



Enabling Opportunity to Excel

USAID builds the capacity of a consultant to win contracts



Alf in a training session with SCD participants.

Photo Credit: The SCD Program

Budget Outsourcing, a Business Service Provider with the SCD program has distinguished himself through hard work and the desire to improve upon his business. This led him to being a shortlisted participant in the IFC Training of Trainers workshop. The skills acquired from this training coupled with networking opportunities provided by the program have elevated his business a notch higher.

Eight months ago, Jonathan Alf Eshun, the CEO of Budget Outsourcing, joined the USAID Ghana Supply Chain Development Program as a Business Service Provider. Mr. Eshun's objective for joining the network was to improve his consulting business through participating in the trainings offered through the program to increase his knowledge and skills.

Budget Outsourcing delivers trainings to corporations and Small and Medium Enterprises (SMEs) in the areas of Accounting, Business Development Management, and Human Resource Management. Mr. Eshun partook in two Training of Trainers courses organized by the SCD for its network of BSPs in October and December of 2016. As a result of these trainings, Mr. Eshun reviewed his own presentation techniques, such as preparing for trainings and professional classroom management techniques, which helped him modify and improve his training methodology and transfer the acquired skills onto his team members.

As a result of these improvements, Budget Outsourcing trainings now provide participants with an outline of the key takeaways prior to each session to make the training objectives clearer. To better appeal to the adult learning style, Mr. Eshun has also become more engaging by weaving relevant stories into his trainings, making it easier for participants to absorb salient points for a better understanding, and ultimately, higher impact.

Mr. Eshun said, "SCD has given me the opportunity to excel in my business in a way that I have always been looking forward to. I am now unstoppable." As a result of these improvements, Budget Outsourcing has been contracted to consult and coach SMEs under the General Electric (GE) SME Development Program. This program aims to increase the capacity of SMEs operating in specific sectors to make them more reliable service providers for the oil and gas industry.

Through the SCD Program's trainings, Mr. Eshun has also been certified as an International Finance Corporation Business Edge trainer. With this certificate, he is qualified to train anywhere in the world. "Networking with USAID's SCD has paid off greatly for me," says the Budget Outsourcing CEO. He is confident that with his "enhanced knowledge and preparedness" he will take business to the next level.

Telling Our Story

U.S. Agency for International Development
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