

FOSS business models for Kenya's vision 2030
Trainer: Bonface Witaba, Kenya, 9-20 August 2010

1. General Information

1) Trainings course title

FOSS business models for Kenya's vision 2030

2) Venue: Centre for Youth Empowerment (CYEL)

3) Duration: Two weeks

4) What is your Profession?

- Self Employed (13x)
- Student (8x)
- Entrepreneur (2x)
- Business Man (2x)
- SMEs
- Teacher

5) If you do not own or are already working in an IT Business, are you planning to start an IT-Business in the near future?

Yes 15 (55,56%)
No 5 (18,52%)
Not applicable 9 (33,33%)

Nominations (Multiple choice possible!) 29
total answers 27
no answer 0

6) If you work in an IT Business, are you planning to include FOSS Business Models into your portfolio?

Yes 26 (96,30%)
No 2 (7,41%)
Not applicable 1 (3,70%)

Nominations (Multiple choice possible!) 29
total answers 27 no answer 0

2. Content relevance and transfer possibilities

7) Which aspects of the course were most relevant for your business, and/or your personal development?

- Floss Specific Business Knowledge and Skills (18x)
- Creating FOSS market and brand in Africa
- Communicating FOSS (2x)
- Communication Skills
- FOSS training (2x)
- Introduction to general business skills
- Introduction to emerging FOSS business
- FOSS Business

8) Please list the topics that the training course did not deal with but would have been important for you.

- Sales Promotion Strategy. Example Branding
- Qualities of a good sales person.
- Product promotion
- Emerging Issues in any business organization.
- Methods of Advertisement (4x)
- Business operational strategy (3x)

9) The training material provided a good insight into African FOSS Business Models.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	5	(18,52%)
	12	(44,44%)
Totally agree	10	(37,04%)
<hr/>		
Total	27	
no answer	0	
Mean	5,19	
Median	5	

10) I can apply the knowledge acquired in my job.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	8	(29,63%)
	10	(37,04%)
Totally agree	9	(33,33%)
<hr/>		
Total	27	
no answer	0	
Mean	5,04	
Median	5	

11) I have gained enough knowledge to advise others on FOSS Business Models

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	8	(29,63%)
	7	(25,93%)
Totally agree	12	(44,44%)
<hr/>		
Total	27	
no answer	0	
Mean	5,15	
Median	5	

12) The course has enabled me to develop plans for my own FOSS Business

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	3	(11,11%)
	11	(40,74%)
Totally agree	13	(48,15%)

Total	27
no answer	0
Mean	5,37
Median	5

13) The course has enabled me to develop plans for my own training offers on FOSS Businesses/Business Models.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	6	(22,22%)
	10	(37,04%)
Totally agree	11	(40,74%)

Total	27
no answer	0
Mean	5,19
Median	5

14) I will improve the training material and localize it or add case studies

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	8	(29,63%)
	5	(18,52%)
Totally agree	14	(51,85%)

Total	27
no answer	0
Mean	5,22
Median	6

15) If you have disagreed to any of the questions above, kindly give reasons.

16) Have you already got concrete ideas for starting a FOSS Business / enhancing your portfolio by FOSS Business?

Yes	27	(100,00%)
No	0	(0,00%)

Nominations (Multiple choice possible!)	27
total answers	27
no answer	0

17) Please describe the initial steps you will take to implement your FOSS Business plans.

- planning, initialising
- Identifying the market strength, competition from other firms i.e. the competition must be productive.
- Business planning
- identifying market niche/needs (2x)
- work with a Honest personnel.
- market identification
- Collecting resources
- work with a Honest personnel.
- Understanding Government Policy on taxation.
- Looking for capital (2x)
- Studying security of the area.
- Having capital (2x)
- Identifying strategic position of the place.(2x)
- Cultural activities.(3x)
- Having all facilities
- Having required money
- Be financial stable

18) What support would you require in this process?

- Starting Capital. (8x)
- Financial support (2x)
- Ideas for running the business (4x)
- skills in business
- Finance (10x)
- Operating Capital.(4x)

19) How do you intend to finance your FOSS business plan?

- lobbying for financial support
- Support from parents
- through profits(2x)
- Savings (3x)
- grants (3x)
- Loans (6x)
- Getting Loans from financial Institution e.g. Banks.
- Getting Loans from financial Institution.
- Getting loans from Non financial Organizations.
- Getting Loans from Organizations.
- Getting Loans from Youth groups (2x)
- Getting Loans from identified groups (2x)
- Help from family and granters
- Borrowing money from friends. (4x)

3. Working and learning methods

20) The content and outcomes of the individual learning units were clear throughout.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	1	(3,70%)
	14	(51,85%)
Totally agree	12	(44,44%)
<hr/>		
Total	27	
no answer	0	
Mean	5,41	
Median	5	

21) Participants were able to bring their own experience and examples into the training course.

Totally disagree	0	(0,00%)
	0	(0,00%)
	1	(3,70%)
	5	(18,52%)
	3	(11,11%)
Totally agree	18	(66,67%)

Total	27
no answer	0
Mean	5,41
Median	6

22) The material (e.g. presentation, checklists, etc.) helped me to understand the content better.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	3	(11,11%)
	7	(25,93%)
Totally agree	17	(62,96%)

Total	27
no answer	0
Mean	5,52
Median	6

23) The working and learning methods were appropriate to the tasks and suitably varied.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	2	(7,41%)
	8	(29,63%)
Totally agree	17	(62,96%)

Total	27
no answer	0
Mean	5,56
Median	6

24) I could relate the case studies to the context of my own work and life.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	8	(29,63%)
	4	(14,81%)
Totally agree	15	(55,56%)

Total	27
no answer	0
Mean	5,26
Median	6

25) The course was

too long	8	(29,63%)
too short	8	(29,63%)
just right	14	(51,85%)

Nominations (Multiple choice possible!)	30
total answers	27
no answer	0

4. Trainers

26) The trainer(s) obviously had considerable expertise in her/his own field and was well prepared

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	2	(7,41%)
	9	(33,33%)
Totally agree	16	(59,26%)

Total	27
no answer	0
Mean	5,52
Median	6

27) The trainer(s) only used specialist terms that had already been explained or were already familiar.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	1	(3,70%)
	4	(14,81%)
Totally agree	22	(81,48%)

Total	27
no answer	0
Mean	5,78
Median	6

28) The trainer(s) could listen to the participants and answered their questions.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	1	(3,70%)
	9	(33,33%)
Totally agree	17	(62,96%)

Total	27
no answer	0
Mean	5,59
Median	6

29) How could the trainer improve his/her training methods?

- increase the fun to keep trainings more lively
- Being friendly to trainees by introducing suitable jokes.
- BY EXPLAINING MORE DEEPLY IF NECESSARY
- Facial Expression little smile.(3x)

5. Achievement of objectives

30) I think that FOSS Business Models can be implemented successfully.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	1	(3,70%)
	8	(29,63%)
Totally agree	18	(66,67%)
<hr/>		
Total	27	
no answer	0	
Mean	5,63	
Median	6	

31) I think that my income can be increased by FOSS Business.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	9	(33,33%)
	9	(33,33%)
Totally agree	9	(33,33%)
<hr/>		
Total	27	
no answer	0	
Mean	5	
Median	5	

32) My knowledge on how to use FOSS systems increased through this course.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	2	(7,41%)
	12	(44,44%)
Totally agree	13	(48,15%)
<hr/>		
Total	27	
no answer	0	
Mean	5,41	
Median	5	

33) I plan to actively participate in the FOSS Business Models community.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	2	(7,41%)
	4	(14,81%)
Totally agree	21	(77,78%)
<hr/>		
Total	27	
no answer	0	
Mean	5,7	
Median	6	

34) I esteem Open Approaches like FOSS helpful for innovation.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	3	(11,11%)
	11	(40,74%)
Totally agree	13	(48,15%)
<hr/>		
Total	27	
no answer	0	
Mean	5,37	
Median	5	

35) What competences or expertise have you acquired in addition to the training course's explicit outcomes?

- business skills (2x)
- Installation of software.
- GOOD COMMUNICATION SKILLS
- knowledge in proposal writing.
- PR
- Leadership and Management.
- competition, cooperation
- Branding
- course Design and curriculum Development
- Software quality.(3x)
- FOSS Business challenges
- revenue generation in FOSS
- Managerial Decisions (2x)
- Working with business network
- use of FOSS in an innovation strategy.

**36) Value for money of training-
Are you satisfied with the value for money of the training?**

Very unhappy	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	3	(11,11%)
	10	(37,04%)
Very pleased	14	(51,85%)
<hr/>		
Total	27	
no answer	0	
Mean	5,41	
Median	6	

**37) Value for money of training-
Do you think the certificate for this training will be of value to you?**

Very unhappy	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	2	(7,41%)
	10	(37,04%)
Very pleased	15	(55,56%)
<hr/>		
Total	27	
no answer	0	
Mean	5,48	
Median	6	

38) How do you consider the pricing of the training and added value of skills obtained? What would be a reasonable price for such training and which type of certification should such training offer?

- 20 USD
- 25 USD
- 30 USD
- 35 USD (2x)
- 40 USD (3x)
- 45 USD
- 55 USD
- 60 USD (2x)
- The pricing is fair
- The pricing is good (2x)
- The pricing is fine (3x)
- The pricing is moderate (2x)
- not sure (since its something new) (2x)
- To be sincere the pricing was on point (2x)
- ok
- The pricing is manageable

6.Participants

39) The atmosphere among the participants themselves was always cooperative

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	1	(3,70%)
	4	(14,81%)
Totally agree	22	(81,48%)
<hr/>		
Total	27	
no answer	0	
Mean	5,78	
Median	6	

40) I was able to benefit from the experience of other participants.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	3	(11,11%)
	6	(22,22%)
Totally agree	18	(66,67%)
<hr/>		
Total	27	
no answer	0	
Mean	5,56	
Median	6	

41) I would like to continue exchange on the subjects with the other participants via a mailing list, that will be offered.

Totally disagree	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	9	(33,33%)
Totally agree	18	(66,67%)
<hr/>		
Total	27	
no answer	0	
Mean	5,67	
Median	6	

7. Organisation

**42) How happy are you with...
the overall organisation of the training course?**

Very unhappy	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	2	(7,41%)
	7	(25,93%)
Very pleased	18	(66,67%)
<hr/>		
Total	27	
no answer	0	
Mean	5,59	
Median	6	

43) How happy are you with...

the information you received in the run-up to the training course (e.g., organisational details, technical / professional information on the subject ...)?

Very unhappy	0	(0,00%)
	0	(0,00%)
	0	(0,00%)
	5	(18,52%)
	6	(22,22%)
Very pleased	16	(59,26%)
<hr/>		
Total	27	
no answer	0	
Mean	5,41	
Median	6	

44) What other information / documents would have you needed as well?

- FOSS ICT hubs
- open source software

45) Since there are lots of aspects a survey like this cannot cover, we would ask you to add any comments or recommendations below that you might have for future training courses.

- please increase the course's duration, I will appreciate.