



MANAGE invite nominations for MANAGEMENT DEVELOPMENT PROGRAMME ON MANAGING PROCUREMENT OF AGRICULTURAL PRODUCTS

January 18-20, 2019

BACKGROUND

Food and agribusiness sector is becoming one of the emerging potential area for investment venture in country like India. Most of the national and multi-national companies are entering into this segment to utilize the benefit of business diversification in food and agribusiness sector. However, sourcing of agricultural products as raw material for business growth and development is posing challenges due to seasonality, quality variability, small marketed surplus with farmers, lack of logistics infrastructure and volatility in market prices. Therefore, it is imperative to build the capacity of corporate executive with specialized knowledge agricultural product, post-harvest management and value chain system. This programme aims at inculcating in-depth knowledge of various commodities and suggest competitive models of procuring agricultural products for business efficiency and effectiveness. This program also set the target of ensuring takeaways to the participants to enable them to ensure extensive backward linkages with the farmers for developing cost-effective procurement system and establishment of farm-to-factory procurement chain.

OBJECTIVES OF THE PROGRAMME

- Sensitize the participants on various uniqueness and critical issues of food and agribusiness sector for better decision-making.
- Discuss the key challenges in sourcing of raw material and developing effective procurement models
- Evaluate the applications of managerial tools for procurement and vendor management



National Institute of Agricultural Extension Management (MANAGE)
(An Organization of Ministry of Agriculture & Farmers Welfare, Government of India)
Rajendranagar, Hyderabad -500 030, Telangana, India
Website: www.manage.gov.in

PROGRAMME CONTENT

The program sessions will be delivered through experienced faculty and industry colleagues using practical approaches blended with theoretical models on following tentative themes:

- Uniqueness and critical issues of food and agribusiness sector
- Structure of agricultural value chains
- Mapping agri-Commodity flow
- Commodity market structure
- Emerging agricultural procurement models
- Contract farming and farm linkage
- Competitive sources and quality management

PEDAGOGY

A suitable combination of classroom lectures, interactive discussions, class exercises, case studies, and experience sharing to be used for effective delivery of the program.

WHO SHOULD ATTEND

The target participants of this programme ranges from middle and senior level executives of food and agribusiness companies, who are responsible for procurement of agricultural products, commodity aggregation and coordination of farm level interventions.

DURATION

January 18-20, 2019 (3 days)

VENUE

National Institute of Agricultural Extension Management (MANAGE), Hyderabad

CERTIFICATE

Certificate of Participation will be provided to the participants after completion of the programme.

PROGRAMME FEE

Rs. 10000 per participant (includes tuition fee, certificate, program kit and boarding and lodging)

PAYMENT MODE

Please transfer the nomination fee in MANAGE Bank Account or send Demand Draft in favour of 'MANAGE' payable at Hyderabad.



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PROGRAMME DIRECTOR

Dr. Jabir Ali is a Director at Centre for Knowledge Management, ICT and Mass Media in Agricultural Extension in the Institute. He holds Post Graduate and PhD in Agricultural Economics and Business Management. He has been trained at Harvard Business School (HBS), Boston, United States of America on Case Writing and Participant-Centered Learning and have more than 17 years of academic experience in organizations of repute including Centre for Food & Agribusiness Management, Indian Institute of Management (IIM), Lucknow. His areas of interest in teaching and research include ICT in Agriculture, Agribusiness Business Environment and Policy Analysis, Agri-input Marketing, International Trade Logistics and Agribusiness Supply Chain, Agricultural Commodity Futures and Options, Social Marketing and Social Entrepreneurship.

He has published more than 40 research papers in refereed national and international journals and undertaken more than 45 research and consultancy projects for various public and private sector organization. He has also organized more than 30 Management Development Programmes for senior and middle level executives in the area of food and agribusiness. He has earlier contributed in academic administration as Principal, ICCMRT Lucknow, Chairman, Management Development Programme Centre (Executive Education), IIM Lucknow and Chairman, Centre for Food and Agribusiness Management, IIM Lucknow.

ABOUT THE INSTITUTE

MANAGE was established in 1987, as the National Centre for Management of Agricultural Extension at Hyderabad, by the Ministry of Agriculture & Farmers Welfare, Government of India as an autonomous Institute, from which its acronym 'MANAGE' is derived. In recognition of its importance and expansion of activities all over the country, its status was elevated to that of a National Institute in 1992 and re-christened to its present name i.e., National Institute of Agricultural Extension Management. MANAGE is the Indian response to challenges of agricultural extension in a rapidly growing and diverse agriculture sector. The policies of liberalization and globalization of the economy and the level of agricultural technology becoming more sophisticated and complex, called for major initiatives towards reorientation and modernization of the agricultural extension system. Effective ways of managing the extension system needed to be evolved and extension organizations enabled to transform the existing set up through professional guidance and training of critical manpower. MANAGE is the response to this imperative need. The Institute focus is on Training, Education, Research, Consultancy and information & documentation, apart from implementing some Central Sector Schemes.

Please send your nomination to the Programme Director on following address:

Dr. Jabir Ali, Director (Knowledge Management, ICT & Mass Media)

National Institute of Agricultural Extension Management (MANAGE)

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NATIONAL INSTITUTE OF AGRICULTURAL EXTENSION MANAGEMENT

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MANAGEMENT DEVELOPMENT PROGRAMME ON AGRICULTURAL INPUT MARKETING

T.P.No / Academic Year: 219/ 2019-20

NOMINATION FORM (Please fill-up completely)

1. Name (CAPITAL LETTERS) : _____
2. Designation : _____
3. Age (Yrs) : _____
4. Gender (Male or Female) : _____
5. Total Service (Yrs) : _____
6. Sector () : Agriculture Horticulture Sericulture AH & Vet.
 Services Fisheries ICAR SAUs Procurement
 NGOs SAMETIs / EEIs Others, specify
7. Organization Name : _____
8. Organization Address : _____
District : _____
State : _____
9. Telephone Off. : _____ Fax: _____
Email : _____ Mobile: _____
10. Mode of payment () of course fee : A) ONLINE – A/c No. 52032275803, IFSC: SBIN0020074
State Bank of India, ANGRAU Campus, Rajendranagar, Hyderabad
(B) Demand Draft in favour of 'MANAGE' payable
at Hyderabad

Date:

Signature

Note: Please send your completed nomination form along with fee of Rs. 10000 per participant to the Programme Director by January 10, 2019