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description	The FACT approach is a way of generating proposals and position statements based on consultations with the members of a farmers' organisation, together with the advice of experts. It is essentially a way for farmers' organisations and their constituencies to relate to each other. It ensures that any proposal and position statement that the organisation prepares take root in the reality and needs of members. The combination of the representation of members of farmers' organisations by their leaders with members' information and concerns, and experts' advice can generate proposals that are accountable, well informed, tackle relevant issues and are technically well prepared.

While the success of any proposal is never guaranteed, the FACT approach certainly increases the possibility of success. Members' information is obtained through a systematic consultation process that enables the farmers not only to 'know' what the relevant issues and information are, but also to 'show that it knows'. This means that any position paper or proposal based on the FACT method remains accountable to those that it represents and is credible for decision makers. If members feel that their organisation is genuinely concerned about consulting them, their feeling of 'ownership' of the position papers and proposals is enhanced.

The approach is based on four pillars: (1) consultations; (2) participatory research; (3) writing SMART proposals and (4) lobby mapping and stakeholder analysis for lobby and advocacy.

FACT consists of the FACT reader, which describes the basics of the FACT approach, facilitators guides (1 + 2) used for trainers to facilitate the workshops, and participants workbooks (1 + 2) which is used during workshops by participants to guide them through the workshops.

The FACT reader is available to the public. The facilitators' guides are only for trainers that have attended the Training of Trainers on FACT while the participants work books are available for participants that attend the FACT workshops.

RELATIONS

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Policy generation

Training