



AGRICULTURE AND AGRIBUSINESS

Agribusiness Value Chain Management

3 day course

Classroom, online or in-house

Course overview

Agricultural produce loses value from the moment it is harvested and is grown by many small producers who each supply a little, which makes aggregation, quality consistency and timing the central problems rather than production itself. This course covers the chain. Delegates work through value chain mapping and where margin actually sits, sourcing from smallholders including aggregation models, contract farming and the side selling that undermines them, and quality grading and standards at the point of collection. Post harvest handling, storage and losses are covered, since they are the largest avoidable cost. Processing, packaging and market access follow. Traceability and certification for export are addressed. The course closes on finance across the chain and on price volatility.

What you will learn

- Map a value chain and identify where margin actually sits
- Design aggregation and contract farming models for smallholder supply
- Address side selling and contract enforcement realistically
- Grade and apply quality standards at the point of collection
- Reduce post harvest losses through handling and storage
- Meet traceability and certification requirements for export
- Arrange finance across the chain and manage price volatility

Who should attend

- Agribusiness managers and buyers
- Cooperative and farmer organisation leaders
- Development and value chain programme staff
- Processors and exporters of agricultural produce
- Agricultural finance and extension personnel

Course outline

- 01 Losing value from the moment of harvest
- 02 Value chain mapping and margin
- 03 Smallholder sourcing and aggregation
- 04 Contract farming and side selling
- 05 Grading and quality at collection
- 06 Post harvest handling, storage and losses
- 07 Processing, packaging and market access
- 08 Traceability, certification, finance and price volatility

Upcoming dates

Dates	Venue	Format	Fee per delegate
12 to 14 October 2026	Lagos, Nigeria	Classroom	USD 995
25 to 27 January 2027	Johannesburg, South Africa	Classroom	R14,950
15 to 17 March 2027	Harare, Zimbabwe	Classroom	USD 995
29 to 31 March 2027	Online	Online	R6,500



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriscience.co.za | Pretoria, Gauteng, South Africa