

# **7.Pesticide Recommendations**

## **Topic 7a**

### **Formulating Pesticide Recommendations**

# FACT SHEET

## 7. Pesticide Recommendations

### Topic 7a: Formulating Pesticide Recommendations

#### **Pesticide recommendations**

Before any pesticide recommendations can be given, a few things need to be taken into consideration:

- The type of pest that needs to be controlled.
- The crop that is involved.
- The pesticide label, which lists the pests that the specific pesticide is registered for. The label also includes information regarding the dosage, mixing, and application of the pesticide.

**Pest identification:** Make sure that the farmer identifies the pest correctly. If there is any doubt, ask the farmer to bring a sample of the pest to the shop. Incorrect pest identification may result in the application of the wrong pesticide.

**Crops involved:** Make sure that you can identify the crop the pest is on.

**The Pesticide Label:** Recommend only according to label. Select the correct pesticide: recommend only pesticides that are registered to control the identified pest. Tell farmer customers to read the label before they measure, mix or apply any pesticide.

Sometimes there is more than one product that can be recommended for a certain pest. In that case you should give the customer all advantages and disadvantages of the product, including level of toxicity, mode of application, costs, etc. in order for the customer to make the best choice.

#### **Very important:**

- **Read the label** before making any recommendations. Do not recommend any application of pesticides outside the label.
- **Listen** to your customer in order to know what pest needs to be treated and for which crop.



# INSTRUCTIONS

## 7. Pesticide Recommendations

### Topic 7a: Formulating Pesticide Recommendations

#### Materials needed:

- Flip-sheet board with flip-sheets
- Markers (1 black, 1 blue, 1 green, 1 red)
- Colored cards
- 3 sets of copies of real pesticide labels

**Time needed:** 1 hour

- Preparations:**
- Flip-sheet with the heading *Formulating pesticide recommendations*
  - Set of colored cards with the following:
    - *Type of pest*
    - *Type of crop*
    - *Pesticide label*
  - Flip-sheet with the phrase: *Read the label before making any pesticide recommendations*

### Set up

- Attention:** Tell participants that agri-input dealers play a very important role in recommending the right pesticides for a specific pest.
- Title:** Tell participants the title while showing the flip-sheet with the title: *Formulating pesticide Recommendations*.
- Credibility:** Explain your experience in pesticide recommendations.
- Objectives:** To explain the importance of correct pesticide recommendations.

- Benefits:** Understanding basic pesticide recommendations will help agri-input dealers better serve customers. It will also minimize the risk of giving farmers the wrong advice.
- Direction:** During this session, we will focus on basic pesticides recommendations in general. We will not discuss specific recommendations for crops.

## Delivery

### Explanation, Demonstration, Exercise, and Guidance:

1. Remind the participants about your statement: Agri-input dealers play a very important role in recommending the right pesticides for a specific pest. Ask them **why**? Allow a few answers and lead to:
  - a. Incorrect recommendation can harm crops and the farmer.
  - b. Incorrect recommendations are costly.
  - c. Correct recommendations will build trust between the farmer and the agri-input dealer.
  - d. Correct recommendations will grow the agri-input business.
2. Tell the participants that we will look into the basics of pesticides recommendations. Ask the participants: **What information** do you need before you can give any pesticide recommendations? Let them answer but guide them to:
  - a. The pest. Put the colored card labeled *Type of pest* on the wall.
  - b. The type of crop. Put the colored card labeled *Type of crop* on the wall.
  - c. Pesticide registered use. Put the colored card labeled *Pesticide label* on the wall.
3. Divide the participants into three groups. Hand each group a set of copies of pesticide labels. Tell them that they are going to assist a farmer (played by the facilitator) with a **pest problem**.
4. Pretend that you are a farmer and tell the groups: "I am a farmer and I have a problem with (*mention a crop*). I have (*mention a pest*). Which pesticide can I use to control them?" Tell the groups that they have to **recommendation a pesticide**. Give each group a colored card to write the recommended pesticide.
5. **Discuss the results.** Ask how each group came to its recommendation. Make sure everyone understands how to use the labels to make a recommendation.

**Note:** You can make this exercise more interesting by giving the groups labels of products that can treat the same pest for the same crop. Discuss how you can advise the customer in such a case. Important is that dealers give all advantages and disadvantages of the product, including level of toxicity, mode of application, costs, etc. in order for the customer to make the best choice.
6. Tell participants that they have now experienced basic pesticide recommendations. Tell them that the most important part of pesticide recommendations is to **read**

**the label.** Post the flip-sheet with the phrase *Read the label before making any pesticide recommendations.*

7. Point out that if a farmer comes to their shop, they should always **listen to the problem** before giving any recommendations. They should also be aware that applying pesticides might not always be necessary.

## Finish

**Summary:** Tell participants that three things are important to take into consideration when giving pesticide recommendations: the pest to be controlled, the crop, and the pesticide label.

**Questions:** Ask if anyone has a question or comment.

**Evaluation:** Ask them what information you need to give a pesticide recommendation. Ask them to name the consequences of making incorrect recommendations. Ask them how you know which pesticide is the correct pesticide to control a pest.

**Next step:** In this session, we learned about the basics of pesticide recommendations. As an agro-dealer, they should also recommend to customers how to apply the pesticide.

Distribute the **fact-sheet** to all participants.