



# Agriculture as a Business

part of the [Agribusiness e-Academy](#) by

You are an agribusiness professional, (master) trainer, teacher, extension agent or ministry staff?

This [self-paced course](#) on agriculture as a business offers 6 sessions to you: It is exactly what you are looking for!



## 1. The farm as economic unit

### Session 1

- 1.1 Global trends of demand and agric. markets
- 1.2 Agriculture as a Business
- 1.3 Key success factors for your business

## 2. Agripreneurship

### Session 2

- 2.1 Agripreneurship, competencies
- 2.2 Production factors
- 2.3 Farm management
- 2.4 Risk management

## 3. Basics & key concepts

### Session 3

- 3.1 Units
- 3.2 Prices in Agribusiness
- 3.3 Cost of production incl. unit cost
- 3.4 Value of production

## 4. Management & tools for the short-term

### Session 4

- 4.1 Gross margin and net margin
- 4.2 Productivities
- 4.3 Choosing farm enterprises
- 4.5 Financial management over the year

## 5. Management & tools for medium-long-term upgrading

### Session 5

- 5.1 Investing in the future (extension, modernizing, ...)
- 5.2 Analysis of multi-annual investments (Cashflow, NPV, IRR before financing)
- 5.3 Sensitivity analysis
- 5.4 Constraint and opportunity analysis

## 6. Financial Services

### Session 6

- 6.1 Savings and payment services
- 6.2 Loans and risk management
- 6.3 Bankability of short-term investments (complementing session 4)
- 6.4 Bankability of medium- & long-term investments (complementing session 5)
- 6.5 Financial Service Institutions



~16h for the whole course, 1-3h per session



Receive your personalized certificate for each session and a graded course certificate



Download important reading materials & tools



Learn offline in the [atingi app](#) once you downloaded the course



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## Contacts

Course-related questions to ABF: [ABF-eAcademy@giz.de](mailto:ABF-eAcademy@giz.de)

Atingi or app-related questions: [atingi@giz.de](mailto:atingi@giz.de)