahel and comparative regions (in terms of climatic and traditional livelihoods contexts, and resilience and development), lessons learned and persisting knowledge gaps, and particular vulnerabilities and considerations across sub-groups of interest and as it intersects with the CVE context. Particular sub-groups of interest include women, youth, urban and peri-urban populations, and rural communities.

- In addition to the above, the literature review will provide a summary of relevant current USAID program documents (SOWs, Project Descriptions) and evaluation study findings to help identify programmatic shortcomings and gaps, and summarize current knowledge from peer-reviewed published literature on the following:
 - a. What relationship does livelihood diversification have to the overall resilience of a household or community?
 - b. To what extent does a broad-based, diversified, and remunerative local economy appear to serve as a preventative factor against violent extremism?
4. **Qualitative fieldwork in representative communities in each of the two countries** (Burkina Faso and Niger), stratified across key rural, urban and peri-urban areas of each country. The qualitative fieldwork is aimed to better understand sociocultural norms and context across the different areas, economic and vocational visions and aspirations of population sub-groups of interest, challenges and barriers to livelihoods diversification, and to inform the identification of feasible strategies/approaches for successful diversification.
- The purpose of the qualitative fieldwork component is to ensure that the analysis and subsequent programmatic recommendations are rooted in and derived from indigenous knowledge and local sociocultural norms and expectations. With regard to the RISE initiative, LDA ethnographic fieldwork should target a representative sample of select communities in the regions of Tillaberi, Maradi, and Zinder of Niger, and the provinces of Seno, Yagha, Komondjari, Gnagna, Namentenga, Sanmatenga, Bam and Loroum in Burkina Faso (RISE ZOI), as well as communities outside of the RISE ZOI with similar development challenges or resilience deficits. For the broader effort looking at the issue of violent extremism in the Sahel, ethnographic fieldwork will be conducted in representative samples of urban, peri-urban, and rural regions of Niger and Burkina Faso.
5. **Stakeholder consultations with representatives of donor, private sector, government and civil society organizations**, as well as with USAID staff in the Sahel Office and country offices in the region, to understand current livelihoods diversification and CVE programming, strategies and operational approaches, and lessons learned. Such consultations will be aimed to draw on experiences and perspectives across a range of local and national level actors. Donor consultations should focus on lessons learned, methodologies, and specific examples of programming on livelihood diversification. Donors likely to be involved include: DFID, EU, ECHO, AFD, JICA, World Bank, ADB, Swedish SIDA, Canadian CIDA, UNDP, ILO, IOM, and others. It is expected that stakeholder consultations will be either in person or conducted by phone/VTC. In addition, LDA will include consultations with USAID staff throughout the Sahel, including in the SRO in Dakar and the limited presence country offices of Niger and Burkina Faso.

Fieldwork Strategy

The fieldwork in the Sahel region will begin with an initial team meeting in Dakar, to hold an initial technical planning meeting (TPM) and briefing with MEP & USAID team, and finalize the work plan, activity process, data collection tools & protocols, and target areas for fieldwork in each country. One month of fieldwork will take place in each study country. Stakeholder consultations and field-based qualitative data collection will be implemented across potentially diverse geographic and demographic targets in each of the two countries. The initial week will be spent on team training and finalization of

the field itinerary in country (up to 2 initial days), and conducting stakeholder consultations in the capital city. The subsequent three weeks will be spent conducting fieldwork in up to three different rural areas per country, with roughly one week of field time allocated to each location. To ensure consistency in approach and high quality outputs, the fieldwork will be done as a rolling process that begins in the first study country (potentially Burkina Faso and is then implemented as a staggered process in the second country. This will allow the LDA team to adapt the fieldwork, including the data collection and synthesis processes, in the subsequent country based on learning from the first country of data collection. It will also ensure that the international team is able to establish a consistent and standardized training process, site selection and entry process, and set of field protocols to guide the regional task manager and local consultants in each country.

Given the target timeframe to complete the study by the end of January 2017, it is proposed that the three international team members will be present for the first 7-10 days of the fieldwork in the first country, before moving to the second country to conduct team training and start the second country team on the rural fieldwork.

The international specialists will therefore be present for the initial 7-10 days of field data collection in each study country. Given that a strong set of local consultants has been identified for the team in each country, who have extensive prior qualitative data collection experience in the target fieldwork areas as well as in CVE and livelihoods sectors, this allocation is deemed appropriate for ensuring a consistent focus and smooth continuity of the fieldwork across the two countries. It will also enable the international team to begin working with the qualitative information as it comes in, and to be able to efficiently provide feedback across both countries as may be needed for the latter part of the fieldwork. The team is likely to begin in Burkina Faso and conclude in Niger. Pending finalization of the list of stakeholder organizations that will be consulted in each country, consultations will be distributed amongst the international team members and local consultants as is appropriate, based on the sector, population sub-group and required language for effective discussion.

7. DELIVERABLES

The LDA Team will provide the following deliverables:

- **Deliverable 1: Work Plan:** A detailed work plan will indicate activities, approach and consultation, KII and/or focus group interview guides as necessary to conduct the study. The work plan will be finalized and submitted to the MEP COR and the USAID/SRO POC for approval.
- **Deliverable 2: Weekly Progress Reports during fieldwork component of the study:** A written and/or electronic report of the LDA team's progress in the field in each country will summarize progress on scheduled activities, status of completion and any constraints encountered. This will be submitted to MEP on a weekly basis and shared with the MEP COR and USAID POC.
- **Deliverable 3: In-region debrief at the conclusion of the international team's travel:** The team will conduct a debrief with USAID/Sahel at the conclusion of the international team's travel in the region, to provide a read-out on initial issues and findings. Note that the debrief will be based on preliminary findings from the initial weeks of fieldwork conducted by the team, rather than a thorough analysis of findings based on the full fieldwork across the countries.
- **Deliverable 4: Draft meta-analysis study:** The team will submit a draft meta-analysis literature review paper of 20-25 pages, excluding annexes, to the USAID MEP COR and the USAID/SRO POC, who will circulate the draft provide preliminary comments from the team.

- **Deliverable 5: Finalized meta-analysis study:** The team will submit the finalized meta-analysis literature review paper of 15-20 pages to the USAID MEP COR and the USAID/SRO POC, 2 weeks after receipt of one set of consolidated comments.
- **Deliverable 6: Draft final report:** The draft final report document will include an executive summary, table of contents, methodology, analytic findings (disaggregated as appropriate by country and target demographic), sociocultural considerations, a section summarizing the team’s key guidance on potential programs, and actionable recommendations for strengthening the design of future livelihoods diversification programming in the region, and key partners to consider. The report will be submitted in English. Annexes to the final report will include the approved work plan, the data collection protocols, a detailed calendar of fieldwork, and a list of key stakeholders consulted in each country.
- **Deliverable 7: Final report:** The team will submit the finalized study report of up to 50 pages, excluding annexes, to the USAID MEP COR and the USAID/SRO POC, 2 weeks after receipt of one set of consolidated comments.
- **Deliverable 8: Presentation and discussion of results at USAID-hosted learning clinic in Dakar:** The team will prepare a concise final results presentation for USAID, which summarizes the study, key findings and recommendations. The team will present final results and discuss findings at a USAID-hosted learning clinic in Dakar. The presentation will consist of up to 20 slides. The team aims for the three international team members to be present in person at the learning clinic.

8. TEAM COMPOSITION

The LDA Team is proposed to be comprised of:

- Three international specialists: a Team Leader, a Livelihoods / Small Business Enterprise (SBE) Specialist, and a CVE Specialist, who will each contribute their respective subject matter and field research expertise to play key roles in overall study design and development of data collection tools, obtaining high quality and relevant information during fieldwork, and contributing to data synthesis, results writing, generation of actionable recommendations, and presentation of findings;
- Two U.S.-based research assistants who will assist with document sourcing and review for the meta-analysis, development and use of standardized data collection tools for fieldwork, and assistance with interview transcript processing and synthesis of qualitative data;
- Two national teams, each consisting of two Local Consultants with qualitative research experiences and local language skills for the target study areas (one team in each of Burkina Faso and Niger), who will lead qualitative data collection in rural areas of each country. Each national team will consist of a more senior consultant (CVs attached) assisted by a junior local consultant;
- One academic with livelihoods expertise, who will not travel to the region or conduct fieldwork, but will provide desk-based objective review and contribute feedback into the focus and substance of the meta-analysis and final report deliverables for the study.

In addition, the LDA Team will be supported by a Senegal-based Regional Task Manager, based in the MEP office, who will serve as a task manager and assist with coordination and oversight of the fieldwork in each country. The Regional Task Manager will support the effort throughout by facilitating meetings, logistics, and international travel, including coordination of the final results presentation and roundtable

discussion. The MEP office will provide office space while team members are in Dakar, for example during final work planning with the international team prior to the start of fieldwork in the two countries.

The senior local consultant in each country will also be responsible for facilitating the internal logistics within each of the study countries. This includes responsibilities for arranging vehicle and driver hire, local accommodation arrangements in each rural area, arranging appointments for stakeholder consultations, key informant interviews and organizing focus group discussions, as well as identifying a junior local consultant to assist with these tasks and the overall qualitative data collection in each area of the respective countries.

The International Team Leader will have livelihoods and resilience expertise and be responsible for:

- Overall work planning, direction and implementation oversight for the LDA research;
- Development of standardized field protocols and interview guides as needed for fieldwork;
- Ensure coordination and integration of data collection, analysis and synthesis of results across the livelihoods, resilience and CVE aspects of the assessment;
- Lead writing for the meta-analysis and final study report, and production of results presentations;

The International Livelihoods / SBE and CVE Specialists will each have field-based experience in the region, provide subject matter expertise and conduct stakeholder consultations, contribute to design of field instruments protocols for their respective SME, and work with local field teams to carry out qualitative fieldwork in the respective countries. They will also be physically or virtually present as part of the final results presentation and roundtable discussions at the conclusion of the assessment.

International team members will have French language proficiency.

Two local qualitative consultants will together form the national team in each country. The local consultants will be an important component of obtaining rich qualitative inputs from this research. Important qualifications for the local consultants are: a background in social science research methods, such as conducting participant observation, key informant interviews, or facilitating group discussions; field-based experience in some of the selected regions; local language skills for the areas of data collection; and, secondarily, a subject-matter background in any of the following: livelihoods, resilience, small-business enterprise, CVE, or youth-focused work. The international team will conduct training with the local consultants to ensure understanding of research questions and objectives, sufficient training in the subject matter issues, data collection approaches, protocols, and effective probing techniques, and to facilitate the process by which the rich qualitative information obtained will be readily distilled and synthesized according to the needs of the assessment. The national team in each country will consist of a more senior local consultant (CVs attached), and a more junior consultant who will assist with the data collection. The more junior consultant will be identified by the more senior local consultant for each country, given their extensive networks in the areas targeted for data collection for this study, and may draw on different individuals in different rural areas, taking into account the particular language and gender requirements for each area (for example, in some areas, focus groups or interviews conducted with women will need to be led by a female local consultant).

Table I provides additional details on team member contributions across study tasks, and a broad outline of expected timing (subject to updates pending finalization of travel dates). Appendix I summarizes the envisioned timing of each activity required to complete the study, including a breakdown of the timing of the fieldwork component in each country, and indicates the proposed timing of deliverables.

TABLE I: LDA TEAM DELIVERABLES AND LEVELS OF EFFORT

Target Dates	Tasks	Estimated LOE (in days)							Total
		Team Leader	Livelihoods / SBE Specialist	CVE Specialist	Academic Livelihoods Expert	Local Consultant teams (2 people per team; across 2 countries)	Research Assistants (across 2 people)	Regional Task Manager	
12 Oct 2016	Signature of SOW								0
17-21 Oct 2016	Workplan and activity development	1	0.5	0.5				1	3
17-28 Oct 2016	Desk-based literature review and synthesis for meta-analysis paper	4	2	2	4		12		24
17-28 Oct 2016	Design and finalize data collection protocols and KII/FGD guides	2	1.5	1.5			3		8
30 Oct 2016	US-Dakar travel: (trip #1; 25 total days per person (LP/BO), or 22 total days (WF))	1	1	1					3
31 Oct - 11-Dec 2016	Conduct fieldwork in each of 2 countries: stakeholder consultations/KIIs and FGDs in 3 rural areas per country; stakeholder consultations in capital. (includes ~2 days of MEP technical planning and initial briefing with USAID in Dakar, and ~1.5 days of team training and plan finalization with local consultants in each country) . See Appendix I Gantt chart for timing in each country. (Deliverable 1: finalized workplan; (Deliverable 2: weekly progress reports)	22	22	20		120	4	6	194
21 Nov 2016 (TBD)	Prepare and present mid-data collection debrief to USAID of preliminary issues and findings from initial fieldwork (Deliverable 3: In-region debrief)	1	1	1			2		5
31 Oct - 11 Dec 2016	Regional travel and coordination management and assistance							4	4
21 Nov 2016	Dakar-US travel for international team	1	1	1					3
31 Oct-11 Dec 2016	Data collection and delivery oversight	2					6		8

15 Nov - 23 Dec 2016	Synthesize and analyze qualitative data	2	6	6			25		39
Dec 2016 - Jan 2017	Prepare draft and final meta-analysis paper (Deliverables 4 and 5: Draft and final meta-analysis report)	8	5	5	5		1		24
Dec 2016 - Jan 2017	Prepare draft and final report (Deliverable 6 and 7: Draft and final study report)	10	12	12	5		1		40
Feb 2017	Prepare final presentation of results	6	3	3			1	2	15
March 11, 2017	US-Dakar travel (trip #3; 5 days per person)	*	*	*					*
March 13-15 2017	Present and discuss final results at 2-day learning clinic in Dakar (LOE includes 3 days at learning clinic and 2 days of travel) (Deliverable 8: Results presentation and discussion)	5	5	5				2	17
	Total LOE per role:	65	60	58	14	120	55	15	387

9. PARTICIPATION OF USAID STAFF AND PARTNERS

USAID will appoint a focal person in each country (Burkina Faso, Niger) to provide inputs into priority areas for fieldwork, suggest stakeholder consultations of particular interest, facilitate introductions for the team as may be needed in country, and to actively participate in stakeholder consultations and meetings with implementing partners as they are available.

10. SCHEDULING AND LOGISTICS

The MEP office will support interface with the teams in each of the two countries. The senior consultant in each country will be responsible for arranging appointments with target stakeholders in the capital cities and for arranging all travel and logistics for the teams in-country. MEP Senegal will arrange local meetings and logistics in Dakar for the team planning meeting and development of detailed work plan. A Regional Task Manager will interface with the senior consultant in each country to orient them on logistics and fieldwork activities necessary to support the research.

11. REPORTING REQUIREMENTS

It is expected that the meta-analysis literature review and the final report will be drafted and finalized in English. Each of these two documents should not be longer than 25 pages total (meta-analysis paper), or 50 pages (final study report), excluding the annexes. The annexes must include the detailed work plan for the assessment with the detailed calendar, tools and analysis methods. The report will be branded with the standard USAID branding requirements and will be formally submitted to the DEC.

12. ATTACHED REFERENCE DOCUMENTS

Please check all that apply below.

- Gantt chart
- Budget

13. AUTHORIZATIONS

The undersigned hereby authorizes the following items (checked below) for the Statement of Work (SOW) described above:

- Completion of the SOW, as described above;
- SOW staffing, as described above;
- Concurrence with Contracting Officer's Travel Approval for the Consultant(s), requested above (if received prior to review).

[COR to either sign below or indicate approval in a return email]

Contracting Officer's Representative (COR)
Roy Geiser, or designate

Date

Office Director

Date

APPENDIX I: BUDGET

Detailed Cost Plus Fixed Fee				
		LOE	Billing Rate	Total \$
1. LABOR				
NORC Staff				
Team Leader (L. Persha)	/day	60	\$453.85	\$27,231
	/day	5	\$464.25	\$2,321
Home Office Manager (K. Mark)	/day	3	\$655.38	\$1,966
Senior Research Analyst (TBD)	/day	25	\$256.38	\$6,410
Research Assistant (TBD)	/day	20	\$176.92	\$3,538
Financial Manager (M. Tabiti)	/day	4	\$268.28	\$1,073
US-based STTA				
Livelihoods Specialist	/day	57	\$550.00	\$31,350
	/day	3	\$550.00	\$1,650
Countering Violent Extremism Specialist	/day	51	\$655.38	\$33,424
	/day	7	\$655.38	\$4,588
Academic Livelihoods Expert	/day	14	\$410.00	\$5,740
CCN STTA				
Regional Task Manager (Dakar-based)	/day	15	\$250	\$3,750
Burkina Faso Local Consultant (Senior)	/day	30	\$250	\$7,500
Burkina Faso Local Consultant (Junior)	/day	30	\$125	\$3,750
Niger Local Consultant (Senior)	/day	30	\$330	\$9,900
Niger Local Consultant (Senior)	/day	30	\$125	\$3,750
		42.00%	\$42,539.00	\$17,866
1a. Fringe				
Subtotal Labor				\$165,807
2. SUBCONTRACTUAL				
Burkina Faso Research Firm Total				\$15,520
Burkina Faso Cars with driver and gas (assumes 4 days x 2 cars; 16 days x 1 car)		24	\$300	\$7,200

Burkina Faso Per diem			
Accommodation and M&IE for local consultants (20 days x 2 ppl)	40	\$133	\$5,320
Burkina Faso Translation			
Interpretation of KII and FGD transcripts to French	20	\$150	\$3,000
<i>Niger Research Firm Total</i>			\$16,440
Niger Cars with driver and gas (assumes 4 days x 2 cars; 16 days x 1 car)	24	\$300	\$7,200
Niger Per diem			
Accommodation and M&IE for local consultants (20 days x 2 ppl)	40	\$156	\$6,240
Niger Translation			
Interpretation of KII and FGD transcripts to French	20	\$150	\$3,000
Subtotal Subcontractual			\$31,960
3. TRAVEL, TRANSPORTATION AND PER DIEM			
<i>STTA Travel</i>			
Airfare RT US/ Dakar-Ouagadougou-Niamey-Dakar-US	3	\$3,000	\$9,000
<i>Airfare RT US/ Dakar</i>	<i>3</i>	<i>\$2,500</i>	<i>\$7,500</i>
<i>Airport Transport</i>	<i>6</i>	<i>\$200</i>	<i>\$1,200</i>
<i>Country Perdiem: Dakar (initial trip: 2 ppl x 4 days; 1 person x 2 days; Results trip: 2 ppl x 4 days = 8)</i>	<i>25</i>	<i>\$271</i>	<i>\$6,775</i>
Country Perdiem: Burkina Faso/Ougadougou (3 ppl x 5 days)	15	\$271	\$4,065
Country Perdiem: Burkina Faso/Other (3 ppl x 3 days)	9	\$133	\$1,197
Country Perdiem: Niger/Niamey (2 ppl x 7 days; 1 ppl x 6 days)	20	\$177	\$3,540
Country Perdiem: Niger/Other (3 ppl x 3 days)	9	\$156	\$1,404
<i>Travel-Related ODCs</i>	<i>6</i>	<i>\$250</i>	<i>\$1,500</i>
<i>Local Ground Transport in capitals, for consultation meetings (Expatriate STTA)</i>	<i>60</i>	<i>\$25</i>	<i>\$1,500</i>
DBA	2%	\$13,162	\$263
Medex for consultants	5	\$49	\$245
Sub-total Travel, Transportation and Per Diem			\$38,189
4. OTHER COSTS			
<i>4a. Field Office</i>			
<i>Personnel Related Costs (CCN)</i>			
Research Specialist (CCN)	0	\$0.00	\$0
Local Social Benefits (for CCNs)	0	35%	\$0

DBA [base of application includes staff + consultancy earnings]		0	2%	\$0
4b. Home Office				
<i>Network and Computer User Charge</i>	<i>/staff hour</i>	<i>936</i>	<i>\$5.85</i>	<i>\$5,476</i>
<i>Communications</i>	<i>/month</i>	<i>7</i>	<i>\$50.00</i>	<i>\$350</i>
<i>Supplies & Photocopies</i>	<i>/month</i>	<i>7</i>	<i>\$100.00</i>	<i>\$700</i>
IRB Review		1	\$600.00	\$600
Legal Fees - Registration and Service Provider Agreement				
Legal Advice				
Accounting Services	<i>/day</i>	0	\$200.00	\$0
Sub-total Other Costs				\$7,126
SUBTOTAL				\$243,082
5. INDIRECT COSTS				
Overhead		51.00%	\$60,405	\$30,807
G&A		17.30%	\$273,889	\$47,383
5a. Fixed Fee				
NORC Fixed Fee		6.00%	\$321,272.00	\$19,276
MSI Subcontract Handling		5.01%	\$340,548.00	\$17,061
6. MSI Fixed Fee				
		6.00%	\$357,609.00	\$21,457
TOTAL FIXED PRICE BUDGET				\$379,066.00

APPENDIX II: GANTT CHART

		Oct-16				Nov-16				Dec-16				Jan-17				Feb-17				
Activities	Week:	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	
Signature of SOW																						
Work plan and activity development																						
Desk-based literature review and synthesis for meta-analysis paper																						
Design and finalize data collection protocols and KII/FGD guides																						
US-Dakar travel: (trip #1; 25 days per person)																						
MEP technical planning meeting (TPM) and initial briefing with MEP & USAID; Finalize work plan, activity process, data collection tools & protocols, and target fieldwork areas																						
Team training and fieldwork in Country #1 (Burkina Faso)																						
Team training and fieldwork in Country #2 (Niger)																						
Prepare and present mid-data collection debrief of preliminary issues and findings from initial fieldwork																						
Regional travel and coordination management and assistance																						
International team return to US																						
Data collection and delivery oversight																						
Synthesize and analyze qualitative data																						
Prepare draft and final meta-analysis paper																						
Prepare draft and final report																						

ANNEX II: CALENDAR OF FIELDWORK

LDA Field Plan – Niger Data Collection Schedule

Niger Local Team			
Day	Date	Niger Location	Activity
Su	13-Nov	Niamey	International LDA team arrive in Niamey. Niger team training & field planning
M	14-Nov	Niamey	Team training, site selection & Stakeholder Meetings
T	15-Nov	Niamey	Team training & Stakeholder Meetings
W	16-Nov	Niamey	Instruments updates; Stakeholder Meetings
Th	17-Nov	Niamey	Stakeholder Meetings
F	18-Nov	Niger -Tillaberi	Local team to Tillaberi: KIIs / FGD
Sa	19-Nov	Niger -Tillaberi	KIIs / FGD (afternoon return to Niamey)
Su	20-Nov	Niamey	Finalize Tillaberi, Maradi, Zinder schedules; Break Day; International LDA team return to USA
M	21-Nov	Niger –Tillaberi (Tera)	To Tera: Stakeholder mtngs, FGDs, KIIs
T	22-Nov	Niger –Tillaberi	Stakeholder mtngs, FGDs, KIIs
W	23-Nov	Niger -Tillaberi	Stakeholder Consultations in Tillaberi
Th	24-Nov	Niger –Tillaberi (Filingue)	To Filingue; stakeholder mtngs , FGDs, KIIs
F	25-Nov	Tillaberi (Filingue)	In Filingue: Stakeholder meetings. FGDs, KIIs
Sa	26-Nov	To Niamey	Synthesis
Su	27-Nov	Niamey	Break Day
M	28-Nov	Niger - Maradi	To Maradi
T	29-Nov	Niger – Maradi	KIIs / FGDs / Consultations
W	30-Nov	Niger – Maradi	KIIs / FGDs / Consultations
Th	1-Dec	Niger – Maradi	KIIs / FGDs / Consultations
F	2-Dec	Niger – Maradi	KIIs / FGDs / Consultations
Sa	3-Dec	Niger - Maradi	KIIs / FGDs / Consultations / Synthesis.
Su	4-Dec	Break day	Break Day
M	5-Dec	To Zinder	KIIs / FGDs / Consultations
T	6-Dec	Niger - Zinder	KIIs / FGDs / Consultations
W	7-Dec	Niger – Zinder	KIIs / FGDs / Consultations
Th	8-Dec	Niger – Zinder	KIIs / FGDs / Consultations
F	9-Dec	Niger – Zinder	KIIs / FGDs / Consultations
Sa	10-Dec	Return to Niamey	To Niamey.
Su	11-Dec	Niamey	Break Day
M	12-Dec	Niamey	Stakeholder Meetings / Synthesis
T	13-Dec	Niamey	Stakeholder Meetings / Synthesis.

LDA Field Plan – Burkina Faso Data Collection Schedule

Burkina Faso Local Team			
Day	Date	Burkina Faso Location	Activity
Th	3-Nov	Ouagadougou	International LDA team arrive in Ouagadougou. Burkina Faso team training & field planning
F	4-Nov	Ouagadougou	Team training, site selection & Stakeholder Meetings
Sa	5-Nov	Ouagadougou	Instruments updates; Stakeholder Meetings
Su	6-Nov	Ouagadougou	Instruments updates; Stakeholder Meetings
M	7-Nov	Ouagadougou	Stakeholder Meetings
T	8-Nov	Ouagadougou	Stakeholder Meetings
W	9-Nov	Kaya	Stakeholder mtngs, FGDs, KIIs
Th	10-Nov	Sanmatenga	Stakeholder mtngs, FGDs, KIIs
F	11-Nov	Ouahigouya	Stakeholder mtngs, FGDs, KIIs. Synthesis.
Sa	12-Nov	Titao	Stakeholder mtngs, FGDs, KIIs
Su	13-Nov	Titao	Stakeholder mtngs, FGDs, KIIs
M	14-Nov	Titao	Break Day and Synthesis.
T	15-Nov	Dori	Stakeholder mtngs, FGDs, KIIs
W	16-Nov	Dori	Stakeholder mtngs, FGDs, KIIs
Th	17-Nov	Sebba	Stakeholder mtngs, FGDs, KIIs
F	18-Nov	Sebba	Stakeholder mtngs, FGDs, KIIs
Sa	19-Nov	Dori	Stakeholder mtngs and synthesis.
Su	20-Nov		Break Day and synthesis.
M	21-Nov	Boulsa	KIIs / FGDs / Consultations
T	22-Nov	Boulsa	KIIs / FGDs / Consultations
W	23-Nov	Boulsa	KIIs / FGDs / Consultations
Th	24-Nov	Bogande	Synthesis
F	25-Nov	Bogande	KIIs / FGDs / Consultations
Sa	26-Nov	Gayeri	KIIs / FGDs / Consultations
Su	27-Nov	Gayeri	Break Day
M	28-Nov	Gayeri	KIIs / FGDs / Consultations
T	29-Nov	Gayeri	KIIs / FGDs / Consultations
W	30-Nov	Ouagadougou	Synthesis and travel to Ouagadougou
Th	1-Dec	Ouagadougou	Stakeholder Meetings / Synthesis.
F	2-Dec	Ouagadougou	Stakeholder Meetings / Synthesis

ANNEX III: DATA COLLECTION PROTOCOLS

OBJECT 1: STAKEHOLDER CONSULTATION PROTOCOL (FRENCH)

OBJECT 2: STAKEHOLDER CONSULTATION QUESTIONS (FRENCH)

OBJECT 3: FOCUS GROUP PROTOCOL (FRENCH)

OBJECT 4: FOCUS GROUP INFORMATION COLLECTION SHEET (FRENCH)

OBJECT 5: FOCUS GROUP DISCUSSION QUESTIONS (FRENCH)

OBJECT 6: KEY INFORMANT INTERVIEW PROTOCOL (FRENCH)

Livelihoods Diversification Analysis (LDA) Study:

GUIDE DE CONSULTATION POUR LES PARTIES PRENANTES :

Introduction et Consentement

Avant de chaque consultation des parties prenantes, lisez la suivante affirmation de consentement à voix haute à chaque interviewé:

Bonjour et merci d'avoir accepté de me parler. Je m'appelle (nom d'intervieweur/intervieweuse). Je travaille pour le compte d'un groupe des organisations de recherches aux Etats Unis formé par Management Systems International (MSI) et NORC à la Université de Chicago. USAID a nous embauché pour mener une étude pour apprécier les améliorations des moyens de subsistance en Burkina Faso et Niger. L'objet de cette entretien est d'entendre parler des programmes de diversification des moyens de subsistances actuelles, des stratégies employés par votre organisation et des leçons apprises. Votre participation est entièrement volontaire et vous pouvez choisir de ne pas répondre à une question ou d'arrêter l'entretien quand vous voulez. L'entrevue dura environ 45 minutes. Les informations que vous fournissez resteront en toute sécurité pour la durée du projet et seront partagés avec USAID sans identificateurs.

Si vous avez des questions au sujet de l'étude, vous pouvez contacter notre point de contact ici en Niger, Mr. Moussa Mahamane a ces numero: 90 07 25 25.

Etre-vous d'accord de participer à la discussion d'aujourd'hui?

[Si l'interviewé dit « oui », continuez la discussion]

Pouvons-nous commencer?

Information général et consentement

Avant de chaque consultation, veuillez recueillir les informations suivantes:

1	Agence/Organisation :	
2	Nom du répondant :	
3	Fonction du répondant :	
4	Type d'institution :	
5	Date de l'interview :	
6	Location de l'interview :	
7	Intervieweur/intervieweuse :	
8	Preneur/preneuse de notes :	
9	Heure de début :	
10	Heure de fin :	
11	Duration d'interview (nombre de minutes)	

Instructions pour l'Intervieweur/Intervieweuse: Alertez l'interviewé que vous auriez besoin d'environ 45 minutes de son temps (assurez-vous que vous vous en tenez à la durée que vous avez promis). Notez bien que certaines interviewés peuvent avoir plus de temps que d'autres, donc ajuster l'interview en conséquence.

Etude POUR l'analyse DE la diversification des moyens de subsistance :

GUIDE D'ENTRETIEN DES PARTIES PRENANTES :

Instructions pour l'enquêteur : Prière l'avertir que vous aurez besoin de 45 minutes de leur temps (s'assurer de respecter cette durée promise). Il est à noter que certains répondants peuvent disposer de plus de temps que d'autres, il faut ajuster l'interview conformément.

A. Principales Questions

1. Pouvez-vous nous présenter sur votre structure ? Quels sont les types de programmes que vous mettez en œuvre ? Ce qui nous intéresse particulièrement ce sont les activités liées aux moyens de subsistance, à l'emploi, ou orientée vers les jeunes, les zones géographiques où vous intervenez.
2. Comment jugez-vous de la performance de ces projets ? pouvez-vous partager avec nous les facteurs clés qui ont contribué au succès du projet ? Qu'en est-il des freins au succès ? Quelles leçons clés avez-vous tirées des succès de ce projet et que vous pourriez partager pour des actions futures à planifier dans le domaine ?
3. Quels types de personnes participent à ces programmes ? d'où viennent-ils en général ? **(Prière creuser davantage ici, particulièrement : sont-ils issus du milieu rural ou urbain ? quels sont les caractéristiques des personnes qui semblent mieux réussir ces programmes ou les facteurs qui les ont aidés à mieux réussir ? quels sont les types d'activités liées aux moyens de subsistance qu'ils mènent ? qu'en est-il des personnes qui réussissent le moins ?)**
4. Parlons maintenant des programmes futurs. Y'aurait-il de nouvelles approches ou innovations que votre structure envisage et qui pourraient être plus efficaces que celles en cours ? y'en a-t-il qui sont grandement porteuses dans l'avenir même si ces approches ne sont pas largement développées actuellement ou qui pourraient mieux prendre en compte les besoins des personnes que vous ne touchez pas présentement ?
5. Votre structure mène-t-elle des activités en lien avec la radicalisation (ou l'insécurité de manière générale) ou qui visent à réduire la vulnérabilité des jeunes adultes par rapport au chômage élevé ? **(si oui pouvez-vous nous en dire davantage ? Quelle est votre stratégie pour identifier les jeunes qui participent dans ces activités ?)**
6. Y'a-t-il une autre structure clef qui impliquée dans efforts ? Qui pourriez-vous nous suggérer pour un entretien ?

B. Questions supplémentaires pour les représentants de l'Etat et des collectivités territoriales

1. Y'aurait-il des activités que votre institution entreprend pour résoudre les problèmes liés à l'emploi et aux moyens de subsistance en rapport avec l'insécurité ?
 - a) Quelles sont les approches qui ont le plus d'impact ?
 - b) Y'aurait-il d'autres opportunités que pourraient être efficaces ?
 - c) De manière générale, quelles sont les approches (économique, politique, sociale) sur le terrain que vous estimées efficace dans la lutte contre l'extrémisme violent ?

C. Questions supplémentaires pour le secteur privé et les représentants des centres de formation professionnelle

1. Dans votre zone, quelles sont les domaines à fort potentiel d'expansion dans votre secteur d'activité porteurs ? Que faut-il faire pour rendre cette expansion possible ?
2. Quels sont les défis majeurs par rapport à un environnement propice et un accès aux ressources pour les petites et moyennes entreprises dans ce secteur ?
3. Quels sont les défis majeurs de travail **dans votre secteur dans votre zone** (ex : faible niveau d'alphabétisation chez la main d'œuvre disponible, etc.) ?
4. Quels sont les types de formation offerts par votre entreprise/école (formelle, formation à la tâche, etc.) aux nouveaux employés /stagiaires ?
5. Quels types des compétences sont indispensables pour des employés qualifiés dans ce secteur ?

D. Questions supplémentaires pour les fournisseurs de services financiers

1. S'il vous plait, pouvez-vous décrire les services et produits que vous mettez à la disposition de vos clients. **(Suivi : des questions spécifiques sur les conditions islamiques ou les types de services islamiques offert par l'institution)**
2. Quelles sont les conditions que requiert votre institution pour avoir accès à ces services/produits (ex : garantie, carte nationale d'identité, preuve de revenu, etc.)?
3. Quelles sont les principales utilisations des prêts commerciaux sur la base des dossiers de demandes que vous recevez ? Quelles sont les activités de subsistance qui permettent à vos clients de rembourser leurs prêts à temps échu ? **(Quelles sont les activités qui marchent le mieux, lesquelles marchent moins bien ou qui font qu'il est difficile pour les gens de rembourser)**

Merci du temps que vous avez consacré pour échanger avec moi ce jour. Avez-vous une question à poser avant la fin de l'entretien ?

Livelihoods Diversification Analysis (LDA) Study:

PROTOCOLE POUR LES GROUPES DE DISCUSSION :

Introduction et Consentement

Le Modérateur doit lire le suivant scripte de consentement :

Bonjour et merci d'avoir accepté de me parler. Je m'appelle (nom d'intervieweur/intervieweuse) ____ et je présente aussi mon collègue ____ qui prendra des notes pendant la conversation. Autres membres de notre équipe travaillent avec un groupe des organisations de recherches aux Etats Unis formé par Systèmes de Gestion Internationale et NORC à la Université de Chicago. USAID a nous embauché pour mener une étude concernée avec les améliorations des moyens de subsistance en Burkina Faso et Niger. Comme partie de cette étude, nous voudrions parler avec vous à propos des moyens de subsistance en cette zone. La discussion dura environ 60 minutes. L'objectif de cette discussion est de vous écouter et capturez vos expériences sur des nouveaux types des activités génératrices des revenus, et pour mieux comprendre certains des challenges spécifiques à cette zone.

Nous allons vous poser des questions sur vos expériences sur ces activités, et l'emploi dans cette zone. Notez qu'il n'y a pas des bonnes ou des mauvaises réponses. Sentez-vous libre de partager vos expériences et réactions, positives ou négatives, et d'être spécifique. Si c'est possible, donnez des exemples pour soutenir ce que vous dites.

Notre rôle ici est de poser des questions et écouter vos avis et expériences. Nous allons enregistrer cette discussion afin de noter fidèlement le contenu de ce conversation, et de ne rien oublier de tous ce qui a été dites. Vos identités ne seront pas divulguées.

Votre participation est entièrement libre et vous pouvez choisir de ne pas répondre à une question ou d'arrêter votre participation à tout le moment. Néanmoins, votre contribution aidera aux organisations internationales de rendre leurs programmes de développement plus efficient et adapté aux besoins de Burkina Faso. L'information dans cette discussion conserva en toute sécurité pour la duration du projet et sera partagé avec USAID sans identificateurs.

Si vous avez des questions sur l'étude, vous pouvez contacter Mr. Moussa Mahamane à ce numéro de téléphone : 90 07 25 25.

[DEMARRER L'ENREGISTEUR POUR OBTENIR CONSENTEMENT VERBALE]

Etre-vous d'accord de participer à la discussion d'aujourd'hui ?

[SI L'INTERVIEWÉ DIT OUI, CONTINUEZ LA DISCUSSION]

Pouvons-nous commencer ?

Facilitateur : Pour chaque FGD participant, demandez et documentez les suivantes informations générales au début du groupe de discussion, et recordez cette information dans la table ci-dessous.

Date : Mois: _____ Jour _____ Année: 2016						
Type de groupe de discussion :						
Nom de Province / Région:			Nom de Village / Ville:			
Participants de la discussion : Pour chaque participant, s'il vous plaît demandez et documentez :						
Numéro de participant	Ethnicité	Sexe	Age	Etat civil (Marié, Veuve, Célibataire, Divorcé)	Occupation principale (Fermier, Bétail, Eleveur bovin, Autre (Veuillez préciser))	Années de résidence dans ce domaine
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
Modérateur :						
Preneur(euse) des notes :						
Heure de début : ____:____ AM/PM (cerclez un) Heure de fin: ____:____ AM/PM (cerclez un)						
Commentaires sur tout aspect du programme :						

Etude POUR L'analyse de la diversification des moyens de subsistance

REGLES DES DISCUSSIONS DES FOCUS GROUPS :

Facilitateur : prière parcourir les sujets de discussion et les codes généraux qui doivent être utilisés pour synthétiser les données collectées. Au cours des échanges, il faut inciter autant que possible le répondant pour obtenir les informations pertinentes aux thèmes et aux codes.]

Facilitateur : prière commencer la discussion par demander chacun de s'introduire et décrire leurs métiers. Les participants peuvent donner leurs prénoms s'ils voudraient, mais ce n'est pas nécessaire. N'écrivez aucun nom.

Questions pour les discussions avec les membres des Focus Groupes :

A. Services communautaires de base et contexte

1. Quel est, de manière générale, le niveau d'instruction des personnes adultes dans la zone ? En général, est-ce que la majorité de la population ici sait écrire ? Lire ? Compter ? (En français, arabe ou langue national)
2. Quels sont des services de bases existent dans votre communauté ?

B. Les activités des moyens de subsistance et les moyens variés de subsistance envisagés

1. Quels sont les différents moyens de subsistance et les principales sources de revenus dans cette communauté ? Quels types de moyens de subsistance sont les plus préférés ? Pourquoi ? Y'a-t-il des moyens de subsistance à risque ou précaires pour les ménages ? Lesquels ?
2. A quoi ressemble une personne à moyens de subsistance diversifiés (la diversification des sources de revenue)? Par exemple, gagner un revenu de l'élevage mais mener des activités qui ne dépendent pas de l'agriculture ou de l'élevage.
 - a) Quels sont les caractéristiques d'un tel personne dans cette communauté ?
 - b) Quels types de programmes ou d'activités ont aidé les individuelles pour opérer de la diversification dans cette communauté ?
 - c) Quel autre type de programmes ou activités pourrait davantage aider à cela dans l'avenir ?
 - d) Quels sont quelques freins qui pourraient empêcher de réussir cela ?
3. Avez-vous noté des changements dans les types d'activités de subsistance que les gens mènent ici depuis les 5-10 dernières années ? quelles sont les principales raisons de ces changements ?
4. Si vous deviez mener une activité de subsistance ou un métier de votre choix, qui vous intéresse vraiment, ce serait laquelle ? de quoi auriez-vous besoin pour concrétiser cela ou pour y parvenir ?

C. Les sources, les opportunités et la formation pour l'emploi

1. Quelles sont les principales sources d'information sur les opportunités de travail dans cette zone ? Quelles sont les principales difficultés pour bénéficier des opportunités d'emploi ? Dans quel(s) secteur(s) souhaitez-vous travailler dans l'avenir ? Pourquoi ?
2. Avez-vous déjà pris part à une formation à l'emploi, en entrepreneuriat, professionnelle ou autre (par exemple formation qui est donné par l'ONG, l'université, des institutions privées, etc.)? Si non, quelles sont les principales raisons qui expliquent votre non-participation à ces programmes ? Si oui, de quel type de programme s'agissait-il ? Si oui avez-vous tiré un bénéfice d'un tel programme ? De quelle manière ?
3. Avez-vous déjà essayé une forme de service financier ? pour quels types d'activités avez-vous essayé d'obtenir le crédit ? étaient-ce des activités formelles ou informelles ? Si oui, pouvez-vous décrire les services financiers dont vous avez bénéficié et d'où les avez-vous obtenus ? si non, pourquoi ça n'a pas marché ?
4. Quels sont les défis, s'il y en a, auxquels les femmes font face dans leurs activités de moyens de subsistance ici ? Quels sont les types de programmes ou d'activités auxquels les femmes préfèrent participer dans cette zone ? Quels sont les programmes ou activités qui se sont montré les plus efficaces dans l'amélioration de l'autonomisation des femmes dans cette zone ? Pourquoi ?

D. Aspirations et Accès aux Activités Sociales et de Recréation

1. Quelles les meilleurs types d'organisations pour lesquelles il est intéressant de travailler ? Quels sont les meilleurs secteurs dans lesquels il est bon de travailler ?

E. Innovation

1. Quels sont les principales contraintes qui limitent votre capacité à adopter de nouvelles stratégies de moyens de subsistance ? **(Facilitateur : Important de suivi : Avez-vous essayé de résoudre ces défis ou contraintes. Si oui, comment ?)**

F. Migration

1. Dans cette zone, y'a-t-il des gens qui quittent temporairement pour aller chercher du travail ailleurs ? Si oui, où vont-ils ? Quelles sont les principales raisons qui les font quitter ? **(Facilitateur : important de chercher à savoir s'il y'a quelqu'un dans le groupe qui a une fois quitté : où est-il allé ? quels types d'activités menait-il là-bas ? as-t-il réussi ? pourquoi as-t-il décidé de retourner ici ?)**
2. Y'a-t-il des gens qui viennent dans cette zone pour chercher du travail ? D'où viennent-ils ? Quels types de travail exercent-ils ? Quelles sont les principales raisons qui incitent les gens à venir ici ?

G. Institutions, Services et Sécurité

1. Quels sont les types de services disponibles dans cette communauté ? Quels types des réseaux existent dans la communauté (pour échanger information, etc. Formel et informel) ? Quels types de services souhaiteriez-vous voir disponibles ici ?
2. Y'a-t-il des problèmes de sécurité (ou d'extrémisme, si l'on peut le dire ici) dans votre communauté ? Si c'est le cas, pouvez-vous les décrire ? Comment cela affecte-t-il l'économie et les questions d'emploi dans la zone ? Si cela devrait arriver, qu'est-ce qui peut pousser quelqu'un de cette communauté à rejoindre un groupe armé ?
3. Que peuvent faire les leaders de la communauté, les organisations locales ou internationales, pour aider ? **(Facilitateur : important de suivi : s'il réponde plus travail, par exemple, quel type de travail ? Quel type de sensibilisation ? Pour renforcer la résilience, qui sont les types de gens spécifiquement qui sont le plus important a cible, a votre avis ?)**

Merci du temps que vous avez consacré pour échanger avec moi ce jour. Avez-vous une question à poser avant la fin de l'entretien ?

Livelihoods Diversification Analysis (LDA) Study

PROTOCOLE POUR LES ENTREVUES AVEC DES INFORMATEURS CLÉS :

Introduction et Consentement

Avant de toutes interviews avec des informateurs clés, la suivante affirmation de consentement doit être lue à voix haute à chaque interviewé:

Bonjour et merci d'avoir accepté de me parler. Je m'appelle (nom d'intervieweur/intervieweuse). Je travaille avec un groupe des organisations de recherches aux Etats Unis, y compris de Management Systems International (MSI) et NORC à la Université de Chicago. USAID a nous embauché pour mener une étude concernée avec les améliorations des moyens de subsistance en Burkina Faso et Niger. Comme partie de cette étude, je voudrais parler avec vous à propos des moyens de subsistance en cette zone. L'objectif de cette discussion est de vous écouter et capturez vos expériences sur des nouveaux types des activités génératrices des revenus, et pour mieux comprendre certains des challenges spécifiques à cette zone.

Mon rôle ici est de poser des questions et d'écouter, car je veux entendre vos avis et expériences. Il n'y a pas des réponses bonnes ou mauvaises, donc je veux vous encourager d'être vraiment honnêtes et partager avec nous toutes des idées que vous pourriez avoir. Nous sommes intéressés à la fois dans les expériences positives et négatives.

Nous irons recorder cette discussion afin que nous puissions concentrer sur ce que vous dites, et ne pas oublier tout ce qui a été dit. Votre identité restera confidentielle. Si vous voulez que nous prenions des notes et n'utilisions pas l'enregistreur, nous pouvons le faire à la place.

Votre participation est entièrement libre et vous pouvez choisir de ne pas répondre à une question ou d'arrêter votre participation à tout le moment. Néanmoins, votre contribution aidera les organisations internationales de rendre leurs programmes d'aide plus adaptée aux besoins du pays. La discussion dura environ 45 minutes. L'information dans cette discussion restera en toute sécurité pour la duration du projet et sera partagé avec USAID sans identificateurs.

Si vous avez des questions au sujet de l'étude, vous pouvez contacter Mr. Moussa Mahamane à ce numéro de téléphone : 90072525.

[DEMARRER L'ENREGISTREUR POUR OBTENIR LE CONSENTEMENT VERBALE]

Etre-vous d'accord de participer à la discussion d'aujourd'hui ? [Si l'interviewé dit « oui », continuez la discussion]

Pouvons-nous commencer ?

Information générale

Avant de chaque entrevue en détail, veuillez recueillir les informations générales suivantes :

1	Numéro de l'Interviewé : [CountryCode_LocationCode_Number]	8	Location de l'entrevue :
2	Sexe de l'Interviewé :	9	Intervieweur :
3	Type de répondant	10	Preneur de notes
4	Niveau d'Education de l'Interviewé	11	Heure de début
5	Fonction de l'Interviewé	12	Heure de fin
6	Résident temporaire ou permanent dans cette zone :	13	Duration de l'entrevue (minutes total)
7	Date de l'entrevue:		

Etude pour l'analyse de la diversification des moyens de subsistance

REGLES D'ENTRETIEN AVEC LES INFORMATEURS CLES :

Instructions pour l'enquêteur : en fonction du répondant, il peut avoir eu ou non un rendez-vous avant la rencontre. Quel que soit le cas, il est important que le répondant soit informé du temps nécessaire pour l'interview afin qu'il n'abandonne pas en cours de route. Prière l'avertir que vous aurez besoin de 45 minutes de son temps (veillez à respecter cette durée promise). Il est à noter que certains répondants peuvent disposer de plus de temps que d'autres, il faut ajuster l'interview conformément.

A. Principales Questions : Activités de moyens de subsistance /prévision de moyens de subsistance diversifiés

1. Quels sont les différents moyens de subsistance que vous faites maintenant, comme des sources de revenu ?
 - a) Depuis combien de temps menez-vous chacune de ces activités ?
 - b) Pourquoi avez-vous choisi ces activités particulières ? (Est-ce que vous pouvez décrire votre histoire sur ça ?)

B. Questions supplémentaires pour ceux qui des bons moyens de subsistance diversifiés

1. A votre avis, que 'est-ce qui a vous permis de diversifier vos moyens de subsistance ?
 - a) Comment avez-vous réussi cela ? (Est-ce que vous pouvez décrire votre histoire sur ça ?)
 - b) A votre avis, quelles activités seraient meilleures pour vous aider à diversifier vos moyens de subsistance ? Pourquoi ?
 - c) Si vous deviez mener une activité de subsistance ou un métier de votre choix, qui vous intéresse vraiment, ce serait laquelle ? de quoi auriez-vous besoin pour concrétiser cela ou pour y parvenir ?
2. Y'a-t-il des problèmes de sécurité qui affectent votre capacité à trouver de l'emploi ici ? Comment ? En tirez-vous des avantages sociaux ou économiques ?
3. Que peuvent faire les leaders de la communauté, les organisations locales ou internationales pour aider ?
4. Quels types de services souhaiteriez-vous voir disponibles ici ? Pourquoi ?

C. Questions supplémentaires pour les répondants qui n'ont pas bien diversifiés leurs moyens de subsistance, ou qui sont sans emploi

1. Quels types d'emplois avez-vous essayés ces 5 dernières années ? Quels ont été les défis que vous avez connus pour chacun de ces types d'emploi ? Quel type d'activité, ou moyens de subsistance, était le moins profitable pour vous ? Pourquoi ? Qu'est-ce qui peut permettre d'accroître votre revenu – formation, accès au financement, appui technique, etc. ?
2. Y'a-t-il des problèmes de sécurité qui affectent votre capacité à trouver de l'emploi ici ? Comment ? En tirez-vous des avantages sociaux ou économiques ?
3. Que peuvent faire les leaders de la communauté, les organisations locales ou internationales pour aider ?
4. Quels types de services souhaiteriez-vous voir disponibles ici ? Pourquoi ?

Merci du temps que vous avez consacré pour échanger avec moi ce jour. Avez-vous une question à poser avant la fin de l'entretien ?

ANNEX II: STAKEHOLDER GROUPS CONSULTED

Niger Stakeholder Consultations

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
14-Nov	Donor	United States Agency for International Development	USAID	Rebecca Jones	Country Representative, Office of Transitional Initiatives	Niamey
14-Nov	Donor	United States Agency for International Development	USAID	Ousmane Maman Ibrahim	Democracy, Governance and Conflict Specialist	Niamey
14-Nov	Private sector	Artisanal		n/a	n/a	Niamey
14-Nov	USAID Partner/Project	Resilience and Economic Growth in the Sahel	REGIS-AG	Aichatou Ouba Zada	Program Manager, CNFA	Niamey
14-Nov	USAID Partner/Project	Resilience and Economic Growth in the Sahel	REGIS-AG	Saley Tiambou	Responsable Chaîne de Valeur Volaille	Niamey
14-Nov	USAID Partner/Project	Resilience and Economic Growth in the Sahel	REGIS-AG	Issoufou Ibrahim Beidou	Responsable Chaîne de Valeur Petits Ruminants	Niamey
15-Nov	Donor Project	Conseil National de l'Environnement pour un Développement Durable	CNEDD		Acting Secretary for Biological Diversity	Niamey
15-Nov	Financial Services	Asusu	Asusu	Issifou Moutari	Secrétaire General	Niamey
15-Nov	Nat'l NGO	Coordination des Organisations non Gouvernementales et Associations Feminines Nigeriennes	CONGAFEN	Mme Kako Fatima	Présidente	Niamey
15-Nov	Nat'l NGO	Coordination des Organisations non Gouvernementales et Associations Feminines Nigeriennes	CONGAFEN	Abdou Raouf Maiboye	Youth Coordinator	Niamey
15-Nov	Nat'l NGO	Coordination des Organisations non Gouvernementales et Associations Feminines Nigeriennes	CONGAFEN	Tchoou Gisa	Sociologist	Niamey
15-Nov	Nat'l NGO	Coordination des Organisations non Gouvernementales et Associations Feminines Nigeriennes	CONGAFEN	Zakari Hamaolou	n/a	Niamey
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
15-Nov	Int'l NGO	SNV	SNV		Program Managers, YAWWA, PRODEX and REGIS	Niamey
15-Nov	NGO	Reseau des chambres d'agriculture de Niger	RECA	Patricak Delmas	Technical Advisor	Niamey
16-Nov	NGO	GENVICO	GENVICO	Soumana Kailou	Membre de réseau	Niamey
16-Nov	NGO	Centre d'Africa Obata	OBATA	Salou Djeka	Charge de program	Niamey
16-Nov	Int'l NGO	Save the Children		Deborah Taylor	Resilience Advisor	Niamey
16-Nov	Nat'l NGO	Association Nigerienne pour la dynamisation des Initiatives Locales	Karkara	Guirguir Abakaga	Executive Secretary	Niamey
16-Nov	Nat'l NGO	Association Nigerienne pour la dynamisation des Initiatives Locales	Karkara	Mahamane Mourtala	Chef Department Urgence et Humanitaire	Niamey
16-Nov	Gov't Program	Fonds d'Appui à la Formation Professionnelle et à l'Apprentissage, Ministère des Enseignements Professionnelles et Techniques	FAFPA	Abdou Djerma Lawal	Director General	Niamey
16-Nov	Int'l NGO	Equal Access		Mamam Idi Abdul-Kader	Directeur Pays	Niamey
16-Nov	Int'l NGO	Organisation Internationale pour les Migrations	IOM	Giuseppe Loprete	Chef de Mission	Niamey
16-Nov	Int'l NGO	Organisation Internationale pour les Migrations	IOM	Lavinia Prati	AVRR Officer	Niamey
16-Nov	Nat'l Govt	Haute autorité a la restauration de la Paix		Mahamadou Abou Tarka	President (Rang de Ministre)	Niamey
17-Nov	Int'l NGO	Catholic Relief Services	CRS	Caroline Agaheir	Head of Programs	Niamey
17-Nov	Nat'l NGO	ARENE	ARENE	Mr. Abarchi	Executive Direction	Niamey
17-Nov	Nat'l NGO	ARENE	ARENE	Abdul Ahmad	Charge de program	Niamey
18-Nov	Int'l NGO	SwissContact			Country Director and Deputy Country Director	Niamey
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
18-Nov	Int'l NGO	Mercy Corps		Theodore Kabore	Deputy Country Director	Niamey
19-Nov	Int'l NGO	Mercy Corps		Peter Gaff	Grants and New Initiatives Manager	Niamey
21-Nov	Local government Stakeholder	Urban Commune of Tera		Mr Hamidou Niandou	Mayor	Tera

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
22-Nov	Financial Services	Mutuelle Epargne et Credit (MUTEC) - Tera		Abdoulaye Idrissa	Manager	Tera
22-Nov	Vocational Training	Platform Jeunesse		Tidjani Diallo	Responsible platform	Tillaberi
23-Nov	Financial Services	Ecobank		Ibrahim Abdoukarim	Head of Branch	Tillaberi
23-Nov	Financial Services	MUTEC Banbatu		Hama Moussa Laouali	Head of Branch	Tillaberi
23-Nov	Vocational Training	Fonds d'Appui à la Formation Professionnelle et à l'Apprentissage	FAFPA	Moussa Amadou	Conseiller en foncationet Apprentissage	Tillaberi
23-Nov	Vocational Training	Centre de Formation en Metier CFM	CFM	Abdou Garba	Directeur	Tillaberi
25-Nov	Financial Services	Asusu		Aboubacar Moussa	Chef d'agence	Filingue
25-Nov	National Defense	Gendarmerie		n/a	Chef de brigade	Filingue
25-Nov	Vocational Training	Centre de formation en Metier CFM	CFM	Abdoulaye Moussa	Directeur CFM	Filingue
25-Nov	Local Gov't	Urban coumune of Filingue		Abdou Mainassara	Mayor	Filingue
29-Nov	Local Gov't	Commune 3 of Maradi		Laouali Sabiou	Mayor	Maradi
29-Nov	Vocational Training	SwissContact		Samna Abdoul Aziz	Technical Assistant	Maradi
30-Nov	Private sector	Airtel		Nourou Habsatou	Airtel Business Supervisor	Maradi
30-Nov	Vocational Training	Fonds d'Appui à la Formation Professionnelle et à l'Apprentissage	FAFPA	Diori Djibril	Conseiller en formation	Maradi
1-Dec	Local Gov't	Urban Coumune of Dakoro		Idi Hima	Mayor	Dakoro
1-Dec	Private sector	Banque Agricole du Niger	BAGRI	Adamou Ibrahim	Chef d'agence (nouvellement affecte)	Dakoro
1-Dec	Private sector	Asusu		Mme Amina Hamadan	Agent de Guichet	Dakoro
2-Dec	Local Gov't	Commune de Mairie		Mr Rabou Harouna	Secretaire General Mairie	Madarounfa
2-Dec	international project	IFAD/PRODAF		Abdoulaye Soumaila	Coordonateur regional	Maradi
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
2-Dec	Private sector	ASUS/MATASSA project		Madougou Ali Souleymane	Coordonateur Projet MATASSA	Maradi
3-Dec	Vocational Training	College d'Enseignement Technique	CET	Moustapaha Ibrahim	Directeur	Madarounfa
5-Dec	Local Gov't	Commune of Tanout		Oumara Djibrillou	Mayor	Tanout
5-Dec	Vocational Training	CPFT	CPFT	Mahamadou Matto	Deputy Director	Tanout
5-Dec	Private sector	ASUSU	ASUSU	Mahamadou Moussa	Head of Branch	Tanout
6-Dec	Vocational Training	Platform Jeunesse		Mamane Moussa	Conseiller en formation	Zinder

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
6-Dec	Private sector	Banque Islamique du Niger	BIN	Habou bounia	Chef d'agence	Zinder
7-Dec	Local NGO	ONEE		Tahirou Abdoulaye	Comptable	Zinder
7-Dec	Vocational Training	Fonds d'Appui à la Formation Professionnelle et à l'Apprentissage	FAFPA	Mr Ali Bawa	Conseiller en formation	Zinder
7-Dec	Private sector	YARDA (IMF)	YARDA	Moustapha Halidou	Comptable	Zinder
8-Dec	Local government	Traditional Leader		Moussa Mamani	Chef de groupement Peul de Maidamoussa	Magaria
8-Dec	Vocational Training	College d'Enseignement Technique	CET	Elh Maman Yahouza	Directeur	Magaria
8-Dec	Private sector	YARDA (IMF)	YARDA	Mamane Lamine	Chef d'agence	Magaria
9-Dec	Int'l NGO	Organisation Internationale pour les Migrations	IOM	Halilou Mahamadou	Chef sous bureau	Zinder
9-Dec	Private sector	ORABANK		Mahaman Zene Moussa Abdoulkader	Chef d'agence	Zinder
9-Dec	Local NGO	NIGETECH		Sitou Moussa	Coordonateur adjoint	Zinder

Burkina Faso Stakeholder Consultations

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
4-Nov	Int'l NGO	Catholic Relief Services	CRS	Moussa Dominique Bangre	Director	Ouagadougou
4-Nov	Int'l NGO	Catholic Relief Services	CRS	Carey Macintosh	Head of Programs	Ouagadougou
4-Nov	Int'l NGO	Catholic Relief Services	CRS	Amidou Traore	Program Manager, Agriculture, MYAP-FASO	Ouagadougou
4-Nov	Int'l NGO	Groundswell International		Fatoumata Batta	Regional Coordinator for West Africa	Ouagadougou
5-Nov	USAID Project	Peace Through Development	PDEVII	Bourice Ouedrogo	Youth Livelihood Team Leader	Ouagadougou
5-Nov	Civil Society / Nat'l	Jeune Chambre International	JCI	Mien Hodou	Conseiller Juridique National 2016	Ouagadougou
5-Nov	Civil Society / Nat'l	Jeune Chambre International	JCI	Yaguibou Saidou	Conseiller Juridique National 2017	Ouagadougou

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
5-Nov	Civil Society / Nat'l	Jeune Chambre International	JCI	Sanou Michael	Membre	Ouagadougou
7-Nov	Int'l NGO	International Organization for Migration	IOM	Abdel Rahmane Diop	Head of Office, IOM Ouagadougou	Ouagadougou
7-Nov	Int'l NGO	International Organization for Migration	IOM	Mr. Traore	Head of Livelihoods Programs	Ouagadougou
7-Nov	Donor	United States Agency for International Development	USAID	Shawn Wozniak	USAID/Burkina Faso	Ouagadougou
7-Nov	Donor	United States Agency for International Development	USAID	Francois de Paul Bado	USAID/Burkina Faso	Ouagadougou
7-Nov	Gov't Fund	Fonds D'appui aux Activités Rémunératrices des Femmes	F.A.A.R.F	Bernadette Ouattara	Directrice	Ouagadougou
7-Nov	Gov't / Nat'l	Ministere de l'Economie, des Finances et du Developpement	MINEFID	Nicolas Kobiane	Directeur des poles de croissances et de competitivite	Ouagadougou
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
7-Nov	USAID Project	Resilience and Economic Growth in the Sahel - Enhanced Resilience	REGIS-ER	Alain Ky-Zerbo	Program Representative, Burkina Faso	Ouagadougou
8-Nov	Int'l NGO	FairMatch Support	FMS	Mathieu Briard	Director	Ouagadougou
8-Nov	Int'l NGO	SNV	SNV			Ouagadougou
8-Nov	Research / Int'l	International Livestock Research Institute	ILRI	Augustine Ayantunde	Senior animal scientist	Ouagadougou
9-Nov	Nat'l NGO	Organisation Catholique pour le Développement Economique et Social	OCADES	Hervé Kone	Chef de Department	Kaya
9-Nov	Financial Services	Caisse Populaire		Issaka Tientore	Director	Kaya
9-Nov	Nat'l Govt	Gouvernorat Centre Nord		Abdoulaye Zeba	Secretary General of the region	Kaya
9-Nov	Int'l NGO	ACDI VOCA	ACDI / Voca	Jean Théodore Lompo	Agriculture and Livelihoods Director	Kaya
9-Nov	Int'l NGO	ACDI VOCA	ACDI / Voca	Ouedraogo Yacouba	Program officer	Kaya
9-Nov	Int'l NGO	ACDI VOCA	ACDI / Voca	Zabramba Joanny	Staff	Kaya
9-Nov	Int'l NGO	ACDI VOCA	ACDI / Voca	Traore/Poda Z. Yollande	Gendre specialist	Kaya
9-Nov	Int'l NGO	ACDI VOCA	ACDI / Voca	Compaore Djibril	Cattle breeding specialist	Kaya
11-Nov	Nat'l Govt	Agence National Pour l'Emploi, Ministère de la Jeunesse, de la Formation Professionnelle et de l'Emploi	ANPE	San Ben Rachid Traore	Directeur Regional	Ouahigouya

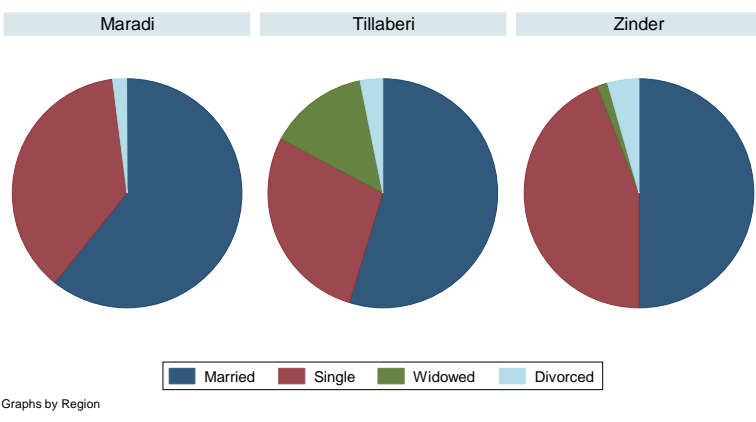
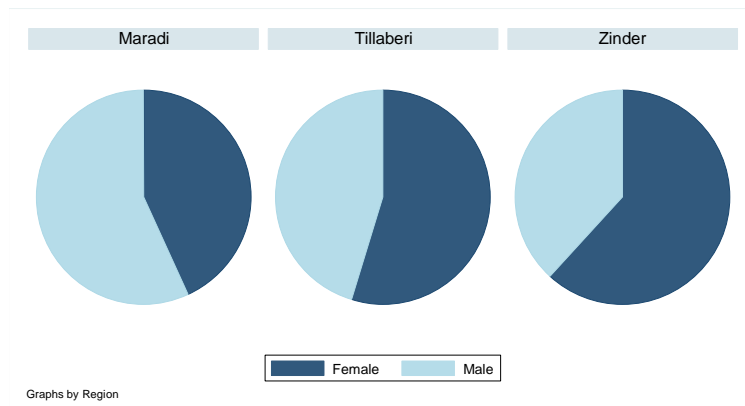
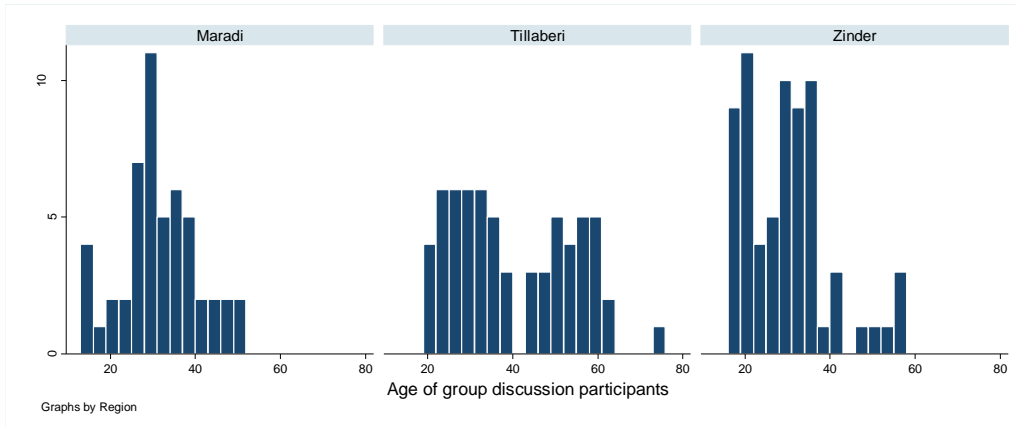
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
11-Nov	Nat'l Govt	Agence National Pour l'Emploi, Ministere de la Jeunesse, de la Formation Professionnelle et de l'Emploi	ANPE	Zaré Dieudonné	Chef de Centre de Formation	Ouahigouya
11-Nov	Nat'l Govt	Fonds D'appui à la Formation Professionnelle et à l'Apprentissage	FAFPA	Innocent Traore	Chef d'antenne	Ouahigouya
11-Nov	Nat'l Govt	Fonds D'appui aux Initiatives des Jeunes		Florence Boume	Chef d'antenne	Ouahigouya
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
11-Nov	Religious leaders	n/a		Mohamed Tapsoba	Imam	Ouahigouya
12-Nov	Religious leaders	n/a		Youssouf Ouedraogo	Medersa School Master	Ouahigouya
12-Nov	Nat'l NGO	Appui Moral, Materiel et Intellectuel a L'Enfant	Ammie	Cecile Beloum Ouedraogo	Presidene du Conseil d'Administration	Ouahigouya
12-Nov	Gov't Program	Profile	PROFILE	Michael Sawadogo	Chef d'agence	Titao
12-Nov	Gov't	Direction Provincial dela Jeune, de l'emploi et de l'insertion professionnelle	DPJEPF	Sare Yacouba	Directeur Provincial	Titao
13-Nov	Producers' association	Association pour la Promotion du Maraichage dans le Mouhoun	APML	Lamine Belem	President	Titao
15-Nov	Business organization	Chamber of Commerce (Centre de Formalisation des Entreprises)	CEFORE	Souleymane Ouattara	Assistance for business creation and management	Dori
15-Nov	Micro finance	Caisse Baitul	Caisse	Saidou Boly	Chef d'Agence	Dori
15-Nov	Micro finance	Union des Caisses d'Epargne et de Crédit du Sahel	UCEC Sahel	Félicité Ouedraogo	Chef d'agence	Dori
15-Nov	Int'l NGO	Veterinaire sans Frontière	VSF	Ibra Saufou	Project Manager	Dori
15-Nov	Int'l NGO	Veterinaire sans Frontière	VSF	Saidou Ouedraogo	M&E Officer	Dori
16-Nov	Local Gov't	Municipality of Dori	Mairie de Dorie	Bocoum Boureima	Vice Mayor	Dori
16-Nov	USAID Project	REGIS AG	REGIS AG	Edouard Sedogo	Field Coordinator	Dori
16-Nov	USAID Project	REGIS AG	REGIS AG	Amadou Sawadogo	Project Officer	Dori
16-Nov	USAID Project	Cultivating New Frontiers in Agriculture	CNFA (REGIS AG)	Jean Luc Zampou	Rural Financial Services Specialist	Dori
16-Nov	Local NGO	Association Noode Nooto	A2N	Ousmane Bocoum	Acting Director	Dori
17-Nov	Local Gov't	Provincial Government Office		Marc Bazié	Provincial Director of	Sebba

Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
					Youth and Employment	
18-Nov	Gov't Micro finance	Fonds d'Appui aux Activités remuneratrices des femmes	FAARF SEBBA	Justine Zoungrana	Provincial Director	Sebba
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
18-Nov	Gov't Service	Provincial Director Action sociale (Social welfare)	Action social	Karim Diallo	Provincial Director	Sebba
21-Nov	Micro finance	GRAINE SARL	GRAINE SARL	Aziz Compaore	Chef de Guichet	Boulsa
21-Nov	Local Gov't	Conseil Villageois de Developpement	CVD	Rasmane Kouraogo	President	Namentenga
21-Nov	Local Gov't	Conseil Villageois de Developpement	CVD	Harouna Kouraogo	Member CVD	Namentenga
22-Nov	Local NGO	Association Nassongdo	Nassongo	Pascal Tiendrebeogo	President	Boulsa
22-Nov	Local NGO	Association Nassongdo	Nassongo	Abel Sorgho	Field Cordinator	Boulsa
22-Nov	Local NGO	Association Nassongdo	Nassongo	Marc Godo	Deputy Treasurer	Boulsa
23-Nov	Local Gov't	Municipality of Boulsa	Municipality of Boulsa	Mme Damiba	Vice - Mayor	Boulsa
23-Nov	Local Gov't	Municipality of Boulsa	Municipality of Boulsa	Kogo Amidou	Secretary General of Municipality	Boulsa
23-Nov	Local Gov't	Municipality of Boulsa	Municipality of Boulsa	Mr Dabiré	Municipal Finance Director	Boulsa
23-Nov	Gov't service	Provincial direction of women promotion	Provincial direction of women promotion/ ACTION SOCIALE	Boureima Nacanabo	Head of Solidarity Department	Boulsa
23-Nov	Gov't vocational training center	Centre d'éducation de base non formelle	CEBNF	Seydou Kafando	Instructor	Boulsa
24-Nov	Local NGO	Association d'Appui à la Promotion du Développement Durable des Communautés	APDDC	TANKOANO Charles	Director	Bogande
24-Nov	Local NGO with micro finance activities	FIIMBA	FIIMBA	GUIRE HASSANE	Director	Bogande
24-Nov	Local NGO with micro finance activities	FIIMBA	FIIMBA	Seydou Kote	Director of micro finance department	Bogande
25-Nov	Bank	ECOBANK	ECOBANK	NIKIEMA Jerome	Chef d'Agence	Bogande
25-Nov	USAID-funded project	Programme Faso	Programme Faso	ILBOUDO Moumouni	M&E Officer	Manni
25-Nov	Int'l NGO	Action Contre la Faim	ACF	TANKOANO Oumarou	Field Office Coordinator	Bogande
25-Nov	Int'l NGO	Action Contre la Faim	ACF-BRACED	Jountan Abré	Program Officer	Bogande
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location

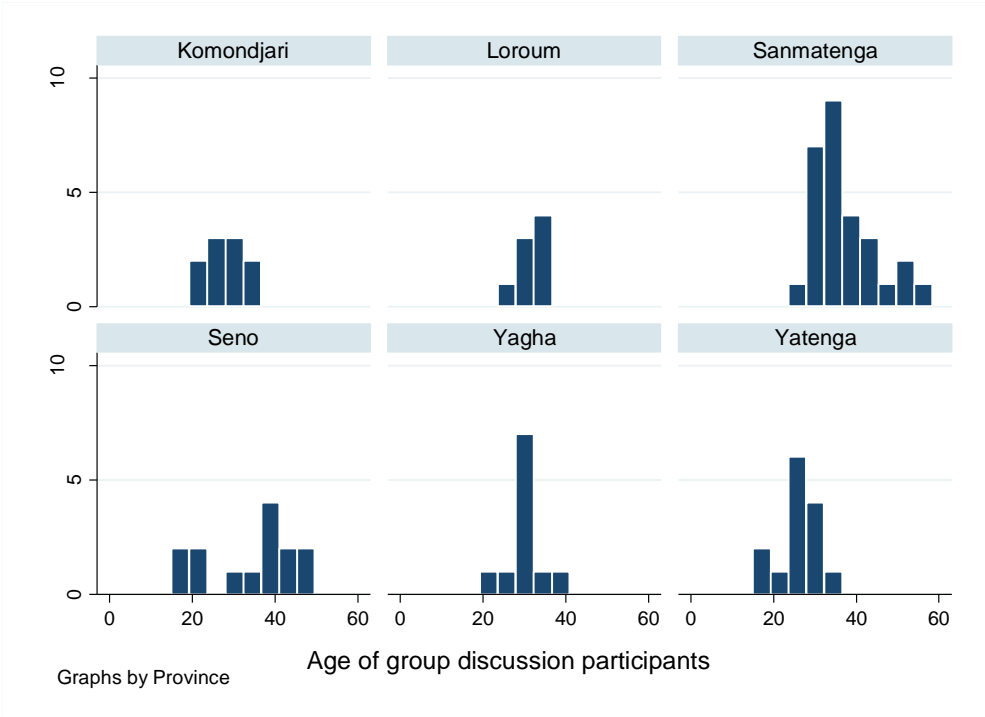
Interview Date	Organization Type	Name of Organization	Acronym	Name of Respondent	Position Title	Location
26-Nov	Women vocational training center	Centre de Formation Feminin de Gayeri	CFF	LANKONDE Nadege	Coordinator	Gayeri
26-Nov	Women vocational training center	Centre de Formation Feminin de Gayeri	CFF	WOMBO Mahamoudou	Technical assistant	Gayeri
28-Nov	Local Gov't	Municipality of Gayeri	Municipality of Gayeri	Kirsi Thiombiano	Mayor	Gayeri
28-Nov	Local Gov't	Conseil Villageois de Developpement	CVD	Capitaine Lompo	President	Komandjari
29-Nov	Donor-funded Project	NERTAMBA (project funded by IFAD [International Fund for Agricultural Development])	NERTAMBA	Ganamé Yassia	Agent Provincial de Développement	Gayeri
29-Nov	USAID-funded project	Programme Faso (Families Achieving Sustainable Outcomes)	Programme Faso (Tin TUA)	Mrs Nassouri / Tankoano Odette	Field Coordinator	Gayeri
01-Dec	Int'l NGO	French Agriculture Organization	FERT	Léocadie Saré	Représentant Burkina Faso	Ouagadougou
02-Dec	Think Tank	Centre pour la Gouvernance Démocratique	CGD	Dr Thomas R. Ouedraogo	Directeur Exécutif	Ouagadougou

ANNEX III: FOCUS GROUP DEMOGRAPHICS AND KIIS

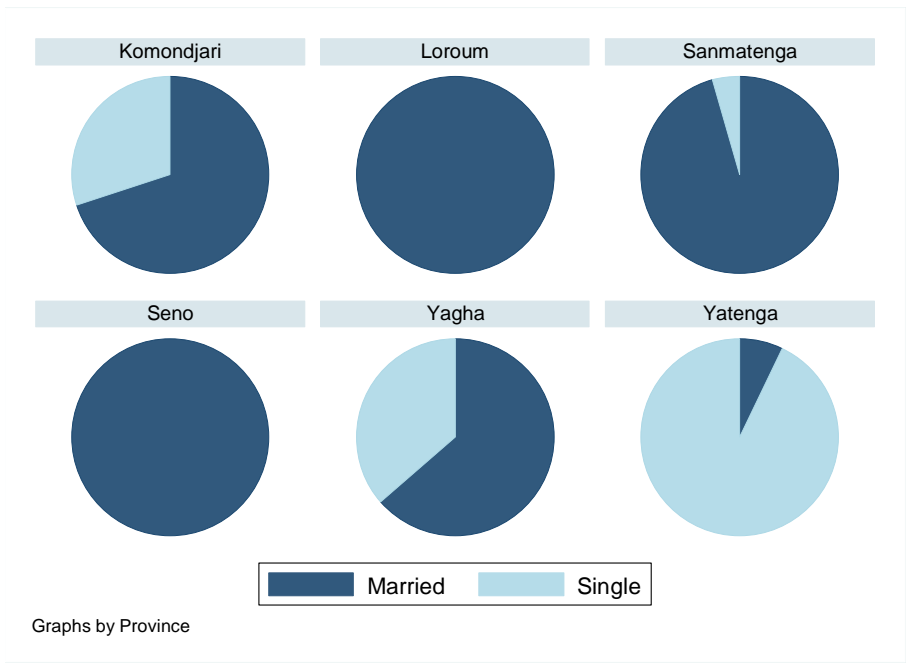
Niger



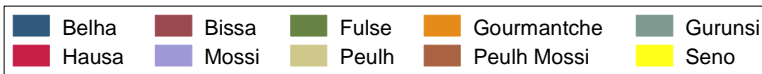
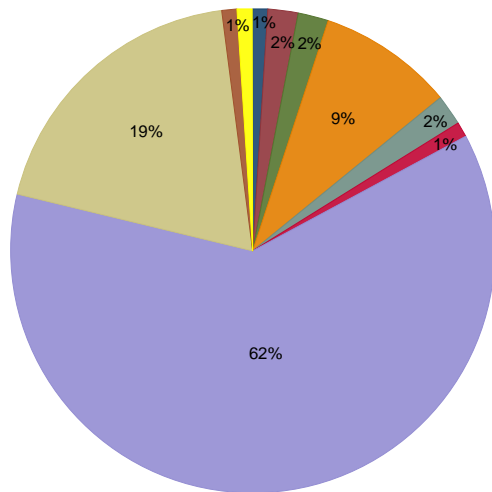
Burkina Faso



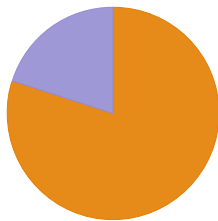
Graphs by Province



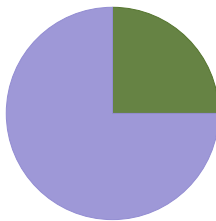
Graphs by Province



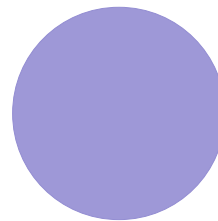
Komondjari



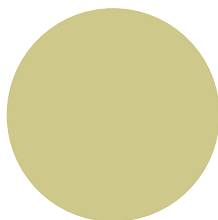
Lorum



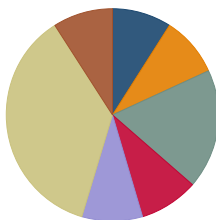
Sanmatenga



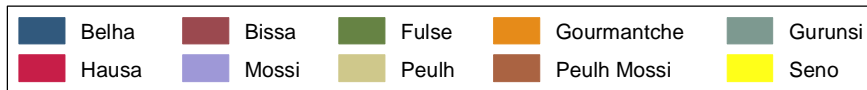
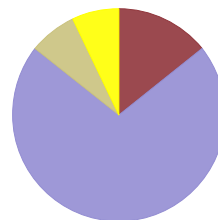
Seno



Yagha



Yatenga



Graphs by Province

List of Key Informants Interviews: Niger

Respondent Number	Respondent Gender	Type of Respondent	Respondent Education Level	Respondent Occupation/ Function	Temporary or Permanent Resident	Date of Interview	Location of Interview
1	M	Couture	High School	Head of Sewing Workshop	Permanent	12/5/2016	Tanout
2	F	Small Business	Illiterate	Shopkeeper	Permanent	12/5/2016	Tanout
3	M	Shopkeeper	High School	Entrepreneur	Permanent	12/6/2016	Zinder
4	F	Black-eyed Pea Processing	Illiterate	Entrepreneur	Permanent	12/7/2016	Zinder
5	M	Market Gardening	High School	Garden Owner	Permanent	12/8/2016	Magaria
6	F	Entrepreneur	Primary	Sewing	Permanent	12/8/2016	Magaria
7	M	Shopkeeper	BEPC	Store Owner	Permanent	12/9/2016	Zinder
8	F	Couture	High School	Sewing	Permanent	11/29/2016	Maradi Commune 3
9	M	Couture	High School	Sewing	Permanent	11/30/2016	Maradi Commune 3
10	F	Small Business	High School	Small Business	Permanent	12/1/2016	Dakoro
11	F	Small Business	Illiterate	Small Business	Permanent	12/1/2016	Dakoro
12	M	Small Business, Embouche, Welding	Primary	Entrepreneur	Permanent	12/3/2016	Madarounfa
13	F	Small Business, Warrantage, Tontine	Teacher	Entrepreneur	Permanent	12/3/2016	Madarounfa
14	M	Entrepreneur	University	Manager of a Business Center	Permanent	11/18/2016	Tillaberi
15	F	Small Business	High School	Shopkeeper	Permanent	11/19/2016	Tillaberi
16	M	Small Business	High School	Shopkeeper	Permanent	11/21/2016	Tera
17	F	Small Business	High School	Shopkeeper	Permanent	11/22/2016	Tera
18	M	Entrepreneur	University	Head of an Enterprise	Permanent	11/24/2016	Filingue
19	F	Small Business	High School	Small Business	Permanent	11/25/2016	Filingue

List of Key Informants Interviews: Burkina Faso

Respondent Number	Respondent Gender	Type of Respondent	Respondent Education Level	Respondent Occupation/ Function	Temporary or Permanent Resident	Date of Interview	Location of Interview
1	F	Processing	CEP		Permanent	11/26/2016	Gayeri
2	M	Entrepreneur	Literate	Welder	Permanent	11/21/2016	Boulsa
3	M	Entrepreneur	Literate	Librarian	Permanent	11/21/2016	Boulsa
4	F	Shopkeeper	CEP	Processor	Permanent	11/29/2016	Gayeri
5	M	Developer	CEP	Cereal Processing, Artisanal Work	Permanent	11/19/2016	Dori
6	F	Coop Member		Leather Work, Dairy Processing		11/19/2016	Dori
7	F	Coop Member		Garment Fabric Design		11/19/2016	Dori
8	F	Coop Member		Trader, Agricultural Processing, Social Entrepreneur		11/19/2016	Dori
9	F	Developer	Literate	Processor	Permanent	11/17/2016	Sebba
10	F	Developer	Basic	Processor	Permanent	11/16/2016	Dori
11	F	Developer		Processor		11/16/2016	Dori
12	F	Developer		Processor		11/16/2016	Dori
13	M	Youth	Primary School	Carpenter	Temporary	11/11/2016	Ouhigouya
14	M	Entrepreneur		Carpenter		11/12/2016	Titao

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