

## Developing Agri-Business

danishknowhow<sup>®</sup> offer people from development countries to go to Denmark for an integrated program in agricultural entrepreneurship and management.

During one week you will get through the Danish agricultural industry and see the newest technologies and farm businesses. At the end of the program you will do a draft plan of your own business project and get feedback from our experts.



### Five good reasons to go:

#### Get new ideas

You will be in a very dynamic group and you will see many kinds of businesses. It will help innovation of your own project.

#### Improve your CV

Your stay and new network will enforce your personality and improve your possibilities for success in business

#### Understanding markets

Improve your marketing skills to develop products that fit the market.

#### Expand your network

You will meet many interesting people and after the program we will form a business group - so that you can continue to exchange experience with other entrepreneurs.

#### Get your project bankable

You will learn the basics of preparing a project to qualify for financial support.

### Facts

Participants: People from development countries who wish to start up agricultural business. 20 persons in each group

Duration: One week

Price: EUR 1.950 per person\*

\* inclusive board and logging

### Methodology

Starting up a business in a development country is a great challenge. Purpose of this program is to guide you through the process – from getting ideas to having a product ready for the market.

As the program is short we will not be able to take a deep dive in all subjects – but you will get a brighter look on you business idea and create ideas and activities to implement after the program.

Some of the subjects you will get through:

- Administration, financials, cash management, budget and benchmarking
- Sales, marketing, distribution networks, and infrastructure
- Human and organizational capacity
- Access to knowledge, tools, and methods in business establishment and development
- Access and benefits from business networks



### About us

danishknowhow<sup>®</sup> has made training programs for hundreds of people from all over the world. danishknowhow<sup>®</sup> is associated member of the Danish Agriculture and Food Council – and works in a close network with the most excellent agri-business experts in the country.

## Program

danishknowhow<sup>®</sup> will guide participants through the program that combines theory, excursions, practice and coaching.

### Five pillars in the program:

Sunday	Arrival Pick up in Copenhagen Airport Accommodation Program introduction
Monday	<b>Entrepreneurship</b> Lectures in idea creation, management and controlling. Workshop on how to create and learn from business groups and associations.
Tuesday	<b>Case studies</b> Discussion and work with concrete business cases. Examples from both Denmark and development countries. Work on ideas for own business plan.
Wednesday	<b>Farming operations</b> Visits to different kinds of farms with focus to see the productions and meet the farm management. Purpose is to see different ways of production and getting ideas.
Thursday	<b>Food Marketing</b> Visit to food companies and lectures on how to develop value food products that fits the market.
Friday	<b>Business plan</b> With support from our experienced experts, you will make a draft business plan. When finishing the program you will receive a diploma.
Saturday	Departure Sightseeing in Copenhagen Departure from the Airport



## Preparation

In advance of the program each participant has to prepare information concerning their own business idea. It should contain

- main production figures (number of animals, yearly production etc.)
- plan of the logistic system (number, sizes, locations of stables)
- information concerning equipment (water, feed and ventilation)
- source of feed supply and production



## Conditions

danishknowhow<sup>®</sup> arrange the complete stay.

Included in the package is

- transport from Copenhagen Airport and during the full program
- accommodation in hostel/academy twin rooms
- meals or daily allowance
- lectures, coaching and training
- diplomas and visa support

Price per person: from EUR 1.950 all inclusive

Only additional cost is flight to and from Copenhagen Airport and private expenses.

## Contact

For more information and signing up please contact danishknowhow<sup>®</sup>.

When signing up we will send you all details and procedure for obtaining visa.

Tel.: +45 3012 8465

E-mail: [info@danishknowhow.com](mailto:info@danishknowhow.com)

Web: [www.danishknowhow.com](http://www.danishknowhow.com)