



**WEIHENSTEPHAN • TRIESDORF**  
University of Applied Sciences

**CENTRE FOR ACADEMIC  
CONTINUING EDUCATION**

# **INTERNATIONAL AGRICULTURAL PROFESSIONAL COURSES**

# INFORMATIONS & CONTACT

## GENERAL INFORMATIONS:

Duration of the course:	5 -10 days
Location:	Campus Triesdorf
Degree:	HSWT certificate
Language:	German / English possible with professional translation into Russian, Ukrainian, Armenian, Kazakh, Uzbek and other languages
Target group:	International agricultural professionals and employees
Size of the groups:	Optimal group size 15-16 participants (min. 12, max. 24 participants)
Trainers and instructors:	HSWT lecturers, experts from the Agricultural Training Centre Triesdorf, other external specialists
Price:	from 100€ per participant per day plus travel expenses and subsistence

### The following costs are included in the course fees:

- + Course fees, excursions and trips
- + Transfer from arrival airport & to departure airport
- + Travel medical insurance & liability insurance
- + Professional translation of the course and teaching materials  
(translated into the language of your choice)

### The following services can be provided in addition:

- + Accommodation in campus hotel or 3\* hotels with breakfast
- + Meals (lunch & dinner)
- + Cultural programmes during free time

Further information and registration for the respective certificate courses can be found on our website: <https://ima.hswt.de/en/zw-international>

## CONTACT FOR QUESTIONS:

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# AGRICULTURAL ECONOMICS & MANAGEMENT

Economic basics for agricultural businesses - this is the added value of the intensive course in Agricultural Economics & Management. The certificate course is aimed at international agricultural managers and accounting staff.

## Course content

Over five days, agricultural managers receive an overview of the agricultural economics of farms in Germany. The methods of common economic calculation will be explained in theory as well as in practice.

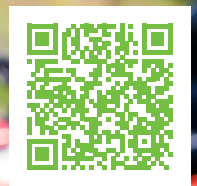
## Focal points of course

The focus of the course is on economic calculations concerning

- The cost calculation about minimum usage of machinery to be profitable (tractor/combine harvester)
- Fertiliser requirements
- Economic efficiency calculation (gross margin calculation) for the cultivation of cereals (wheat, oats, barley, maize, etc.) and dairy cattle
- Calculation of profitability indicators (factor remuneration and break-even)
- Multi-period investments
- On the interaction of costs, yields, profits, machinery & equipment calculations.

The experienced teaching staff uses both classical and digital ways of knowledge to diversify the 5-day course

- Meetings with farm managers to discuss profitability and ROI calculations
- Methods and tools of data collection and analysis
- Triesdorf MAX software for calculating farm profitability and farm planning
- Guided implementation of the farm operational development business management plan
- Introduction to investment plan & cost estimation and planning methods
- Other topics on request...



# HERD MANAGEMENT – DAIRY CATTLE & BEEF

Efficient feeding, planning milk production and recognising diseases in the cattle herd - the 5-day herd management course trains specialists in international cattle and calf breeding on optimal husbandry - especially of dairy cattle.

## Course content

In the intensive course Herd Management, we impart theoretical and practical knowledge on cattle and dairy cattle management. From efficient dairy cattle feeding to health management for the cattle herd - the international participants gain an intensive insight into agricultural cattle use during the five course days.

## Focal points of course

Fertility, health & feeding, planning & analysis

- Basics of cow & calf husbandry
- Necessary building facilities & equipment for livestock management
- Analysis of herd management
- Maintenance of hygiene on the farm
- Milk production planning

Health & care of the cattle herd

- Performance based feeding of cows, manual & digital calculation of feed rations
- Calf health management & feeding
- Management of herd health & fertility
- Measuring activity & recognising health status on the farm
- Typical diseases & symptoms, treatment & medication of cows or calves

Practical course content

- Practical training in the barn & in dairy farming
- Basic principles of milking, milk yield & equipment
- Introduction to automatic & conventional milking process
- Professional cattle hoof treatment & practical training with hooves
- Other topics on request...



# MILK PROCESSING & CHEESE PRODUCTION

To set up a dairy farm or to deepen your knowledge of cheese production - our 5-day course teaches the basics of milk processing into fresh cheese, rennet cheese, semi-hard cheese and fresh milk products.

## Course content

In this course, milk-processing companies learn theoretical and practical basics of cheese production. The 5-day course is aimed at milk producers who have little or no experience in milk processing. Employees of farm cheese dairies and other companies can improve their previous knowledge in the course on milk processing and exchange ideas with experts.

## Focal points of course

### Theoretical course content

- Basic theoretical knowledge of milk microbiology
- The use of rennet & cultures for cheese production & cheese ripening
- Cultivation of yogurt technology and selection of ingredients
- Differences between the production of fresh cheese & rennet cheese

### Technical & business content

- Technical prerequisites for starting milk processing on the farm
- Structural & technical prerequisites for the establishment of a farm-based dairy industry
- Variants of filling & packaging
- Recognition of product deficiencies & product defects

### Practical course content

- Practical production of fresh cheese, rennet cheese and semi-hard cheese
- Producing of fresh products such as yogurt, soured milk & quark
- Sensory testing of cheese or yoghurt & evaluation of own product
- Other topics on request ...



# PIG BREEDING & FATTENING

The best german experts in pig breeding and fattening introduce international experts from agricultural pig breeding and fattening farms to the methods of german pig farming. The course lasts 5 days and is held at the Triesdorf campus as well as at the experimental and educational centres for pig farming in Bavaria

## Course content

From farrowing to slaughter - during the five days of the course, the international participants learn the theoretical basics and practical implementation of pig breeding and husbandry in Germany. The certificate course serves to develop healthy, efficient and species-appropriate pig husbandry, breeding and utilisation.

## Focal points of course

### General basics of pig husbandry

- Knowledge about breeding pigs & indicators of their productivity
- Review of the different forms of pig husbandry
- Correct handling of tools in pig production

### Healthy rearing & husbandry

- Reproductive function & insemination management
- Animal rearing, selection of replacement pigs
- Diseases of pigs & their treatment
- Feeding techniques in pig farming

### Pig barns management

- Pig barns hygiene and microclimate in the pig house
- Pig health & pig monitoring
- Farrowing & litter management

### Basics of slaughtering

- Carcass handling
- Classification of slaughter pigs
- Calculation at slaughter
- Other topics on request...





# POULTRY FARMING & MANAGEMENT

Professional course for poultry farming and management will answer in 5 days to the specialized questions related to poultry husbandry, breeding, nutrition and feeding, care and health management in full details.

## Course content

In the advanced course we will share with you our theoretical and practical knowledge of poultry husbandry and management from hatching and rearing to production and marketing.

## Focal points of course

### Theoretical course content

- Choosing the right breed of poultry for your farm
- Housing and equipment requirements for poultry farming
- Selection of poultry: breed, gender, age, health
- Feeding and nutrition basics for poultry
- Common poultry diseases and their symptoms
- Vaccination schedules and protocols
- Effective treatments and medication for poultry diseases
- Incubation and hatching techniques
- Artificial insemination and selective breeding for improved genetics
- Poultry waste management and environmental sustainability
- Marketing of poultry products: sales markets, product forms, prices
- Profitability of poultry farming: investment, operating costs, yield

### Practical course content

- Visit to a poultry farm and practice of the course contents
- Hands-on training on poultry care and management techniques
- Breeding of poultry: preparation, breeding, incubation, rearing of chicks
- Poultry feeding: feed types, plan and supplements
- Diseases of poultry: prevention, diagnosis, treatment
- Hygiene and sanitation in poultry farming: cleaning, disinfection, pest control
- Other topics or request...



# AGRONOMY & FORAGE PRODUCTION

The best experts from the HSWT and Bavarian agricultural colleges share their experience and knowledge of the interrelationships in the field of agronomy and forage evaluation. The international participants learn over five days the basics and most important aspects of agronomy, forage production and evaluation.

## Course content

Agricultural experts from the field of crop production travel from different countries to our course to deepen their knowledge in agronomy, soil cultivation and forage production. During the course in Triesdorf, participants learn in the theoretical and practical units how sustainable crop production and soil cultivation as well as optimal forage production and evaluation work in Germany.

## Focal points of course

### Theoretical course content

- Soil - climate characteristics and properties, fertility and nutrient management
- Soil preparation, health and fertility management for forage production
- Crop management practices for maximizing yield and quality
- Crop Sowing, maintenance and harvesting
- Fertilisation & nutrient requirements per crop & crop rotation
- Effective pest and disease control strategies
- Forage evaluation (field methods, laboratory methods)
- Precision agriculture applications in crop production and management

### Practical course content

- Practical soil analysis for N, P, K, pH and humus
- Laboratory-independent soil analysis in real time with sensors & instruments
- Live demonstration of crop management practices
- Crop selection and protection (herbicides, fungicides, pesticides)
- Identification of common pests and diseases
- Forage quality assessment and nutritional analysis
- Machinery for plowing, cultivating, sowing, fertilizing, protecting and harvesting
- Other topics on request





# DRONES & SENSORS IN AGRICULTURE

The use of drones in agriculture requires theoretical and practical knowledge on the handling of modern sensor and camera technology. The course on drones (UAV) and sensor technology in agriculture covers the most important topics.

## Course content

The use of drones (UAV) is becoming increasingly important in modern agriculture. Whether for field surveying, monitoring plant growth or optimising fertilisation, irrigation and crop protection. The drone course includes practical flight exercises and provides information on the efficient use of drones in agriculture. The participants of the drone course with HSWT certificate learn in 5 days: The application possibilities of professional drones are diverse and also pay off economically.

## Focal points of course

### Theoretical course content

- Theoretical basic knowledge of drones (UAV) technique & technology
- Introduction to different drones, their purpose & functions
- Types of drones and sensors used in agriculture
- Applications of drones and sensors in crop monitoring, disease detection, mapping, surveying and soil analysis
- Data management and analysis techniques for drones and sensors
- Importance of data analytics in precision agriculture
- Selection criteria for buying a drone

### Practical course content

- Teaching basic drone skills & flight exercises:
- DJI Phantom 4 quadcopter with 12 MP camera
- ThirdElement Hexacopter with 24 MP CIR camera
- GPS & GNSS surveying and mapping with drones
- Field & ground analysis using multi-spectral & thermal cameras and laser scanners on drones
- Best practices for drone and sensor operation in agriculture
- Other topics on request



# REGIONAL MANAGEMENT & RURAL DEVELOPMENT

The course on regional management and rural development is held by senior experts to provide participants with knowledge and skills in the field of regional development. The aim is to provide participants with a deeper understanding of the challenges and opportunities in this field, as well as practical approaches to the regional development concepts and economic development support to solve them. The workshop will be face-to-face, interactive and deepened through discussions, case studies, exercises and group work.

## Course content

Decision makers and professionals in the field of rural development from different countries and regions travel to our course to deepen their knowledge in the field of regional management, creation of regional development concepts, start-up support. The participants learn in the course in Triesdorf the theoretical and practical units how sustainable regional management and rural development as well as economic development in the cities and municipalities in Germany works.

## Focal points of course

- Imparting competences in the field of community and regional development
- Structural and regional analysis (SWOT)
- Introduction to regional development patterns, regional development concepts, methods, LEADER, ILE structure and purpose, examples
- Understanding and knowledge of decentralised management processes at municipal level (compulsory and voluntary tasks)
- Economic development for municipal and regional developments
- Start-up promotion, diversification of rural SMEs
- Imparting knowledge of the objectives and instruments of regional development and promotion approaches, comm. Land and development management, tourism, business and start-up promotion
- Ability to independently derive considerations for region-specific development concepts
- Establishing contacts with partners from professional practice examples
- Other topics on request...



# FRUIT PROCESSING & MARKETING

The aim of this specialised course is to provide participants with comprehensive knowledge and practical skills in the field of fruit processing and marketing.

## Course content

Over 5 days course in HSWT the participants should gain a deeper understanding of the different types of fruit, their quality criteria and usability. They will also learn how to optimally store, dry and preserve fruit to ensure a long shelf life and the best possible quality.

## Focal points of course

Introduction to fruit processing

- Fruit species and varieties (by arrangement)
- Quality criteria for processing
- Fruit preservation by freezing, drying, boiling down
- Optimal storage location and conditions of fruit
- Ripeness and usability of fruit

Production of fruit juices and nectars

- Technology and equipment
- Production and preservation methods

Production of dried fruits

- Process and technology
- Cleaning, peeling, cut size
- Drying methods of production (sun, dryer)
- Storage & Preservation methods (canning, sterilization)
- Production of canned fruits

Practical exercises

- Production of fruit juices, jams, dried fruits, fruit preserves
- Application of different processes and technologies
- Quality control
- Other topics on request



# VEGETABLE CULTIVATION AND MANAGEMENT

The specialized course focuses exclusively on the agronomic aspects of vegetable cultivation and offers a comprehensive introduction to horticulture as well as in-depth insights into specific cultivation techniques, agronomic principles, sustainability, soil management, fertilization and plant protection, harvesting and postharvest management.

## Course content

Through a combination of theoretical units, practical examples and excursions to leading horticultural farms, participants will be able to expand and deepen their knowledge and skills in vegetable cultivation.

## Focal points of course

### Theoretical course content

- Introduction to vegetable cultivation and agronomics basics
- Plant physiology and growth conditions
- Cultivation techniques and technology in horticulture
- Crop planning and rotation
- Irrigation techniques and fertilization in vegetable cultivation
- Plant protection
- Harvest and postharvest management
- Marketing of vegetables
- Profitability of vegetable cultivation

### Practical course content

- Visit to leading vegetable cultivation
- Practical implementation of the course content with exercises
- Variety selection and comparison
- Cultivation, planting and care of vegetable cultures
- Pest control and plant protection
- Fertilization measures
- Other topics on request...



# FRUIT CULTIVATION AND MANAGEMENT

This course offers a detailed introduction to fruit cultivation as well as practical insights into cultivation and propagation techniques, fruit cultivation management, plant protection and disease management, storage and quality management.

## Course content

With theoretical units, practical exercises and visits to leading fruit farms, participants can acquire new knowledge and skills in the cultivation of fruit, supplement and deepen their specialist knowledge.

## Focal points of course

Theoretical course content

- Basics of fruit cultivation
- Propagation techniques and methods in nursery practice
- Selection and procurement of fruit varieties
- Cultivation methods for different types of fruit trees
- Stock management and plant care
- Grafting and propagation of cuttings
- Disease and pest management

Practical course content

- Visit to leading fruit farms
- Practical application of the course content with exercises
- Comparison and selection of varieties
- Cultivation, planting and care of fruit crops
- Pest control and care of fruit crops
- Fertilizer measures
- Other topics on request...





# VITICULTURE AND MANAGEMENT

This professional course offers participants comprehensive training in viticulture, from basic principles and techniques to advanced aspects such as quality management and marketing. It also provides a complete introduction to viticulture and gives practical insights into cultivation methods, grape varieties, wine production and quality management.

## Course content

The practical exercises and excursions give participants a hands-on insight into viticulture and allow them to apply their knowledge on site.

## Focal points of course

### Theoretical course content

- Vines and cultivation techniques
- Soil cultivation in the vineyard
- Pruning and tying
- Fertilization and irrigation techniques
- Leaf work
- Raising vines
- Pest and fungus control, plant protection and disease management
- Grape harvesting, destemming, pressing, maceration, alcoholic fermentation
- Winemaking processes (modern/traditional) and cellar management
- Quality management and sensory analysis

### Practical course content

- Visit to leading wineries
- Practical application of the course content with exercises
- Comparison and selection of grape varieties
- Cultivation, planting and care of vines
- Pest control and protective measures in the vineyard
- Fertilizer measures
- Other topics on request...





# BREWERY AND MANAGEMENT

The professional specialist course provides participants with a detailed introduction and in-depth understanding of beer brewing, including theoretical principles, practical brewing exercises, sensory analysis and quality management, as well as insights into brewing operations and an excursion to a local brewery.

## Course content

The professional course teaches participants all aspects of beer brewing and equips them with the necessary knowledge and skills to successfully run their own brewery or work in the beer industry.

## Focal points of course

### Theoretical course content

- Raw materials for beer production
- Brewing technology and equipment
- Grain varieties and malt production
- Hops and their influence in beer flavor
- Water quality and brewing water treatment
- Brewing process and beer styles
- Yeast management and fermentation
- Beer analysis and sensory characteristics

### Practical course content

- Visit to leading beer producers
- Practical application of the course content with exercises
- Beer production and tasting
- Other topics on request...



# PRACTICE- ORIENTED, DIRECTLY APPLICABLE, MODERN AND PROFESSIONAL

The University of Applied Sciences Weihenstephan-Triesdorf (HSWT) in Germany has an excellent academic, professional education standards and an exemplary continuing education and training system.

For companies from partner countries that have technical and technological deficits, especially in the applied field, we offer intensive subject-specific focused further education courses and trainings in the field of applied life sciences and green technologies in various languages.

The practice-oriented courses on applied topics are offered by professors and staff of the Weihenstephan-Triesdorf University of Applied Sciences and by top Bavarian experts. Professional interpreters for various languages make the training courses interesting for a broad target group of international agricultural experts.

## CONTACT FOR INFORMATIONS & QUESTIONS:

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