

Outline of LAE southern workshops 2024

1. Building blocks of business

John Francis (Agrista)

25 – 26 June, Sydney

About the session:

Using case studies and interactive discussions, this session will introduce the theory associated with financial literacy, critical thinking and cost benefit analysis. The learning material will provide the basis for participants to become familiar with existing MLA tools, and how to introduce these tools to their clients. It will provide the basis for participants to confidently use sound business principles in advising their clients.

Overarching learning objectives:

The objectives of this session are to improve participants confidence and skills in:

- financial literacy
- critical thinking
- ability to do simple cost-benefit analysis to support decision making

Participants will have an understanding of MLA tools and resources that can be used to support the work that they do with their clients. They will be aware of relevant MLA extension and adoption packages and be willing to either sign up as deliverers or refer clients.

Example topics covered:

- Critical thinking
- Financial literacy
- Comparative analysis
- Partial budgeting
- Investment/cost benefit analysis

2. Genetics and reproduction

Dr Jillian Kelly (AHN Consulting) and Dr Alison Gunn (Herd Solutions)

10 September, Melbourne

About the session:

Using case studies and interactive group learning activities and discussions, this session will improve your knowledge of the key principles of reproduction and genetics relevant for southern livestock businesses, and demonstrate how advisors can support producer clients to make important decisions about breeding objectives, sire selection, reproduction cycle management and joining.

Overarching learning objectives:

To encourage participants to gain knowledge and confidence in the key aspects of genetics and reproduction. Participants will have an understanding of MLA tools and resources that can be used to support the work that they do with their clients. They will be aware of relevant MLA extension and adoption packages and either sign up as deliverers or refer clients.

Example topics covered:

- Practical breeding decisions
- Genetics principles
- Breeding objectives

3. Feedbase decision making

Basil Doonan (Pinion Advisory), Tanisha Shields (Agrista), Dr Jillian Kelly (AHN Consulting)

11-12 September, Melbourne

About the session:

Using case studies and interactive group learning activities and discussions, this session will introduce the concept of using best-practice, sustainable feedbase management principles to drive livestock productivity. Building understanding about the key principles of plant morphology and physiology is essential to informing grazing management decision making. Managing pastures to meet plant physiological requirements will optimise the amount and quality of feed produced and the persistence of the sward. Participants will learn how to set a grazing rotation based on rest-periods, calculate growth rates and animal requirements and use this information to construct predictive feed budgets. This workshop will give participants confidence to support producer in making decisions related to feedbase management. Different feeding systems will also be covered, including intensive grazing, rangelands grazing, and containment feeding.

Overarching learning objectives:

To encourage participants to gain knowledge and confidence in the key aspects of feedbase management to equip them to better support their producer clients. Participants will learn the importance of pasture utilisation in driving profit, the relationship between skill, pasture management and profit and the key principles for best practice pasture management. Participants will have an understanding of MLA tools and resources that can be used to support the work that they do with their clients. They will be aware of relevant MLA extension and adoption packages and either sign up as deliverers or refer clients.

Example topics covered:

- Understanding plant morphology and optimising pasture growth
- Grazing for productivity
- Grazing systems: intensive and rangelands
- Containment feeding decision making

4. Meating the market (value chain)

Elke Hocking (Elke Hocking Consulting)

5 November, Tamworth

About this session:

This session will help participants improve their understanding of the current and future requirements for red meat customers and give them practical skills in analysing customer feedback to pass on to their clients. Participants will also gain confidence in being able to assist their clients identify and develop possible on-farm solutions to address compliance issues.

Overarching learning objectives:

Participants will understand they have an important role in assisting clients identify causes of non-compliance for red meat and in helping them find potential solutions to improve their compliance, production efficiency and profitability. Participants will be encouraged to build relationships across the value chain as well as identifying potential areas for skill development (for themselves and their clients).

Participants will:

- understand that customer requirements form the basis of market specifications and grids.
- value, understand and interpret beef and lamb customer feedback.
- have an understanding and awareness of what tools and solutions are available to assist their clients in achieving market compliance.
- be able to work either one-on-one or with producer groups within the value chain to develop an action plan to address compliance issues.
- understand the MLA tools and resources available to support the work that they do with their clients.
- be aware of relevant MLA extension and adoption packages and be willing to either sign up as deliverers or refer clients.

Example topics covered:

- Understanding customer specifications
- Carcase feedback analysis
- On-farm solutions to compliance

5. Influence and impact

Jill Rigney (The Right Mind)

6-7 November, Tamworth

About this session:

For professionals involved in advising and extension, it is all about influence and impact and the skill and art of this must be continually developed and honed. This two-day workshop will cover both the fundamentals of human engagement plus processes and frameworks for sustained influence.

Overarching learning objectives:

- Increase awareness of what and how to influence for change and uptake of new ideas
- Increase confidence to engage and deal with people of different personalities and persuasions
- Ability to separate needs and wants to get agreement
- Delivery of a problem-solving framework
- Understanding the importance of making and creating your own brand

Examples of topics covered:

- Communication and creating connection
- Confronting conversations and problem solving
- Barriers to change
- Prioritisation