

IFDC
2005 International and Regional Training Programs

**1. Innovative Management Practices
for Nitrogen Use Efficiency**

February 13-17

Dhaka, Bangladesh

The current cultivation practices by smallholder farmers are causing nutrient depletion, land degradation, and large fertilizer N losses (only 30-45% of applied N is used by plants). There is an urgent need for improving their skills through effective transfer of technologies, judicious use of inputs, and thereby reversing declining productivity trends and reducing ecological and environmental problems associated with injudicious input use.

This training program will address N management strategies and decision aids that can help in: improving N use efficiency, increasing farmers' income, and reducing environmental and ecological problems. The program will use the ongoing IFAD-funded "Adapting Nutrient Management Technologies" (ANMAT) project in Bangladesh to illustrate impact of innovative N management practice on farmers, entrepreneurs, national economy, and the environment. IFAD will co-sponsor the program.

The participants will be presented a holistic view of integrated N and crop management through lectures, computer-based decision support tools, and direct interactions with farmers and researchers during field visits. Specifically, the program will focus on:

- Methodologies for assessing suitability, economic feasibility, and impacts of innovative and integrated N management on agricultural production, soil fertility, and environment
- Understanding plant N requirements, identifying N deficiency symptoms, and making timely and relevant N fertilizer recommendations
- Fundamental aspects of improved deep placement as used by the ANMAT Project
- Application of precision technologies and decision support tools for N management.

2. Integrated Soil Fertility Management

April 11-15

Accra, Ghana

In this training program participants will be presented a holistic view of integrated soil fertility management (ISFM) through lectures, computer-based decision support tools, and interaction with farmers and researchers during field visits. Specifically, the program will focus on:

- Identifying agro-ecological, socio-economic, cultural, and political factors influencing agricultural intensification and sustainability
- Examining ISFM strategies to maximize profit and agronomic use efficiency
- The role of integrated soil fertility management in developing country agriculture
- Methodologies and tools to assess suitability, economic feasibility, and impacts of ISFM on agricultural production, soil fertility, and the environment

The program will cover various topics including but not limited to:

1. Nature and scope of nutrient mining in the tropics.
2. Agricultural sustainability and its importance.
3. Identifying root causes for unsustainable practices and possible methods to overcome these constraints.

4. Maximizing benefits through integrated soil fertility management.
5. Adaptation of ISFM options to specific environmental and socioeconomic conditions through participatory methods and mutual learning.
6. The role of phosphate rock (PR) as a fertilizer and as an amendment in ISFM.
7. Roles of organic matter and residues as nutrient sources and as amendments in ISFM.
8. Use of decision support systems for a variety of ISFM related options.

3. Market Information Systems

September 13-17 Accra, Ghana

The purpose of this workshop for public and private sector specialists in MIS and agribusiness trade organizations is to discuss lessons and techniques of establishing and improving national and regional market information systems that can deliver actionable and timely trade-promoting information to traders, agribusiness enterprises, and farmer organizations. The benefits of increased access to trade-relevant information to agricultural production, trade, economic growth, and regional integration are obvious, and necessary if developing countries and regions are to position themselves on a trajectory of progress.

The workshop will analyze the advantages and lessons of existing systems and ways to improve the collection, coordination, analysis, and dissemination of market relevant data for agricultural trade in key products and for providing valuable information related to increased production, food quality and safety, exports, competitiveness, transport costs, tariffs, access to credit, and food security. IFDC and other expert speakers will draw on experience and successful MIS operating in Africa and elsewhere to discuss the effective design, implementation and sustainability of systems that meet the commercial needs of traders, agribusiness, and farmers. The USAID/WARP funded project to strengthen regional MIS and Trade Organizations in West Africa will co-sponsor the program.

4. Nitrogen Fertilizer Production Technology June 13-17 Maastricht, Netherlands

The objective of the workshop is to provide engineers in the fertilizer industry with an in-depth view of nitrogen fertilizer production technologies and identify future trends and needs. The workshop will examine the status and most recent nitrogen fertilizer production technologies to produce fertilizers and intermediate materials. The program will also provide an opportunity to exchange ideas and disseminate information through discussion of the various technical, economic, safety, and environmental issues. The knowledge gained will enable the participants to solve specific problems and improve plant operations and profitability.

This training workshop is designed for engineers working in the fertilizer industry, particularly those who have recently assumed new responsibilities, to increase their technical knowledge in nitrogen fertilizer production and for new engineers to become better acquainted with new technologies in the industry. Special emphasis will be given to the technology and operational procedures used to produce nitrogen fertilizers. The workshop will help to improve the participants' skills and broaden their vision and understanding of the entire industry, including technology, economics, energy use, safety, and environmental stewardship. IFDC is organizing the program on behalf of The International Fertilizer Industry Association (IFA).

5. Fertilizer Marketing Management**September 5-16****Bangkok, Thailand**

This two-week program is designed to improve the knowledge of participants about fertilizer marketing in an open and competitive market environment and improve analytical, planning, and decision-making abilities. These skills are required more than ever as markets change and the global agribusiness environment becomes open and competitive.

The program will cover various topics including but not limited to:

- Marketing concepts in open and competitive markets
- Marketing strategies and planning
- International and regional fertilizer situations
- Fertilizer product knowledge
- Dealer network management
- Fertilizer distribution and field warehousing
- Pricing issues in a competitive market
- Advertising, market communications, and field extension activities
- Economics of fertilizer use
- Demand, sales forecasting, and market planning
- International fertilizer trade
- Role of micro-nutrients, compounds, and blends
- Role of managers

6. Phosphate Fertilizer Production Technology September 26-30 Brussels, Belgium

The objective of the workshop is to provide engineers in the fertilizer industry with an in depth view of phosphate fertilizer production technologies and identify future trends and needs. The workshop will examine the status and most recent phosphate fertilizer production technologies to produce fertilizers and intermediate materials. The program will also provide an opportunity to exchange ideas and disseminate information through discussion of the various technical, economic, safety, and environmental issues. The knowledge gained will enable the participants to solve specific problems and improve plant operations and profitability.

This training program is designed for engineers working in the fertilizer industry, particularly those who have recently assumed new responsibilities, to increase their technical knowledge in phosphate fertilizer production, and for new engineers to become better acquainted with new technologies in the industry. Special emphasis will be given to the technology and operational procedures used to produce phosphate and compound (NPK) fertilizers. The workshop will help improve the participants' skills and broaden their vision and understanding of the entire industry, including technology, economics, energy use, safety, and environmental stewardship. IFDC is organizing the program on behalf of The International Fertilizer Industry Association (IFA).

7. Competitive Agricultural Systems and Enterprises Nov. 14-18 Ouagadougou (Conducted in French)

The purpose of this training, designed for public and private sector specialists involved in agricultural and agribusiness development in developing countries, is to strengthen skills related to the analysis, and participatory design and implementation of competitive strategies for agricultural production systems and enterprises at regional levels. New insights related to agricultural intensification and agribusiness development, including institutional and policy-issues, will be presented and discussed by IFDC and invited guest lecturers. Participants will be

able to strengthen practical skills through the analysis and elaboration of real-life cases, and through group exercises and simulation games.

The training is based on the CASE (Competitive Agricultural Systems and Enterprises) approach – developed by IFDC and its partner institutions. The CASE approach is a holistic approach in the sense that it involves all stakeholders of the ‘agribusiness system’ at the grassroots level, including smallholder farmers, local entrepreneurs, traders, bankers, and facilitating ‘agents’. It is dynamic as it fosters both technological and institutional change through experiential and social learning processes. Agricultural intensification – based on integrated soil fertility management principles – and commodity chain development are basic concepts of the CASE approach.

The training will be composed of 5 interacting modules:

- The ‘agribusiness system’ concept: linking agricultural production and input- and output markets.
- Analysis of commodity specific - value chains
- Competitive advantages at the regional level: identification of opportunities and constraints.
- Capacity building – and facilitation of innovation.
- Organizational Strengthening and Institutional Development.

After the training, participants will be able to analyze opportunities and constraints for commodity chain development within specific target regions and to develop and implement plans to strengthen innovative capacities and improve competitiveness of the various stakeholders involved.