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International Training Division
Office of International Cooperation
and Development
U.S. Department of Agriculture
in Cooperation with the Agency
for International Development
and U.S. Universities

Catalog of Courses in Agriculture, 1981

Technical Programs for Foreign Agriculturists



COD

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United States
Department of
Agriculture

Office of
International
Cooperation and
Development

Washington,
D.C.
20250

Dear Colleague:

For over 40 years the U.S. Department of Agriculture has been involved in training agricultural personnel from developing nations. Over this period some 65,000 scientists and technicians have been trained and have returned to make significant contributions in their own countries.

This catalog describes one aspect of the Department's training program for 1981, the technical short course program in the United States. It outlines over 50 courses, ranging in length from 2 weeks to 14 weeks, and covering topics in agricultural production and technology, animal science and natural resources, management and human resource development, and economics and policy.

You will notice that the list of courses has expanded since 1980 to include courses in animal science and natural resources. There are also more courses in each of the other areas. These additions have come about as a result of an extensive worldwide survey of training needs conducted in 1980. In particular, you will find new courses in small ruminant production, poultry production, livestock and crop management, forest ecosystems, land use planning, vegetable crop production, regional resource development, developing data bases, and managing integrated rural development programs. These are courses that developing-country ministries as well as funding organizations have indicated will be high priorities over the next few years.

We hope these courses will help you meet your needs for trained personnel. As usual, they will be conducted by professional staffs selected from U.S. Department of Agriculture agencies, U.S. universities and the private sector. We will make every effort to provide trainees with a practical ability to perform on the job as well as with a sound knowledge base. Field practice will be built into every course.

If you wish to enroll trainees in these courses, or if you wish further information, please contact me by cable or letter at the address on page 5. I suggest you do so as early as possible for some courses fill very quickly. Again, we pledge to make these courses as practical and as relevant as we can.

Yours very sincerely,

ROBERT I. AYLING
Deputy Director for
International Training

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COURSE LIST

ANIMAL SCIENCE AND NATURAL RESOURCES

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GENERAL COURSE INFORMATION

COURSE PARTICIPATION

- POLICY-MAKERS
- PLANNERS
- ADMINISTRATORS
- SCIENTISTS
- TRAINERS
- TECHNICIANS

Entry level to senior level staff involved in some aspect of agriculture and rural development in developing countries. Most participants are sponsored by AID, FAO, international development banks, developing country governments, foundations, and private organizations.

Each course is designed for a specific level of academic knowledge and experience. Individual course descriptions, as well as the language of instruction for the United States and overseas presentations, indicate target audiences. Participants should have the ability to participate in classes, exercises, and projects conducted in English.

ENROLLMENT

Application for course enrollment should be submitted as much in advance as possible. Early receipt of funding documents and biographical information greatly facilitates administrative processing and course preparation. For most courses, enrollment is on a space available basis.

LOCATION

Courses conducted by USDA staff are held in a training center in the Washington Metropolitan area. Courses which are coordinated by USDA but conducted by a U.S. university are typically presented at that university.

ARRIVAL DATE AND ORIENTATION

Arrival date (call forward date) is scheduled five to eight days prior to the actual course date to allow time for orientation and administrative processing. This lead time plays a critical role in the participants' readiness to begin an intensive course. During orientation, participants examine U.S. culture and customs, familiarize themselves with transportation, arrange permanent housing and generally "settle-in." Financial arrangements, visa problems and other administrative matters are handled at this time. In addition, instructors conduct individual interviews with participants in order to ensure that the course meets participants' needs.

When USDA is notified of scheduled arrival time, participants will be met at the airport by volunteers from the Washington International Center (WIC). WIC staff will assist with transportation and hotel arrangements at that time.

PHILOSOPHY AND
DESIGN

The design of each course represents a belief that training situations should provide participants with sound technical knowledge and with the opportunity to test and practice new skills and knowledge in practical situations. Thus all courses contain a mixture of technical knowledge, exercises, practice, and field observation.

Experienced professional staff will find the courses stimulating and challenging because of the focus on developing country issues. Participants are encouraged to identify specific personal objectives within the course objectives, share their home country situations, and utilize course resources to adapt the content to the realities they face. The format of the course facilitates this process by providing small group work, introducing relevant case studies and examples, arranging for illustrative field trips, and requesting the involvement of all participants in an ongoing evaluation process. Course instructors, all of whom have international experience, are selected for knowledge of the subject area and skill in facilitating adult learning.

COURSE
SEQUENCING

The schedule has been designed so that many of the courses can be taken in sequence (see chart on page 53). Future schedules will approximate the 1981 calendar to help you in your long-term project planning.

FINANCIAL
ARRANGEMENTS

Cost and other information for preparation of funding documents are included in each course description. The necessary documents for major sponsors are listed below.

AID PARTICIPANTS - Project Implementation Order for Participants (PIO/P) documentation required.

FAO FELLOWSHIPS - FAO Fellowship documentation required.

OTHER SPONSORS - World Bank, country governments, and other sponsors should make checks payable to USDA/ITD for the training fees and insurance.

FOR MORE
INFORMATION

Cable or write to:

Dr. Robert I. Ayling
Deputy Director for International Training
Room 3529-S
Office of International Cooperation and Development
United States Department of Agriculture
Washington, D. C. 20250
USA

Cable address: AGRIWASH 64334, Ayling, OICD

INTERNATIONAL TRAINING DIVISION CAPABILITIES

Programming or Arranging Training in the United States

International Training Division (ITD) Program Specialists annually arrange and supervise training programs in the United States for some 2,500 foreign agriculturalists from developing nations. These programs cover a wide range of technical, scientific, and administrative areas. They include Ph.D. research programs, short-term specialized technical programs, and practical in-agency or on-farm work. In arranging these programs ITD calls upon the entire U.S. agricultural community and thus has the capacity to tailor programs to individuals or groups in almost all agricultural fields. The support provided by ITD Program Specialists is comprised of programmatic and administrative assistance including program development, placement in universities or other organizations, program monitoring, payment of bills and allowances, and complete logistical arrangements.

Specialized Courses in the United States

In response to needs identified in the developing world, ITD conducts and coordinates over fifty technical courses in the U.S. each year. Through a wide variety of training topics ranging from such technical areas as irrigation, seed improvement, and grain storage to managerial and policy areas such as project implementation and small farmer credit policy, participants are provided the opportunity to develop skills to apply to pressing country problems. Courses are conducted by professionals experienced in the subject area and employ training methods which facilitate participant interaction and the development of practical skills. (See course descriptions for additional information.)

Training Programs Conducted in Developing Countries

ITD also offers specialized training programs overseas, including either established courses or specifically developed new courses as appropriate. This is an expanding dimension of ITD's activities. Overseas courses provide a cost-effective opportunity to focus specialized training on selected groups with least disruption to ongoing programs. Courses or programs from 2 weeks to several months in length have been prepared for staff levels from Ministry of Agriculture Deputy Secretaries to operating technicians. Recent overseas training includes programs in irrigation, project analysis, marketing, and communications in Thailand, Mauritania, Syria, Ethiopia, Yemen, Bangladesh, Panama, Costa Rica, and others.

Managing Training Projects Overseas

Improving training resources and institutions in developing nations is critically important for agricultural development. A key contribution to the improvement can be the placement of U.S. staff to serve as managers, advisors, or trainers in the planning, development, and implementation of in-country training projects. ITD is currently responsible for managing or advising on several large training projects overseas. These projects are located in Ghana, Tanzania, and Indonesia.

Short-Term Experts

ITD provides experienced professionals in technical and management areas to provide expertise on a short-term basis for such needs as surveying training requirements or planning integrated training programs. Short-term assistance has been provided upon request to many developing countries and includes work on project design in the Sudan and training surveys in Tanzania.

Strengthening Agricultural Organizations

In recent years ITD has focused many of its resources on developing the capability to strengthen agricultural organizations. In recognition of the fact that the individual managerial or technical competence of staff is only one of the factors contributing to organizational effectiveness, ITD has undertaken projects that also strengthen the information, fiscal, and incentive systems; revitalize the organizational structure; develop clear goals and objectives; and review staffing patterns, staff development and retention, and other factors necessary for organizational effectiveness. ITD can undertake such projects in a wide variety of agricultural organizations and has done so in countries such as Jamaica and Bangladesh.

Programs To Develop Trainers

Developing skilled trainers in a variety of technical and management areas is an important activity of the International Training Division. In specific instances individuals or groups from key foreign ministries have been trained as trainers. They, in turn, have conducted successful low-cost programs in their own ministries. To increase the effectiveness of its programs, ITD includes the learning of training skills as a secondary objective in most of its technical and management courses.

COURSE DESCRIPTIONS

RESOURCE DEVELOPMENT OF WATERSHED LANDS TC 120-8

DATES AND DURATION

6 weeks: June 15-July 24, 1981. Participants should arrive in Washington, D.C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

For mid-level technicians and professionals engaged in the management and development of watershed lands in developing nations. Individuals with a B.S. or M.S. in forestry, agriculture or water-related background.

OBJECTIVES

Participants will acquire the knowledge and skills necessary for the effective development, utilization and management of water resources for increased food and fiber production.

CONTENT

Watershed lands are habitable areas which do not include agricultural, urban, or reserve areas. Because production from these lands is linked with water, the course deals with the fundamentals of hydrology including hydrologic measurement and predictive methods, supplemented with practical problems and demonstrations. Since most of the difficulties in developing the multiple products of watershed lands are social and economic, the course emphasizes these aspects of development. Other major areas include range assessment and management, soil and water conservation techniques, and natural resource economics and management.

OTHER INFORMATION

Conducted in English by the University of Arizona. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4448 (Training fee \$1725 includes \$370 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3758 (Training fee \$1725 includes \$370 field trip travel; per diem \$2033).

Other Participants - Total \$4188 (Training fee payable to USDA \$2075 includes \$370 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Tucson, Arizona with an initial stopover in Washington, D.C. from June 7 to June 14.

OVERSEAS AVAILABILITY

Available overseas in English, French, Spanish, and Arabic.

COORDINATOR

Richard Affleck

PM 110/022

LAND USE PLANNING: INTEGRATION OF
NATURAL RESOURCE MANAGEMENT AND FOOD PRODUCTION
TC 120-10

DATES AND DURATION

6 weeks: June 15-July 24, 1981. Participants should arrive in Washington, D.C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

Land-use planners, regional planners, and officials who establish or administer planning programs at the state or national level.

OBJECTIVES

Participants will (1) become familiar with guidelines to formulating policy and developing programs for natural resource management; and (2) obtain a better understanding of techniques associated with economic analysis of alternative site uses.

CONTENT

Participants study various ways to evaluate site condition and potential, species selection and productivity, and societal demands of the site. Methodologies for economic analysis of alternative site uses will be discussed. Field trips and case studies will illustrate course topics and provide opportunities for practical application.

OTHER INFORMATION

Conducted in English by the University of Idaho. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4563 (Training fee \$1700 includes \$300 field trip travel. Per diem \$2173; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3873 (Training fee \$1700 includes \$300 field trip travel; per diem \$2173).

Other Participants - Total \$4303 (Training fee payable to USDA \$2050 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2253 includes \$2173 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Pullman, Washington with an initial stopover in Washington, D.C. from June 7 to June 14.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish in 1982.

COORDINATOR

A Jay Schultz

PM 110/U42

RANGE MANAGEMENT AND FORAGE PRODUCTION
TC 130-4

DATES AND DURATION

9 weeks: June 1-July 31, 1981. Participants should arrive in Washington, D.C., May 24 for course orientation and administrative procedures.

TARGET AUDIENCE

Range and livestock officers, extension specialists, teachers and professors, technicians and farmers.

OBJECTIVES

Upon completion of course participants will be able to (1) develop systems for range inventory and range site delineation; (2) select appropriate range inventory and sampling procedures for specific range areas; (3) evaluate and relate the different components of range ecosystems; (4) plan efficient range improvement methods in various range settings; (5) plan and evaluate grazing management schemes for various purposes; and (6) consider and implement range management plans in situations of competing and complementary land use patterns.

CONTENT

Course provides participants with a framework for range development and planning, emphasizing extensive range production. Topics include plant identification and vegetation types; range site classification, remote sensing, mapping, and range survey; determination of range carrying capacity, use patterns and forage utilization; reseeding for improved and increased production; control of undesirable vegetation; water development; range research and education; and reproductive physiology of domestic livestock. Field trips illustrate range production systems--both intensive and extensive--necessitated by differing climatic conditions.

OTHER INFORMATION

Conducted in English by New Mexico State University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$5447 (Training fee \$1815 includes \$150 field trip travel. Per diem \$2767; RSSA \$450; insurance \$75; miscellaneous \$340).

UN/FAO Participants - Total \$4582 (Training fee \$1815 includes \$150 field trip travel; per diem \$2767).

Other Participants - Total \$5187 (Training fee payable to USDA \$2340 includes \$150 field trip travel and \$75 insurance. Payable directly to participant: \$2847 includes \$2767 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Las Cruces, New Mexico with an initial stopover in Washington, D.C. from May 24 to May 31.

OVERSEAS AVAILABILITY

Available overseas in English, French, and Arabic.

COORDINATOR

A. J. Dye

PM 110/051

INTENSIVE POULTRY PRODUCTION SYSTEMS
TC 130-9

DATES AND DURATION

5 weeks: June 1-July 3, 1981. Participants should arrive in Washington, D.C., May 24 for course orientation and administrative procedures.

TARGET AUDIENCE

Technical officers, extension specialists and others directly involved with poultry production programs.

OBJECTIVES

Participants will increase knowledge and practical skills in all aspects of poultry production including breeding, nutrition and disease prevention and control.

CONTENT

This course focuses on how poultry production can be used to improve diets and increase the income of farm families. Course content includes the basic principles of poultry production, including knowledge of poultry breeds, breed selection and breeding, feeding and nutrition, and disease prevention and control. The course will cover both egg production and meat production.

OTHER INFORMATION

Course is conducted in English by Stephen F. Austin State University. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$3742 (Training fee \$1250 includes \$300 field trip travel. Per diem \$1852; RSSA \$250; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3102 (Training fee \$1250 includes \$300 field trip travel; per diem \$1852).

Other Participants - Total \$3482 (Training fee payable to USDA \$1550 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$1932 includes \$1852 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Nacogdoches, Texas on Metroflight Airlines connecting from Houston or Dallas/Ft. Worth following an initial stop-over in Washington, D.C. from May 24 to May 31.

OVERSEAS AVAILABILITY

Available overseas in English, Spanish, and French in 1982.

COORDINATOR

A Jay Schultz

PM 110/042

SMALL RUMINANT PRODUCTION TECHNIQUES
TC 130-10

DATES AND DURATION

6 weeks: June 15-July 24, 1981. Participants should arrive in Washington, D.C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

Technical specialists and extension and production personnel who are concerned with the production and management of goat and sheep herds.

OBJECTIVES

Participants will (1) develop an understanding of the basic principles and practices of goat and sheep production, (2) learn how to manage goat and sheep herds, and (3) increase their knowledge of marketing animals and animal products.

CONTENT

This course provides the basic fundamentals of the production and management of goat and sheep herds for meat, milk, and wool production. It covers the practical knowledge and required techniques in such areas as selection and breeding, feeding and nutrition, animal/land ratios, disease prevention and control, and marketing. Covers both open grazing and confinement systems. This training provides the basis for operating and managing an efficient goat and sheep production program.

OTHER INFORMATION

Conducted in English by California State Polytechnic University, Pomona. Simultaneous interpretation available in French and Spanish at additional cost.

COST

AID Participants - Total \$4223 (Training fee \$1500 includes \$300 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3533 (Training fee \$1500 includes \$300 field trip travel; per diem \$2033).

Other Participants - Total \$3963 (Training fee payable to USDA \$1850 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Pomona, California with an initial stopover in Washington, D.C. from June 7 to June 14.

OVERSEAS AVAILABILITY

Available in English, Spanish, and French in 1982.

COORDINATOR

A. J. Dye

PM 110/051

INVENTORY AND ANALYSIS OF TROPICAL FOREST ECOSYSTEMS
TC 170-7

DATES AND DURATION

4 weeks: July 6-July 31, 1981. Participants should arrive in Washington, D.C., June 28 for course orientation and administrative procedures.

TARGET AUDIENCE

Supervisory, administrative or professional personnel concerned with inventories or management planning of forest resources.

OBJECTIVES

Participants will develop knowledge and skills to (1) design forest inventories to meet specific needs; (2) identify problems and solutions associated with deforestation and natural resource degradation; and (3) apply principles of ecosystem dynamics and techniques used to identify ecosystems in need of preservation or restoration and those to be managed for production of food, wood products, and watershed protection.

CONTENT

The course will provide instruction, demonstration and interpretation of the best scientific concepts and techniques currently available in ecological monitoring, inventory and resource management. Emphasis will be upon principles and methods which can be implemented in humid tropical environments. Collection of inventory data, methods of analysis and the development of management models will be discussed.

OTHER INFORMATION

Conducted in English by The University of Tennessee. Simultaneous interpretation is not available.

COST

AID Participants - Total \$3235 (Training fee \$1000 includes \$150 field trip travel. Per diem \$1670; RSSA \$200; insurance \$25; miscellaneous \$340).

UN/FAO Participants - Total \$2670 (Training fee \$1000 includes \$150 field trip travel; per diem \$1670).

Other Participants - Total \$2975 (Training fee payable to USDA \$1225 includes \$150 field trip travel and \$25 insurance. Payable directly to participant: \$1750 includes \$1670 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Knoxville, Tennessee with an initial stopover in Washington, D.C. from June 28 to July 5.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish in 1982.

COORDINATOR

A. J. Dye

PM 110/051

AGRICULTURAL POLICY SEMINAR
TC 140-1

DATES AND DURATION

4 weeks: August 31-September 25, 1981. Participants should arrive in Washington, D.C., August 26 for course orientation and administrative procedures.

TARGET AUDIENCE

Senior level agricultural policymakers such as Permanent Secretaries of Agriculture, Assistant Secretaries of Agriculture, Senior Agriculture Officers, Deputy Chief Agriculture Officers and Senior Legislators with agricultural policy concerns.

OBJECTIVES

Participants will develop the knowledge and skills to (1) evaluate the policymaking process; (2) identify major national goals with respect to the agricultural sector; (3) resolve goal conflicts; (4) evaluate alternative courses of action for major policy problems; and (5) select appropriate analytical techniques which may be used to provide information for better solutions to policy problems.

CONTENT

The seminar focuses on substantive policy matters and on the processes of policy determination and implementation. The seminar topics include the role of agricultural policy decisions in social and economic development; the processes by which agricultural policies are formulated and implemented; discussion of major policy issues such as food and population issues, marketing issues, land reform, resource conservation policies, price policy for agricultural commodities, tax policy, import-export policies, development and diffusion of new technology, and other issues raised by participants; the interdependence among selected policy issues, and a field trip to allow participants to observe how national agricultural policy decisions are implemented at the local level.

OTHER INFORMATION

Conducted in English by USDA senior level economists and administrators, knowledgeable professionals from other Washington-based organizations and university faculty. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$3365 (Training fee \$1485 includes \$400 field trip travel. Per diem \$1395; RSSA \$200; insurance \$25; misc. \$260).

UN/FAO Participants - Total \$2880 (Training fee \$1485 includes \$400 field trip travel; per diem \$1395).

Other Participants - Total \$3185 (Training fee payable to USDA \$1710 includes \$400 field trip travel and \$25 insurance. Payable directly to participant: \$1475 includes \$1395 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Can be conducted on a country and regional basis in English and Spanish.

COORDINATOR

Richard Edwards

PM 110/030

ANALYSIS OF AGRICULTURAL CAPITAL PROJECTS
TC 140-2

DATES AND DURATION

7 weeks: June 1-July 17, 1981. Participants should arrive in Washington, D.C., May 27 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff and technician-level personnel in Ministries of Agriculture, planning boards, and central and agricultural banks who will be involved in project evaluation as team members, supervisors or teachers.

OBJECTIVES

Participants will develop the knowledge and skills to (1) analyze projects; (2) identify critical factors; (3) estimate benefits and costs; (4) distinguish between financial and economic analysis; (5) estimate financial and economic impacts; (6) identify risks, complications, and methods for their inclusion in the analysis; and (7) present data on alternative projects for comparison.

CONTENT

Course includes the following: a broad overview of project analysis including the role of the project analyst in assembling and presenting meaningful data about projects for use by key decisionmakers; financial analysis including internal rate of return, benefit-cost analysis, discounting, and other measures to estimate the anticipated benefits of projects to specific groups and entities; farm management, including the collection of data at the farm level and the development of representative farm budgets; economic analysis, including consideration of the differences between economic and financial analysis, shadow pricing vs. market prices, and indirect benefits and costs; refinements such as methods for dealing with uncertainty and inflation, mutually exclusive projects, and intangible costs and benefits. Two field trips allow practice in data collection, partial budget analysis, and the economic analysis of an agricultural development project.

OTHER INFORMATION

Conducted in English by USDA in collaboration with consultants. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$5005 (Training fee \$2005 includes \$500 field trip travel. Per diem \$2340; RSSA \$350; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$4345 (Training fee \$2005 includes \$500 field trip travel; per diem \$2340).

Other Participants - Total \$4825 (Training fee payable to USDA \$2405 includes \$500 field trip travel and \$50 insurance. Payable directly to participant: \$2420 includes \$2340 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, French, and Spanish. Has been conducted thirteen times outside U.S.A.

COORDINATOR

Robert Doan

PM 110/053

STRATEGIES FOR DEVELOPING THE AGRICULTURAL SECTOR
TC 140-3

DATES AND DURATION

10 weeks: June 15-August 21, 1981. Participants should arrive in Washington, D.C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

Upper level B.S. degree candidates or graduate students with potential for guiding agricultural development in home country. Should have completed intermediate level economic theory.

OBJECTIVES

Participants will develop an understanding of theories, status of empirical knowledge, problems, and possibilities with respect to economic development, growth and development planning in the less developed countries. Emphasis is placed on gaining knowledge of analytical concepts that will enable participants to perform more effectively as professionals in public agencies involved with economic and agricultural development.

CONTENT

The course includes: meaning and measurement of economic development, growth and improvements in welfare; international differences in levels and rates of growth and development; survey of basic theories of development and growth; structural change and role of agriculture; distinctive features of low-income countries as related to theories of growth and development; development and planning; problems of, and programs for, institution building and resource development; seminars on students' papers prepared on agricultural planning and development in their respective countries; country monographs on economic development and country development plans; and field trips to observe agricultural development, with emphasis on the ways in which man has influenced development. Continually updated to include strategies for reaching the poorest of the poor, the course provides an opportunity for technical agriculturists to study development strategies.

OTHER INFORMATION

Conducted in English by the University of Florida. Simultaneous interpretation is not available. All participants take the course for academic credit.

COST

AID Participants - Total \$6063 (Training fee \$2200 includes \$250 field trip travel. Per diem \$2948; RSSA \$500; insurance \$75; misc. \$340).

UN/FAO Participants - Total \$5148 (Training fee \$2200 includes \$250 field trip travel; per diem \$2948).

Other Participants - Total \$5803 (Training fee payable to USDA \$2775 includes \$250 field trip travel and \$75 insurance. Payable directly to participant: \$3028 includes \$2948 per diem and \$80 books/shipment).

All Participants should be provided round trip air tickets to Gainesville, Florida with an initial stopover in Washington, D.C. from June 7 to June 14.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Richard Edwards

PM 110/030

BASIC STATISTICS WITH EMPHASIS ON AGRICULTURAL STATISTICS (FRENCH)
TC 140-4

DATES AND DURATION

13 weeks: May 25-August 21, 1981. Participants should arrive in Washington, D.C., May 17 for course orientation and administrative procedures.

TARGET AUDIENCE

French-speaking intermediate, not advanced, students in statistics. Some experience in agriculture is highly desirable. Participants should have had the equivalent of college algebra and basic statistics.

OBJECTIVES

Participants will develop knowledge and skills to (1) apply basic statistical concepts to sampling for agriculture related data; (2) work with sampling materials including the preparation of an area frame, selection of sample, and expansion and analysis of survey results; (3) demonstrate and discuss possible objective procedures used in forecasting and estimated crop yields; (4) discuss the role, organization and facilities of Economics, Statistics, and Cooperatives Service, USDA, and the organization and administration of a current data system; and (5) conduct and summarize a national area survey.

CONTENT

The course includes basic statistics including methods of data presentation, measures of central tendency and dispersion, frequency distributions, probability, hypothesis and linear regression and correlation; sampling theory and applications with emphasis on designs currently used by Economics, Statistics, and Cooperatives Service, USDA; field trips to observe agriculture and the organization and operation of a statistical office including planning and supervising surveys, data summarization procedures, and objective procedures for forecasting crop yields.

OTHER INFORMATION

Conducted in French by New Mexico State University and USDA/Economics, Statistics and Cooperatives Service.

COST

AID Participants - Total \$6872 (Training fee \$2100 includes \$400 field trip travel. Per diem \$3682; RSSA \$650; insurance \$100; miscellaneous \$340).

UN/FAO Participants - Total \$5782 (Training fee \$2100 includes \$400 field trip travel; per diem \$3682).

Other Participants - Total \$6612 (Training fee payable to USDA \$2850 includes \$400 field trip travel and \$100 insurance. Payable directly to participant: \$3762 includes \$3682 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Las Cruces, New Mexico with an initial stopover in Washington, D.C. from May 17 to May 24.

OVERSEAS AVAILABILITY

Available overseas in French or Spanish.

COORDINATOR

Gene Lee

PM 110/057

SMALL FARMER CREDIT POLICY AND ADMINISTRATION
TC 140-8

DATES AND DURATION

6 weeks: August 31-October 9, 1981. Participants should arrive in Washington, D.C., August 26 for course orientation and administrative procedures.

TARGET AUDIENCE

National or regional level agricultural credit officials involved in supervising loans to small farmers and who are expected to have an increasingly influential role in agricultural credit agencies of their government.

OBJECTIVES

Participants will develop the knowledge and skills to (1) understand the role of credit programs for small farmers in economic development; (2) implement lending and borrowing principles; (3) evaluate mechanisms which can be used to reduce risks and heavy administrative costs associated with small farmer credit programs; and (4) weigh alternative policies and the trade-offs that exist among them.

CONTENT

Topics include the role of small farmer credit programs in the development of the agricultural sector; the process of agricultural policy formulation; discussion of major credit policy issues including supervision, interest rates, distribution channels, savings and the attraction of funds; review of borrowing and lending principles; review of production economics; examination of small farmer production, financial structure, and credit adoption behavior; financial institutions and markets; and administrative techniques for serving small farmers. Field trips include visits to major U.S. agricultural credit institutions to observe and practice administrative techniques used to determine appropriate loans. Participants exchange ideas on the overall agricultural credit systems in their home country, and learn how small farmer credit fits into their systems.

OTHER INFORMATION

Conducted in English by USDA, university faculty, and other consultants. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$4370 (Training fee \$1735 includes \$400 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$3760 (Training fee \$1735 includes \$400 field trip travel; per diem \$2025).

Other Participants - Total \$4190 (Training fee payable to USDA \$2085 includes \$400 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, French, and Spanish.

COORDINATOR

Donald Gehres

PM 110/056

ESTABLISHMENT AND MANAGEMENT OF AGRICULTURAL COOPERATIVE ORGANIZATIONS
TC 140-11

DATES AND DURATION

6 weeks: September 21-October 30, 1981. Participants should arrive in Washington, D.C, September 13 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff responsible for the development of agricultural cooperatives and for initiating and providing operational management for agricultural cooperatives.

OBJECTIVES

Participants will (1) learn how to organize and manage cooperatives to provide small farmers more leverage in the marketplace; (2) learn how to organize, or instruct others to organize, small-scale producers into more viable production and marketing entities; and (3) practice skills necessary for developing and managing agricultural cooperatives.

CONTENT

The course will include the structure and organization of cooperatives for the marketing of products, for the purchasing of farm inputs, or for group farming; the leadership and management functions essential for a viable cooperative organization; the financing of cooperatives; the role of government in the cooperative movement including the transitional process from a government program to a self-sustaining cooperatives movement; and the consideration of a variety of member-relations activities ranging from the recruitment of members to the vocational and other educational needs of the membership.

OTHER INFORMATION

Conducted in English by Southern University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$3698 (Training fee \$975 includes \$150 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3008 (Training fee \$975 includes \$150 field trip travel; per diem \$2033).

Other Participants - Total \$3438 (Training fee payable to USDA \$1325 includes \$150 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Baton Rouge, Louisiana, with an initial stopover in Washington, D.C. from September 13 to September 20.

OVERSEAS AVAILABILITY

Available in English, French and Spanish.

COORDINATOR

Donald Gehres

PM 110/056

ORGANIZATION AND OPERATION OF RURAL
ELECTRIC DISTRIBUTION SYSTEMS
TC 140-12

DATES AND DURATION

6 weeks: May 11-June 19, 1981. Participants should arrive in Washington, D.C., May 6 for course orientation and administrative procedures.

TARGET AUDIENCE

Mid-and senior-level administrators responsible for establishing and operating rural electric distribution systems.

OBJECTIVES

Participants will develop knowledge and skills to (1) understand the U.S. rural electrification system; (2) discuss the growth of such systems in their home countries; (3) analyze the development of the REA cooperative system (and the farmer's role in that system); (4) apply management and cooperative principles; and (5) develop an effective and efficient rural electrification system appropriate for home country.

CONTENT

This course is designed to provide a general overview of rural electric systems with the Rural Electrification Administration, USDA, and the National Rural Electric Cooperative Association. Additionally, participants will make field visits to selected cooperatives for the study of operations and management. This includes both small- and large-scale cooperatives. Special training is provided in administration, engineering and finance.

OTHER INFORMATION

Conducted in English by USDA and the Rural Electrification Administration, the National Rural Electric Cooperatives Association and local cooperatives. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4930 (Training fee \$2295 includes \$600 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; misc. \$260).

UN/FAO Participants - Total \$4320 (Training fee \$2295 includes \$600 field trip travel; per diem \$2025).

Other Participants - Total \$4750 (Training fee payable to USDA \$2645 includes \$600 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Donald Gehres

PM 110/056

AGRICULTURAL PROJECT PLANNING
TC 140-15

DATES AND DURATION

5 weeks: April 27-May 29, 1981. Participants should arrive in Washington, D.C., April 22 for course orientation and administrative procedures.

TARGET AUDIENCE

Mid-level planners, technical resource persons, decisionmakers, and managers in Ministries of Agriculture and Ministries of Planning.

OBJECTIVES

Participants will develop knowledge and skills to (1) specify project objectives; (2) fashion a viable project "package"; (3) examine alternatives, components and implementation approaches; (4) estimate resource needs and project outcomes; and (5) present project proposals to decisionmakers.

CONTENT

This course for mid-level managers helps them apply management concepts to agricultural development project planning to bring about more timely implementation and completion of projects. The course centers on the role of the planner in selecting, designing, and implementing development projects. Topics included: a perspective of projects and their role in development; the identification of project aims, needs, and constraints from economic, sociological and political perspectives, use of logical framework analysis; formulating project proposals; network analysis using PERT and CPM; formulating organizational structures considering leadership requirements and interagency coordination problems; consideration of the human dynamics of project planning with particular emphasis on local involvement; and case studies for home country applications. Intensive study of ongoing and planned projects is made during a 1-week field trip.

OTHER INFORMATION

Conducted in English by USDA, university personnel and other consultants as needed. Simultaneous interpretation is not available.

COST

AID Participants - Total \$3495 (Training fee \$1225 includes \$460 field trip travel. Per diem \$1710; RSSA \$250; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$2935 (Training fee \$1225 includes \$460 field trip travel; per diem \$1710).

Other Participants - Total \$3315 (Training fee payable to USDA \$1525 includes \$460 field trip travel and \$50 insurance. Payable directly to participant: \$1790 includes \$1710 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, French, and Spanish.

COORDINATOR

Gene Lee

PM 110/057

AGRICULTURAL PROJECT IMPLEMENTATION
TC 140-16

DATES AND DURATION

6 weeks: July 20-August 28, 1981. Participants should arrive in Washington, D.C., July 15 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff responsible for initiating and managing agricultural development projects.

OBJECTIVES

Participants will develop knowledge and skills to (1) activate a project plan; (2) specify and schedule work; (3) clarify authority and responsibility; (4) analyze the process of obtaining resources; (5) utilize information feedback and control systems; (6) motivate staff and implement control procedures; and (7) terminate projects and hand over responsibilities to line organizations.

CONTENT

This course treats project implementation from the point at which a project has been planned, analyzed, and funded. It is designed to assist participants in identifying and solving the organizational and technical problems encountered in implementing an existing plan. Various management skills and tools are introduced which will assist in building an organization facilitating information feedback, correcting errors or eliminating bottlenecks as they occur, monitoring, project cost, and evaluating the progress of the project. In addition, emphasis is given to working with farmers and local decisionmakers to help assure acceptance, participation, and support for the project. Throughout the course, the philosophy prevails that project teams are only temporary and that at some point in the life of a project the operation will be transferred to an existing line organization. The field trip emphasizes local involvement in the implementation of projects.

OTHER INFORMATION

Course is conducted in English by USDA. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4305 (Training fee \$1670 includes \$460 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$3695 (Training fee \$1670 includes \$460 field trip travel; per diem \$2025).

Other Participants - Total \$4125 (Training fee payable to USDA \$2020 includes \$460 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, French, and Spanish.

COORDINATOR

Gene Lee

PM 110/057

AGRICULTURAL POLICY FORMULATION AND ANALYSIS
TC 140-19

DATES AND DURATION

5 weeks: March 23-April 24, 1981. Participants should arrive in Washington, D.C., March 18 for course orientation and administrative procedures.

TARGET AUDIENCE

Mid-level policy analysts in departments of agriculture, planning and other appropriate ministries concerned with agricultural policy analysis and implementation.

OBJECTIVES

Participants will develop the knowledge and skills to (1) understand the policy formulation process, which includes determining the unique problems in a particular system; (2) identify alternative policies for the agricultural sector to help solve these problems; (3) apply analytical techniques to evaluate the probable outcomes of alternative policies; and (4) understand the interdependence of policy issues and the external forces that have an impact on policy decisions.

CONTENT

Topics include national economic goals and the role of agriculture in the attainment of these goals; the process of policy formulation and the role of policy analyst in this process; the role of data in policy analysis, types of data needed and procedures for obtaining necessary data; and techniques for analyzing the impact of alternative policies, including function fitting, calculation of elasticity coefficients, resource productivities and comparative advantages. Analytical techniques are applied to policy issues most relevant to the participants' own countries, such as credit, taxation, price, marketing, trade, mechanization, population and land tenure. Additional topics addressed are conflicts among goals; the relative importance of alternative goals and trade-offs among goals; and the impact of the political environment and resource limitations on priority policy issues.

OTHER INFORMATION

Conducted in English by USDA with university faculty and other consultants as needed. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$3705 (Training fee \$1435 includes \$400 field trip travel. Per diem \$1710; RSSA \$250; insurance \$50; misc. \$260).

UN/FAO Participants - Total \$3145 (Training fee \$1435 includes \$400 field trip travel; per diem \$1710).

Other Participants - Total \$3525 (Training fee payable to USDA \$1735 includes \$400 field trip travel and \$50 insurance. Payable directly to participant: \$1790 includes \$1710 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, Spanish, and French.

COORDINATOR

Robert Doan

PM 110/053

ECONOMIC FORECASTING FOR AGRICULTURAL
POLICYMAKING AND PLANNING
TC 140-22

DATES AND DURATION

5 weeks: September 28-October 30, 1981. Participants should arrive in Washington, D.C., September 23 for course orientation and administrative procedures.

TARGET AUDIENCE

Technicians and senior planners in ministries of developing countries. Most desirable if participants are involved in development planning.

OBJECTIVES

Participants will learn the knowledge and skills to (1) make economic forecasts based on sound logic; (2) use different forecasting techniques; (3) evaluate forecasting accuracy and procedures; and (4) prepare outlook and situation reports.

CONTENT

To prepare development plans, forecasts must be made for economic phenomena such as product/factor prices, commodity production, balance of payments, product demand, etc. This course assists development planners to improve the accuracy of these forecasts. The role of economic theory and the scientific method are emphasized in developing forecasts for any economic variable. Various forecasting techniques are described and their operational procedures developed in detail. The importance of usable presentation of forecasts for either internal or published reports is stressed.

OTHER INFORMATION

Conducted in English by USDA in collaboration with university personnel. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$3875 (Training fee \$1605 includes \$400 field trip travel. Per diem \$1710; RSSA \$250; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$3315 (Training fee \$1605 includes \$400 field trip travel; per diem \$1710).

Other Participants - Total \$3695 (Training fee payable to USDA \$1905 includes \$400 field trip travel and \$50 insurance. Payable directly to participant: \$1790 includes \$1710 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

Robert Doan

PM 110/053

ESTABLISHING DATA BASES AND ANALYTICAL SYSTEMS
FOR ECONOMIC DECISIONMAKING IN AGRICULTURE
TC 140-26

DATES AND DURATION

13 weeks: May 25-August 21, 1981. Participants should arrive in Washington, D.C., May 17 for course orientation and administrative procedures.

TARGET AUDIENCE

Technicians and planners in Ministries of Agriculture and Ministries of Planning. Applicants must have the equivalent of a B.S. degree which includes 6 credit hours or 1 academic year of statistics and documents which will allow provisional admission to graduate school.

OBJECTIVES

Participants will develop the knowledge and skills to (1) use appropriate methodologies of sampling techniques; (2) select and evaluate variables for sampling; (3) manage a survey; (4) make evaluations of data collected for economic decisionmaking; and (5) relate data collected to project evaluation.

CONTENT

This course presents statistical concepts for the design of surveys of finite populations including schemes directed toward households, fields, and area frames. The design of data gathering will be viewed as a system and the interaction among component parts will be analyzed. Included will be specification of the processes, planning and content procedures for a statistical survey, translating objectives into quantifiable variables, field survey work, data processing, and reporting to policymakers. A field trip to observe U.S. agricultural statistics gathering will conclude the course. Participants will utilize the analytical capabilities of hand-held, programable calculators (such as the TI-59) so that advanced capabilities will be available without full reliance on computer centers. The course fee includes provision of such equipment. Prior notice of existing availability of a programable calculator will result in lower fees.

OTHER INFORMATION

Conducted in English by New Mexico State University, USDA and the USDA Economics, Statistics and Cooperatives Service. Simultaneous interpretation is not available. The field survey may be conducted in Mexico and all participants must have visas which will allow entry into Mexico and return to the United States.

COST

AID Participants - Total \$7582 (Training fee \$2950 includes \$600 field trip travel. Per diem \$3542; RSSA \$650; insurance \$100; miscellaneous \$340).

UN/FAO Participants - Total \$6492 (Training fee \$2950 includes \$600 field trip travel; per diem \$3542).

Other Participants - Total \$7322 (Training fee payable to USDA \$3700 includes \$600 field trip travel and \$100 insurance. Payable directly to participant: \$3622 includes \$3542 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Las Cruces, New Mexico with an initial stopover in Washington, D.C. from May 17 to May 24.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Gene Lee
25

PM 110/057

EFFECTIVE LIVESTOCK AND CROP
MANAGEMENT FOR SMALL FARMS
TC 140-28

6 weeks: June 8-July 17, 1981. Participants should arrive in Washington, D.C., May 31 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff responsible for planning, implementing and carrying out development programs directed specifically at increasing the production and income levels of small farms in developing nations.

OBJECTIVES

Participants will develop knowledge and skills to (1) understand farming systems; (2) improve their ability to assess available resources; and (3) conduct appropriate analyses to determine optimum production systems for small farm agriculture.

CONTENT

Development of small-scale agriculture depends on effectively identifying and managing the optimum use of available resources. Course content focuses on identifying alternative crop and livestock production systems compatible with the resource base and methods useful in selecting the best alternative. Emphasizes analytical techniques of farm planning, farm budgeting, cash flow analysis, evaluation of investment alternatives, effect of risk and uncertainty and farm-household relationships. Consideration is given to the supply of production inputs and product marketing.

OTHER INFORMATION

Conducted in English by Colorado State University. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$4139 (Training fee \$1416 includes \$300 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3449 (Training fee \$1416 includes \$300 field trip travel; per diem \$2033).

Other Participants - Total \$3879 (Training fee payable to USDA \$1766 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Ft. Collins, Colorado with an initial stopover in Washington, D.C. from May 31 to June 7.

OVERSEAS AVAILABILITY

Available overseas in English, Spanish, and French in 1982.

COORDINATOR

Richard Edwards

PM 110/030

REGIONAL AGRICULTURAL RESOURCE DEVELOPMENT
TC 140-29

DATES AND DURATION

6 weeks: May 18-June 26, 1981. Participants should arrive in Washington, D.C., May 10 for course orientation and administrative procedures.

TARGET AUDIENCE

Mid- and senior-level planners, technical resource persons, decision makers, and managers in Ministries of Agriculture and Ministries of Planning.

OBJECTIVES

Participants will (1) learn a systematic framework planning and managing agricultural development programs; (2) identify key elements which have contributed to the success of TVA programs; (3) examine specific scientific, economic, social, and administrative techniques of program development; and (4) relate Tennessee Valley Authority (TVA) experiences to back-home settings.

CONTENT

The training plan for this course is built around visits to various types of agricultural development projects within the Tennessee Valley and discussions with farmers, community leaders, agribusiness managers, local extension agents, extension specialists, and Tennessee Valley Authority staff. The early weeks will be spent in the eastern sections of the region where the problems of small landholdings, poor soils, steep topography, and resultant poverty, are most severe. As the course moves to the western sections, the problems associated with tenant farming and a one-crop economy will be discussed. Both the field trips and discussions will focus on key tasks and important principles for successful implementation of a program. These include working with and through other government agencies, developing and reinforcing support services, involving local people, setting manageable scope and objectives, identifying problems and potentials, organizing the undertaking, monitoring and evaluating, project planning, and technology transfer and adaptation.

OTHER INFORMATION

Conducted in English by the Tennessee Valley Authority. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4123 (Training fee \$1400 includes \$300 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3433 (Training fee \$1400 includes \$300 field trip travel; per diem \$2033).

Other Participants - Total \$3863 (Training fee payable to USDA \$1750 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Florence, Alabama with an initial stopover in Washington, D.C. from May 10 to May 17.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Richard Edwards

PM 110/030

CONTRACT ADMINISTRATION IN RURAL DEVELOPMENT
TC 140-30

DATES AND DURATION

4 weeks: Spring, 1981 (exact dates to be announced) Participants should arrive in Washington, D.C., 5 days prior to starting date for course orientation and administrative procedures.

TARGET AUDIENCE

Mid-and senior-level administrators or contract officers responsible for government agency contracting.

OBJECTIVES

Participants will be able to (1) prepare and publicize invitations for bids and administer submission of bids and awarding of contracts; (2) administer contract compliance; (3) recognize situations leading to claims by the contractor; (4) protect the public interest by prompt and fair settlement of problems during performance; (5) negotiate equitable adjustments; (6) determine the party responsible with increased costs; (7) administer contract termination; and (8) understand legal aspects of contracting.

CONTENT

This course includes four major areas of contract administration: contracting by formal advertising, including preparation, publicizing and submissions of bids and awarding contracts; government contract negotiations, including preparation of the solicitation package, solicitation and evaluation of proposals, contract types, requirements of cost and price analysis, planning for negotiations, and negotiation techniques; government contract administration, including functions, skills and activities of procurement and contracting officers; and practical training on contracting with USDA agencies in the participant's field of specialization.

OTHER INFORMATION

Conducted in English by General Services Administration and USDA. Simultaneous interpretation is not available. USDA places participants in GSA course which has a maximum enrollment of 50. USDA plans 1-week special programing following GSA course. Special programing may include time with the AID Contract Office.

COST

AID Participants - Total \$3530 (Training fee \$1650 includes \$400 field trip travel. Per diem \$1395; RSSA \$200; insurance \$25; misc. \$260).

UN/FAO Participants - Total \$3045 (Training fee \$1650 includes \$400 field trip travel; per diem \$1395).

Other Participants - Total \$3350 (Training fee payable to USDA \$1875 includes \$400 field trip travel and \$25 insurance. Payable directly to participant: \$1475 includes \$1395 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Donald Gehres

PM 110/056

DEVELOPING MARKETS FOR AGRICULTURAL PRODUCTS
TC 150-5

DATES AND DURATION

10 weeks: June 8-August 14. Participants should arrive in Washington, D.C., May 31 for orientation and administrative procedures.

TARGET AUDIENCE

Staff of marketing institutions having responsibility for essential domestic or international marketing functions and academic participants interested in international and domestic marketing procedures and practices.

OBJECTIVES

Participants will develop the knowledge and skills to (1) understand the role of the agricultural sector in the process of economic development; (2) comprehend the role of multinational firms in development and develop a basis for negotiating with multinational firms; (3) calculate and explain financial measures used for industry feasibility analysis; (4) understand export marketing to be able to take a product from their own countries and prepare and export the product; (5) understand the role of international trade in the process of economic development.

CONTENT

This course includes the following: role of marketing in development and in human nutrition; discussion of participants' home-country marketing systems; establishment and improvement of a marketing infrastructure; and the mechanics of international trade such as the making of feasibility studies, methods of direct and indirect exporting, shipping documentation, alternative financial arrangements, packaging, and insurance. Techniques of conducting market analysis and evaluations are examined including the economics of establishing grading systems. Field trips are made to small well-managed marketing projects and enterprises.

OTHER INFORMATION

Course is conducted in English by Colorado State University. Simultaneous interpretation is not available. All participants take the course for academic credit.

COST

AID Participants - Total \$6853 (Training fee \$2850 includes \$650 field trip travel. Per diem \$3088; RSSA \$500; insurance \$75; miscellaneous \$340).

UN/FAO Participants - Total \$5938 (Training fee \$2850 includes \$650 field trip travel; per diem \$3088).

Other Participants - Total \$6593 (Training fee payable to USDA \$3425 includes \$650 field trip travel and \$75 insurance. Payable directly to participant: \$3168 includes \$3088 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Ft. Collins, Colorado with an initial stopover in Washington, D.C. from May 31 to June 7.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

Richard Edwards

PM 110/030

AGRICULTURAL COMMUNICATION AND MEDIA STRATEGIES
TC 110-3

DATES AND DURATION

6 weeks: May 4-June 12, 1981. Participants should arrive in Washington, D. C., April 29 for course orientation and administrative procedures.

TARGET AUDIENCE

Agricultural and nutrition information specialists and others involved directly in the operation of nonformal education and outreach programs in agriculture and rural development.

OBJECTIVES

Participants will develop the knowledge and skills to (1) analyze the agricultural communication system in their own countries; (2) plan strategies and systems for improved information dissemination; (3) relate design of communication systems to other components of projects and programs; and (4) effectively use selected media areas.

CONTENT

This course begins and concludes with analysis of and planning for more effective agricultural communication systems in the individual countries of participants. Through a variety of training methodologies, participants will learn how to analyze their current formal and nonformal communication situations. From the individual systems analyses, participants will consider alternative communication strategies and potential intervention points. Careful attention will be given to linking communication and media efforts with other parts of the system operating in programs and projects. In addition, participants will have two weeks of individualized media skills development training appropriate to their own country situation. Opportunities will be available in the areas of radio, graphics, photography, small video systems and print. The skills development track will be sensitive to technologies appropriate for developing country situations, cost, availability, and effectiveness.

OTHER INFORMATION

Conducted in English by USDA, university faculty and consultants. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4005 (Training fee \$1370 includes \$250 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$3395 (Training fee \$1370 includes \$250 field trip travel; per diem \$2025).

Other Participants - Total \$3825 (Training fee payable to USDA \$1720 includes \$250 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

David Winkelmann

PM 110/044

DEVELOPMENT AND OPERATION OF AGRICULTURAL EXTENSION PROGRAMS
TC 110-5

DATES AND DURATION

1st section - 9 weeks University of Missouri - June 8-August 7, 1981. Participants should arrive in Washington, D.C., May 31 for course orientation and administrative procedures. 2nd section - 10 weeks University of Wisconsin - September 7-November 13, 1981. Participants should arrive in Washington, D.C., August 30 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff responsible for extension-related activities or nonformal education programs.

OBJECTIVES

Participants will develop the knowledge and skills to (1) understand the role of extension in overall agricultural and rural development; (2) utilize extension philosophies and techniques to transfer latest research findings to rural families; and (3) understand programs of various other government and private groups, including how extension complements, and is complemented by, these groups.

CONTENT

Role of extension, research and teaching in agricultural development; roles and tasks of various extension staff; administration and supervision; program planning and evaluation; interrelationships among extension, soil conservation, credit, and other agriculture programs; communication principles and methods; and leadership theories. Three or four weeks of the program will be practical on-the-job experience with extension agents at the county level (two participants per county).

OTHER INFORMATION

Conducted in English by University of Missouri and University of Wisconsin. Simultaneous interpretation in French, Spanish, and Arabic is available at additional cost. Academic credit is available for both sections.

COST

AID Participants - Total \$5892 (Training fee \$1750 includes \$70 field trip travel. Per diem \$3227; RSSA \$500; insurance \$75; miscellaneous \$340).

UN/FAO Participants - Total \$4977 (Training fee \$1750 includes \$70 field trip travel; per diem \$3227).

Other Participants - Total \$5632 (Training fee payable to USDA \$2325 includes \$70 field trip travel and \$75 insurance. Payable directly to participant: \$3307 includes \$3227 per diem and \$80 books/shipment).

All participants in the first section should be provided round trip air tickets to Columbia, Missouri with an initial stopover in Washington, D.C. from May 31 to June 7.

All participants in the second section should be provided round trip air tickets to Madison, Wisconsin with an initial stopover in Washington, D.C. from August 30 to September 6.

OVERSEAS AVAILABILITY

Available overseas in English, Spanish, and French.

COORDINATOR

Judith Evans

PM 110/055

APPLICATION AND DIFFUSION OF AGRICULTURAL RESEARCH
RESULTS TO THE COMMUNITY LEVEL
TC 110-14

DATES AND DURATION

6 weeks: June 8-July 17, 1981. Participants should arrive in Washington, D.C., June 3 for course orientation and administrative procedures.

TARGET AUDIENCE

Senior level personnel with responsibilities for research, policymaking, planning and implementing outreach programs for small-scale farmers.

OBJECTIVES

Participants will develop the knowledge and skills to (1) diagnose their home-country situations utilizing social science theory and research findings; (2) select methods for the dissemination of agricultural research results from the laboratory to the community; and (3) plan the adoption process in relationship to the roles and behavior of researchers in institutions, extension and field workers, and target population groups.

CONTENT

The course will focus on the planning, implementation and evaluation of programs aimed at large scale utilization of knowledge for increased food production and marketing. The emphasis will be on social science theory of dissemination, knowledge utilization and diffusion; the nature of research utilization in the farm sector; examination of the roles of policy and administration, technicians and disseminators, farmers and local organizations; and examination of communications and citizen participation in outreach programs.

Extensive use will be made of written and live case studies from developing nations. Participants' own action skills will be reviewed.

OTHER INFORMATION

Conducted in English by USDA in cooperation with university faculty and consultants. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4865 (Training fee \$2230 includes \$300 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$4255 (Training fee \$2230 includes \$300 field trip travel; per diem \$2025).

Other Participants - Total \$4685 (Training fee payable to USDA \$2580 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English.

COORDINATOR

David Winkelmann

PM 110/044

AGRICULTURAL TRAINER DEVELOPMENT
TC 110-15

DATES AND DURATION

8 weeks: June 22-August 14, 1981. Participants should arrive in Washington, D. C. June 17 for course orientation and administrative procedures.

TARGET AUDIENCE

Planners, administrators, and instructors of staff in-service training programs, farmer training centers, training institutes, and outreach programs concerned with agriculture, livestock, home economics, nutrition, and integrated rural development.

OBJECTIVES

Participants will develop knowledge and skills to (1) improve training effectiveness utilizing training philosophies and techniques; (2) analyze training needs and manage training resources to give the most appropriate information and skills to trainees; and (3) strengthen and update the knowledge they have in their own areas of specialization.

CONTENT

The course includes introductory classroom theory--how to assess trainee needs and develop programs accordingly; how to assess and work with instructor strengths/weaknesses; role of training in development; communication principles, including making and using visuals; teaching strategies and alternative methods; and related subjects. Participants observe training in the field for 2 weeks, individually selecting the location according to subject interests. The group will then discuss concepts and methods observed, analyze ways these might be used and continue theory started earlier. Participants will also develop, present, and critique training materials which they can use back home.

OTHER INFORMATION

Conducted in English by USDA with assistance from university personnel and other consultants. Simultaneous interpretation is not available.

COST

AID Participants - Total \$5405 (Training fee \$2040 includes \$400 field trip travel. Per diem \$2655; RSSA \$400; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$4695 (Training fee \$2040 includes \$400 field trip travel; per diem \$2655).

Other Participants - Total \$5225 (Training fee payable to USDA \$2490 includes \$400 field trip travel and \$50 insurance. Payable directly to participant: \$2735 includes \$2655 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

David Winkelmann

PM 110/044

VOCATIONAL AGRICULTURAL EDUCATION SYSTEMS
IN DEVELOPING COUNTRIES
TC 110-16

DATES AND DURATION

6 weeks: June 15-July 24, 1981. Participants should arrive in Washington, D.C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

Personnel responsible for planning and implementing vocational agriculture and agriculture extension programs. Appropriate for country teams.

OBJECTIVES

Participants will (1) increase their understanding of various means of financing, administering, and organizing a national vocational agricultural education system; (2) increase skills to develop, implement, and evaluate a comprehensive agricultural curriculum for a secondary or postsecondary school system; (3) acquire skills to develop and implement administrative policies and procedures for a secondary agricultural school; (4) be able to select and use appropriate teaching methodology for youth and adults; and (5) learn to identify and collect appropriate data upon which to make curricular decisions.

CONTENT

The instructional program is divided into three major areas. Participants examine the roles of federal, state, and local governments in organization, administration, and financing of vocational agriculture education, and the types of curriculum being offered in this field at the secondary, postsecondary and university level. Participants acquire knowledge and skills in curriculum development, evaluation, school administration, teaching methodology, developing occupational experience programs, and in collecting and examining data upon which to make curriculum and program decisions. Participants are provided an opportunity to apply the knowledge and skills acquired to a real-life problem or program in their own country. This might include developing a curriculum for a school, developing an evaluation plan for a given program area, or developing a plan for the use of a school farm.

OTHER INFORMATION

Conducted in English by New Mexico State University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$3968 (Training fee \$1385; per diem \$1893; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3278 (Training fee \$1385; per diem \$1893).

Other Participants - Total \$3708 (Training fee payable to USDA \$1735 includes \$50 insurance. Payable directly to participant: \$1973 includes \$1893 per diem and \$80 books/shipment \$80).

All participants should be provided round trip air tickets to El Paso, Texas with an initial stopover in Washington, D.C. from June 7 to June 14.

OVERSEAS AVAILABILITY

Available overseas in English, French, and Spanish.

COORDINATOR

Judith Evans

PM 110/055

MANAGEMENT AND ORGANIZATIONAL CHANGE -
AN ORGANIZATION DEVELOPMENT APPROACH
TC 140-14

DATES AND DURATION

6 weeks: May 11-June 19, 1981. Participants should arrive in Washington, D.C., May 3 for course orientation and administrative procedures.

TARGET AUDIENCE

Senior level administrators and managers in agriculture or rural development. May include permanent secretaries, regional or state heads of agriculture, heads of large projects in organizations; for staff with substantial management responsibility.

OBJECTIVES

Participants will develop knowledge and skills to (1) increase competency in exercising leadership skills; (2) determine group interactions including patterns of communication and authority; (3) diagnose problems of organizational structure and design of well-integrated organizations; (4) analyze and solve problems of interdepartmental or interagency conflict; (5) implement modern budgeting and planning systems; and (6) initiate, manage, and evaluate organizational change.

CONTENT

The course includes training in leadership and consultative skills; group decisionmaking; organization-development (OD) skills, including problem diagnosis, planning, implementation, and evaluation of change; administrative decision analysis, zero-based budgeting, and planning tools such as the Critical Path Method. Case studies of administrative change in agricultural organizations in developing countries are analyzed. Participants visit agricultural organizations and examine different management systems and practices. Projects are then developed for introducing organizational change in national agencies. Training methods include individual and small group exercises, case materials, and an OD simulation exercise. Throughout the seminar, participants apply what they have learned about OD to their own organizations.

OTHER INFORMATION

Conducted in English by Case Western Reserve University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4458 (Training fee \$1735 includes \$250 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3768 (Training fee \$1735 includes \$250 field trip travel; per diem \$2033).

Other Participants - Total \$4198 (Training fee payable to USDA \$2085 includes \$250 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Cleveland, Ohio, with an initial stopover in Washington, D.C. from May 3 to May 10.

OVERSEAS AVAILABILITY

Available overseas in English, Spanish, French, and Portuguese.

COORDINATOR

David Winkelmann

PM 110/044

MANAGEMENT AND THE ROLE OF WOMEN IN DEVELOPMENT
TC 140-17

DATES AND DURATION

6 weeks: April 20-May 29, 1981. Participants should arrive in Washington, D.C., April 15 for orientation.

TARGET AUDIENCE

Senior level women with management responsibilities in agriculture, private voluntary organizations, rural development, nutrition, and related organizations. Also women with promotion potential to senior management level.

OBJECTIVES

Participants will develop knowledge and skills to (1) utilize new executive skills of planning, decisionmaking, and interpersonal communication; (2) anticipate, analyze, and manage special problems associated with women providing leadership in predominantly male organizations; (3) articulate and provide leadership for assisting women to assume a greater role in the development process; (4) demonstrate more effective influence/leadership skills; (5) be creative and objective in their leadership position and better coordinate the inclusion of women in organization programs and projects; and (6) implement changes within their organization, both structurally and procedurally, which utilize resources more effectively.

CONTENT

Course includes self-diagnosis of management and interpersonal skills, women in development issues, goal setting, power structures and roles in organizations, problem-solving methodologies, building support networks, negotiation skills, strategy and tactics, and open-systems planning. Methods are highly individualized and process oriented. Participants analyze women-in-development case studies utilizing organization and management principles. Videotape is used extensively for self-assessment purposes. During the fourth week of the program participants are matched with an American counterpart with a similar job to utilize course skills and techniques.

OTHER INFORMATION

Conducted in English by USDA in collaboration with universities, consultants, AID, and international organization staffs. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4625 (Training fee \$1990 includes \$400 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$4015 (Training fee \$1990 includes \$400 field trip travel; per diem \$2025).

Other Participants - Total \$4445 (Training fee payable to USDA \$2340 includes \$400 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, French, Spanish, and Portuguese.

COORDINATOR

David Winkelmann

PM 110/044

MANAGEMENT OF AGRICULTURAL ORGANIZATIONS
TC 140-23

DATES AND DURATION

8 weeks: June 15-August 7, 1981. Participants should arrive in Washington, D.C., June 10 for course orientation and administrative procedures.

TARGET AUDIENCE

Entry to mid-level managers in agricultural or rural development organizations.

OBJECTIVES

Participants will (1) develop an understanding of basic management concepts; (2) develop essential management skills; and (3) develop strategies for utilizing these concepts and skills in their own situations.

CONTENT

This course introduces the participants to basic management concepts and practices and assists them in developing skills for the management of agricultural and rural development organizations. Emphasis is placed on program management, supervision, work organization, personnel management, office management, administrative management, communication, and control systems. Through major use of case studies, simulations and role playing, course content is related to participants' training needs and situations being experienced in their back-home positions.

OTHER INFORMATION

Conducted in English by USDA, university faculty, and consultants. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4930 (Training fee \$1565 includes \$150 field trip travel. Per diem \$2655; RSSA \$400; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$4220 (Training fee \$1565 includes \$150 field trip travel; per diem \$2655).

Other Participants - Total \$4750 (Training fee payable to USDA \$2015 includes \$150 field trip travel and \$50 insurance. Payable directly to participant: \$2735 includes \$2655 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas for presentation in English, French, and Spanish.

COORDINATOR

Judith Evans

PM 110/055

MANAGEMENT OF AGRICULTURAL RESEARCH
TC 140-24

DATES AND DURATION

6 weeks: April 27-June 5, 1981. Participants should arrive in Washington, D.C., April 22 for course orientation and administrative procedures.

TARGET AUDIENCE

Mid-and senior-level managers of agricultural research institutes at the regional or national level.

OBJECTIVES

Participants will develop knowledge and skills to (1) understand the special attributes required to manage an agricultural research program; (2) identify and prioritize the needs for new knowledge and technology; (3) transform a given resource base of personnel, funds and facilities into a systematic, coordinated effort to solve these problems; and (4) plan for collaboration with outreach organizations to disseminate research results.

CONTENT

This course emphasizes the uniqueness of the agricultural research process. Participants will examine the ways agricultural research is organized, funded and managed in various countries and focus on the problems of research management being experienced in their own countries. Specific topics include the research environment and the role of agricultural research in the national society and economy, identification of research needs, establishment of research priorities, development of a comprehensive and integrated research plan, effective utilization of resources, management of scientific and research staff, and utilization of research results.

OTHER INFORMATION

Conducted in English by USDA, university faculty and consultants. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4190 (Training fee \$1555 includes \$250 field trip travel. Per diem \$2025; RSSA \$300; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$3580 (Training fee \$1555 includes \$250 field trip travel; per diem \$2025).

Other Participants - Total \$4010 (Training fee payable to USDA \$1905 includes \$250 field trip travel and \$50 insurance. Payable directly to participant: \$2105 includes \$2025 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English, French and Spanish.

COORDINATOR

A Jay Schultz

PM 110/042

INITIATING AND MANAGING
INTEGRATED RURAL DEVELOPMENT PROGRAMS
TC 140-25

DATES AND DURATION

8 weeks: September 7-October 30, 1981. Participants should arrive in Washington, D.C., September 2 for course orientation and administrative procedures.

TARGET AUDIENCE

Managers responsible for designing, initiating and carrying out integrated rural development programs. Often these programs will consist of several interrelated development projects.

OBJECTIVES

Participants will develop the knowledge and skills to (1) manage programs from the comprehensive perspective essential in the successful initiation and completion of integrated rural development programs; and (2) utilize effective management approaches and tools that can assist in improving managerial actions and coordination in a complex environment.

CONTENT

Integrated rural development programs are multidisciplinary and multisectoral in scope. Successful management of such broad programs requires substantial coordination. Program managers must establish and maintain both vertical and horizontal linkages within and among the involved sectors to effectively initiate, monitor, and evaluate program progress. Within this context this course will discuss the following topics: leadership, planning and control, management systems, action-research and data feedback systems, problem solving and decisionmaking.

OTHER INFORMATION

Conducted in English by USDA with university faculty and consultants. Simultaneous interpretation is not available.

COST

AID Participants - Total \$5465 (Training fee \$2100 includes \$300 field trip travel. Per diem \$2655; RSSA \$400; insurance \$50; miscellaneous \$260).

UN/FAO Participants - Total \$4755 (Training fee \$2100 includes \$300 field trip travel; per diem \$2655).

Other Participants - Total \$5285 (Training fee payable to USDA \$2550 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2735 includes \$2655 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish in 1982.

COORDINATOR

David Winkelmann

PM 110/044

KEYS TO AGRICULTURAL DEVELOPMENT AT THE LOCAL LEVEL
TC 140-32

DATES AND DURATION

2 weeks: Section I - May 11-22; Section II - Aug. 3-14; Sections III & IV - Aug. 10-21; Sections V & VI - Aug. 17-28.

TARGET AUDIENCE

Academic participants from all agriculture or rural development disciplines. Designed primarily for participants enrolled in ongoing programs in the United States.

OBJECTIVES

Participants will develop the knowledge and skills to (1) understand the interaction between technical agriculture and socioeconomic development; (2) identify key factors in the development of agriculture; and (3) analyze the process of agricultural development in a community.

CONTENT

This 2 week program enables participants to examine the agriculture development process through the identification and analysis of key social, economic and political factors and their interdependencies. It is highly experiential with illustrative field trips, individual and group work, and backhome planning. Capitalizing on the diversity of its participants, "Keys" offers a rare opportunity for cross-discipline consultation in adapting course findings to the home country realities.

OTHER INFORMATION

Conducted in English by Cornell University, New Mexico State University, University of Wisconsin, Utah State University, Washington State University, and Western Illinois University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$1460 (Training fee \$660; per diem \$675; RSSA \$100; insurance \$25).

UN/FAO Participants - Total \$1335 (Training fee \$660; per diem \$675).

Other Participants - Total \$1460 (Training fee payable to USDA \$785 includes \$25 insurance. Payable directly to participant: per diem \$675.

All participants should be provided round trip air tickets to the respective University.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Judith Evans

PM 110/055

AGRICULTURAL RESEARCH METHODOLOGY
TC 110-17

DATES AND DURATION

7 weeks: June 8-July 24, 1981. Participants should arrive in Washington, D.C., May 31 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff with an intermediate level statistical background who are or will be actively involved in designing and carrying out agricultural research programs. This includes research related to agronomy, rural sociology, economics, forestry, plant pathology, horticulture, and animal science.

OBJECTIVES

Participants will (1) increase their ability to plan and conduct research giving consideration to potential users of research results and their needs; (2) learn research methodology including data collection and analysis with emphasis on applied research; (3) develop an understanding of linkages between research and extension to utilize results to influence action, and (4) observe field and laboratory procedures practiced by experiment station scientists.

CONTENT

General analytical methods and statistical techniques. Includes an introduction to statistics; probability; binomial, multinomial, hypergeometric and poisson probability functions; continuous random variables and the normal distribution; sampling, and experimental design estimating population parameters; test of hypotheses; one-way, two way and factorial analyses of variance; covariance analysis, correlation regression procedure, and lattice experiment. Specific applications to various subject areas, with a significant proportion of time devoted to practical "hands on" field experience. Includes one-on-one consultation with experiment station statistician to develop specific expertise applicable to home country.

OTHER INFORMATION

Conducted in English by Kansas State University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4715 (Training fee \$1570 includes \$320 field trip travel. Per diem \$2405; RSSA \$350; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3975 (Training fee \$1570 includes \$320 field trip travel; per diem \$2405).

Other Participants - Total \$4455 (Training fee payable to USDA \$1970 includes \$320 field trip travel and \$50 insurance. Payable directly to participant: \$2485 includes \$2405 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Manhattan, Kansas with an initial stopover in Washington, D.C. from May 31 to June 7.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

A. J. Dye

PM 110/051

IRRIGATION PROBLEMS AND PRACTICES
TC 120-1

DATES AND DURATION

8 weeks: June 8-July 31, 1981. Participants should arrive in Washington, D.C., May 31 for course orientation and administrative procedures.

TARGET AUDIENCE

Irrigation practitioners with an educational background at the B.S. or M.S. level in agronomy or agricultural engineering.

OBJECTIVES

Participants will (1) gain knowledge and practical experience in onfarm water management and crop production; (2) develop skills to plan, design, establish, and maintain new irrigation systems; and (3) develop skills to increase the efficiency of existing irrigation systems in the home country.

CONTENT

The first 5 weeks of the course are conducted primarily on the Colorado State University campus and include lectures, field and laboratory practices, field training at the agronomy experiment station farm, and seminars centered on participant presentations of irrigation problems in their country. Topics covered include basic soils; soil-water-plant relationships; land leveling; irrigation methods and practices; administration and distribution of water; water law; water quality; salinity; and drainage problems and remedies; economics of irrigation; and extension methods. The last 3 weeks of the course consist of field visits to irrigated farms in the San Joaquin and Salinas Valleys of California.

OTHER INFORMATION

Conducted in English by Colorado State University. Simultaneous interpretation is not available. Academic credit is available for qualified participants.

COST

AID Participants - Total \$5776 (Training fee \$2400 includes \$560 field trip travel. Per diem \$2586; RSSA \$400; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$4986 (Training fee \$2400 includes \$560 field trip travel; per diem \$2586).

Other Participants - Total \$5516 (Training fee payable to USDA \$2850 includes \$560 field trip travel and \$50 insurance. Payable directly to participant: \$2666 includes \$2586 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Ft. Collins, Colorado with an initial stopover in Washington, D.C. from May 31 to June 7.

OVERSEAS AVAILABILITY

TC 120-14 "Assessment and Improvement of Onfarm Irrigation Systems" is a similar course specifically designed for overseas presentation.

COORDINATOR

Richard Affleck

PM 110/022

SOIL FERTILITY RELATIONSHIPS AFFECTING FOOD PRODUCTION
TC 120-5

DATES AND DURATION

10 weeks: June 7-August 14, 1981. Participants should arrive in Washington, D.C., May 31 for course orientation and administrative procedures.

TARGET AUDIENCE

Soil scientists with the equivalent of a B.S. degree who are involved in soil fertility or soil and plant science research or production programs.

OBJECTIVES

Participants will (1) learn the development, operation, and interpretation of soil testing and fertility programs as applied to acid, neutral, and calcareous soils in humid and arid climates; (2) become familiar with various educational, research and action programs utilized in obtaining widespread adoption of improved soil fertility and soil testing programs.

CONTENT

Course activities include taking soil samples and accumulating necessary information concerning cropping and fertilizer history; conducting laboratory analysis and developing written recommendations; and organizing and operating a laboratory, including necessary equipment, chemicals, and records for analysis of soils and plant tissue tests. Additional topics treated are recommended amounts of fertilizers needed to meet nutritive requirements of specific plants, and soil and water conservation, with discussions of soil/water relationships, fertility and management practices.

OTHER INFORMATION

Conducted in English by USDA and various universities. Simultaneous interpretation is not available.

COST

AID Participants - Total \$7938 (Training fee \$3795 includes \$1695 field trip travel. Per diem \$3228; RSSA \$500; insurance \$75; miscellaneous \$340).

UN/FAO Participants - Total \$7023 (Training fee \$3795 includes \$1695 field trip travel; per diem \$3228).

Other Participants - Total \$7678 (Training fee payable to USDA \$4370 includes \$1695 field trip travel and \$75 insurance. Payable directly to participant: \$3308 includes \$3228 per diem and \$80 books/shipment).

All participants should be provided air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

Eugene Doll

PM 110/041

TECHNICAL AND ECONOMIC ASPECTS OF SOYBEAN PRODUCTION
TC 120-6

DATES AND DURATION

13 weeks: May 18-August 14, 1981. Participants should arrive in Washington, D. C., May 10 for course orientation and administrative procedures.

TARGET AUDIENCE

Agronomists with the equivalent of a B.S. degree who are involved in soybean research, production or extension programs.

OBJECTIVES

Participants will (1) learn the technical and economic principles and practices of soybean production; (2) study the research, educational, and regulatory functions supportive of soybean production; and (4) expand the production and use of soybeans with the understanding of the potential to alleviate protein calorie deficiencies.

CONTENT

Course topics include characteristics of the soybean plant and its adaptability to different environments; soybean breeding and selection of varieties for varying conditions; cultural practices to improve soybean yields, seedbed preparation, time and rate of planting, inoculants and their use in nitrogen fixation; insect, disease, and weed control; and harvesting and storage for food and seed uses. All participants will conduct an individual field research project.

OTHER INFORMATION

Conducted in English by University of Illinois in cooperation with International Soybean Program (INTSOY). Simultaneous interpretation is not available.

COST

AID Participants - Total \$7317 (Training fee \$2545 includes \$380 field trip travel. Per diem \$3682; RSSA \$650; insurance \$100; misc. \$340).

UN/FAO Participants - Total \$6227 (Training fee \$2545 includes \$380 field trip travel; per diem \$3682).

Other Participants - Total \$7057 (Training fee payable to USDA \$3295 includes \$380 field trip travel and \$100 insurance. Payable directly to participant: \$3762 includes \$3682 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Champaign/Urbana, Illinois with an initial stopover in Washington, D.C. from May 10 - May 17.

OVERSEAS AVAILABILITY

Available overseas in English and Spanish.

COORDINATOR

Earl Terwilliger

PM 110/040

SOYBEAN PROCESSING FOR FOOD USES
TC 120-7

DATES AND DURATION

6 weeks: June 15-July 24, 1981. Participants should arrive in Washington, D. C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

Food scientists or nutritionists with the equivalent of a B.S. degree who are involved in research or processing of soybeans for human food.

OBJECTIVES

Participants will (1) identify the principles and processes involved in the use of soybeans and soybean products for human food; (2) study the concepts and procedures for processing of whole soybeans; and (3) develop skills to apply knowledge gained to country development objectives in use of soybeans as an improved source of protein and calories.

CONTENTS

Course topics include the use of soybean meal and soybean oil for food; processing methods for the production of human foods from soybean meal and oil; processing methods for the production of a variety of human foods from whole soybeans; and quality control principles and methods that are useful in soybean processing.

OTHER INFORMATION

Conducted in English by the International Soybean Program (INTSOY) of the University of Illinois. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4183 (Training fee \$1460 includes \$300 field trip travel. Per diem \$2033; RSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3493 (Training fee \$1460 includes \$300 field trip travel; per diem \$2033).

Other Participants - Total \$3923 (Training fee payable to USDA \$1810 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Champaign/Urbana, Illinois with an initial stopover in Washington, D.C. from June 7 to June 14.

OVERSEAS AVAILABILITY

Available for overseas presentation in English and Spanish.

COORDINATOR

Earl Terwilliger

PM 110/040

ASSESSMENT AND IMPROVEMENT OF ONFARM IRRIGATION SYSTEMS
TC 120-14

DATES AND DURATION

4 weeks: Presented only overseas. Dates arranged with sponsor.

TARGET AUDIENCE

Agriculturists such as engineers, agronomists or extension specialists working directly with onfarm irrigation systems.

OBJECTIVES

Participants will develop knowledge and practical skills to (1) examine on-farm irrigation practices and identify physical constraints and socio-economic problems faced by farmers growing irrigated crops; (2) utilize field measurement techniques to evaluate water control and water use efficiency; (3) plan efficient irrigation practices for particular crops grown on particular soils in order to maximize yields and quality; and (4) evaluate irrigation methods and develop practical and economical improvements.

CONTENT

Specific topics covered during the course include relationship of efficient water utilization to on-farm water management; field surveys, general principles of flow measurement; movement, retention and use of water; methods to determine soil moisture content; consumptive use of water and peak period use rates; surface irrigation methods, field evaluation of such methods and factors important to the efficient operation of each; and technological changes and institutional modifications to improve water quantity and quality as well as water management. Field visits are used extensively throughout the course to provide practical experience in collecting data, evaluation of onfarm water management problems, and planning improvement.

OTHER INFORMATION

Conducted by USDA in collaboration with university personnel and consultants.

COST

Budget for approximately 25 participants includes all course materials, salaries and round trip air fare for course instructors and miscellaneous expense. Costs are negotiated directly with sponsor. Cost of course is approximately \$30,000.00.

OVERSEAS AVAILABILITY

Course designed exclusively for overseas presentation. Available in English, French, Spanish and Arabic. Similar course designed for U.S. presentation is TC 120-1, Irrigation Problems and Practices.

COORDINATOR

Peg Hively

PM 110/035

SEED IMPROVEMENT
TC 130-3

DATES AND DURATION

10 weeks: May 25-July 31, 1981. Participants should arrive in Washington, D.C., May 17 for course orientation and administrative procedures.

TARGET AUDIENCE

Agricultural ministry and other staff involved in the establishment, development or promotion of the use of improved seed.

OBJECTIVES

Participants will (1) develop knowledge and skills needed to establish or develop a seed improvement program in the home country or state; (2) learn to assume greater responsibility and leadership in promoting the use of good seeds by farmers; and (3) practice methods, procedures and skills to teach and train others in seed improvement.

CONTENT

In this program the participants will study the role of seed testing laboratories in developing and conducting seed improvement programs; learn what improved seed is, how it is produced, and how it is used; become familiar with the various education, research, and action organizations utilized to produce and to promote the adaption of improved varieties. Emphasis will be on the land-grant university system. Classroom, laboratory, and field tours will be utilized in this phase of the program. Participants will learn methods and problems of storing, handling and distributing improved seed through visits to commercial seed companies and methods and techniques to develop education and extension programs in their home countries. The first 5 weeks are intensive instruction at the university and the second 5 weeks are devoted to field tours. Participants are encouraged to concentrate on problems of their home countries.

OTHER INFORMATION

Conducted in English by Mississippi State University. Simultaneous interpretation is not available.

COST

AID Participants - Total \$6258 (Training fee \$2255 includes \$600 field trip travel. Per diem \$3088; RSSA \$500; insurance \$75; miscellaneous \$340).

UN/FAO Participants - Total \$5343 (Training fee \$2255 includes \$600 field trip travel; per diem \$3088).

Other Participants - Total \$5998 (Training fee payable to USDA \$2830 includes \$600 field trip travel and \$75 insurance. Payable directly to participant: \$3168 includes \$3088 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Columbus, Mississippi, returning home from Champaign/Urbana, Illinois. An initial stopover should be scheduled in Washington, D.C. from May 17 to May 24.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Eugene Doll

PM 110/041

PLANT QUARANTINE
TC 130-5

DATES AND DURATION

11 weeks: September 7-November 20, 1981. Participants should arrive in Washington, D.C., September 2 for course orientation and administrative procedures.

TARGET AUDIENCE

Technicians with government, advisory and regulatory activities in plant and animal protection through regulating and monitoring imports and associated quarantine procedures. Candidates should have knowledge of entomology, plant pathology, and other administrative or practical specialities concerned with plant quarantine.

OBJECTIVES

Participants will (1) study the need for plant and animal inspection work on a national basis, and the fundamental concepts of plant pest control and enforcement; (2) learn port inspection techniques, regulations and procedures involving animal by-products, and fumigation and other treatment procedures; (3) develop skills in the identification of insects, plant diseases, nematodes, snails and mites.

CONTENT

Course topics include identifying different pests and understanding the vehicles or hosts which transport them; studying and performing treatments at ports of entry including fumigation and other treatment; learning basic quarantine procedures, such as restrictive orders, regulations, and administration; and reviewing and discussing with U.S. inspectors and officials ways to improve home-country quarantine procedures. Course is similar to the training required of U.S. entomologists before they become inspection officers. Visits will be made to Michigan State University and private company laboratories to become familiar with latest detection and treatment methods.

OTHER INFORMATION

Conducted in English by USDA personnel from the Animal and Plant Health Inspection Service. Simultaneous interpretation is not available.

COST

AID Participants - Total \$6835 (Training fee \$2350 includes \$140 field trip travel. Per diem \$3600; RSSA \$550; insurance \$75; miscellaneous \$260).

UN/FAO Participants - Total \$5950 (Training fee \$2350 includes \$140 field trip travel; per diem \$3600).

Other Participants - Total \$6655 (Training fee payable to USDA \$2975 includes \$140 field trip travel and \$75 insurance. Payable directly to participant: \$3680 includes \$3600 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Washington, D.C.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

David Mateyka

PM 110/043

INTEGRATED PEST MANAGEMENT (IPM)
TC 130-8

DATES AND DURATION

7 weeks: July 13-August 28, 1981. Participants should arrive in Washington, D. C., July 5 for course orientation and administrative procedures.

TARGET AUDIENCE

Technical staff involved with plant and animal protection programs or insect eradication efforts, including scientists researching new techniques or extension entomologists working with application of single or integrated pest control systems.

OBJECTIVES

Participants will (1) review basic principles of agriculture production and various pest programs; (2) learn concepts of an integrated pest management system and its component parts; and (3) learn how to conduct a pest management school.

CONTENT

Participants will learn concepts of IPM model for the United States and work individually with specialists in either basic research, extension and/or IPM systems research. They will visit projects in several states that demonstrate parts of the model, and develop a model for their own country. Some of the components include identification of pests, tactics for control, determination of economic threshold for each pest, whether it is plant pathogen, nematode, insect, or weed. Interaction of all pests is measured within the different water, fertilization, weather and environmental factors to determine what systems and strategies should be used. The course emphasizes how IPM can better unite basic research with an extension delivery system.

OTHER INFORMATION

Conducted in English by the University of Georgia. Simultaneous interpretation is not available.

COST

AID Participants - Total \$4838 (Training fee \$1833 includes \$400 field trip travel. Per diem \$2265; RSSA \$350; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$4098 (Training fee \$1833 includes \$400 field trip travel; per diem \$2265).

Other Participants - Total \$4578 (Training fee payable to USDA \$2233 includes \$400 field trip travel and \$50 insurance. Payable directly to participant: \$2345 includes \$2265 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Tifton, Georgia, with an initial stopover in Washington, D.C. from July 5 to July 12.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

David Mateyka

PM 110/043

VEGETABLE CROP PRODUCTION AND MARKETING
TC 130-11

DATES AND DURATION

6 weeks: July 13-August 21, 1981. Participants should arrive in Washington, D.C., July 5 for course orientation and administrative procedures.

TARGET AUDIENCE

Technical officers, extension specialists, community and rural development specialists and others directly involved in the production and marketing of vegetable crops.

OBJECTIVES

This course will increase the participants' knowledge and understanding of a variety of vegetable crops, seed improvement, production, handling practices, and other factors that influence produce quality and methods for distributing products from the producer to the consumer.

CONTENT

This course is designed to provide training in the principles of production, harvesting and marketing of vegetable crops. Course topics include characteristics of the various types of vegetables and their adaptability to different climatic conditions; soil management; varietal screening and selection; cultural practices and conditions affecting vegetable quality; harvesting techniques; product standards and grading; and proper methods for the handling, storage and shipping of different vegetable crops and decision making regarding vegetable improvement. Course will cover farm family management practices relating to the production, home use or marketing of vegetable crops.

OTHER INFORMATION

Course is conducted in English by Rutgers University. Simultaneous interpretation is available in French and Spanish at additional cost.

COST

AID Participants - Total \$4223 (Training fee \$1500 includes \$300 field trip travel. Per diem \$2033; RSSA \$300; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3533 (Training fee \$1500 includes \$300 field trip travel; per diem \$2033).

Other Participants - Total \$3963 (Training fee payable to USDA \$1850 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$2113 includes \$2033 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Newark, New Jersey with an initial stopover in Washington, D.C. from July 5 to July 12.

OVERSEAS AVAILABILITY

Available in English, Spanish, and French in 1982.

COORDINATOR

Earl Terwilliger

PM 110/040

GRAIN STORAGE AND MARKETING
TC 150-2

DATES AND DURATION

7 weeks: June 15-July 31, 1981. Participants should arrive in Washington, D.C., June 7 for course orientation and administrative procedures.

TARGET AUDIENCE

Mid-level grain inspectors, grading specialists, marketing specialists, and managers of grain handling facilities as well as economists responsible for designing marketing systems.

OBJECTIVES

Participants will (1) learn food and feed grain drying, storage, handling, transportation, and marketing from farm to final consumption; and (2) study basic fundamentals of grain storage and marketing as well as the practical knowledge and techniques required in grain storage and marketing.

CONTENT

This course includes fundamentals of grain storage, including grain kernel structure, moisture and its measurement, mold, chemical, physical and nutritive changes, handling--movement, methods and facilities for conditioning, aerating or cooling, drying, and equipment maintenance; storage--methods and procedures, structures, structural maintenance; sanitation programs--inspection methods and equipment, insect identification and control, rodent and bird control; microbial control--molds/mycotoxins, control methods; and the economics of marketing management and operations. Laboratory sessions in all above listed subjects with field trips to grain companies and cooperatives, Board of Trade, State grain inspection labs, Federal Grain Inspection Service, rice experiment station, USDA's Agricultural Marketing Service offices, and various port authorities offer practical observation of grain service facilities and marketing offices.

OTHER INFORMATION

Conducted in English by Kansas State University's Food & Feed Grain Institute, consultants, private companies and the Federal Grain Inspection Service. Simultaneous interpretation is available in Spanish and French at additional cost.

COST

AID Participants - Total \$4150 (Training fee \$1188 includes \$350 field trip travel. Per diem \$2222; RSSA \$350; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3410 (Training fee \$1188 includes \$350 field trip travel; per diem \$2222).

Other Participants - Total \$3890 (Training fee payable to USDA \$1588 includes \$350 field trip travel and \$50 insurance. Payable directly to participant: \$2382 includes \$2222 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Manhattan, Kansas with an initial stopover in Washington, D.C. from June 7-June 14.

OVERSEAS AVAILABILITY

Not available for overseas presentation.

COORDINATOR

Robert Doan

PM 110/053

DETERMINATION AND PREVENTION OF POSTHARVEST FOOD LOSSES
TC 150-7

DATES AND DURATION

5 weeks: September 14-October 16, 1981. Participants should arrive in Washington, D.C., September 6 for course orientation and administrative procedures.

TARGET AUDIENCE

Staff responsible for the establishment, operation, and maintenance of food marketing systems.

OBJECTIVES

Participants will increase their ability to (1) identify the causes of postharvest food losses; (2) learn techniques to measure these losses; and (3) examine improvements which can be made in delivery systems to prevent or reduce these losses.

CONTENT

Large quantities of food that leave the farm fail to reach the consumer. Improvements in postharvest delivery systems can have an important impact on increasing the available food supply in developing countries. This course discusses the problem of postharvest food losses, the causes of such losses, the extent of these losses, and where they occur in the marketing channel. It examines appropriate techniques for preserving, storing, handling and transporting food which can reduce losses and increase both the amount and the nutritional quality of food reaching the ultimate consumer.

OTHER INFORMATION

Course is conducted in English by Cornell University. Simultaneous interpretation is available in Spanish and French at additional cost.

COST

AID Participants - Total \$3907 (Training fee \$1415 includes \$300 field trip travel. Per diem \$1852; RSSA \$250; insurance \$50; miscellaneous \$340).

UN/FAO Participants - Total \$3267 (Training fee \$1415 includes \$300 field trip travel; per diem \$1852).

Other Participants - Total \$3647 (Training fee payable to USDA \$1715 includes \$300 field trip travel and \$50 insurance. Payable directly to participant: \$1932 includes \$1852 per diem and \$80 books/shipment).

All participants should be provided round trip air tickets to Ithaca, New York with an initial stopover in Washington, D.C. from September 6 to September 14.

OVERSEAS AVAILABILITY

Available overseas in English in 1982.

COORDINATOR

David Mateyka

PM 110/043

COURSE SCHEDULE - 1981



