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Nordplus

Nordplus project
Entrepreneurial Skills to Enhance Students' Employability (NPJR-2021/10034)

**Methodological recommendations for the integration of entrepreneurial skills
in agriculture training programs**

Agricultural training programs place a lot of effort into day-to-day operations' training. Very little time, if any, is spent teaching students to see farming as a business, as a means of earning profits.

An entrepreneur is a determined and creative leader, always looking for opportunities to improve and expand his business. Entrepreneurial farmers need the skills to run their farms as a profit-making business and seek long-term growth.

Analysing and interpreting the interviews of the focus groups of students revealed that they are confident in the importance and possibilities of their chosen profession, confident in the theoretical knowledge needed to perform agricultural work, but still feel the lack of theoretical and practical knowledge for building an agricultural enterprise.

From the interviews carried out with students and entrepreneurs it was concluded that to run a successful farm, young people need knowledge and skills in creating a business plan, information about support available. One also needs skills in evaluating own resources and in rational management. Young farmers see the need for understanding in product sales, profit-making opportunities, and the ability to overcome competition. Farm certification also requires additional knowledge in this field. Young people recognize that success is fragmentary, based on external events or coincidences. They believe that it is easier to work in a cohesive team, so leadership skills would be useful for them in the future.

In educational institutions of vocational education some theoretical foundation of entrepreneurship is integrated into the learning process, but students are not given the opportunity to follow the real operations of a larger or smaller company/farm.

Being entrepreneurial isn't only about management skills, a big part of it is the mindset. To be a successful farmer, one must have following entrepreneurial competencies:

FARMER ENTREPRENEUR

INITIATIVE
AMBITION
BEING FOCUSED
PROBLEM-SOLVING
CREATIVE THINKING

FLEXIBILITY AND ADAPTABILITY
INTREPERSONAL ABILITIES
NETWORKING
READINESS TO LEARN
RISK TAKING

Agricultural teaching programs must aim to develop these competencies in farmers- entrepreneurs.



Vocational and general secondary education teachers believe that by teaching subjects, one can prepare young people for centralized and qualification exams, however, to prepare for countless life exams, teachers must create an integrated approach for obtaining of profession.

Methods and approaches that can be used in any subject and integrated in any curricula:

- GOAL SETTING AND PROBLEM SOLVING
- BRAINSTORMING
- CASE-STUDY ANALYSIS
- DEBATES
- GROUP-WORK METHODS
- PROJECT-BASED LEARNING
- PRACTICAL TRAININGS

*While all the approaches mentioned above can be used separately, the recommendation is to create **training companies**, so that young people can practically participate in the creation, operation, and evaluation of the company's work. This method incorporates all the above and develops the crucial entrepreneurial competencies.*

