



Certificate in Agriculture

Course Guide



Certificate in Agriculture

Pursue a career in agriculture and run your own farm

Whether your plan is to cultivate a piece of land to plant and grow crops or raise livestock for dairy products and meat, then this course is for you.

In this course, you will learn all you need to know about farming practices and how to run a farming enterprise successfully. Whether it is land use, food production, farming practice, crop and live stock science, the use of farm machinery, all the way through to sustainability and environmental management.

Understand the ethical and environmental solutions to feeding the growing local and global population through the practice of farming and build an ethical and successful farm.

Agriculture continues to be one of the most important sectors in many countries throughout the world. This certificate will help you realise the impact of farming and how to make your farm a sustainable and resilient business operation that will withstand an ever-changing global climate.

**Perfect for anyone
passionate about
agriculture and
looking to run a farm
business**





About us

Careers Collectiv is about practical education with a focus on providing courses relevant to real life.

We help you gain the knowledge, skills and confidence to try a new career path, broaden your professional development, start a new business or explore a passion and deepen your understanding in a special interest.

Careers Collectiv was founded by a family who are passionate about providing quality education, accessibility for everyone and the flexibility to work at your own pace and in your own time. They have over a decade of experience in the online education sector after establishing a college specialising in the beauty industry.

Our teachers

We only use teachers who are active in their specialised industry. Learn from people who have first-hand experience in their subject matter and current industry expertise. Staff come from varied backgrounds with teaching and vocational experience from universities and vocational colleges.

Courses provide flexible options for different career pathways, self-improvement, professional development and general adult education.

We give our students the skills, tools and structure to learn in real life situations without compromising on academic excellence.



Recognition



All Careers Collectiv courses come with a certificate of attainment upon completion.

Our courses are accredited with the International Approval and Registration Centre (IARC), a non-profit association providing a quality control system for education programs and courses in international education.



Certificate in Agriculture

Learn how to manage and run a farm

This holistic course covers all you need to begin a career or business in agriculture. You'll learn farm practices from seed and soil management, choosing the right crops, maintenance, pesticides and diseases right through to harvesting and selling your crops.

Understand the structures, business plans, strategies and resources needed to successfully build a farm enterprise and fortify your farm against environmental and economic risks.

Graduates will have the knowledge in how to start building a business or pursuing a career working on a farm, or in businesses which provide supplies or services used by the agriculture industry.

Who is the course for?

This course is designed for students with no previous experience in agriculture or anyone in the industry who is looking to upskill.

Delivered 100% online, this course is perfect for students working full time or need a flexible study structure.



4 modules

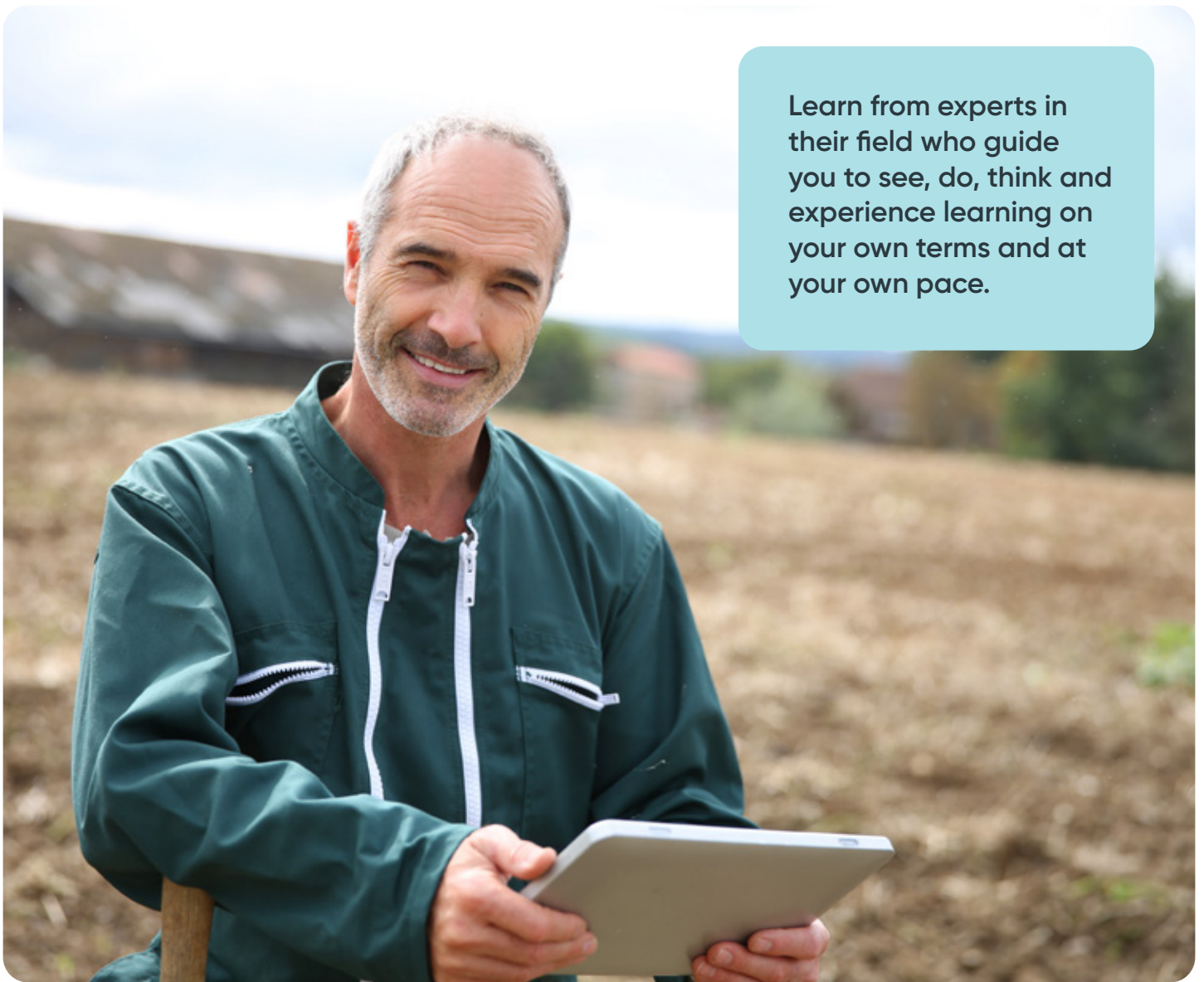


400 hours

This course has 3 main core modules

- Agronomy
 - Agricultural Marketing
 - Farm Management
- + 1 free elective module of your choice is included as part of this course





Learn from experts in their field who guide you to see, do, think and experience learning on your own terms and at your own pace.

A well rounded learning experience

The Certificate in Agriculture sets students up for the challenges they will face once graduated. Included in the course is a module on Agricultural Marketing covering everything from farm marketing strategies, target marketing, customer relations and market research. This module ensures that students have a head start on how they can take their produce to the right markets and grow their business.

Also included in this course are a range of specialist electives to increase their expertise in irrigation, livestock or sustainability.

Assignments

Each lesson in your course modules culminate in an assignment which is submitted online, marked by the school's tutors and returned to you with suggestions and feedback by qualified Australian trainers with extensive experience in Melbourne's top education colleges.

Career prospects

This course opens up different opportunities in agriculture. They include work as a:

- Farmer – Employee / Owner
- Farm Manager
- Livestock Management
- Retail Assistant
- Farm Business Development Manager

Course modules

Agronomy

1 Introduction to agronomic practices

- Introduction
- Crop types
- Plant structure and function
- Transpiration rate
- Selection criteria for plants
- Understanding monoculture
- Row crops
- Cover crops
- Crop operations
- Planter types

2 Culture - What influences crop growth

- Soils
- Problems with soils
- Loss of soil problems
- Erosion
- Salinity
- Soil sodicity
- Soil acidity and alkalinity
- Improving soils
- Cultivation techniques
- Plant nutrition
- Nutrient deficiencies
- Organic fertilisers
- Soil life
- Insect pests
- Diseases

3 Crop husbandry practices

- Operations
- Identifying weeds
- Ways to control weeds
- Spraying
- Irrigation
- Chemical crop protection
- Preparing plant pathogens for microscopic observation
- Culturing pathogens
- Natural pest and disease control
- Physical controls
- Organic sprays and dusts

4 Seed and seed management

- Seed storage
- Types of seed storage
- Seed vigour testing
- Dormancy factors affecting germination
- Germination treatments
- Types of media
- Media derived from rock or stone
- Media derived from synthetic materials
- Organic media
- Diseases
- Salinity build up

5 Arable cereal crops

- Cereal crops
- Zadock scale
- Wheat, barley, oats, triticale, sorghum, maize, rice, millet, sugar cane, ryegrass, hay and silage
- Quality control
- Storage and handling
- Hydroponic fodder

6 Arable broadleaf crops

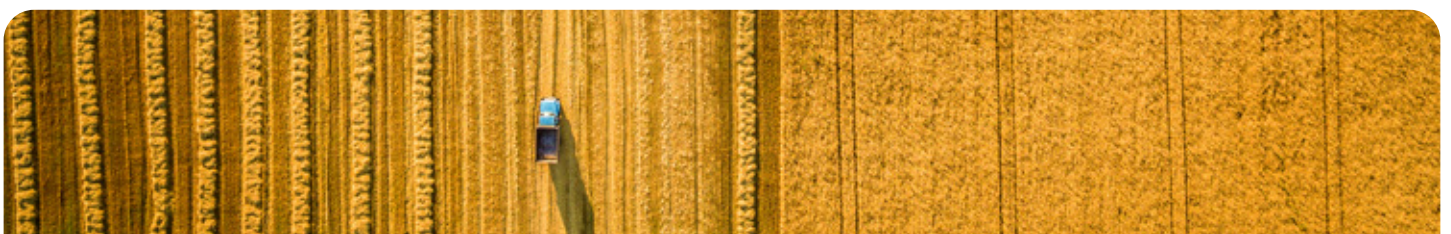
- Characteristics of broadleaf crops
- Oil crops, chickpeas, narrow-leaved lupins, canola and faba beans
- Cover crops
- Common legumes

7 Harvesting

- Crop preparation for harvest
- Crop harvest equipment
- Forage harvesting equipment
- Cereal harvesting equipment
- Root crop harvesting equipment
- Grain storage
- Contract harvesting

8 Crop management - Special project

- Crop management from planting to post harvest handling



Agricultural Marketing

1 Agricultural marketing concepts

- Marketing
- Goods and services
- The marketing concept
- Managing the marketing process
- The role of marketing
- Approaches to marketing
- The goals of marketing
- Organising, analysing and selecting target markets
- Developing the marketing mix
- Managing the market effort

2 Farm marketing objectives and strategies

- Supply and demand
- Developing the farm marketing plan
- Organising the planning process
- Reviewing the business's situation
- Establishing marketing objectives
- Developing strategies
- Market penetration
- Price advantages

3 Target marketing

- Preliminary research
- Target markets in agriculture
- Defining the target
- Resources
- Analysing market opportunities
- External influences
- General economic conditions
- Government policy and regulations
- Overseas influences
- Demographic patterns
- Technological change
- Customer values and attitudes
- Alternative marketing methods
- Internal influences
- Selecting target markets
- Market segmentation

4 Handling produce

- Developing the marketing mix
- The "product" element of the marketing mix
- Logos, packaging, positioning and image etc
- The "price" element of the marketing mix
- Pricing objectives and methods
- "Promotion" element of the marketing mix
- Publicity and public relations

- Advertising, sales and personal selling
- The "place" element of the marketing mix
- Market coverage
- Determining emphasis with the marketing mix
- Impact of product life-cycle

5 Customer relations

- Customer care policy
- Levels of involvement
- Effective communication
- Becoming an effective communicator
- Dealing with complaints
- Self evaluation
- Maximising customer service

6 Market research

- The importance of market research
- What to research?
- The research process
- Analysing costs and benefits

7 Promotions

- Promoting product
- Creating customer awareness
- Promotional campaign strategy
- The promotional message
- Promotional material
- Making promotions cost effective
- Channels of communication
- Publicity marketing
- Advertising
- Structuring an advertisement or promotion

8 Managing marketing

- Market retention
- Balancing strategy
- Market development
- Market growth
- Managing the marketing plan
- Sales and the market

Farm Management

1 Strategic Planning

- Planning procedures
- Policy formulation approach
- Strategic management approach
- Initial strategy approach
- Farm business structures
- Management plans
- Financial terminology and the money market
- Finding finance; rural finance sources
- Financial terminology and record keeping
- Contract law
- Elements of a simple contract
- Offers, acceptance, consideration
- Strategic plans
- Trusts

2 Business Plans

- Farm planning
- Quality management systems
- Whole farm planning
- Preparing a business plan
- Integrated production plans

3 Business Assessment

- Business goals
- Factors involved in business assessment
- Considering factors affecting your business
- Drawing conclusions

4 Viability Analysis

- Assessing profit
- Risk analysis and managing risk
- Standards; cost efficiency
- Cost of production
- Quality and quantity standards
- Financial records
- The bookkeeping process
- End of period accounting
- Cash flow
- Example of budget
- Sensitivity analysis

5 Management Strategies

- Organising the workplace
- Scheduling; production systems
- System variables

- Animal production systems
- Lot feeding
- Cropping systems
- Polyculture
- Office systems
- Computers
- Business diversification
- Value adding

6 Human Resources

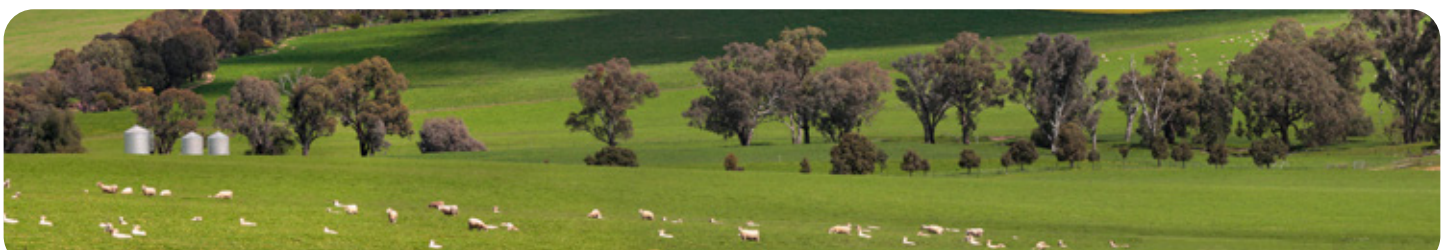
- Supervision
- Organisational structures
- Leadership
- Workplace changes
- Interviewing, recruitment and staff induction
- Giving instructions
- Managing human resources
- Work scheduling
- Occupational Health and safety
- Duty of care
- Protective equipment
- Dealing with chemicals
- Handling tools and equipment
- Safety auditing

7 Physical Resources

- Managing equipment
- Machinery and building
- Managing physical resources
- Engineering efficiency
- Animal structures

8 Natural Resources

- Regulations and legislation
- Land care programs
- Rehabilitation
- Trees; erosion control
- Soil degradation
- Salinity
- Soil acidification
- Compaction
- Chemical residues
- Water management
- Water quality
- Irrigation and watering systems





Elective Module – Select 1 specialist elective module

Sustainable Agriculture

Discover new ways to improve farm sustainability and learn to make a farm more sustainable, both as a business and for the environment. Improve your career prospects in the agriculture industry; as a farmer, farm worker, consultant, teacher or working in a farm supply or service business.

Soil Management

Improve your yields with this elective on how to manage and improve your soil. Learn about soil quality, testing, poor nutrition, chemical imbalances, structural problems such as drainage and the importance of microbial life.

Pasture Management

Pastures are critical to many types of farms. Farmers have been known to turn unprofitable farms into commercial successes by simply improving pasture. This course is designed to be useful to those already managing existing pastures and those who wish to establish successful new pastures.

Animal Feed and Nutrition

Learn to manage food and nutrition for pets, farm animals or wildlife in zoos. This elective introduces animal foods, food components, evaluating food and digestibility for animals, classifying foods and calculating rations.

Animal Husbandry

Learn animal anatomy and physiology from our team of professional animal scientists. Study animal systems and physiology, potential health issues, and more.

Permaculture Systems

An intensive foundation course in permaculture. Learn from highly experienced tutors about the different growing methods which underpin permaculture, natural systems which constitute ecology and zonal planning in permaculture.

Goat Production

Whether you are interested in goats for their fleece, dairy products or for meat, your choice and management of the 300 available breeds can make the difference between your goats making or costing you money. Learn about breeds, behaviour, feed and nutrition, farm systems, wool and meat production.

Pigs

Gain a substantial foundation in pig husbandry, biology and production; with an emphasis on learning all the requirements to manage the practical daily needs of pigs.

Agricultural Irrigation

Learn better water management and irrigation practices to improve a farm, increase farm profit and improve farm sustainability. This elective will help you to understand plant irrigation needs, your soil and how it responds to irrigation, when is best time to irrigate and types of irrigation systems that are best suited to your needs.



Course overview



Course duration

This course is made up of 3 in-depth core modules and 1 specialist elective module. The amount of study time required to complete this course is approximately 400 hours of study.

There are options to reduce the modules from this program. Just speak to one of our team members for more information.



Supporting you in your studies

With our courses you are not on your own. Careers Collectiv provides the highest level of support possible.

Your tutor will provide you with their email and contact number to ensure you always have support throughout your course. Our tutor support service is available to you 24 hours, 7 days a week.



24/7 Access

Online 24/7 access to your course allowing you to fit your study in with your schedule.



Certification

A certificate of attainment will be issued upon completion of your course.

Careers Collectiv benefits

- Study from anywhere, anytime
- No experience required
- No set deadlines
- Lifetime access to your course

Flexible payment options

This course can be paid off through an interest free payment plan for \$25 per week.

The overall price will vary depending on the options you select. We also offer a discount for upfront payments.

To find out more about the course that best suits your needs, talk to one of our career advisors on **1300 001 703**.

Call our career advisors for payment options on 1300 001 703

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