

THE INSTITUTE OF AGRICULTURAL MANAGEMENT *FARM MANAGEMENT SKILLS PROGRAMME*



THE PROFESSIONAL BODY FOR THOSE
INVOLVED IN AGRICULTURAL
MANAGEMENT



☎ 01275 843825 ✉ enquiries@iagrm.com 🌐 www.iagrm.org.uk

THE INSTITUTE OF AGRICULTURAL | MANAGEMENT PORTBURY HOUSE
SHEEPWAY | PORTBURY | BRISTOL | BS20 7TE

PROGRAMMES

DEVELOPING YOURSELF

Description

Time management, listening skills, delegation, defining strategy, resilience, sustainability
Presentations skills - Planning, presentation techniques, styles, control of the audience, handling questions

Venue

University of Reading

Speaker

Chris Bowerman, Tripos Consultants

Date

05.11.19

1

DEALING WITH OTHERS

Description

Customer services, mediation, empathy, selling skills, networking
Staff appraisals, team motivation, managing expectations, career development, reward & recognition, performance management, discipline & grievance

Venue

University of Reading

Speaker

David Selway, Functional Farm Ltd

Date

06.11.19

2

INFLUENCE, ASSERTION & NEGOTIATION

Description

What Influence Do You Have?
How Does Your Behaviour Impact on Your Ability to Influence Others?
How Using Assertive Behaviours Increases your Ability to Influence?
Effective Negotiation and the Possible Outcomes
Skills Used by Effective Negotiators
Putting it into Practise
My Plan to Develop Influence, Assertion and Negotiation Skills

Venue

RAU

Speaker

Carol James, Development Consultant

Date

03.12.19

3

COMMERCIAL AWARENESS

Description

Exploiting business opportunities
Making the business case/ what does the bank need
How to manage the Press/ preparations of media statements for all eventualities
Understanding how to market your business/ the importance of image
Targeting the iGeneration - how to make Social Media work for you

Venue

RAU

Speaker

Chairman Martin Waite P.Agric MIAgrM, AMC plc
Tom Brunt FIAgrM, Savills
Mark Suthern MIAgrM, Barclays
Peter Morris, RAU
Jane Craigie P.Agric MIAgrM, Jane Craigie Marketing
Simon Haley MIAgrM, SRH Agribusiness – 'Cultivating Rural Growth'

Date

04.12.19

4

FINANCE

Description

The financials of farm businesses: where money comes from; where it goes; what the accounts mean; how we can use this information to understand and drive performance. Turnover v profit v cash flow and other key issues in the farm business. Key taxation issues. Investment appraisal. Long and short term sources of finance.

Venue

Strutt & Parker Offices London

Speaker

Charles Cowap, Independent Land Management Consultant

Date

20.11.19

5

RISK MANAGEMENT & TECHNOLOGY & DATA

Description

Farm Insurances & why Risk Management on Farm is important
What does the future hold: the role of agri-tech in your business and what do you need to know to make the most of the opportunities

Venue

Harper Adams University

Speakers

Stephanie Berkeley, Farm Safety Foundation
NFU Mutual
Professor Karl Behrendt, Harper Adams University

Date

22.10.19

7

AGREEMENTS

Description

Contract farming agreements, farm business tenancies, joint venture agreements, share farming BPS, Countryside Stewardship, Cross Compliance, Greening
NELMS, Ecosystem services & natural capital
Legal update
What is going to useful going forward?
Using Agreements in Practice

Venue

Strutt & Parker Offices London

Speakers

Carl Atkin, Terrovost Ltd, FIAgrM
Will Gemmill, National Head of Farming, Strutt & Parker FIAgrM
Rob Gazely, Senior Associate Director, Strutt & Parker P.Agric (MIAgrM)
Jason Beedell, Director, Research Strutt & Parker
Dr James Jones, MIAgrM

Date

21.11.19

6

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 14 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

BOOKING CONTACT DETAILS	
Name	Company
Address	
Postcode	
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%

DELEGATE NAME	JOB OR DESCRIPTION (FOR CONFERENCE DELEGATE LIST)

MODULE	PRICE PER DELEGATE IAGRM MEMBER	PRICE PER DELEGATE NON-MEMBER	NO. OF DELEGATES	TOTAL £
1. Developing Yourself	£210 + VAT	£310 + VAT		
2. Dealing with others	£210 + VAT	£310 + VAT		
3. Influence, Assertion & Negotiation	£210 + VAT	£310 + VAT		
4. Commercial Awareness	£210 + VAT	£310 + VAT		
5. Finance	£210 + VAT	£310 + VAT		
6. Agreements	£210 + VAT	£310 + VAT		
7. Risk Management & Technology & Data	£210 + VAT	£310 + VAT		

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