Agribusiness Leadership: Finance & Marketing Mastery Course

23 – 27 November 2026
Milan (Italy)



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Ref: 322458_199823 **Date:** 23 – 27 November 2026 **Location:** Milan (Italy) **Fees:** 5200 GBP

Why This Course

Agribusiness today requires leaders who can combine agricultural knowledge with strong business, financial, marketing, and strategic management skills. As the sector faces changing market conditions, climate pressures, supply chain challenges, technology disruption, and evolving consumer expectations, professionals need the ability to make informed decisions and lead agricultural enterprises with confidence.

This intensive 1-week Agribusiness Leadership, Finance, and Marketing Training program equips participants with practical tools to strengthen business performance in the agricultural sector. The course covers leadership, strategic planning, financial management, market analysis, agri-food branding, digital marketing, commodity markets, international trade, ESG considerations, supply chain management, innovation, risk management, and integrated agribusiness strategy. Through practical exercises and real-world applications, participants will learn how to improve decision-making, manage risks, and build more competitive agribusiness operations.

What You'll Learn and Practice

By joining this program, you will:

- Develop effective leadership strategies for agribusiness environments.
- Apply strategic planning and decision-making techniques.
- Manage teams and communication in agricultural settings.
- Understand agricultural accounting principles and financial reporting.
- Build budgets, forecasts, and financial plans for agribusiness operations.
- Apply capital management and investment strategies.
- Assess and mitigate financial risks in agricultural enterprises.
- Analyze market trends and consumer behavior in agriculture.
- Develop branding and positioning strategies for agri-food products.
- Use digital marketing to promote agricultural products and services.
- Understand agricultural commodity markets, pricing, and trade finance.
- Apply supply chain, innovation, ESG, legal, and ethical considerations in agribusiness.



The Program Flow

Day 1: Agribusiness Leadership Fundamentals

- Explore contemporary leadership models in agribusiness.
- Apply strategic planning techniques for agricultural enterprises.
- Improve decision-making in complex agribusiness environments.
- Manage teams effectively in farming, production, distribution, and agri-food settings.
- Use communication strategies that support leadership, collaboration, and performance.

Day 2: Financial Management in Agribusiness

- Understand agricultural accounting principles and financial records.
- Build budgets and forecasts for agribusiness operations.
- Manage capital requirements, working capital, and investment decisions.
- Assess financial risks linked to production, pricing, cash flow, and market changes.
- Develop mitigation approaches to improve financial stability.

Day 3: Agribusiness Marketing Strategies

- Analyze agricultural markets and consumer behavior.
- Identify customer needs, market segments, and competitive positioning.
- Develop branding strategies for agri-food products and services.
- Apply digital marketing techniques for agribusiness growth.
- Create practical marketing plans for agricultural enterprises.

Day 4: Advanced Financial Topics in Agriculture

- Understand agricultural commodity markets and pricing mechanisms.
- Explore international trade and finance considerations in agribusiness.
- Review mergers and acquisitions in the agri-food sector.
- Apply sustainable finance and ESG principles to agricultural decision-making.
- Evaluate how financial trends affect agribusiness strategy and investment.

Day 5: Integrated Agribusiness Management

- Apply supply chain management principles in agricultural operations.
- Explore innovation and technology adoption in agribusiness.
- Understand legal and ethical considerations affecting agricultural enterprises.
- Integrate leadership, finance, marketing, and risk management into one business approach.
- Develop an integrated agribusiness strategy for long-term competitiveness.



Individual Impact

- Strengthen leadership and strategic thinking in agribusiness environments.
- Improve financial planning, budgeting, forecasting, and investment decision-making.
- Build stronger marketing, branding, and digital promotion capabilities.
- Gain confidence in analyzing market trends and agricultural business risks.
- Develop a more integrated and commercially focused approach to agribusiness management.

Work Impact

- Improve business performance through stronger leadership and planning.
- Support better financial control and risk management in agricultural enterprises.
- Enhance market reach through improved branding and marketing strategies.
- Strengthen supply chain coordination and operational decision-making.
- Support more sustainable, innovative, and competitive agribusiness growth.

Training Methodology

This program combines agribusiness concepts with practical business application through:

- Leadership and strategic planning exercises.
- Agricultural budgeting, forecasting, and financial analysis workshops.
- Market analysis and consumer behavior case studies.
- Branding and digital marketing campaign development activities.
- Commodity pricing, trade finance, ESG, and risk management discussions.
- Integrated agribusiness strategy development exercises.

Beyond the Course

Upon completion, participants will be able to:

- Create comprehensive strategic plans for agribusiness enterprises.
- Develop financial management toolkits tailored to agricultural operations.
- Design marketing campaigns for agri-food products and services.
- Build risk management frameworks for agribusiness ventures.
- Apply leadership, finance, marketing, and innovation practices to improve business performance.
- Manage agribusiness operations with stronger confidence, structure, and strategic direction.

