

DETAILS OF DAY TO DAY SESSION UNDER AGRI-CLINICS & AGRI-BUSINESS CENTERS (AC&ABC) SCHEME

NAME OF NTI : KRISHI SAMRUDHI FARMERS PRODUCER COMPANY LIMITED, GOA

TP No. 3096

TRAINING PROGRAM DURATION: 05.12.2025 To 18.01.2026

Date	Day	Session - I (9.30 am-11am)	Session - II (11.30 am-1 pm)	Session -III (2 pm-3.30 pm)	Session - IV (4 pm-5.30 pm)
05-12-2025	1.	Registration • Inauguration • Video on Agripreneurs	Induction and Orientation • AC&ABC Scheme & Use of www.agriclinics.net • MANAGE activities, GoI Scheme Overview	Agro-ecological zone in India: • Introduction of Agro-ecological zone in India • Zone-wise group discussion on major crops and practices	ICT : • MS –WORD • Internet access
		Mr. Minanath Zalmi (Nodal Officer)	Mr. Minanath Zalmi (Nodal Officer)	Avani Karanjaleker M Sc (Agro Forestry) 6 years teaching experience	Mr. Shekhar Kerkar (BSc Computer Science) Manager, IT Cell Sai Nursing Institute 10years Experience
06-12-2025	2.	Interpersonal Relation • Introduction to Interpersonal Relations • Analysis Relations of different ego states • Analysis of Transactions, • Analysis of Life position	Leadership: • Introduction to Leadership • Leadership Power • Leadership Styles • Leadership in Administration.	Communication: • Introduction to Communication • Flow of Communication, Listening • Barriers of Communication & How to overcome barriers of communication.	ICT : • MS –WORD • Internet access
		Dr. Sarita Patil (Phd) Core Faculty, GIPARD (10 Years experience)	Mr. Kashinath V. Naik Training Coordinator (30 years experience in Training & Mobilization)	Dr. Sarita Patil (Phd) Core Faculty, GIPARD (10 Years experience)	Manager, Mr. Shekhar Kerkar (BSc Computer Science) Manager, IT Cell Sai Nursing Institute 10years Experience
07-12-2025	3.	Stress Management: • Introduction to Stress • Causes of Stress • Impact & Management of Stress	Group Dynamics: • Importance of groups in organization and Team Interactions in group • Team Building • Decision Taking • Interaction with the Team, How to build a good team?	Marketing and Hazards/risk management : • Introduction to Risk & Conflict, Causes of Conflict in various enterprises, • Managing Risk & Conflict	Time Management: • Time as a Resource • Identify Important Time Wasters • Individual Time Management Styles • Techniques for better management
		Mr. Kashinath V. Naik Training Coordinator (30 years experience in Training & Mobilisation)	Dr. Rachana Kolambkar (Phd) Asst. Professor Goa Collage of Agriculture	Mr. Kashinath V. Naik Training Coordinator (30 years experience in Training & Mobilisation)	Dr. Rachana Kolambkar (Phd) Asst. Professor Goa Collage of Agriculture
08-12-2025	4	Monday 1. – Homework, Assignments, Readings and Personal work			
09-12-2025	5.	Small enterprise Management • Small Enterprise Management SWOT Analysis Book keeping process	Personal value and Ethics • Ethics in Business	Planning in Extension: • Preparation and operationalization of Strategic Research Extension Plan (SREP)	Writing Skills: • Writing, reading and Oral communication Skill News Papers / agriculture Magazines
		Mr. Deepak Zalmi, M. Com, DGM, Healthway 27 years experience	Mr. Minanath Zalmi (Nodal Officer)	Dr. Dilhan Velip (Ph D) Botany Asst. Professor Goa University	Mr. Rahul Kulkarni CTO (Agronomy) ICAR-CCARI
10-12-2025	6	Interaction with successful agri-preneurs (at least 4) from different sectors –			

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11-12-2025	7.	Design strategy: • Design thinking for business strategy and entrepreneurship	Challenges in business: • Enterprise Development Challenges and mitigation strategies	Introduction of Entrepreneurship: • Basics of Social /Inclusive Entrepreneurship (Case Studies)	Introduction to rule/regulation: • Acts, Rules and Regulations related to Agricultural • GST, Income Tax Returns • Agriculture Land Revenue Records
		Mr. Rahul Kulkarni CTO (Soil science) ICAR-CCARI	Dr.Krantidip Pawar (Ph D Food Engineering) Asst. Professor, Goa Collage of Agriculture	Dr.Krantidip Pawar (Ph D Food Engineering), Asst. Professor, Goa Collage of Agriculture	Mr. Deepak Zalmi, M. Com, DGM, Healthway 27 years experience
12-12-2025	8.	Soils: • Soil types and their management • Soil sampling • Soil and water testing Advisory	Package of Practices: • Major Crops (agriculture) of the area and Post- harvest Technology	Horticulture • Package of practices of major Vegetables, Fruits, Flowers, Cash crops, Medicinal and Aromatic crops of the area	Bi-product Value addition & Management : • Fruit • Spices • Dairy
		Mr. Rahul Kulkarni CTO (Soil science) ICAR-CCARI	Mr. Satish patil M Sc (Agriculture) Asst. Professor Goa Collage of Agriculture/ Mr. Krishnanath Gawas (Agri, Officer)	Ms. Nilima Gawas (Zonal Agri. Officer)	Ms. Geeta Velingkar SMS Home Science, KVK South Goa
13-12-2025	9.	Pest Management: • Important Pests of Major Crops - Causes, Symptoms and Control measures • Integrated Pest Management (IPM). • Methods of Pesticide application • Identification of useful and harmful insects	Disease management: • Important diseases of Major Crops - Causes, Symptoms and Control measures • Integrated disease Management (IDM) • Methods of seed treatments and application of fungicides	Weeds Management • Types of weeds • Identification and management of weeds (including chemical, biological and mechanical control)	License procedure and act: • Seed act • Insecticide act • Fertilizer Act. • Bio-Input certification
		Ms. Rudresh Kambli Agriculture Officer, Govt. of Goa	Mr. Krishnanth Gawas (Antomologist) Agriculture Officer, Govt. of Goa	Mr. Rahul Kulkarni CTO (Agronomy) ICAR-CCARI	Digambar Tendulkar (DGM) ZuariAgro Chemicals
14-12-2025	10	Seed: • Seed Producing Companies-technical Head	Bio-Input production and management Bio Agri Inputs Company - Technical Head	Chemical Input • Input Retail Stores – Coromandel (any one)	Agri-Marketing • Millet Marketing Organic produce marketing
		Dr. Manohar K.K. Sr. Scientist, plants Breeding ICAR-CCARI	Mr. Kishor Bhawe, Dy Director Agriculture, Directorate of Agriculture Govt. of Goa	Mr. Digambar Tendulkar (DGM) Zuari Agro Chemicals	Mr. Satyawar Dessai. Secretary APMC, GOA
15-12-2025	11	Monday 2. – Homework, Assignments, Readings and Personal work			
16-12-2025	12	Livestock entrepreneurship • Animal health & Artificial Insemination • Package of practices of Animal Husbandry Enterprises Dairy, goat, sheep & piggery	Poultry: • Types of poultry • Management practices (inputs management) • Feed & Fodder • Medicine and vaccination	Sericulture: • Complement package of practices on Sericulture • Introduction to Project proposal	Apiculture – Bee keeping Complement package of practices on Apiculture Introduction to Project proposal
		Mr. Sandeep V. , Dept. of Animal Husbandary and Veterinary Science / Mr. Shivanand Bakre (dairy entrepreneur)	Dr. Sanjay Uddhanvar Scientist ICAR-CCARI / Dr. Suchitra Soloman(Sinior scientist ICAR old goa)	Avani Karanjaleker M Sc (Agro Forestry)	Ms Estela Pires (Agri Enterprenuer)

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17-12-2025	13	Farm- Mechanization: <ul style="list-style-type: none"> • Farm Implements and Equipment's, • Repairing & Maintenance of Farm • Implements • Custom Hiring Centre • Solar-based agri-entrepreneurship 	Micro-Irrigation: <ul style="list-style-type: none"> • Types of irrigation in agriculture • Micro-Irrigation System in agriculture • Hydroponic 	Plasticulture: <ul style="list-style-type: none"> • Playhouse/shade net/tunnel net • Mulching /types of mulching • Water harvesting structures (Use of poly propylene material) 	Fishery& Aquaculture: <ul style="list-style-type: none"> • Basics of fishery • Shrimp farming • Feeds &Medicine
		Mr. Pradyumna Gadgil Agri Enterprenuer	Mr. Sagar Gawas M Sc (Soil Sc) 10 years experince in Hydrophonics an Irrigation	Mr. Vishwanath Gawas ZAO Directorate of Agriculture, Govt. of Goa	Dr. Rushikesh Powar, Scientist Fisheries, KVK, South Goa / Dr.Nilam Komarpant (Phd Fisheries)
18-12-2025	14	Agri-tourism & entrepreneurship <ul style="list-style-type: none"> • Agri-tourism • Eco-tourism 	Warehouses Management <ul style="list-style-type: none"> • Warehouses functions and management 	Contract Farming: <ul style="list-style-type: none"> • Complete package of practices for contract farming 	Agri-Journalism <ul style="list-style-type: none"> • Printing, Digital, Social Media • Project proposal on Mushroom farming
		Mr. Vandit Naik, Rasraj Farm & Agro Tourism	Mr. Minanath Zalmi (Nodal Officer)	Mr. Sagar Gawas M Sc (Soil Sc) 10 years experince in Hydrophonics an Irrigation	Mr. Rahul Kulkarni CTO (Agronomy) ICAR-CCARI
19-12-2025	15	Project Identification: <ul style="list-style-type: none"> • Resources Analysis and Counselling • Project identification, profile preparation • Presentations and Counselling 	Project Identification: <ul style="list-style-type: none"> • Resources Analysis and Counselling • Project identification, profile preparation Presentations and Counselling	Tools & Technique: <ul style="list-style-type: none"> • Briefing on tools and techniques of market survey • Briefing on Check list for data collection • Dos and Don'ts during hands-on-experience 	Tools & Technique: <ul style="list-style-type: none"> • Briefing on tools and techniques of market survey • Briefing on Check list for data collection • Dos and Don'ts during hands-on-experience –
		Mr. Satyawar Desai, Secretary, APMC, Goa State (30 years experience)	Mr. Chandras Dossai MD, Goa State Horticulture Corporation. (28 years Experience)	Mr. Abhishek Rao Rane	Mr. Minanath Zalmi (Nodal Officer)
20-12-2025	16	Exposure to DAC& FW flagship scheme implemented at district level (Soil Health Card, Crop Insurance, RKVY, Seed bank and all etc.) with State Agriculture and Allied department			
21-12-2025	17	Exposure to DAC& FW flagship scheme implemented at district level (Soil Health Card, Crop Insurance, RKVY, Seed bank and all etc.) with State Agriculture and Allied department.			
22-12-2025	18	Monday 3. - Homework, Assignments, Readings and Personal work			
23-12-2025	19	Market Survey – Business / Activity Overview (Collecting data from secondary sources of information to find out scope for the proposed Business Activity and essential information			
24-12-2025	20	Market Survey – Business / Activity Overview (Collecting data from secondary sources of information to find out scope for the proposed Business Activity and essential information			
25-12-2025	21	Market Survey – Business / Activity Overview (Collecting data from secondary sources of information to find out scope for the proposed Business Activity and essential information			
26-12-2025	22	Account & Finance <ul style="list-style-type: none"> • Ledger & book keeping 	Marketing & product Development <ul style="list-style-type: none"> • Digital marketing • Method demonstration • Result Demonstration 	Bank Volunteer: <ul style="list-style-type: none"> • Banking facilitators- a “Business and Extension opportunity” for Agripreneur 	Grievances redressal mechanism in Banks <ul style="list-style-type: none"> • RTI /Ombudsman etc.
		Mr. Deepak Zalmi, M. Com, DGM, Healthway 27 years experience	Dr. Hrishikesh Powar Sr. Scientist KVK, South	Ms. Poonam Jadhav, Manager Agriculture Finance BOI	Mr. Sunil Naik Manager, Goa State Coop. Bank Ltd.
27-12-2025	23	Govt. Scheme : <ul style="list-style-type: none"> • National Horticulture Mission (NHM) 	Flagship programs of Dept. of Animal Husbandry, GoI and of respective State	Flagship programs of Dept. of Fisheries, GoI and of respective State	• National Food Security Mission (NFSM)
		Ms. Nilima Gauns ZAO Directorate of Agriculture Govt of Goa	Dr. Keni MD Goa Meat Complex /Dy. Director Department of AHVS	Mr.Chandan Shirodkar Nodal Officer Directorate of Fisheries, Govt. of Goa	Dr. Pradip Surmokadam Secretary Goa Biodiversity Board

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28-12-2025	24	Work with Line department: • How to work effectively with ATMA and to organize Farm Schools- PD ATMA	Source of Credit & Subsidy: • Rural Credit/funds • Crop Insurance Access of subsidies scheme – Bankers/ NABARD	IT Enabled Agricultural Extension Advisory Services • Visit to KCC	IT Enabled Agricultural Extension Advisory Services • Introduction of Mobile App/e- tablet)
		Mr. Prasad Parab PD ATMA North Goa	Mr. Rupesh Bhamaikar DDM, NABARD	Mr. Minanath Zalmi (Nodal Officer)	Mr. Minanath Zalmi (Nodal Officer)
29-12-2025	25	Monday 4. – Homework, Assignments, Readings and Personal work			
30-12-2025	26	Exposure visit to KCC		Exposure Visit to Radio station/Television Centre	
31-12-2025	27	Exposure Visit to KVK		Exposure Visit to ICAR Institute (nearby if any)	
01-01-2026	28	Exposure Visit to State Department of		Exposure Visit to Department of Animal Husbandry & Fishery	
02-01-2026	29	Hands-on-experience/Internship with respective Agri-business companies & established agri-preneur /– Interaction with the promoter and understanding each process <u>thoroughly and record the observations – seek clarifications – amend</u>			
03-01-2026	30	Hands-on-experience/Internship with respective Agri-business companies & established agri-preneur /– Interaction with the promoter and understanding each process <u>thoroughly and record the observations – seek clarifications – amend</u>			
04-01-2026	31	Hands-on-experience/Internship with respective Agri-business companies & established agri-preneur /– Interaction with the promoter and understanding each process <u>thoroughly and record the observations – seek clarifications – amend</u>			
05-01-2026	32	Monday 5. – Homework, Assignments, Readings and Personal work			
06-01-2026	33	Preparation of business plan based on the data/ information collected during			
		Mr. Abhishek Rao Rane			
07-01-2026	34	Project outline and financial analysis tools – lecture cum case study / case			
		Mr. Gopal Kerkar LDM SBI			
08-01-2026	35	Translating Business Plan in to Detailed Project Report (DPRs)			
		Mr. Minanath Zalmi (Nodal Officer)			
09-01-2025	36	Finalizing Detailed Project Reports (DPRs) LDM SBI Mr. Gopal Kerkar			
10-01-2026	37	Finalizing Detailed Project Reports (DPRs) Ms. Poonam Jadhav (Agri.Area manager BOI)			
11-01-2026	38	Finalizing Detailed Project Reports (DPRs) Ms.Varsha Parab (Agri Area Manager BOM)			
12-01-2026	39	Monday 6. – Homework, Assignments, Readings and Personal work			
13-01-2026	40	Finalizing Detailed Project Reports (DPRs) Mr. Sunil Naik (Manager BOI)			
14-01-2026	41	Finalizing Detailed Project Reports (DPRs)Ms.Varsha Parab (Agri Area Manager, Goa State Co-op. Bank Ltd.)			
15-01-2026	42	Finalizing Detailed Project Reports (DPRs) and forwarding to MANAGE			
		Mr. Minanath Zalmi (Nodal Officer)			
16-01-2026	43	Finalizing Detailed Project Reports (DPRs) and gets Feedback from MANAGE			
		Mr. Minanath Zalmi (Nodal Officer)			
17-01-2026	44	Presentation of DPR and submission to respective bankers			
		Mr. Minanath Zalmi (Nodal Officer)			
18-01-2026	45	Valedictory program and distribution of Certificate			