

FARM MANAGEMENT SKILLS PROGRAMME 2021

8TH - 11TH NOV - MODULES 1-4
29TH NOV - 2ND DEC - MODULES 5-8

UNIVERSITY OF NOTTINGHAM,
JUBILEE CAMPUS



PROGRAMMES

DEVELOPING ME

Description

Understand who I am, what motivates me, how to use my time effectively and remain resilient in an ever changing world

Speaker

Jane Batty, Ripple Partners Ltd.

Date

08.11.21

1

MOTIVATING OTHERS

Description

Learn how to motivate others, manage expectations, delegate effectively and coach through effective listening including recruitment

Speaker

David Selway , Functional Farm Ltd.

Date

09.11.21

2

INFLUENCING FOR SUCCESS

Description

Understand the importance of effective influencing, how to negotiate for 'win-win' and the power of networking

Speaker

Carol James, Carol James Consultancy

Date

10.11.21

3

PRESENTING WITH IMPACT

Description

Fine tune your presentation skills, learn how to handle the media and thrive in a complex political landscape

Speaker

Anna Jones, Freelance Journalist

Date

11.11.21

4

MONEY, MONEY, MONEY

Description

Learn how to understand accounts, turnover 'v' profit, taxation and investment appraisals

Speaker

Martin Wilkinson, Harper Adams University & Steve Ramsden, Nottingham University

Date

29.11.21

5

AGREEMENTS

Description

Understand contract farming agreements, business tenancies and JVA's. Learn about share farming, ELMS and Natural Capital

Speaker

Carl Atkin, Terrovost Ltd
Mike Holland, ALA
Rob Gazely, Ceres Rural LLP
Jamie Gwatkin, Jamie Gwatkin Consultancy
John Lockhart, Lockhart Garratt

Date

01.12.21

7

RISK IN BUSINESS

Description

Learn how to prepare a business case, understand industry benchmarking and how to manage financial risk, business image – ensuring a healthy future

Speaker

Tom Brunt, Savills
Judith Stafford, AHDB
Richard Thomas, Barclays
Shaun Cooper, The Ad Plain

Date

30.11.21

6

FUTURE FARMING

Description

What does the future hold for agriculture: the role of Agri Tech in your business?

What do you need to know to make the most of the Opportunities?

A systems approach

Principles of management

Tips and tools for assessing Agri Tech opportunities

Speaker

Professor Karl Behrendt

Date

02.12.21

8

Successful completion of all modules will entitle the delegate to apply for Professional Grade of Membership to IAgrM.

Cancelling your place on the module:

- You can cancel or transfer to another module up to two weeks in advance with no charge.
- Always let us know as early as possible if it looks like you can't make the date you have booked.
- Cancellations made 28 clear days before the

module, or less, or no-shows are not entitled to a REFUND or FREE transfer to another module (see note about insurance below)

Cancelling of a module:

- Please be aware that modules can be cancelled because of shortage of numbers, illness or other factors. It is therefore worthwhile booking hotel rooms etc. that can be cancelled. Please note that IAgrM is not liable for additional expenses. If IAgrM have to cancel, a full refund will be offered.

FARM MANAGEMENT SKILLS PROGRAMME

Booking form

Please complete the form, choose your method of payment and return the form by post or confirm details by email to enquiries@iagrm.org.uk - bookings can also be made via the website.

BOOKING CONTACT DETAILS	
Name	Company
Address	
Postcode	Job Description
Phone	Email

If you require a VAT invoice please retain a copy of this form for your records.
VAT Registration No. 119027335. VAT charged at 20%

COST	
MEMBER PRICE PER MODULE	£210 + £42.00 VAT = £252.00
NON-MEMBER PRICE PER MODULE	£310 + £62.00 VAT = £372.00

	MODULE	NAME OF ATTENDEE	EMAIL OF ATTENDEE	TOTAL £
<input type="checkbox"/>	1. Developing Me			
<input type="checkbox"/>	2. Motivating Others			
<input type="checkbox"/>	3. Influencing for Success			
<input type="checkbox"/>	4. Presenting with Impact			
<input type="checkbox"/>	5. Money, Money, Money			
<input type="checkbox"/>	6. Risk in Business			
<input type="checkbox"/>	7. Agreements			
<input type="checkbox"/>	8. Future Farming			
TOTAL				

HOW TO PAY
<ul style="list-style-type: none"> • Log into our website - www.iagrm.org.uk/events • Cheque – Please make payable to 'IAgrM' and post with form to The Institute of Agricultural Management, Portbury House, Sheepway, Portbury, Bristol, BS20 7TE • Bank electronic payment – Sort Code: 404335 Account No: 21085972 Ref: FMSP • Debit/Credit card payments – Please phone the office on 01275 843825

- Please tick here to receive details of future events offered by IAgrM
- Please tick here to receive details of all communications offered by IAgrM
- Details of IAgrM Privacy Policy can be found on our website at www.iagrm.org.uk