



FINANCIAL MANAGEMENT
TRAINING PROGRAMME ● ● ● ● ●

TRAINING DESCRIPTION

Strategic Financial Management





TRAINING PROGRAMME ● ● ● ● ●

COURSE NAME

Strategic Financial Management

DURATION

3 days

FOR WHOM

- Board of Directors and Supervisory Board
- Finance Managers and Staff
- Local Trainers



Cooperative business development & farmer entrepreneurship Advice – Training - Exchange

Agriterra professionalises ambitious farmer cooperatives and organisations worldwide. Cooperative expertise and peer-to-peer advice from the Dutch agri- & food top sector are key principles; advice, training and exchange are the key methodologies.

Agriterra developed a range of practical training products for cooperatives and agricultural organisations in emerging economies.

STRATEGIC FINANCIAL MANAGEMENT TRAINING FOR AGRICULTURAL COOPERATIVES

Rationale

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 management 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.

Objectives

- 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 organisation members in the successful implementation of a Strategic Financing Plan.

Who is this programme 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.

Training content

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 responsibilities in Agriterra's client organisations.

From a diagnosis performed in previous training workshops, and also from triangulation of data by the advisors of Agriterra, it is 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.

Action plan

In line with the methodology applied in prior workshops, at the end of each day participants will do an exercise to analyse their own organisation and they will suggest actions for improvement that will be monitored by their own directors and by Agriterra's advisors.

These action plans will be a frame of reference for future agreements between Agriterra and its clients. As a consequence, the contents for those plans should be agreed upon by both parties, in order to make them as productive and realistic as possible.

The facilitators

All Agriterra's trainings are conducted by high qualified professional trainers who have been introduced to our very specific methodology through a very solid process of induction. We believe that our trainings should be delivered in the spoken language of the participants, that is why we have invested in a wide number of local trainers who can use the common language and jargon of their own organisations. Our motivation and knowledge of our clients make our team a powerful solution to the specific needs that any farmer's organisation could face in terms of Financial Management. We all share the same conviction: transparency, trust and loyalty are the best choice for sustainable business!

Programme

The programme overview is presented at the next page.



Programme overview

DAY 1

Module	Session topics
a. Welcome and Presentation	<ul style="list-style-type: none">• Introduction, overview, expectations, guidelines, and general programme vision
b. Review of Key Concepts in Financial Management	<ul style="list-style-type: none">• The 4 Building Blocks of Financial Management• Key Tools and Concepts• Progress made to date and pending challenges
c. Part I: Internal Financing	<ul style="list-style-type: none">• What is investment?• Investor's Profile• Different roles played by members with their cooperatives• How are members' activities presented in our Financial Statements?• Main mechanisms of investment in a cooperative• The role of managers to make investment in a cooperative attractive
d. Action Plan	<ul style="list-style-type: none">• Development of an action plan for improving internal financing in your cooperative

DAY 2

Module	Session topics
e. Review of Day 1	<ul style="list-style-type: none">• Review of financial jargon from Day 1• Review of key concepts• Introduction of actions for improvement suggested by each cooperative
f. Part II: External Financing	<ul style="list-style-type: none">• What is financing?• Differences between financing and subsidies• Advantages and disadvantages of subsidies• Types of External Financing with Funding Corporations: Characteristics and main uses• The key to gain access to good financing
g. Case Study – Internal vs. External Financing	<ul style="list-style-type: none">• Case Study: "Together We Rice"• Comparative analysis of internal and external financing alternatives for each cooperative
h. Action Plan	<ul style="list-style-type: none">• Including improvements in terms of external financing and subsidy management in the action plan for each cooperative

**DAY 3**

Module	Session topics
i. Review of Day 2	<ul style="list-style-type: none">• Review of financial jargon from Day 2• Review of key concepts• Introduction of actions for improvement suggested by each cooperative
j. Part III: Advanced Analysis of Financial Statements - Ratios	<ul style="list-style-type: none">• Introduction of the main ratios for a cooperative's financial management• Case Study "Together We Rice" – Part 2. Strategic Analysis of financial statements• Ratio analysis with actual data from each cooperative, as shown by their own financial cooperative
k. Case Study "Wool Coop"	<ul style="list-style-type: none">• Case Study - Strategic Analysis of different financing options
l. Action Plan – Section 2	<ul style="list-style-type: none">• Development of an action plan for improving external financing strategies in each cooperative
m. Evaluation and Closing	<ul style="list-style-type: none">• Evaluation of the training by participants• Distribution of certificates, greetings, and closing