

Agricultural Insurance

General objectives:

The course of Agricultural Insurance is directed to all interested people in acquiring knowledge about management in the context of activities related to agriculture and countryside.

Specific objectives:

During the course of Agricultural Insurance, we expect the trainees to achieve the following objectives:

- To acquire some concepts and tools of management and accountancy;
- To know the structure of an agricultural company;
- To know the main agricultural cultures;
- To understand the importance of daily management of an agricultural company;
- To learn to schedule corporate activities of an agricultural company;
- To understand how to organize the activities of each department based on available resources;
- To know production techniques: Integrated and Method of biological production;
- To acquire some knowledge about hydroponic cultures;
- To know evaluate the business opportunities and its potential;
- To understand how to make a SWOT analysis to forecast is a product whether has or has not potential;
- To know the law in the agricultural sector;
- To learn techniques about how to start the agricultural projects;
- To acquire some concepts about the process of a brand implementation or implementation of a product in the international market;
- To know the tools that a farmer should have to advertise his products.

Target Audience:

Employees of the insurance sector in the agricultural category. Employees of the insurance sector with commercial roles. Insurance intermediaries in Agriculture. People responsible about agricultural organizations and Agricultural Corporate.

Hours: 30 hours.

Program Contents:

- ✓ **Module I – The agricultural insurance system in Portugal;**
- ✓ **Module II – Presentation the insurance method;**
- ✓ **Module III – Description of the new agricultural insurance system;**
- ✓ **Module IV – The subscription of the risks of the harvest insurance;**
- ✓ **Module V – Harvest accidents management;**
- ✓ **Modulo VI – Calculation and Simulations.**