

provide you with easy-to-follow descriptions of practical methods and well-tested field tools which you can use to turn villagers into successful small-scale entrepreneurs. Don't worry. You don't need to be an expert in business management in order to facilitate this process!

The Field Facilitators Guidelines are published in English, French and Spanish. They can be accessed and downloaded from the FAO website.

### **FIELD FACILITATORS GUIDELINES FOR SMALL-SCALE FOREST ENTERPRISES**

The FAO website now contains Field Facilitators Guidelines for community-based tree and forest product enterprises. These small-scale forest enterprises are designed with the help of participatory methodologies such as Market Analysis and Development (MA&D) and operate within the framework of Participatory forestry mechanisms that enable those people with a direct stake in forest resources, to be part of decision-making in all aspects of forest management. For more information, see the Webpage of small-scale forest enterprises at <http://www.fao.org/forestry/site/10173/en>

#### **Are these guidelines for you?**

Do you want to help small entrepreneurs in the field to identify and develop natural resource products-based small-scale enterprises? Then these guidelines are just what you are looking for. Whether you work for governmental or non-government development agencies, the guidelines

English: FIELD FACILITATORS GUIDELINES (2004)

[http://www.fao.org/documents/show\\_cdr.asp?url\\_file=/docrep/007/ae419e/ae419e00.htm](http://www.fao.org/documents/show_cdr.asp?url_file=/docrep/007/ae419e/ae419e00.htm)

PDF: <ftp://ftp.fao.org/docrep/fao/007/ae419e/ae419e00.pdf>

French: FICHES CONSEIL AU FACILITATEUR DE TERRAIN (2004)

[http://www.fao.org/documents/show\\_cdr.asp?url\\_file=/docrep/007/ae419f/ae419f00.htm](http://www.fao.org/documents/show_cdr.asp?url_file=/docrep/007/ae419f/ae419f00.htm)

PDF file: <ftp://ftp.fao.org/docrep/fao/007/ae419f/ae419f00.pdf>

Spanish: DIRECTRICES PARA FACILITADORES DE CAMPO (2004)

[http://www.fao.org/documents/show\\_cdr.asp?url\\_file=/docrep/007/ae419s/ae419s00.htm](http://www.fao.org/documents/show_cdr.asp?url_file=/docrep/007/ae419s/ae419s00.htm)

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<http://www.fao.org/forestry/site/10173/en>

MA&D Brochure-link: [http://www.fao.org/  
documents/show\\_cdr.asp?url\\_file=/  
DOCREP/005/X4808E/X4808E00.HTM](http://www.fao.org/documents/show_cdr.asp?url_file=/DOCREP/005/X4808E/X4808E00.HTM)