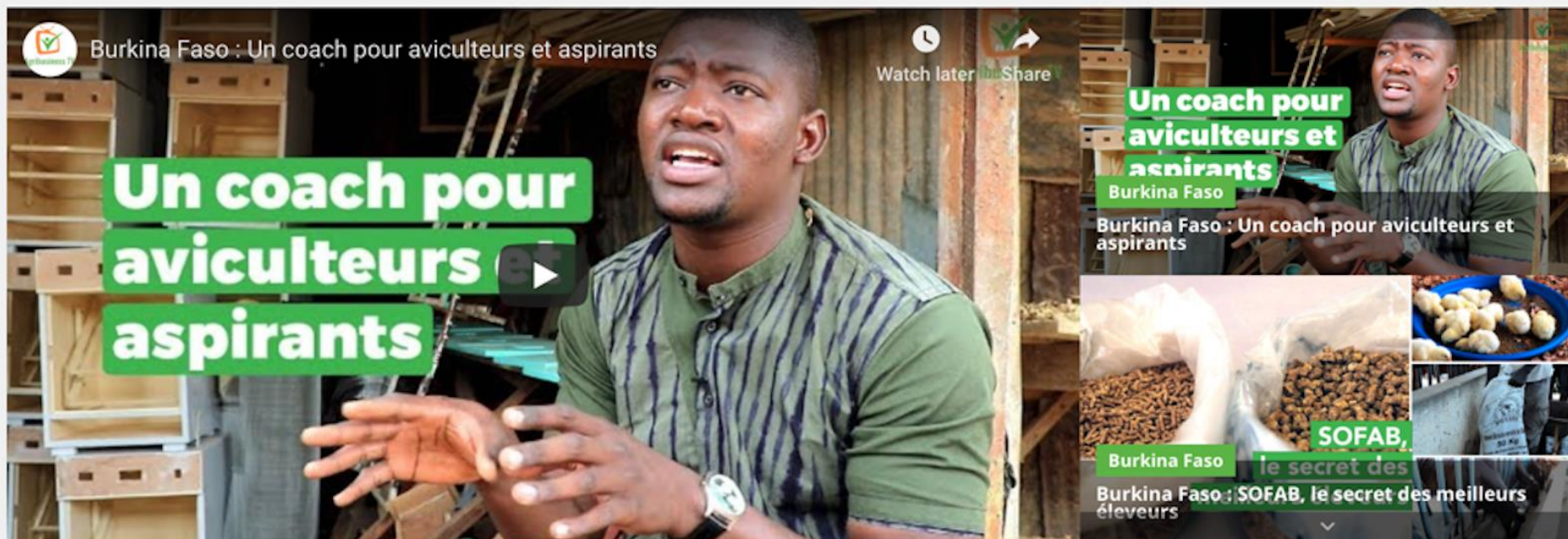


# Opportunités et barrières rencontrées par les agri-preneurs du sahel



Rijksdienst voor Ondernemend  
Nederland



Burkina Faso : Un coach pour aviculteurs et aspirants

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**Un coach pour aviculteurs et aspirants**

Burkina Faso

Burkina Faso : Un coach pour aviculteurs et aspirants

**SOFAB, le secret des éleveurs**

Burkina Faso : SOFAB, le secret des meilleurs éleveurs



SUCCESS STORIES

# ILS L'ONT FAIT !

ÊTRE JEUNE ET ENTREPRENDRE  
DANS LE SECTEUR AGRICOLE



# The Startup Ecosystem Map

## CULTURE

- Societal Norms**
  - Tolerance of Failure, Risks, Mistakes
  - Innovation, Creativity, Experimentation
  - Social Status of Entrepreneurs
  - Ambition, Drive, Eagerness
- Success Stories**
  - Visible Success
  - Media Attention
  - Wealth Generation for Founders
  - International Attention, Events

## FINANCE

- Financial Capital**
  - Micro-Loans
  - Family and Friends
  - Angel Investment
  - Zero Stage Venture Capital
  - Venture Capital Funds
  - Private Equity
  - Public Capital Markets

## MARKETS

- Early Customers**
  - Early Adopters for "Proof of Concept"
  - Distribution Channels
  - First Reviews
  - Knowledge Sharing, Expertise
  - Corporate Social Responsibility
  - Customers Reference
- Networks**
  - Multinational Corporations
  - Affiliated Companies
  - Diaspora Networks
  - Entrepreneurs Network



## POLICY

- Government**
  - Responsible Ministry, institution
  - Financial Support, incentives
  - Research Institutes
  - Venture Friendly legislation
  - Regulatory Framework
- Leadership**
  - Entrepreneurship Strategy
  - Social Legitimacy
  - Open door for Advocates
  - Unequivocal Support
  - Urgency, Potential & Challenges

## HUMAN CAPITAL

- Education Institutions**
  - General Degrees (Professional & Academic)
  - Entrepreneurship courses & trainings
  - Incubators
  - Makers Lab
  - Valorisation Center
- Labor**
  - Skilled & Unskilled
  - Serial Entrepreneurs
  - Market Connection & Interaction

## SUPPORT STRUCTURES

- Infrastructure**
  - Zones, Incubation Centers, Clusters
  - Telecommunications
  - Energy
  - Transportation & Logistics
- Non Governmental Institutions**
  - Entrepreneurship programs
  - Entrepreneurship promotion in Non-Profits
  - Conferences
  - Entrepreneur Friendly Associations, Federations
  - Business Plan Contests, Hackathons
- Multilateral Organizations**
  - Entrepreneurship programs
  - Entrepreneurship advocates
  - Incubation programs
  - Conferences & competitions
  - Financial Instruments & programs
- Support Professions**
  - Legal
  - Accounting
  - Financial & Investment
  - Technical Experts, Advisors

There are many components in a startup ecosystem. At the center is the entrepreneur who is the core of the "ecosystem leadership" required to make a startup economy succeed. Supporting the entrepreneur are the seven major categories or ecosystem feeders you see here. To the left and right of the diagram are the various sub-feeders that can make up a startup ecosystem. Each city/town/area is different and has varying degrees of success based on what makes up their startup economy. However, in order for a startup economy to thrive it has to have some components in each of the major "ecosystem feeders". This Start-up Ecosystem map is made by Theodore A. Klouvas but it is inspired by similar maps. It has been extended for the purpose of the Orange Corners research in African countries. The research is commissioned by the Dutch Ministry of Foreign Affairs and executed by the Netherlands Enterprise Agency.

# Capital humain et compétences

**Finance**

Infrastructure et matériel



Politique

# Informations sur le marché

# Structures de soutien

Réaction / expériences du  
public sur les barrières ?

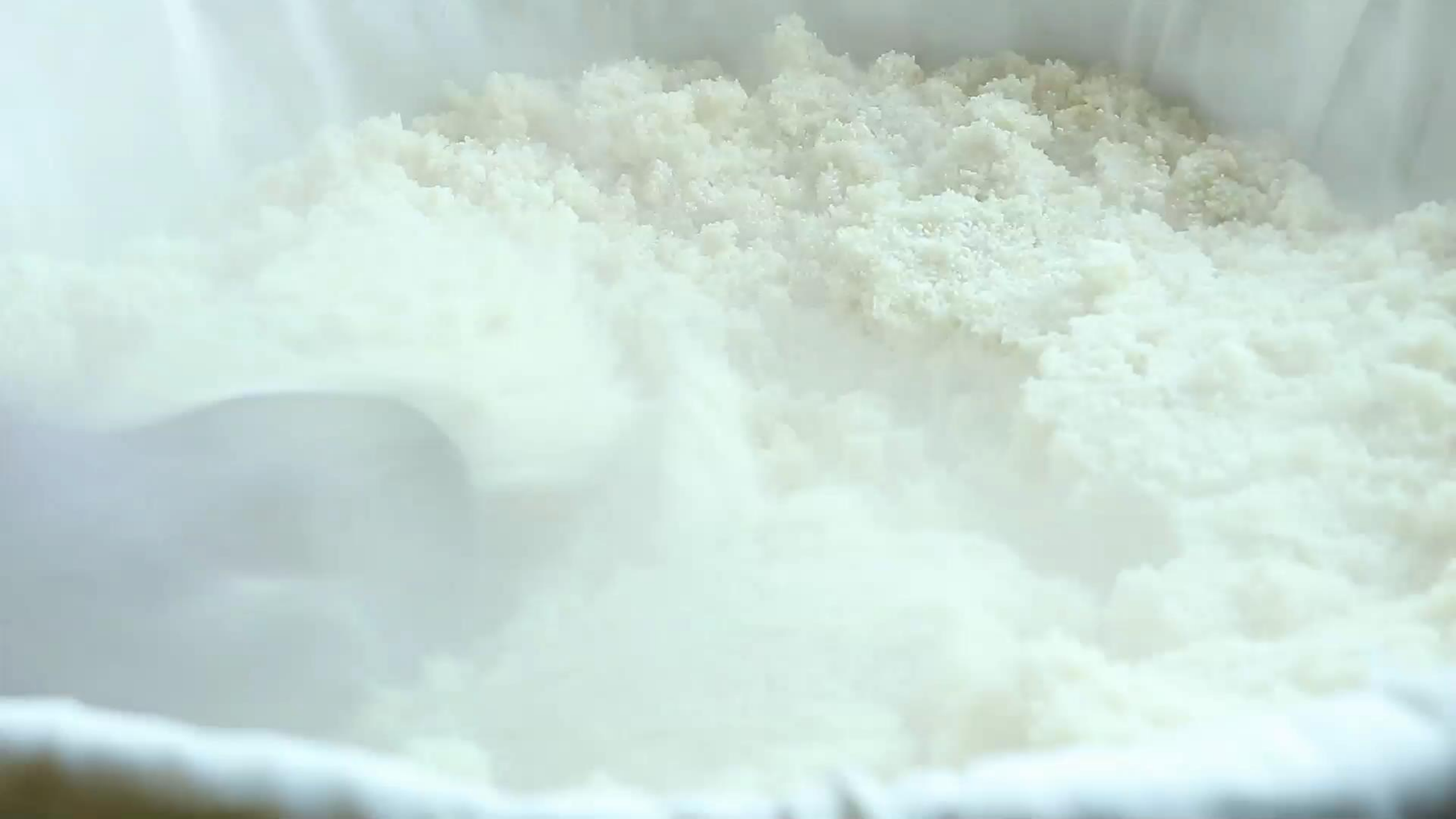
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# Capital humain et compétences

**Finance**



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Les solutions proposées par  
le public