

STRATEGIC FINANCIAL MANAGEMENT

AGRITERRA TRAINING PROGRAMME ● ● ● ● ●



INTRODUCTION

In the context of the strategic support on financial management provided by Agriterra to its clients, this training course is intended as a second stage for individuals and organisations who have already attended the Basic Financial Management Training.

In addition to a solid financial manage-

ment system, agricultural cooperatives also need a financing strategy that helps them to interact dynamically and operationally with the market and interact responsibly with their clients and collaborators.

The aim of this advanced training is for all members of a cooperative to be

aware of the importance of developing a healthy and realistic financing strategy. Intended as a second stage following the Basic Financial Management Training, the Strategic Financial Management Training for Agricultural Cooperatives delves into strategic and operational issues that will increase the level of professionalism of the people holding executive or institutional



PARTICIPANTS

This training programme is designed specifically for:

- Directors of Agriterra's client organisations, and Finance Managers and Staff, who have been preselected by the Business Advisor of a relevant country.
- Local trainers who have attended the Basic Financial Management Training and who have already delivered one workshop in their own country.



OBJECTIVES

This training is designed to strengthen an organisation's financial management capacity and comprehension and build the confidence of those individuals involved so they can:

1. Build awareness among the organisation members regarding the importance of having a Strategic Financing Plan in line with the specific needs of the respective cooperative.
2. Become acquainted with the different financing options available to the respective organisation.
3. Clearly define the roles and responsibilities of



COSTS

Available on request.



This training helped us to reflect on our Financial Strategies as a part of our developed Business and Strategy Plan.





REQUIREMENTS FOR PARTICIPATION

This training module is an advanced training, and specifically designed for organisations and participants who have already attended the Basic Financial Management (BFM) Training. This is therefore a strict criterion for participants to participate in this training course.

The goal is to reinforce abilities and skills for strategic and operational decision-making, focusing on Financing and Investment.

This training is a second step for those “production-based” organisations having completed the BFM training. There is one whole session on day 1 to recap the progress resulting from their participation in the BFM training.



WHAT'S IN IT FOR YOU?

The aim of this advanced training is for all members of a cooperative to be aware of the importance of developing a healthy and realistic financing strategy.

Based on experience of previous financial management trainings and assessments by Agriterra, it could be determined that the topics of highest interest for these organisations are:

1. Encouraging Internal Financing as a mechanism that sets agricultural cooperatives apart from traditional private businesses.
2. Knowledge of the different types of external financing options in order to develop financing strategies that meet the specific needs of each cooperative.
3. In-depth analysis, interpretation, and spreading of Financial Statements as well as business performance ratios from the organisations.



PROGRAMME

WHEN?	WHAT?
Day 1	Welcome and presentation; Review of Key Concepts in Financial Management; Part I: Internal Financing; Action Plan
Day 2	Review of Day 1; Part II: External Financing; Case Study – Internal vs. External Financing; Action Plan
Day 3	Review of Day 2; Part III: Advanced Analysis of Financial Statements - Ratios; Case Study 'Wool Coop'; Action Plan – Section 2; Evaluation and Closing

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Agriterra is an agri-agency founded by the Dutch agricultural sector that professionalises farmer organisations and cooperatives worldwide in order to better serve the needs and interests of their member farmers.

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