Reference No.

SELF ASSESSMENT GUIDE

Qualification: AGROENTREPRENEURSHIP NC II							
Certificate of Competency (COC 1):	CONDUCT MARKETING ACTIVITIE	ES					
Units Of Competency:	Assess market opportunitiesMarket Produce						
Instruction:Read each question a	nd check the appropriate column to in	dicate your	answer.				
Can I?	YES	NO					
ASSESS MARKET OPPOR	TUNITIES						
Describe how buyers in the selected	ne local market are identified and						
• Identify flow of produce fr	om farm to the selected buyer						
 Identify value adding active requirements of selected 							
 Prepare marketing object 	Prepare marketing objective based on market visit *						
 Identify steps in delivery of product and targeted sales/costs/marketing profit based on set objective/s * 							
Prepare contingency plan based on market risks *							
MARKET PRODUCE							
 Gather and record price i centers* 	nformation from buyers and trade						
Use collected information	to increase sales and profits *						
• Demonstrate value addin	g activities based on market plan *						
 Describe participation in parketing 							
Demonstrate selling negotiation skill with buyers and/or business development service providers (i.e. trucker, cold storage provider, packaging provider, etc) *							
Set terms and conditions							
Describe how to prepare set terms and conditions	and deliver sold produce based on *						
Review result of marketing	g activities based on market plan *						
 Record details of marketi deliveries, sales, costs ar 	ng transaction (i.e., product nd profit) *						

I agree to undertake assessment with the knowledge that information gathered wonly be used for professional development purposes and can only be accessed be concerned assessment personnel and my manager/supervisor.						
Candidate's Name & Signature	Date					

^{*}Critical Aspects of Competency

Reference No.																
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SELF ASSESSMENT GUIDE

Qualification:	: AGROENTREPRENEURSHIP NC II						
Certificate of Competency (COC 2):	PREPARE FARM PLAN AND BUDGE	Т					
Units Of Competency:							
Instruction:Read each question and check the appropriate column to indicate your ans							
Can I?	YES	NO					
ESTABLISH FARM PROD	UCTION PLAN						
 Gather and record good information * 	farm practices and farm records'						
 Identify needed farm op gathered information as 	eration improvements using the basis *						
Identify farm production	requirements, activities and costs *						
 Compute farm production cost and return * 							
• Identify alternative farm							
 Describe contingency p farm production risks * 	ans and corrective measures based of						
 Identify suppliers and presented in the suppliers. 	oviders based on preference/criteria *						
 Adjust farm production a identified need * 	region remark productions are all and occurring to decorations						
Adjust projected volume	Adjust projected volume target based on identified need *						
Describe needed improv	Describe needed improvements and corrective measures *						
HANDLE FINANCES							
Compute farm costs accompanies.	Compute farm costs according to farm activities *						
Identify requirements of loan application to identified financial service providers *							
	Prepare budget plan for loan application, allocation of funds for farm activities and farm expansion *						
 Give examples of "terms provider 	s and conditions" of a financial service						
 Give examples of ways settling loan * 	that will increase the chances of						

Identify ways to invest farm income *						
I agree to undertake assessment with the knowledge that information gathered w only be used for professional development purposes and can only be accessed be concerned assessment personnel and my manager/supervisor.						
Candidate's Name & Signature		Date				

^{*}Critical Aspects of Competency

Reference No.																
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SELF ASSESSMENT GUIDE

Full Qualification: AGROENTREPRENEURSHIP NC II								
Units Of Competency:	 Handle Finances Market Produce 							
Instruction: • Read each question	and check the appropriate column to inc	dicate vour	answer					
Can I?	YES	NO						
ASSESS MARKET OPPO	RTUNITIES	L	1					
Describe how buyers in selected	the local market are identified and							
Identify flow of produce	from farm to the selected buyer							
 Identify value adding ac requirements of selecte 								
Prepare marketing objective based on market visit *								
 Identify steps in delivery sales/costs/marketing p 								
Prepare contingency plants	an based on market risks *							
ESTABLISH FARM PROD	UCTION PLAN							
Gather and record good farm practices and farm records' information *								
Identify needed farm operation improvements using the gathered information as basis *								
 Identify farm production 	Identify farm production requirements, activities and costs *							
Compute farm production costs, target volume of harvest and cost and return *								
Identify alternative farm products based on market demand *								
Describe contingency plans and corrective measures based of farm production risks *								
Identify suppliers and process.	roviders based on preference/criteria *							
 Adjust farm production a identified need * 	activities and costing based on							
Adjust projected volume target based on identified need *								

Describe needed improvements and corrective measures *							
H	ANDLE FINANCES						
•	Compute farm costs according to farm activities	*					
•	Identify requirements of loan application to identified financial service providers *						
•	 Prepare budget plan for loan application, allocation of funds for farm activities and farm expansion * 						
•	Give examples of "terms and conditions" of a fine provider	nancial service					
•	Give examples of ways that will increase the chaettling loan *	ances of					
•	Identify ways to invest farm income *						
M	ARKET PRODUCE						
•	Gather and record price information from buyers and trade centers*						
•	Use collected information to increase sales and profits *						
•	Demonstrate value adding activities based on m	narket plan *					
•	Describe participation in product consolidation and group marketing						
•	Demonstrate selling negotiation skill with buyers business development service providers (i.e. trustorage provider, packaging provider, etc) *						
•	Set terms and conditions when selling produce	*					
•	 Describe how to prepare and deliver sold produce based on set terms and conditions * 						
•	Review result of marketing activities based on market plan *						
Record details of marketing transaction (i.e., product deliveries, sales, costs and profit) *							
I agree to undertake assessment with the knowledge that information gathered will only be used for professional development purposes and can only be accessed by concerned assessment personnel and my manager/supervisor.							
	Candidate's Name & Signature	Date					
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^{*}Critical Aspects of Competency