

1st TRAINING PROGRAMME**17-21 October 2017****Munich/GERMANY****1st Day: Agricultural Business Management & Technical Knowledge****Morning Session: Agricultural Business Management**

1. Lesson	09:00-09:20	Ice Breaker
2. Lesson	09:20-09:40	Introduction of EMWOFA Project
Break	09:40-10:00	Break
3. Lesson	10:00-10:20	Risk Assessment Presentation
4. Lesson	10:20-10:40	Complete Risk Assessment
Break	10:40-10:50	Break
5. Lesson	10:50-11:10	What is a Business Plan, What Should be in It, and Why Should You Have a Business Plan?
6. Lesson	11:10-11:30	Developing a Mission Statement For Your Farm
Lunch Break	11:30-13:00	Lunch Break

Afternoon session: Technical Knowledge

1. Lesson	13:00-13:40	Alternative Production Systems
Break	13:40-13:50	Break
2. Lesson	13:50-14:30	IPM in Farms
Break	14:30-14:40	Break
3. Lesson	14:40-15:30	Work Calendar and Program in Farms

2nd Day: Technical Knowledge & Agricultural Business Management**Morning session: Technical Knowledge**

1. Lesson	09:00-09:40	Soil Productivity & Plant Nutrition
Break	09:40-09:50	Break
2. Lesson	09:50-10:30	Soil Productivity & Plant Nutrition
Break	10:30-10:40	Break
3. Lesson	10:40-11:30	Soil Productivity & Plant Nutrition
Lunch Break	11:30-13:00	Lunch Break

Afternoon session: Agricultural Business Management

1. Lesson	13:00-13:20	Review Mission Statements
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2. Lesson	13:20-13:40	Describe Your Business: Where is Your Business Now?
Break	13:40-13:50	Break
3. Lesson	13:50-14:30	SWOT Analysis
Break	14:30-14:40	Break
4. Lesson	14:40-15:00	Estate Planning; Life, Health & Crop Insurance: Where Do You Want Your Business to Go?
5. Lesson	15:00-15:30	Develop and Implement a Strategy
3rd Day: Agricultural Business Management & Technical Knowledge		
Morning Session: Agricultural Business Management		
1. Lesson	09:00-09:20	Review Business Description, SWOT Analysis, Estate Plan, Insurance Plan, and Business Strategy
2. Lesson	09:20-09:40	Production Plan
Break	09:40-09:50	Break
3. Lesson	09:50-10:50	Marketing Plan
Break	10:50-11:00	Break
4. Lesson	11:00-11:30	Management Plan
Lunch Break	11:30-13:00	Lunch Break
Afternoon session: Technical Knowledge		
1. Lesson	13:00-13:40	Agriculture & Environment Relationship and Waste-Pollution Management
Break	13:40-13:50	Break
2. Lesson	13:50-14:30	Sustainable Production & Protection of Soil and Water Resources
Break	14:30-14:40	Break
3. Lesson	14:40-15:30	Sustainable Production & Protection of Soil and Water Resources
4th Day: Agricultural Business Management & Computer Skills		
Morning Session: Agricultural Business Management		
1. Lesson	09:00-09:20	Review Production, Marketing, and Management Plans
2. Lesson	09:20-09:50	Financial Plan: Income Statement, Balance Sheet, Cash Flow Statement
Break	09:50-10:00	Break

3. Lesson	10:00-10:40	Management Plans
Break	10:40-10:50	Break
4. Lesson	10:50-11:10	Ratio Analysis and Benchmarks
5. Lesson	11:10-11:30	Capital Requirements and Reviewing Business Plans
Lunch Break	11:30-13:00	Lunch Break
Afternoon session: Computer Skills		
1. Lesson	13:00-13:40	Basic Computer Skills
Break	13:40-13:50	Break
2. Lesson	13:50-14:30	Basic Computer Skills
Break	14:30-14:40	Break
3. Lesson	14:40-15:30	Basic Computer Skills (Communication & Getting Knowledge)
5th Day: Internet and Networking & Technical Knowledge		
Morning Session: Internet and Networking		
1. Lesson	09:00-09:40	What is Internet and Networking?
Break	09:40-09:50	Break
2. Lesson	09:50-10:30	How to use Internet to Improve Business
Break	10:30-10:40	Break
3. Lesson	10:40-11:30	Promotion, Dissemination and Sustainability & Viability
Lunch Break	11:30-13:00	Lunch Break
Afternoon session: Technical Knowledge		
1. Lesson	13:00-13:40	Plant Protection, Biological & Biotechnical Methods
Break	13:40-13:50	Break
2. Lesson	13:50-14:30	Plant Protection, Biological & Biotechnical Methods
Break	14:30-14:40	Break
3. Lesson	14:40-15:30	Plant Protection, Biological & Biotechnical Methods
Break	15:30-15:40	Break
Evaluation	15:40-17:00	General Assessment and Survey