

**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**

**THIRD BATCH**

**TRAINING PROGRAM DURATION: 13.02.2026 To 29.03.2026**

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)
13-02-2026	1.	<b>Registration</b> <ul style="list-style-type: none"> <li>• Inauguration</li> <li>• Video on Agripreneurs</li> </ul>	<b>Induction and Orientation</b> <ul style="list-style-type: none"> <li>• AC&amp;ABC Scheme &amp; Use of www.agriclinics.net</li> <li>• MANAGE activities, GoI Scheme Overview</li> </ul>	<b>Agro-ecological zone in India:</b> <ul style="list-style-type: none"> <li>• Introduction of Agro-ecological zone in India</li> <li>• Zone-wise group discussion on major crops and practices</li> </ul>	<b>ICT :</b> <ul style="list-style-type: none"> <li>• MS -WORD</li> <li>• Internet access</li> </ul>
		Mr. Minanath Zalmi (Nodal Officer)	Mr. Minanath Zalmi (Nodal Officer)	Avani Karanjaleker M Sc (Agro Forestry) 6 years teaching experience	Manager, Mr. Shekhar Kerkar (BSc Computer Science) Manager, IT Cell Sai Nursing Institute 10years Experience
14/02/2026	2.	<b>Interpersonal Relation</b> <ul style="list-style-type: none"> <li>• Introduction to Interpersonal Relations</li> <li>• Analysis Relations of different ego states</li> <li>• Analysis of Transactions,</li> <li>• Analysis of Life position</li> </ul>	<b>Leadership:</b> <ul style="list-style-type: none"> <li>• Introduction to Leadership</li> <li>• Leadership Power</li> <li>• Leadership Styles</li> <li>• Leadership in Administration.</li> </ul>	<b>Communication:</b> <ul style="list-style-type: none"> <li>• Introduction to Communication</li> <li>• Flow of Communication, Listening</li> <li>• Barriers of Communication &amp; How to overcome barriers</li> </ul>	<b>ICT :</b> <ul style="list-style-type: none"> <li>• MS -WORD</li> <li>• Internet access</li> </ul>
		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

15/02/2026	3.	<b>Stress Management:</b> <ul style="list-style-type: none"> <li>• Introduction to Stress</li> <li>• Causes of Stress</li> <li>• Impact &amp; Management of Stress</li> </ul>	<b>Group Dynamics:</b> <ul style="list-style-type: none"> <li>• Importance of groups in organization and Team Interactions in group</li> <li>• Team Building</li> <li>• Decision Taking</li> <li>• Interaction with the Team, How to build a good team?</li> </ul>	<b>Marketing and Hazards/risk management :</b> <ul style="list-style-type: none"> <li>• Introduction to Risk &amp; Conflict, Causes of Conflict in various enterprises,</li> <li>• Managing Risk &amp; Conflict</li> </ul>	<b>Time Management:</b> <ul style="list-style-type: none"> <li>• Time as a Resource</li> <li>• Identify Important Time Wasters</li> <li>• Individual Time Management Styles</li> <li>• Techniques for better management</li> </ul>
		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
16/02/2026	4	<b>Monday 1. - Homework, Assignments, Readings and Personal work</b>			
17/02/2026	5.	<b>Small enterprise Management</b> <ul style="list-style-type: none"> <li>• Small Enterprise Management</li> <li>SWOT Analysis Book keeping process</li> </ul>	<b>Personal value and Ethics</b> <ul style="list-style-type: none"> <li>• Ethics in Business</li> </ul>	<b>Planning in Extension:</b> <ul style="list-style-type: none"> <li>• Preparation and operationalization of Strategic Research Extension Plan (SREP)</li> </ul>	<b>Writing Skills:</b> <ul style="list-style-type: none"> <li>• Writing, reading and Oral communication Skill</li> <li>News Papers / agriculture Magazines</li> </ul>
		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
18/02/2026	6	<b>Interaction with successful agri-preneurs (at least 4) from different sectors -</b>			
19/02/2026	7.	<b>Design strategy:</b> <ul style="list-style-type: none"> <li>• Design thinking for business strategy and entrepreneurship</li> </ul>	<b>Challenges in business:</b> <ul style="list-style-type: none"> <li>• Enterprise Development Challenges and mitigation strategies</li> </ul>	<b>Introduction of Entrepreneurship:</b> <ul style="list-style-type: none"> <li>• Basics of Social /Inclusive Entrepreneurship ( Case Studies)</li> </ul>	<b>Introduction to rule/regulation:</b> <ul style="list-style-type: none"> <li>• Acts, Rules and Regulations related to Agricultural</li> <li>• GST, Income Tax Returns</li> <li>• Agriculture Land Revenue Records</li> </ul>
		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

20/02/2026	8.	<b>Soils:</b> <ul style="list-style-type: none"> <li>• Soil types and their management</li> <li>• Soil sampling</li> <li>• Soil and water testing Advisory</li> </ul>	<b>Package of Practices:</b> <ul style="list-style-type: none"> <li>• Major Crops (agriculture) of the area and Post- harvest Technology</li> </ul>	<b>Horticulture</b> <ul style="list-style-type: none"> <li>• Package of practices of major Vegetables, Fruits, Flowers, Cash crops, Medicinal and Aromatic crops of</li> </ul>	<b>Bi-product Value addition &amp; Management :</b> <ul style="list-style-type: none"> <li>• Fruit</li> <li>• Spices</li> <li>• Dairy</li> </ul>
		Mr. Rahul Kulkarni CTO (Soil science) ICAR-CCARI	Mr. Satish patil M Sc (Agriculture) Asst. Professor Goa Collage of Agriculture/ Mr. Krishnanath Gawas (Agri,	Mr. Vandit Naik (BSc. Agri.) Agri Enterprenuer/ Ms. Nilima Gawas (Zonal Agri. Officer)	Ms. Geeta Velingkar SMS Home Science, KVK South Goa
21/02/2026	9.	<b>Pest Management:</b> <ul style="list-style-type: none"> <li>• Important Pests of Major Crops - Causes, Symptoms and Control measures</li> <li>• Integrated Pest Management (IPM).</li> <li>• Methods of Pesticide application</li> <li>• Identification of useful and harmful insects</li> </ul>	<b>Disease management:</b> <ul style="list-style-type: none"> <li>• Important diseases of Major Crops - Causes, Symptoms and Control measures</li> <li>• Integrated disease Management (IDM)</li> <li>• Methods of seed treatments and application of fungicides</li> </ul>	<b>Weeds Management</b> <ul style="list-style-type: none"> <li>• Types of weeds</li> <li>• Identification and management of weeds (including chemical, biological and mechanical control)</li> </ul>	<b>License procedure and act:</b> <ul style="list-style-type: none"> <li>• Seed act</li> <li>• Insecticide act</li> <li>• Fertilizer Act.</li> <li>• Bio-Input certification</li> </ul>
		Ms. Rudresh Kambli Agriculture Officer, Govt. of Goa	Mr. Krishnanath Gawas (Antomologist) Agriculture Officer, Govt. of Goa	Mr. Rahul Kulkarni CTO (Agronomy) ICAR-CCARI	Digambar Tendulkar (DGM ) ZuariAgro Chemicals
22/02/2026	10	<b>Seed:</b> <ul style="list-style-type: none"> <li>• Seed Producing Companies-technical Head</li> </ul>	<b>Bio-Input production and management</b> <ul style="list-style-type: none"> <li>• Bio Agri Inputs Company - Technical Head</li> </ul>	<b>Chemical Input</b> <ul style="list-style-type: none"> <li>• Input Retail Stores – Coromandel (any one)</li> </ul>	<b>Agri-Marketing</b> <ul style="list-style-type: none"> <li>• Millet Marketing Organic produce marketing</li> </ul>
		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. Satyawan Dessai. Secretary APMC, GOA
23/02/2026	11	<b>Monday 2. - Homework, Assignments, Readings and Personal work</b>			

24/02/2026	12	<b>Livestock entrepreneurship</b> <ul style="list-style-type: none"> <li>• Animal health &amp; Artificial Insemination</li> <li>• Package of practices of Animal Husbandry Enterprises Dairy, goat, sheep &amp; piggery</li> </ul>	<b>Poultry:</b> <ul style="list-style-type: none"> <li>• Types of poultry</li> <li>• Management practices (inputs management)</li> <li>• Feed &amp; Fodder</li> <li>• Medicine and vaccination</li> </ul>	<b>Sericulture:</b> <ul style="list-style-type: none"> <li>• Complement package of practices on Sericulture</li> <li>• Introduction to Project proposal</li> </ul>	<b>Apiculture – Bee keeping</b> Complement package of practices on Apiculture Introduction to Project proposal
		Mr. Sandeep V. Stores manager, Dept. of Animal Husbandry and Veterinary Science / Mr. Shivanand Bakre (dairy entrepreneur)	Dr. Sanjay Uddhanvar Scientist ICAR-CCARI / Dr. Suchitra Soloman (Senior scientist ICAR old goa)	Avani Karanjaleker M Sc (Agro Forestry)	Ms Estela Pires (Agri Entrepreneur)
25/02/2026	13	<b>Farm- Mechanization:</b> <ul style="list-style-type: none"> <li>• Farm Implements and Equipment's,</li> <li>• Repairing &amp; Maintenance of Farm</li> <li>• Implements</li> <li>• Custom Hiring Centre</li> <li>• Solar-based agri-</li> </ul>	<b>Micro-Irrigation:</b> <ul style="list-style-type: none"> <li>• Types of irrigation in agriculture</li> <li>• Micro-Irrigation System in agriculture</li> <li>• Hydroponic</li> </ul>	<b>Plasticulture:</b> <ul style="list-style-type: none"> <li>• Playhouse/shade net/tunnel net</li> <li>• Mulching /types of mulching</li> <li>• Water harvesting structures (Use of poly propylene material)</li> </ul>	<b>Fishery&amp; Aquaculture:</b> <ul style="list-style-type: none"> <li>• Basics of fishery</li> <li>• Shrimp farming</li> <li>• Feeds &amp; Medicine</li> </ul>
		Mr. Pradyumna Gadgil Agri Entrepreneur	Mr. Sagar Gawas M Sc (Soil Sc) 10 years experience in Hydroponics and Irrigation	Mr. Vishwanath Gawas ZAO Directorate of Agriculture, Govt. of Goa	Dr. Rushikesh Powar, Scientist Fisheries KVK, South Goa / Dr. Nilam Komarpant (Phd Fisheries)
26/02/2026	14	<b>Agri-tourism &amp; entrepreneurship</b> <ul style="list-style-type: none"> <li>• Agri-tourism</li> <li>• Eco-tourism</li> </ul>	<b>Warehouses Management</b> <ul style="list-style-type: none"> <li>• Warehouses functions and management</li> </ul>	<b>Contract Farming:</b> <ul style="list-style-type: none"> <li>• Complete package of practices for contract farming</li> </ul>	<b>Agri-Journalism</b> <ul style="list-style-type: none"> <li>• Printing, Digital, Social Media</li> <li>• Project proposal on Mushroom farming</li> </ul>
		Mr. Vandit Naik Rasraj Farm & Agro Tourism	Mr. Minanath Zalmi (Nodal Officer)	Mr. Sagar Gawas M Sc (Soil Sc) 10 years experience in Hydroponics and Irrigation	Mr. Rahul Kulkarni CTO (Agronomy) ICAR-CCARI

27/02/2026	15	<b>Project Identification:</b> <ul style="list-style-type: none"> <li>Resources Analysis and Counselling</li> <li>Project identification, profile preparation</li> <li>Presentations and Counselling</li> </ul>	<b>Project Identification:</b> <ul style="list-style-type: none"> <li>Resources Analysis and Counselling</li> <li>Project identification, profile preparation</li> <li>Presentations and Counselling</li> </ul>	<b>Tools &amp; Technique:</b> <ul style="list-style-type: none"> <li>Briefing on tools and techniques of market survey</li> <li>Briefing on Check list for data collection</li> <li>Dos and Don'ts during hands-on-experience</li> </ul>	<b>Tools &amp; Technique:</b> <ul style="list-style-type: none"> <li>Briefing on tools and techniques of market survey</li> <li>Briefing on Check list for data collection</li> <li>Dos and Don'ts during hands-on-experience –</li> </ul>
		Mr. Satyawan Desai, Secretary, APMC, Goa State (30 years experience)	Mr. Chandrahas Dessai MD, Goa State Horticulture Corporation. (28 years Experience)	Mr. Abhishek Rao Rane	Mr. Minanath Zalmi (Nodal Officer)
28/02/2026	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			
01-03-2026	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.			
02-03-2026	18	<b>Monday 3. - Homework, Assignments, Readings and Personal work</b>			
03-03-2026	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 for preparation Business plan			
04-03-2026	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 for preparation Business plan			
05-03-2026	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 for preparation Business plan			
06-03-2026	22	<b>Account &amp; Finance</b> <ul style="list-style-type: none"> <li>Ledger &amp; book keeping</li> </ul>	<b>Marketing &amp; product Development</b> <ul style="list-style-type: none"> <li>Digital marketing</li> <li>Method demonstration</li> <li>Result Demonstration</li> </ul>	<b>Bank Volunteer:</b> <ul style="list-style-type: none"> <li>Banking facilitators a “Business and Extension opportunity” for Agripreneur</li> </ul>	<b>Grievances redressal mechanism in Banks</b> <ul style="list-style-type: none"> <li>RTI /Ombudsman etc.</li> </ul>
		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.

07-03-2026	23	<b>Govt. Scheme :</b> • National Horticulture Mission (NHM)	<b>Flagship programs</b> of Dept. of Animal Husbandry, GoI and of respective State	<b>Flagship programs</b> 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
08-03-2026	24	<b>Work with Line department:</b> • How to work effectively with ATMA and to organize Farm Schools- PD ATMA	<b>Source of Credit &amp; Subsidy:</b> • Rural Credit/funds • Crop Insurance Access of subsidies scheme – Bankers/ NABARD	<b>IT Enabled Agricultural Extension Advisory Services</b> • Visit to KCC	<b>IT Enabled Agricultural Extension Advisory Services</b> • 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)
09-03-2026	26	<b>Monday 4. - Homework, Assignments, Readings and Personal work</b>			
10-03-2026	25	Exposure visit to KCC		Exposure Visit to Radio station/Television Centre	
11-03-2026	27	Exposure Visit to KVK		Exposure Visit to ICAR Institute (nearby if any)	
12-03-2026	28	Exposure Visit to State Department of		Exposure Visit to Department of Animal Husbandry & Fishery	
13-03-2026	29	Hands-on-experience/Internship with respective Agri-business companies & established agri-preneur /- Interaction with the			
14-03-2026	30	Hands-on-experience/Internship with respective Agri-business companies & established agri-preneur /- Interaction with the			
15-03-2026	31	Hands-on-experience/Internship with respective Agri-business companies & established agri-preneur /- Interaction with the			
16-03-2026	32	<b>Monday 5. - Homework, Assignments, Readings and Personal work</b>			
17-03-2026	33	Preparation of business plan based on the data/ information collected during Mr. Abhishek Rao Rane			
18-03-2026	34	Project outline and financial analysis tools - lecture cum case study / case Mr. Gopal Kerkar LDM SBI			
19-03-2026	35	Translating Business Plan in to Detailed Project Report (DPRs) Mr. Minanath Zalmi (Nodal Officer)			
20-03-2026	36	Finalizing Detailed Project Reports (DPRs) LDM SBI Mr. Gopal Kerkar			
21-03-2026	37	Finalizing Detailed Project Reports (DPRs) Ms. Poonam Jadhav (Agri.Area manager BOI)			
22-03-2026	38	Finalizing Detailed Project Reports (DPRs) Ms.Varsha Parab (Agri Area Manager BOM)			
23/03/2026	40	<b>Monday 6. - Homework, Assignments, Readings and Personal work</b>			
24-03-2026	39	Finalizing Detailed Project Reports (DPRs) Mr. Sunil Naik (Manager BOI)			
25-03-2026	41	Finalizing Detailed Project Reports (DPRs)Ms.Varsha Parab (Agri Area Manager, Goa State Co-op. Bank Ltd.)			

26-03-2026	<b>42</b>	Finalizing Detailed Project Reports (DPRs) and forwarding to MANAGE
27-03-2026	<b>43</b>	Finalizing Detailed Project Reports (DPRs) and gets Feedback from MANAGE
28-03-2026	<b>44</b>	Presentation of DPR and submission to respective bankers
29-03-2026	<b>45</b>	Valedictory program and distribution of Certificate
		Mr. Minanath Zalmi (Nodal Officer) & Manager, IT Cell Sai Nursing Institute