



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

**Self-assessment tool for entrepreneurial skills in agriculture**

*This can help self-assess skills in need of improvement to advance one's farming business.*

Use a scale of 1 to 5 to rate your skills in the following areas.

**KNOWLEDGE & SKILLS**

Domain	Element	Low					High	N/A
<b>1. Whole Farm Planning</b>	Goal setting	1	2	3	4	5		
	Market research	1	2	3	4	5		
	Land acquisition (e.g., rent, lease, purchase)	1	2	3	4	5		
	Production, marketing & financial plans	1	2	3	4	5		
	Legal requirements research	1	2	3	4	5		
	Land use planning mapping and development	1	2	3	4	5		
	Drawing up a business plan	1	2	3	4	5		
<b>2. Starting a business</b>	Choosing business structure	1	2	3	4	5		
	Internal and external funds of the company (acquiring credit or capital)	1	2	3	4	5		
	Obtaining permits, licenses & insurance	1	2	3	4	5		
	Setting up systems for keeping records and books	1	2	3	4	5		
<b>3. Business Management</b>	Collecting payments	1	2	3	4	5		
	Bookkeeping; paying bills & taxes	1	2	3	4	5		
	Monitoring cash flow	1	2	3	4	5		
	Making quick decisions	1	2	3	4	5		
	Record keeping (e.g., financial, production, sales)	1	2	3	4	5		
	Managing debt	1	2	3	4	5		
<b>4. Pursuing Further Education &amp; Training</b>	Keeping up with the latest production & marketing trends	1	2	3	4	5		
	Keeping up with the latest management trends	1	2	3	4	5		
	Attending conferences, courses & workshops	1	2	3	4	5		
	Apprenticing or finding a farmer-mentor	1	2	3	4	5		
	Reading agricultural books, magazines & catalogues	1	2	3	4	5		
<b>5. Maintaining Family &amp; Community Relations</b>	Making time for yourself & your family	1	2	3	4	5		
	Building relationships with your neighbours	1	2	3	4	5		
	Participating in community & agricultural organizations	1	2	3	4	5		
<b>6. Managing Farm Labour</b>	Preparing seasonal labour & farm safety plans	1	2	3	4	5		
	Training & supervising workers	1	2	3	4	5		
	Complying with state & EU labour regulations	1	2	3	4	5		
<b>7. Managing Tools, Equipment &amp; Supplies</b>	Fabricating new tools & equipment	1	2	3	4	5		
	Maintaining & repairing tools & equipment	1	2	3	4	5		
<b>8. Managing Farm Infrastructure</b>	Building infrastructure (e.g., barns, greenhouses, fences)	1	2	3	4	5		
	Maintaining & repairing infrastructure	1	2	3	4	5		
<b>9. Managing Production</b>	Managing soil fertility	1	2	3	4	5		
	Managing pests, weeds & diseases	1	2	3	4	5		
	Responding to unpredicted weather (e.g., drought, hail, storm)	1	2	3	4	5		



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	Implementing conservation practices	1	2	3	4	5	
<b>10. Raising Livestock</b>	Managing pastures	1	2	3	4	5	
	Feeding & watering animals	1	2	3	4	5	
	Monitoring & treating animal health problems	1	2	3	4	5	
	Milking, slaughtering & other harvest, and processing tasks	1	2	3	4	5	
	Managing manure	1	2	3	4	5	
<b>11. Raising Crops</b>	Preparing a crop production plan	1	2	3	4	5	
	Operating equipment & implements safely	1	2	3	4	5	
	Seeding, planting & harvesting	1	2	3	4	5	
	Post-harvest handling & storage	1	2	3	4	5	
<b>12. Marketing</b>	Choosing marketing strategies	1	2	3	4	5	
	Developing promotional materials; advertising	1	2	3	4	5	
	Monitoring competition & market conditions	1	2	3	4	5	
	Adapting quickly to sudden changes	1	2	3	4	5	
	Selling farm products & services	1	2	3	4	5	
<b>13. Annual Farm Business Review &amp; Re- planning</b>	Preparing financial statements & tax forms	1	2	3	4	5	
	Reviewing & analysing records	1	2	3	4	5	
	Revising whole farm plan	1	2	3	4	5	