



# EU CAP Network Seminar 'Skills and lifelong learning for agricultural advisory and training service providers'

Vienna, Austria  
21 – 22 February 2024



Funded by  
the European Union



# Inspiring examples from Member States

Giorgio Trentin, Veneto Region, Italy



*Opportunities, enablers and support:  
inspiring 'how to', examples from CAP and  
beyond*

*Veneto Experience*

Giorgio Trentin

Unit Quality, Knowledge and Innovation in agriculture and agri-food sector

Agriculture Department

Veneto Region

[giorgio.trentin@regione.veneto.it](mailto:giorgio.trentin@regione.veneto.it)



## SETTING THE ITALIAN SCENE

- ✓ By Italian constitution exclusive competence to the Regions for agriculture, professional training and consultancy
- ✓ Up to and including the 2014 – 2022 Programming Period, in Italy 21 Rural Development Programs, one for each Region or Autonomous Province.
- ✓ For the 2023 – 2027 Programming Period, NSP with regional specifications (different regional choices: type of intervention to be activated and financed, specific selection criteria, specific eligibility conditions for interventions and beneficiaries,...)

# SETTING THE SCENE IN VENETO

## RDP 2014 – 2022

**M1**  
Training and  
information  
for farmers  
and forestry  
companies

**21 Training Bodies,**  
**6.067 courses**  
**142.367 hours**  
**107.271 certificates**

**M1 could be part of**  
**a EIP-Agri OG project**  
**8 training bodies**  
**91 courses**  
**2.541 hours**  
**1.474 certificates**

**M 2.3**  
Training for  
advisors

**Veneto Agriculture**  
**(Regional Agency)**

**194 courses**  
**2479 certificates**

**in 2023 has started also**  
**AKIS ACADEMY**



## NSP-RSC 2023 – 2027

**H02 Training for advisors and  
teachers € 1M**

**H03 Training for farmers, foresters,  
other operators in rural areas € 16 M**

**OTHER INTERVENTIONS FOR KNOWLEDGE  
EXCHANGE**

**H01 Advisory services € 8M**

**H04 Information € 1M**

**H05 Demonstration actions € 1M**

**H06 Back Office for AKIS € 2,5 M**

**COOPERATION INTERVENTIONS THAT  
CAN ACTIVATE TRAINING COURSES**

**G01 Support for EIP AGRICULTURE OGs**

**G07 Cooperation for rural, local development  
and smart villages**

**G09 Cooperation for innovation support actions  
and services («Innovation Hub»)**

# **Training courses activated by the OGs within their cooperation projects (in the past M1, now H03)**

**The training body is one of the OG partners and lives inside the OG's project**

**The courses aim to train farmers, external to the OG, interested in adopting the innovation developed by the OG**

**It allows farmers which are outside the OG to be brought closer to researchers**

**It allows peer to peer exchange with the farmers partners of the OG**

**It allows for a continuous exchange between training bodies and researchers**

**It allows integration with the interventions for advisory services implemented by the advisors partners of the OG**

**If training or advisory bodies partners of the OG need they can ask to Veneto Agricoltura for deeping some topic in courses (Intervention H2)**

## Training courses for advisors (past M 2.3, now H02 also for teachers)

The contact and collaboration between the training agency (in Veneto it is easy as it's a Regional Agency) and the managing authority are very important (planning and implementation phases of the activities; aspects most closely connected with conditionality and implementation of rural development interventions)

Importance of training for continuous professional development

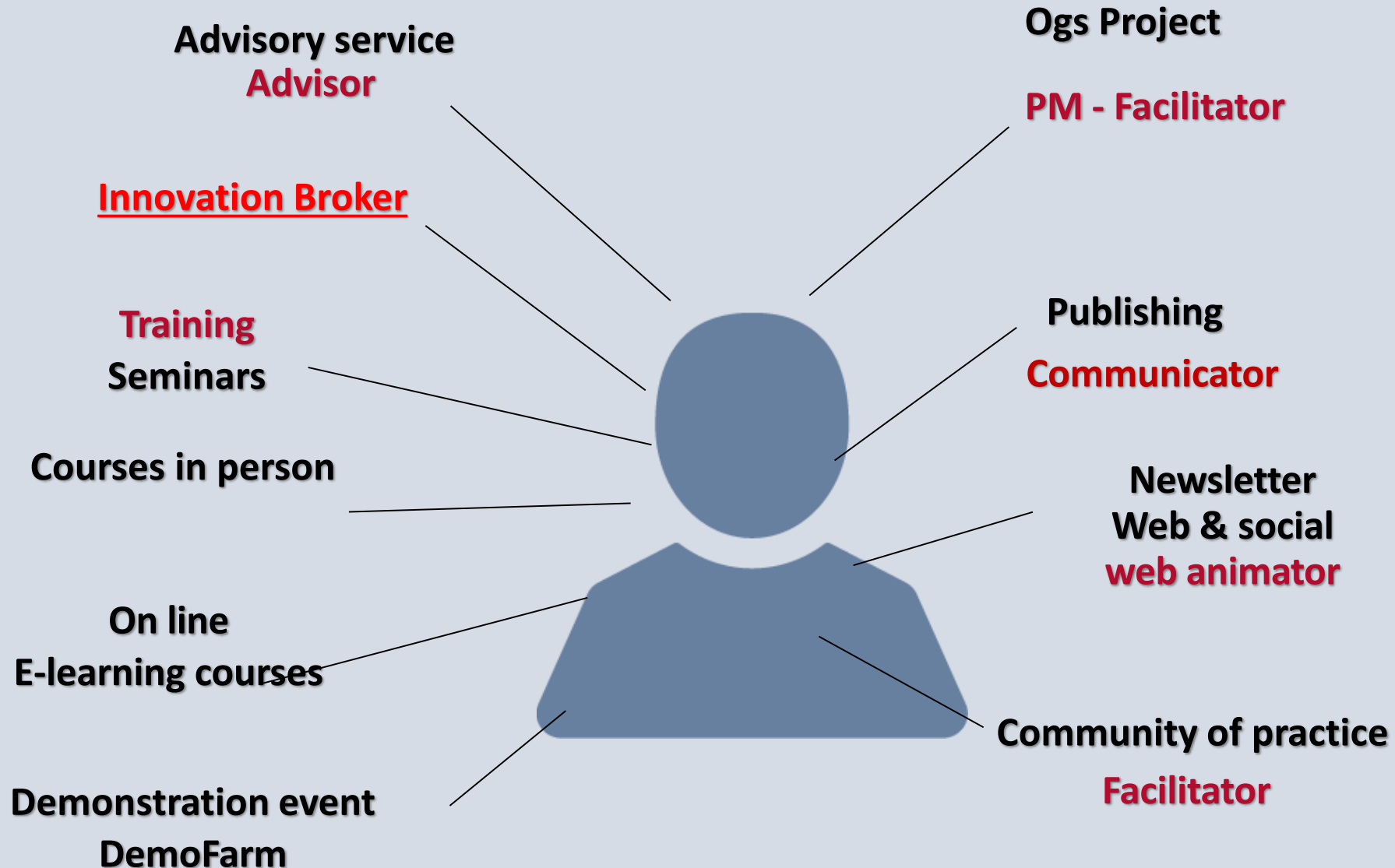
Possibility for consultants registered with some professional orders to recognize training credits for the purposes of compulsory training

Right compromise between facilitating access to training and the need to create personal relationships between consultants and between them and teachers (right relationship between online and in-person training)

Importance of drawing inspiration in the implementation of activities from results, tools and ideas deriving from H2020 and Heurope projects (e.g. i2connect)

Importance of carrying out courses regarding the so-called soft skills, necessary for the advisor in addition to his technical skills (in Veneto so called «AKIS Academy»)

Outside the topic well known by advisors(technical aspects) to enlarge their confort zone!







The course aims to encourage the acquisition of skills to effectively manage the relationships that the agricultural advisor develops during his work, especially in relations with his "client", the farmer.

The objective is to stimulate in the advisor those skills capable of going beyond the technical intervention, to establish a relationship with the entrepreneur that allows him to understand further needs, any unspoken problems, what idea he has (or has not) has been done) of the solution and what awareness he may have of the investment of time, resources and attention that are required to obtain the expected results. To achieve this you need to earn their trust, knowing how to listen, use the right language, enhance their contributions and guide them to complete the various phases within the project.



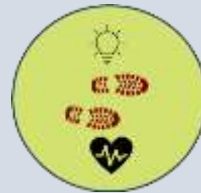
Among the various dissemination actions, demonstration events are among the most appreciated for their concreteness and ability to involve. The organization of the company website in DemoFarm to host events of this type in a structured form improves their effectiveness. The creation of real DEMOFARMS and demonstration events will be supported by the Veneto Rural Development Complement 2023-2027. Through the course, which lasts 12 hours, there will be an opportunity with online lessons to learn about some important European, national and regional experiences and to interact with entities that organize these events, while through an in-person exercise simulation the students will be able to simulate the design of a demo farm and a demonstration event.



"Collaborative innovation" is today a powerful methodology for developing innovation, based on the active involvement of the various subjects involved in a project (consultants, researchers, entrepreneurs, etc.). The collaborative process cannot be improvised. There are specific methodologies to learn and new skills to acquire. This is the objective of this course: to become aware of the dynamics of group work, to know and experiment with methodologies of analysis, active involvement and organization of collaborative project work. These "soft skills" can only be learned through an innovative and participatory training methodology. The course, lasting 16 hours, therefore takes place in person without frontal lessons but with the full involvement of the participants (experiential, proactive and co-production) also taking advantage of what has already been experimented within the "Horizon i2connect Project".

*Proud to be with you*

*Thank you for your attention*



*Ideas and heart to leave a trace*

# EU CAP Network seminar

## ‘Skills and lifelong learning for agricultural advisory and training service providers’

21-22 February 2024

Vienna, Austria

All information on the seminar is available on the event webpage:

<https://eu-cap-network.ec.europa.eu/events/eu-cap-network-seminar-skills-and-lifelong-learning-agricultural-advisory-and-training>

