



Oilseeds Sector Enterprise Survey

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PRESENTATION SUMMARY

- Background on Oilseed sector
- Objective of Survey
- Research methodology
- Results
- Conclusion
- Recommendation



Background

- I. Oilseeds-(Cotton, Groundnuts, Sunflower and Soya)**
- II. Global trade (Competition = need for enhanced quality of local products)**
- III. Skills development as key in penetrating international trade (export)**



Objective of survey

- To get an insight into the employers' perception of the skills levels, competencies and employability of graduate from the training system in Malawi in relation to the sector's major skill (export) requirements.



Methodology

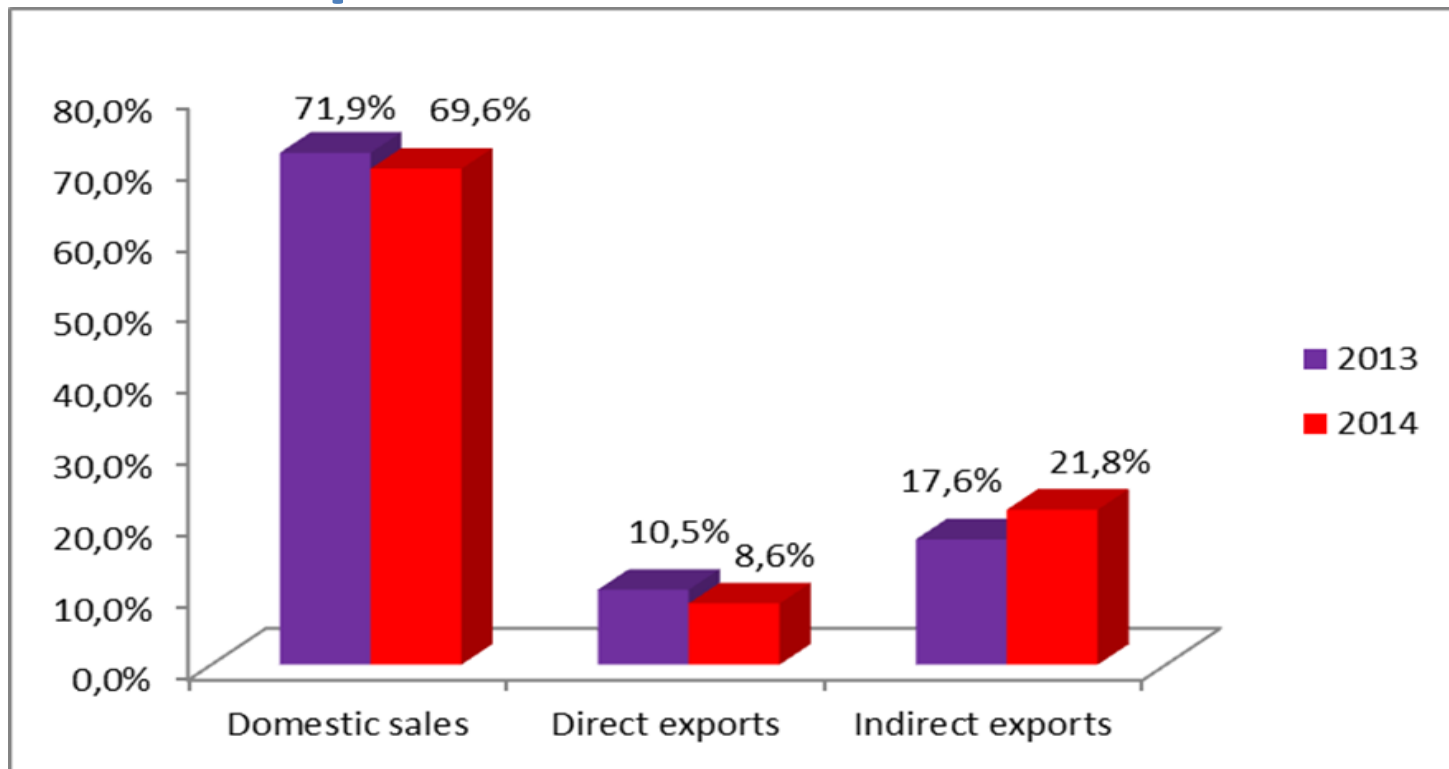
- Quantitative-purposively selected enterprises in Malawi
 - (Blantyre, Mulanje, Salima, Mchinji, Lilongwe and Karonga)
 - Sampling: 19 enterprises responded
- Qualitative-Desk study and consultations (market trends/production)
- Data entry and analysis in SPSS



RESULTS

1. SALES FOR OILSEEDS

Exports of oilseeds are low





2. PRODUCTION AND EXPORTS OF OILSEEDS

Product	Producers (%)	Exporters (%)
Raw soybeans	10.5	50
Soya pieces	10.5	50
Sunflower	5.5	5.3
Ground nuts	31.6	10.5
Likuni Phala	10.5	50
Sunflower oil	5.3	100
Soya meal	5.3	100
Crude oil	10.5	0
Refined oil	15.8	0
Pea nut butter	5.3	5.3
Confectionery ground nuts	5.3	5.3



3. EXPORT CHANNELS

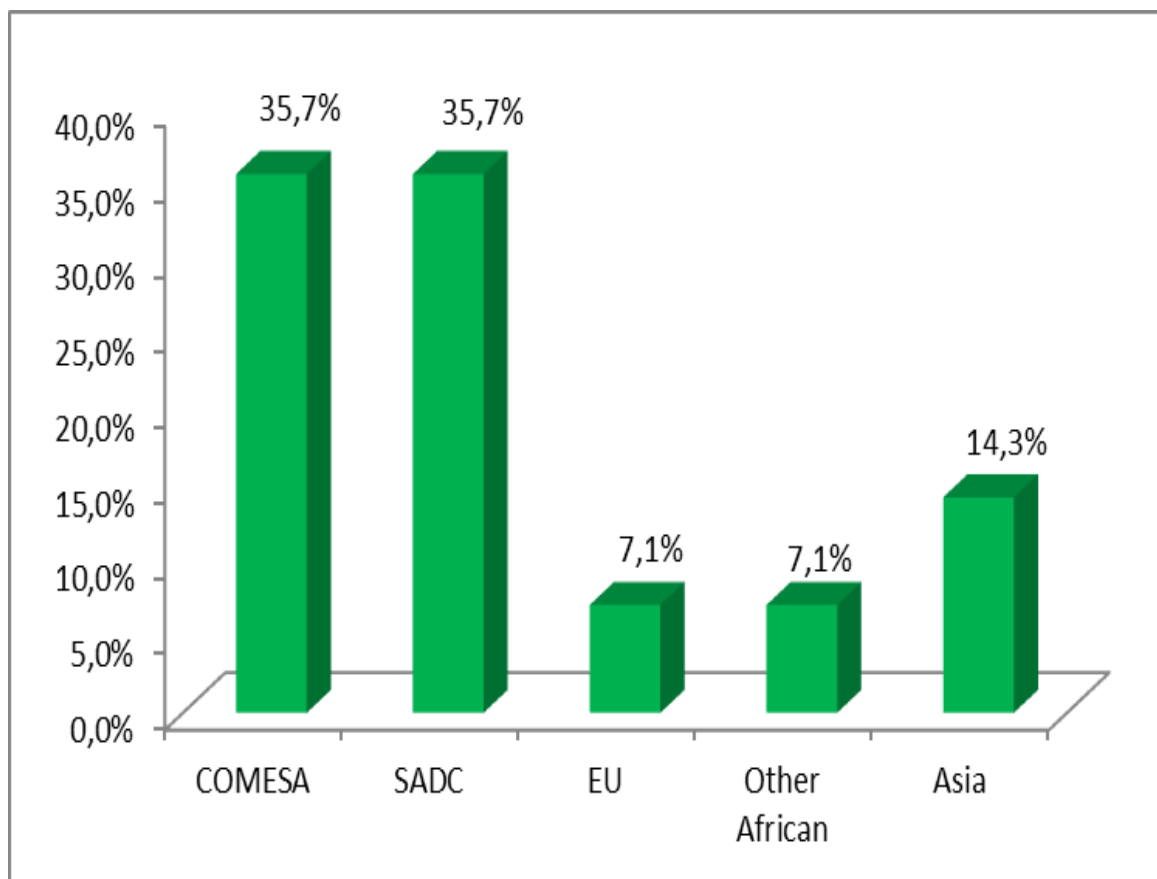
Persons in the export market and export company





4. OILSEEDS EXPORT MARKET

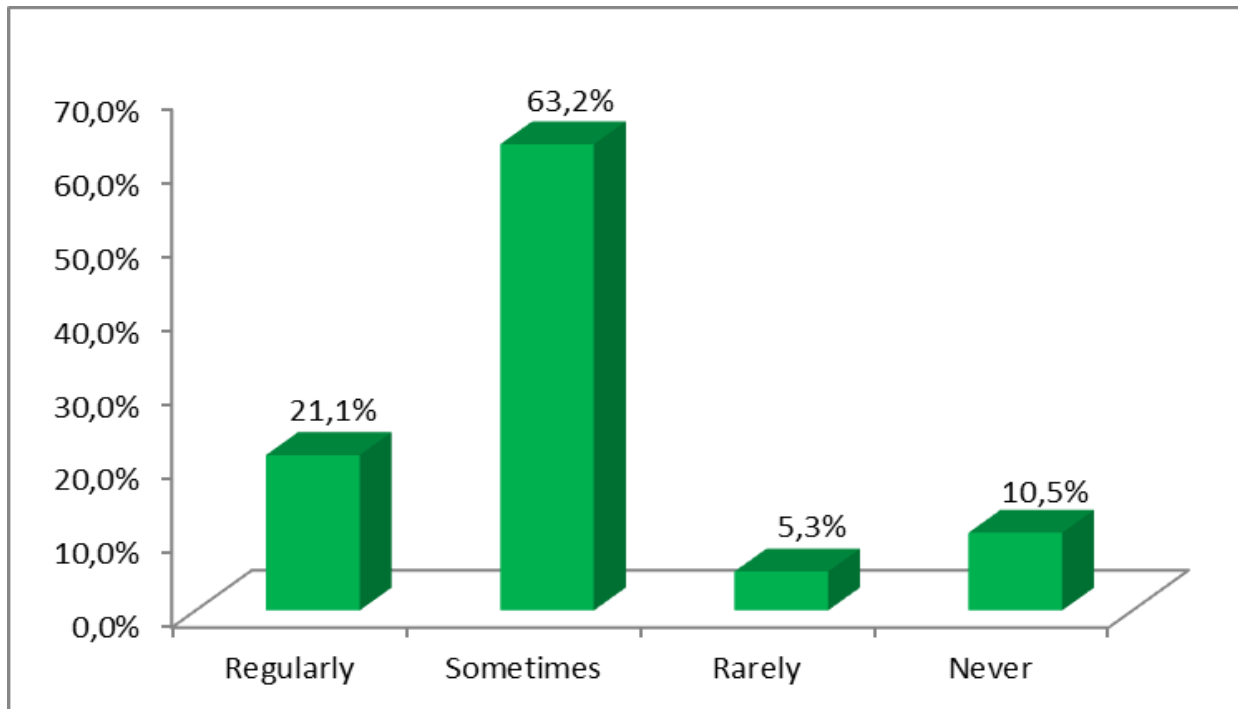
The SADC and COMESA are preferred export destinations





SKILLS AND KNOWLEDGE DEVELOPMENT

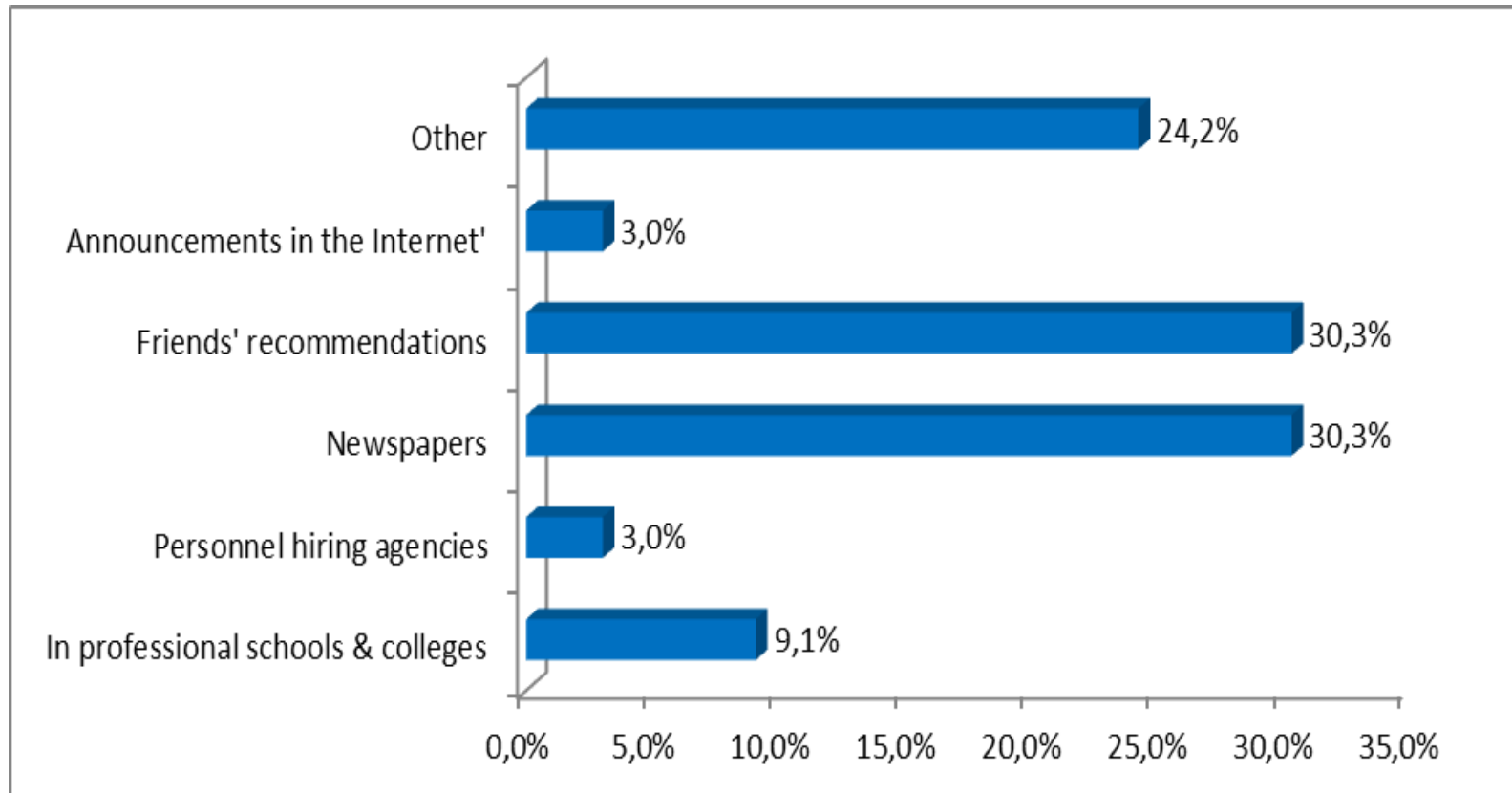
Very few employers up-grade employees' skills regularly





5. SOURCES OF NEW RECRUITS

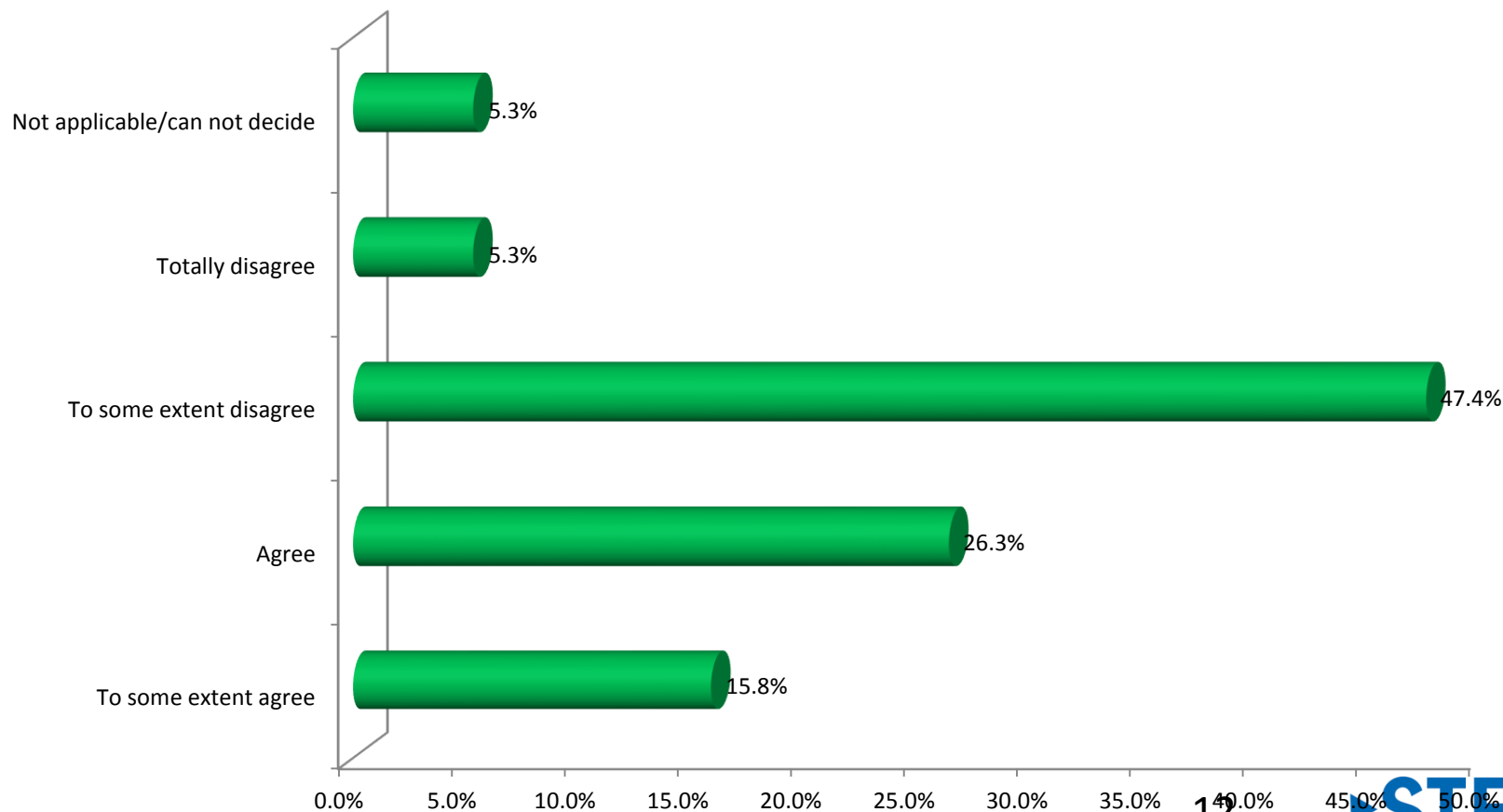
Professional schools and colleges not preferred





5. PERCEPTIONS ON SKILLS OF GRADUATES

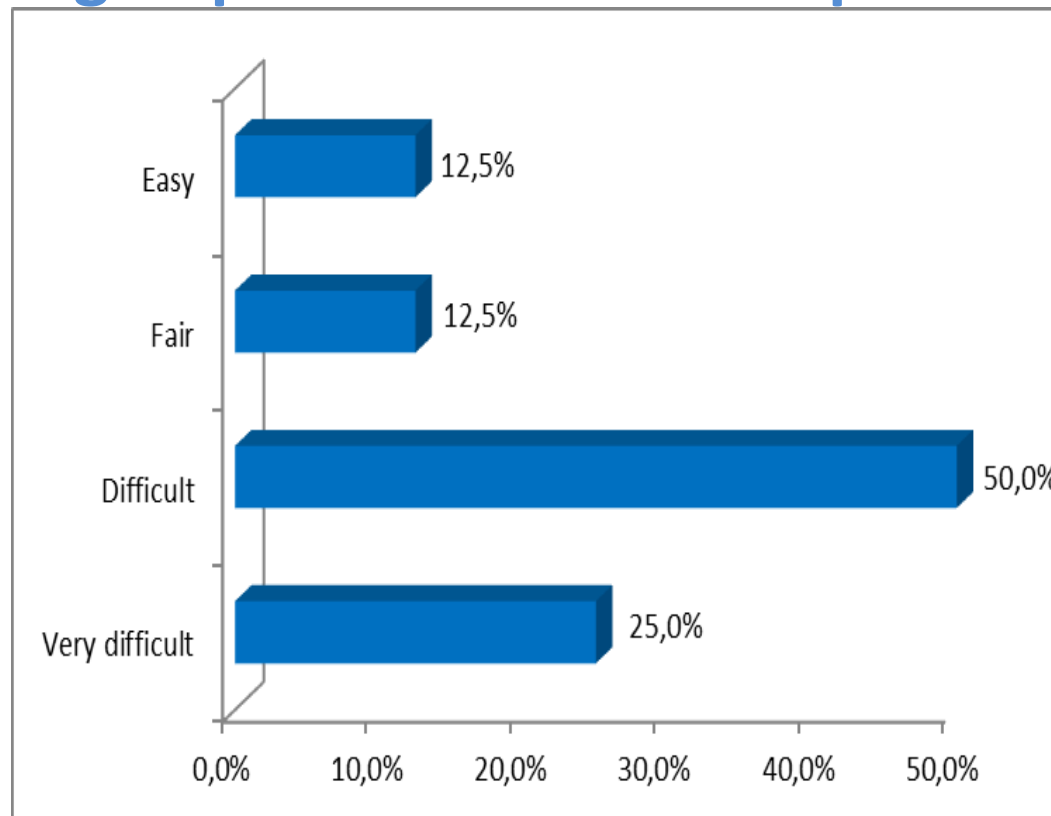
Graduates from training inst. not skilled





7. GETTING QUALIFIED AND SKILLED WORKFORCE

Difficult to get qualified and skilled professionals





8. SKILLS CHALLENGE

- Production of quality products;
- Production of packaging material;
- Increasing volumes



CONCLUSION

- Professional technical schools and colleges not producing graduates with relevant skills for the oilseed sector
- Challenges to recruit workforce with appropriate skills and knowledge



RECOMMENDATIONS

- Labour Ministry/ TVET needs to strengthen their relationship with secondary schools and industry leaders to introduce high school students to career opportunities within the industries and sensitize educational institutions /students regarding the required skills within the oilseed sector
- Strengthen industry led incumbent worker training by leading an initiative of collaborative partners from the industry, industry associations, high schools, educational institutions
- Robust extension support services targeting the oilseed sector. This will address technical gaps existing in the Oilseeds production and market value chains