



**Academy for Cooperative Management
Research and Training (ACMART)
Orientation Programme on Farmers Producer Organizations
Program Schedule**

| Date /Day | Session | Topic | Resource Person/s |
|------------|------------|---|-------------------|
| | 9:30-10:00 | Registration, Briefing of Programme : Objectives and Inauguration | |
| First Day | I | Doubling of Farmers Income: Issues involved in income enhancement: Producers Organisation – Relevance, Concept and the need in the context of Indian agriculture | |
| | II | Forming of POs – Types of FPOs and Process involved | |
| | III | Governance of FPO – Role of POPI/ Partner Agencies and Other Stake holders | |
| | IV | Concept of Business Planning : Planning for Backward linkages : Identification – Key to reduction of costs – Production facilitation: Opportunity for Financing by Banks | |
| Second Day | I | Concept of Business Planning Contd: Concept of Value Chain : Improving income through better price realization : FPOs as aggregators of Produce: Challenges and Opportunities in different sectors : Understanding Multiproduct /Multiservice FPOs and importance : Opportunity for Financing by Banks | |
| | II | Record Keeping and Compliances by FPO: | |
| | III | Concept of Business Planning Contd : Fundamental aspects of value addition – Issues involved , Issues of storage , accessing distant markets, quality aspects, consumer acquiring and retention : Basics of Marketing – Market Stratification and Pricing : Opportunity for Financing by Banks | |
| | IV | Business Plan and Rating of FPOs– What to look for financing of FPOs | |
| Third Day | | Field Visit | |
| Fourth Day | I | Source of Funds and Role of SFAC, Banks , State Government and NABARD | |
| | II | Presentation on Field Visit | |
| | III | Operational Problems | |
| | IV | Evaluation and Valediction | |

Session Timings (in hrs.):

| Recap | Session-I | Tea Break | Session-II | Lunch Break | Session-III | Tea Break | Session-IV |
|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 9.30-10.00 | 10:00-11:30 | 11:30-11:45 | 11:45-13:15 | 13:15-14:00 | 14:00-15:30 | 15:30-15:45 | 15:45-17:15 |

बैंकर ग्रामीण विकास संस्थान

(नाबार्ड द्वारा स्थापित एक स्वायत्त संस्था)

Bankers Institute of Rural Development

(An autonomous Society promoted by NABARD)

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