



AGRICULTURE AND AGRIBUSINESS

Contract Farming and Outgrower Scheme Management

3 day course

Classroom, online or in-house

Course overview

An outgrower scheme depends on farmers delivering to a buyer who advanced them inputs, which works while the contract price beats the gate price and comes apart the moment it does not. This course is about schemes that survive that test. Delegates work through scheme models from simple purchase agreements to nucleus estate arrangements, and what each asks of both parties. Contract design follows: price mechanism, quality specification, delivery windows and the input advance and recovery that create the obligation. Side selling is addressed directly as the central risk, along with the practices that reduce it, since enforcement alone rarely works. Farmer selection and grouping are covered. Extension and input delivery within a scheme follow. Quality management at collection is addressed, including grading disputes and the transparency that keeps trust. Payment systems and timeliness are covered, because late payment destroys schemes faster than price does. Scheme economics and the buyer's true cost of procurement follow. The course closes on governance, on dispute resolution and on measuring scheme performance.

What you will learn

- Compare scheme models and what each asks of both parties
- Design price mechanisms, specifications and delivery terms
- Structure input advances and recovery
- Reduce side selling through practice rather than enforcement alone
- Select and group farmers and deliver extension within a scheme
- Grade transparently at collection and resolve disputes
- Pay on time, cost procurement honestly and measure scheme performance

Who should attend

- Outgrower and scheme managers
- Agribusiness procurement staff
- Cooperative and aggregator managers
- Development programme staff designing value chain projects
- Agricultural lenders financing contract farming

Course outline

- 01 It works until the gate price wins
- 02 Scheme models and mutual obligations
- 03 Price mechanism and quality specification
- 04 Input advances and recovery
- 05 Side selling and what actually reduces it
- 06 Farmer selection, grouping and extension delivery
- 07 Grading, disputes and transparency
- 08 Payment timeliness, scheme economics and performance

Upcoming dates



Dates	Venue	Format	Fee per delegate
7 to 9 October 2026	Online	Online	R6,500
18 to 20 January 2027	Pretoria, South Africa	Classroom	R14,950
8 to 10 February 2027	Dar es Salaam, Tanzania	Classroom	USD 995
15 to 17 February 2027	Johannesburg, South Africa	Classroom	R14,950

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**.

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