



## «Успішний зерновий агробізнес на невеликій площі»

Програма впроваджується Європейським банком реконструкції та розвитку (ЄБРР) та Продовольчою та сільськогосподарською організацією ООН (FAO) спільно з Сумським національним аграрним університетом за підтримки фонду «Центральна Європейська Ініціатива»

First specialized modular training program  
in Ukraine for managers, agronomists and engineers  
of farms with a land area of 5 hectares

## SECOND MODULE PROGRAM

### “Management in a small grain area ”

(for managers and representatives of agricultural enterprises economic services)

*May, 22-23 2014, Sumy*

**Venue:** Academic Council Hall of Sumy NAU, Room 329 of the Main Building,  
H.Kondratiiev Str.160

**Day 0 - 21.05.2014 – Wednesday**

Time	Event
16.00-18.00	Arrival of participants. Accommodation in hotels
19.00-20.00	Dinner

**Day 1 - 22.05.2014 – Thursday**

Time	Event
8.00-8.30	Breakfast
8.30-9.15 9.15-9.30	<b>Registration of participants</b> <b>The official opening of the module 2</b> - Welcoming remarks from the project organizers: European Bank for Reconstruction and Development (EBRD), Food and Agriculture Organization (FAO), Sumy National Agrarian University
09.30- 10.00	<b>Successful farmer: ingredients for success - a master class from colleagues:</b> <i>Mykhola Sobko– Deputy Director of the Research Institute of Agriculture Northeast NAAS of Ukraine; participants of the seminar.</i> <b>Incoming test:</b> <i>Oleksandr Maslak–Candidate of Economics Sciences , Head of the Logistics and Production Management Chair</i>
10.00-10.15	Coffe-break.
10.15-11.00	- <b>Philosophy of modern agribusiness: family or corporate, small or large farm , crop capacity or total yield - comparison of Ukrainian and international experience:</b> <i>Andrii Yarmak– economist at the FAO Investment Centre.</i> - <b>Legal Advice - legislative and legal regulation of land relations in agriculture:</b>



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Продовольчою та сільськогосподарською організацією ООН (FAO) спільно з  
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11.00-12.00	Yurii Liakh - <i>Deputy Chief of State Land Agency in Sumy region; Maryna Avramenko - Chief of Registration Service Department</i>
12.10-12.50	Lunch
13.00-13.45	- <b>How to get a loan for a small farm? The main evaluation approaches for assessing value for money:</b> Oleg Radchenko - <i>Head of the regional department of Sumy branch of Savings bank, assistant professor of statistics, business analysis and marketing of SNAU</i>
13.45-14.30	- <b>Investment in new technology - how to calculate the feasibility of purchasing new machines and devices:</b> Johann Tatsber - <i>Adviser on Agrarian Company CASE IH.</i>
14.30-14.45	Coffee-break.
14.45-15.30	- <b>Personnel training for agro industrial complex - the main trends:</b> Volodymyr Ladyka, <i>Doctor of Agricultural Sciences, Professor, Rector of SNAU</i>
15.30-16.15	- <b>Common approaches to management, selection , adaptation and motivation of staff:</b> <i>Yuliia Orlova, HR Manager Group of the Company «Ukrlendfarminh»</i> <b>Results of the first day</b>
17.00	Official reception (Industrial Complex of Public Catering of SNAU, White Hall)

### Day- 23.05.2014 – Friday

Time	Event
8.00-9.00	Breakfast
9.15-10.30	- <b>The price of grain and oil - Is it possible to predict the price and how? Fundamental and technical analysis of the market. Practical exercises of technical and fundamental analysis. Establishing a balance of supply and demand. Forecast prices for grains and oilseeds for the new season:</b> Andrii Yarmak– <i>economist at the FAO Investment Centre.</i>
10.30-10.45	- Coffee-break
10.45-11.15	- <b>Marketing and PR in agribusiness. How is it possible to reduce the risks of price competition. Successful examples:</b> Andrii Yarmak– <i>economist at the FAO Investment Centre.</i>
11.15-12.00	- <b>Current approaches to management and financial accounting in a small farm and new opportunities for improving managment:</b> Oleksii Baranik - <i>Senior Lecturer of the Accounting Department of SNAU</i>
12.10-12.50	Lunch



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13.00-13.45	- <b>Modern approaches to the economic evaluation of the effectiveness of management. How is it better to improve the profitability of the grain industry ?:</b> <i>Oleksii Ilchenko- Senior Lecturer of the Department of Economics and Controlling of SNAU</i>
13.45-14.30	- <b>Budgeting in the farm. What does an agrarian need this for?</b> <b>Practical budgeting exercises:</b> <i>Oleksandr Kovbasa – Candidate of Economics Sciences, Assistant Professor of the Department of Logistics and Production Management of SNAU</i>
14.30-14.45	Coffee-break
14.45-15.30	- <b>Farm financial condition assessment and break even analysis – Nataliia Strochenko, Candidate of Economics Sciences, Assistant Professor, Dean of the Economics and Management Department of SNAU</b>
15.30-16.15	- <b>Agricultural enterprise automated management systems- whether they are worth investing? Opportunities for manager's effective work:</b> <i>Serhii Hugvenko - Senior Lecturer of the Department of Logistics and Production Management of SNAU; Serhii Harkusha - Candidate of Economics Sciences, Assistant Professor of the Department of Accounting of SNAU</i>
16.15-16.30	<b>The module completion and self-assessment of the learning knowledge:</b> <i>Oleksandr Maslak - Candidate of Economics Sciences, Head of the Logistics and Production Management Chair of SNAU</i>
16.30-17.00	Dinner
17.00	Participants' departure



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### PARTICULARITIES OF THE PROGRAM

- The program which deals exclusively with the latest achievements that have already been tested in practice;
- The program that uses the most successful world and Ukrainian experience;
- The program in which successful practitioners share with their experience;
- Visits to the successful farms within the program framework;
- Survey of current legal, land and market issues in parallel with technological one.

#### **. Information for participants!**

The cost of participation in training is financed by EBRD and FAO with the support of "Central European Initiative." The cost of travel and accommodation is financed by participants. Participants of the program are provided with the handout materials and food.

Training program is distributed over the year and composed by 6 training modules: three modules are for farm agronomists, one module is for managers and one is for agricultural machinery engineers and the last one is a study tour to the most successful farms of the region.

#### **Themes and approximate timeline of the modules:**

Module № 1 Soils and Planting which took place on February 27-28, 2014

Module №2 Small Grain Farm Management – for farm managers (**will already take place on May 22-23, 2014**)

Module №3 Successful Experience – study tour (approximately on August 3-15, 2014)

Module №4 Agricultural Chemicals – for farm agronomists (approximately on November 20-21, 2014)

Module №5 Harvesting, Storage and Quality of the Grain – for farm agronomists (approximately on December 10-12, 2014)

Module №6 Mechanization of Agricultural Production – for agricultural machinery engineers (approximately on January 28-30, 2015)

***For registration of participants and receiving more detailed information you can call  
tel. 050 734 08 54: Project Coordinator of SNAU Larisa Kalachevska***