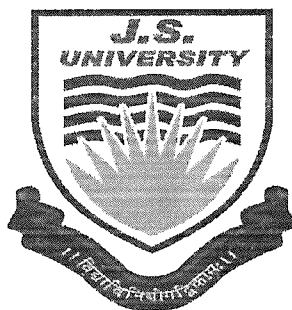


J.S. University, Shikohabad

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VALUE ADDED COURSE

Dairy Farm Economics and Business Management: Strategies for Profitable Dairy Operations

Faculty of Agricultural Sciences

	J.S. University, Shikohabad Faculty of Agricultural Sciences	Value Added Course
		AGVAC-28

Dairy Farm Economics and Business Management: Strategies for Profitable Dairy Operations


Learning Objectives:

This value-added course on Dairy Farm Economics and Business Management is designed for dairy farmers, farm managers, and agricultural professionals who want to improve their understanding of the economic and business aspects of dairy farming. The course will cover various strategies and best practices for optimizing the financial performance and profitability of dairy operations, including financial management, budgeting, marketing, risk management, and strategic planning. Through a combination of lectures, case studies, and practical exercises, participants will gain a comprehensive understanding of the key concepts and techniques to effectively manage the economic and business aspects of dairy farming.

Course Outcomes:

Upon completion of this course, students will be able to:

1. Understand the economic and business aspects of dairy farming and their impact on profitability.
2. Utilize financial management techniques and budgeting tools for effective financial planning and decision-making.
3. Analyze dairy markets, develop marketing strategies, and explore market diversification opportunities.
4. Implement risk management strategies and insurance options to minimize risks and protect farm assets.
5. Develop strategic plans for dairy operations, including business expansion and succession planning.

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Duration: 8-10 weeks (depending on the pace of the student)

Intake: 60 students

Course Modules (Syllabus):

Module-1

Introduction to Dairy Farm Economics and Business Management

- Understanding the economic environment of dairy farming
- Role of economics and business management in dairy operations
- Basic financial concepts and principles
- Importance of financial analysis and decision-making in dairy farming

Module-2

Financial Management and Budgeting

- Principles of financial management for dairy operations
- Budgeting techniques and tools for effective financial planning
- Financial statements and their analysis for decision-making
- Cash flow management and working capital strategies
- Financial risk assessment and management

Module-3

Marketing and Market Analysis

- Understanding dairy markets and market trends
- Marketing strategies for dairy products
- Market analysis and pricing strategies
- Building and maintaining customer relationships
- Market diversification and value-added opportunities

Module-4

Risk Management and Insurance

- Identifying and assessing risks in dairy farming
- Risk management strategies and techniques
- Insurance options for dairy operations
- Managing price, production, and financial risks
- Risk assessment and decision-making processes



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Module-5

Strategic Planning and Business Expansion

- Importance of strategic planning in dairy farming
- Developing a strategic plan for dairy operations
- Evaluating growth and expansion opportunities
- Business diversification and expansion strategies
- Succession planning and farm transfer considerations

Assessment:

- Weekly quizzes and assignments
- Final project on designing and implementing dairy farm economic and business management plan.

Reference books:

1. "Dairy Farm Business Management" by Ronald D. Knutson
2. "Farm Management" by Robert E. Parsons
3. "Dairy Farming: The Beautiful Way" by Valerie Pearson


(Name of Faculty)

Course Coordinator

Mr. Sachin
Pralok Singh


(Name of Faculty)

Dean of Faculty

Dr. Akhilesh


(Name of Faculty)

Director General

Dr. Gauza
Yadav