



# TAS for AGRIFORM

## Impact on the sectorial training in European scenarios



Edited by

Società di Servizi - Ricerca -  
Formazione  
Settore Agro-Ortofrutticolo

## Reference background -1

Reply to specific needs of Vocational training in the Agricultural Sector

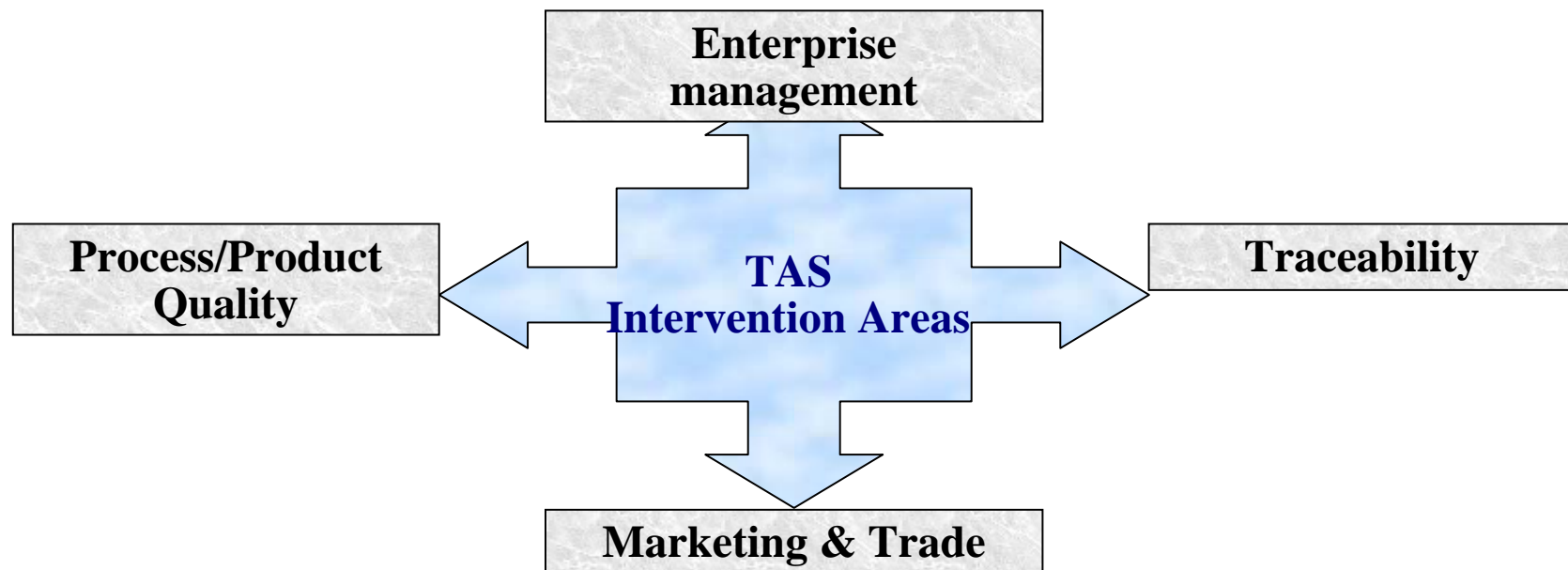
Deficiency of training actions for the target TAS

Only accompaniment actions not oriented to the professional qualification of the entrepreneurial competences

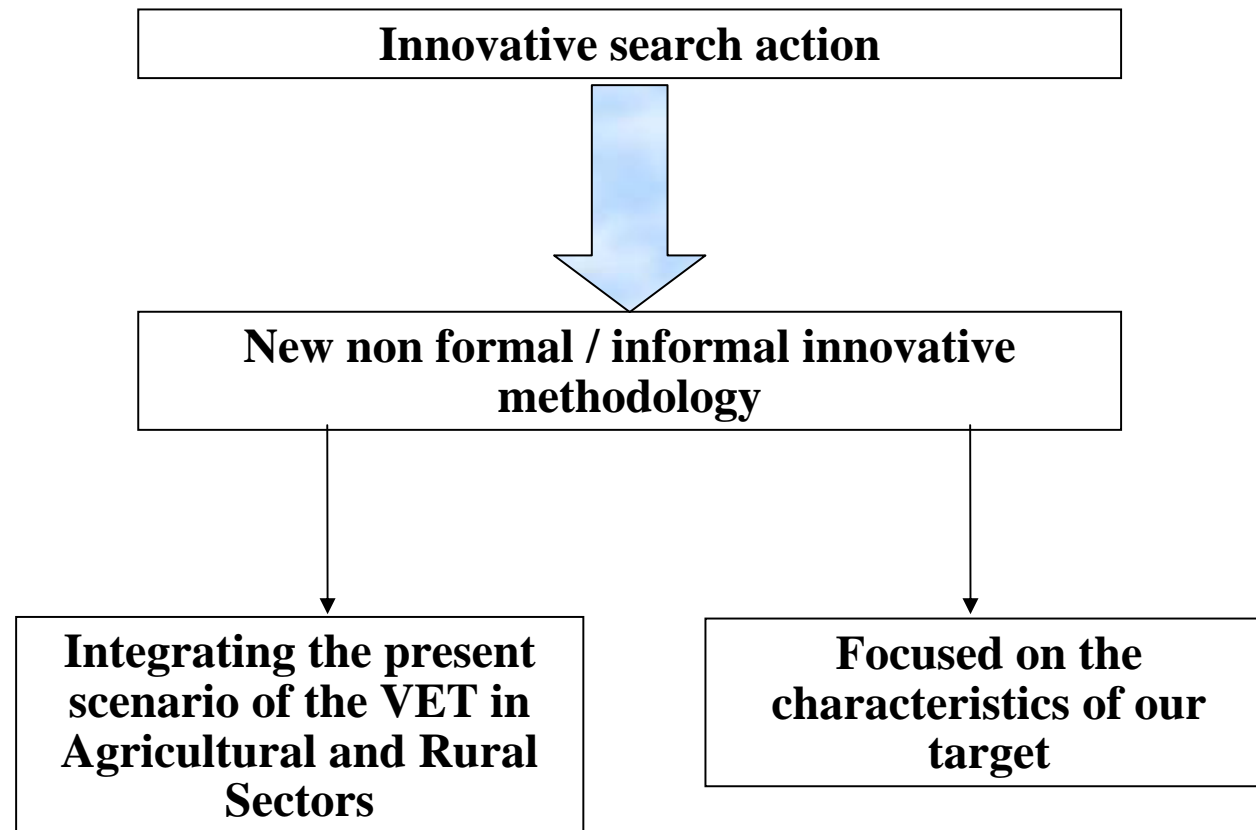
Any actions in the areas of business management and of post-production.

## Reference background - 2

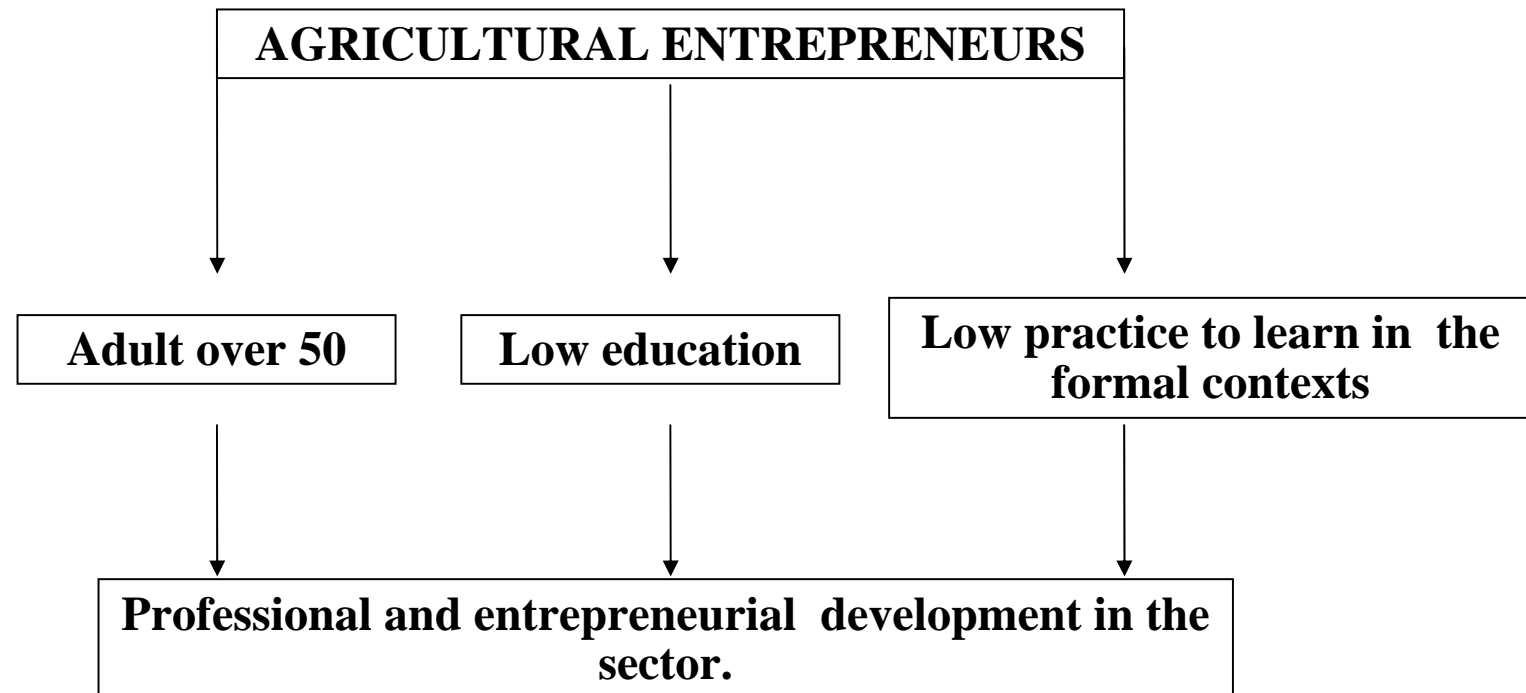
TAS for Agriform, instead, focuses essentially on four areas to strengthen the position of the agricultural enterprises on the international and global market.



## Project objective



## Target Group Peculiar characteristics





## Target Group Obstacles to be overcome

Reluctance towards consulting and training actions

External interventions perceived as intrusions and not as value added

## Target Group Situation in Europe - 1

Eurostat data inexorably show a reduction of the number of under 35 manager and a continuous increasing in the more adult ranges

Number of manager by ages					
Year 2003		Year 2005		Changes %	
< 35 y. o.	55-64 y.o.	< 35 y.o.	55-64 y.o.	< 35 y.o.	55-64 y.o.
963.360	2.967.330	692.740	3.231.290	-28,09%	+ 8,90 %

*EUROSTAT, Search on the structure of the Agricultural Companies 2003-2005*

## Target Group Situation in Europe - 2

*The Europe Council of Young farmers puts in evidence as this reduction is due to many reasons:*

- ◆ Development of holdings, as from the 80' years
- ◆ Growing financial difficulties for the young people willing to manage an agricultural enterprise;
- ◆ Land Properties accessible with difficulty and frequently offered at increased prices;
- ◆ Structural Measures available at local, regional, national and European level not adequate to support the young farmers that must afford very high loans.



## Target Group Final analysis - 1

If young people are not motivated to set up enterprises in the sector, also the continuity and development prospects of the family enterprises already set up don't seem to us to be easily practicable.

### **The generational exchange needs:**

- A progressive accompaniment to identify the real development prospects for the enterprise;
- Necessary training interventions addressed, on one hand, to the entrepreneurs - managers, allowing them to focus the limits and the potentialities of the enterprises in the new sector's development scenarios, and, on the other, hand to the young people that will assume the enterprise responsibility



## Target Group Final analysis - 2

**A significant inter-generational link is missing within our target group**

Entrepreneurs:

- Not kept up-to-date;
- Not aware of development's possibility of their company;
- Lack of tools that allow them to manage in an efficient way the enterprise and the production and product commercialization processes;
- Not able to follow and to start off the young generation to a competitive and innovative enterprise management
- Unable to address the young generation to a training adequate to their future responsibility

## International research laboratory

### **Aims:**

- A taking root of the project in different territorial realities.
- The contribution from heterogeneous professional backgrounds;
- A wide sectorial analysis able to activate a wide contextualization process of the methodology
- A comparison of the VET best practices to identify the weakness points in the present training systems and practices to the TAS Sector and Target group;
- An extensive territorial area to test the TAS methodology;

## Team “Valuation”

### **Partner members:**

**IT – Se.Ri.Fo. srl**

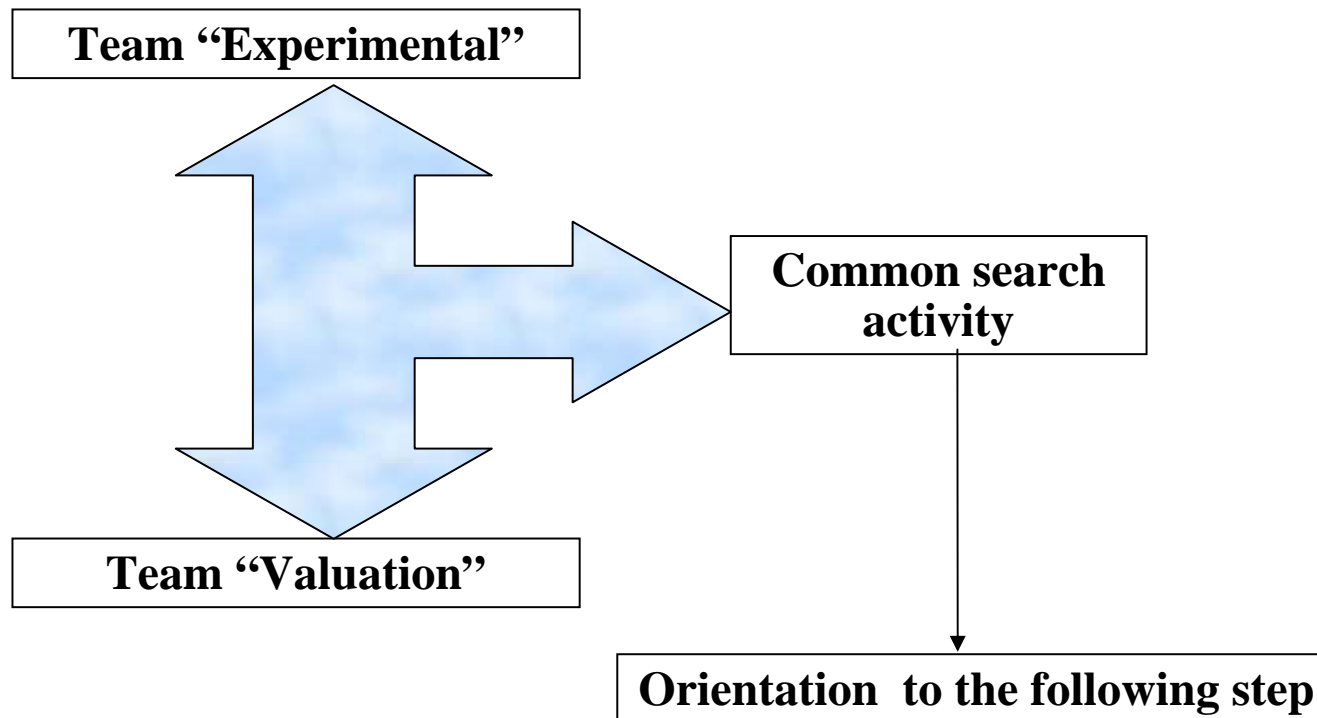
**FR – FAFSEA**

**UK – Academy of Learning**

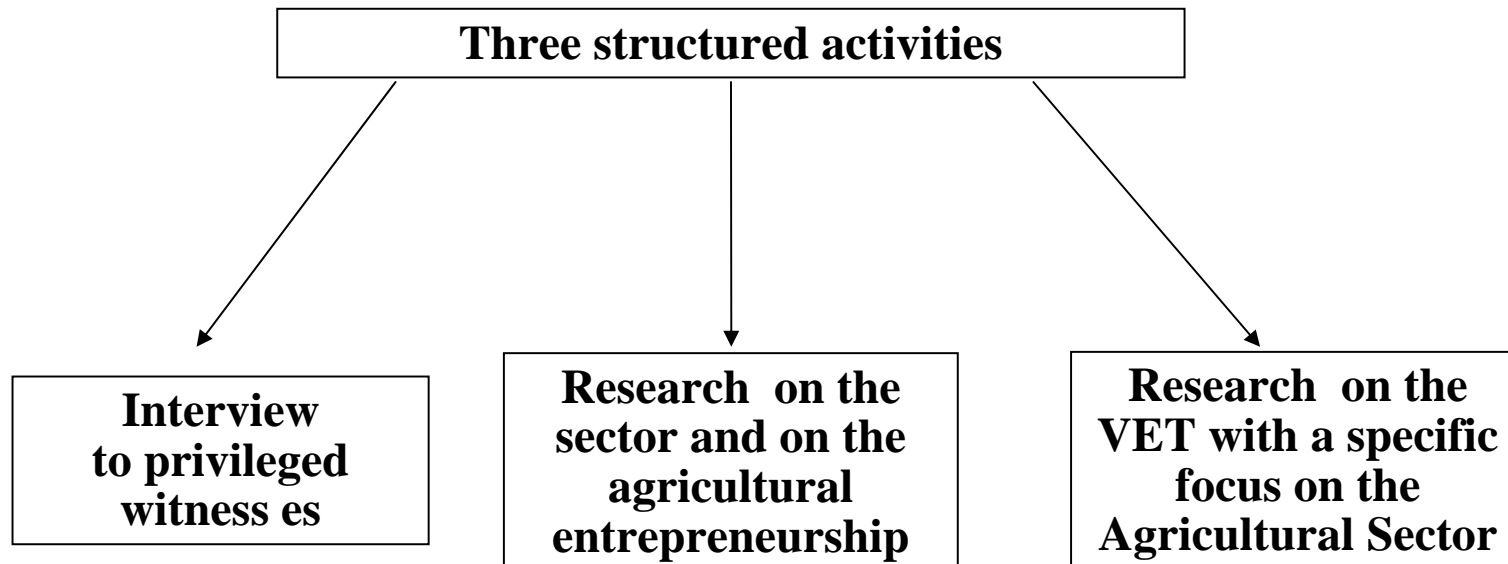
### **Characteristics of the members:**

- 1 - Expertise in the agriculture sector and in the VET**
- 2- Expertise in the certification, learning and competences assessment processes in a non formal and formal framework.**

## Teams' actions



## Common search activity



## Common search activity Interviews to privileged witnesses

### **Action**

**Acknowledgement at European level to stakeholders in the Agricultural and VET sectors**

### **Outcomes:**

- 1. Confirmation of the TAS Sectoral incidence Areas;**
- 2. Competences to be improved in the Agricultural Entrepreneurs.**

## Common search activity

### Sectoral searches

#### **Action**

**Sector and target groups characteristics  
analysis in IT – ES – BG - PL**

#### **Outcomes:**

- 1. Target group characteristics (professional, territorial / context)**
- 2. Prospects analysis of the needs in terms of competences;**
- 3. Macro-areas' identification**



## Common search activity VET Searches

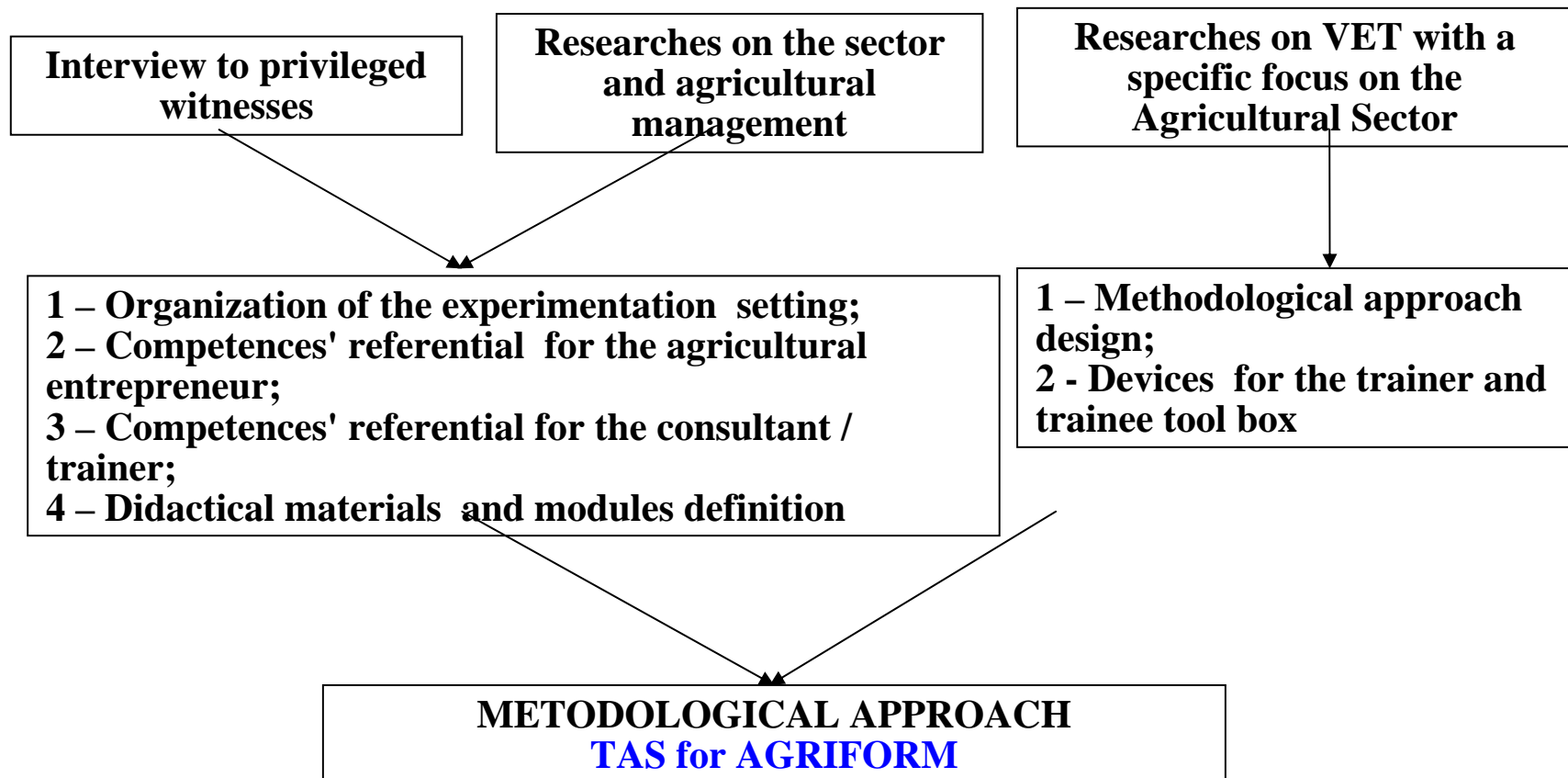
### **Action**

**Formal, non formal and informal VET best practices analysis in EU**

### **Outcomes:**

- 1. Adult Education best practices and methodologies;**
- 2. Non formal and informal VET Methodologies;**
- 3. Training offer to the agricultural Sector and to the Target.**

## Common search activity Final outcomes





**Tracciabilità come Strategia per la Formazione nel  
Settore Agricolo**

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**Thanks for the attention**