



How can learning from trials be scaled up to impact the regional, state, or national system?

National farmer and adviser survey results

Forum results

(Regional producer and adviser forums, Melbourne 2017 forum)

8 Options for action

Expert Panel & International review

Input from Project trial teams



Developing areas for strategic action

Market failure?

1. Acceptance of the private sector in extension and paying for extension services
2. Negative reputations impacts farmers' use of advice
3. High transaction costs for the private sector to up-skill/interact with R&D
4. Barriers to entry of advisers
5. Information and communication failure



Developing areas for strategic action (2)

Risks from privatisation?

1. Limited engagement related to complex innovation
2. Lower priority of environmental issues or of the complexity of the production system
3. Discontinuity in service provision due to changes in funding mechanisms



Developing areas for strategic action (3)

Functioning of the advisory system (AIS)

- Institutional arrangements and governance structures for the advisory and extension system (national/state/regional).
- Advisory and extension models/capacity.
- The co-ordination of advice
- Innovation in advisory techniques
- Limitation of 'pipeline thinking' ('research to end-users'; research-led innovation) and mental models of 'what extension is'.



8 options for further action

1. **Incentive and funding arrangements** with coordination amongst advisory networks, public-private collaboration and a diversity of delivery.
2. **Public-sector involvement** in the support, and understanding, of private and commercial advisory systems, including international exchange.
3. **Expanded knowledge of the motivations for innovation system engagement by the private sector** and in developing new approaches to collaboration with other advisors and members of the value chain (RD and E and beyond).
4. **Better understanding of comparative systems**, or understandings about, maintaining and growing advisory skills and capacity.



8 options for further action

5. Studies of **complementarity of different advisory methods** and their use of tools.
6. Improved knowledge of the dedicated advisory sub-systems serving particular segments of farmers.
7. **Models of engagement around regional and international advisory services**—their formation and practices with respect to our Agricultural Knowledge Information System.
8. A commitment to **patient funding and effort**. This is a slow burn.