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Coordination Team

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## OBJECTIVE RESULTS

- \* Knowledge needs
- \* Advisory needs
- \* Bioeconomy DST



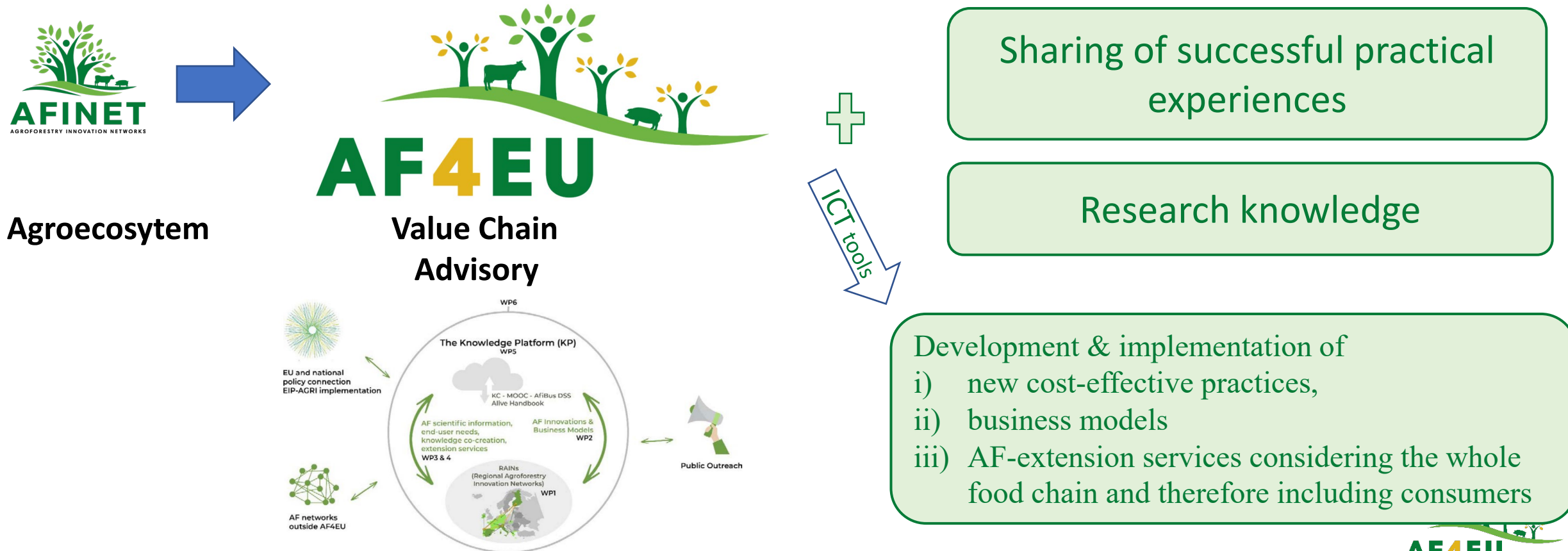
**OBJECTIVE**

**RESULTS**

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# Why AF4EU?

AF4EU project objective is to promote the European AF through the development of a multi-actor interactive and innovation-driven expanded agroforestry network





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# Technical needs

Regions Involved	Cluster (L/N)	Global Policy Innovations Ranking	Sum of the Means per country	Number of responses	Ranking Indicator
Atlantic and Mediteranean	Woody perennials management	Planting the right tree in the right place when planning agroforestry systems	18,3	18	330
Atlantic and Mediteranean	Horizontal (L)	Enhancing biodiversity by agroforestry systems	13,7	11	150
Atlantic and Mediteranean	Horizontal (L)	Agroforestry systems climate change adaptation and resilience	11,7	9	105

# Economic needs

Regions involved	Cluster (L/N)	Global Policy Innovations Ranking	Sum of the Means per country	Number of responses	Ranking Indicator
Atlantic and Mediteranean	(L)	Farming systems economic value Decision Support Tool	32	17	544
Atlantic and Mediterranean	(L)	Bioeconomy products: alternative use of the shrubs	15	13	195
Atlantic and Mediterranean	(L)	Bioeconomy products: alternative use of trees	15	12	180
Atlantic and Mediterranean	(L)	Case study "Pastores de Galicia" Sheep and goat meat products getting a fair price through short food supply chains	10	11	110
Atlantic and Mediterranean	(L)	New products from AF: fat free and rich Omega 3 from colt meat and chestnuts	10	11	110
Continental and Mediterranean	(L)	Farm diversification	13	8	104

# Educational needs

Regions involved	Cluster (L/N)	Global Educational Innovations Ranking	Sum of the Means per country	Number of responses	Ranking indicator
Atlantic and Mediterranean	(L)	Lesson modules at all education levels	29,83	17	507
Atlantic and Mediterranean	(L)	Booklet and Online Map of AF farms	25,83	15	387
Atlantic	(L)	Inventory of problems for each region and how was it solved	19	4	76
Mediterranean	(L)	Modelling livestock carrying capacity in montados	2,67	3	8
Atlantic	(N)	Full integration of agroforestry in other agricultural schemes	5	1	5
Mediterranean	(L)	Learning sustainability: agroforestry systems for biodiversity	1,33	3	4
Mediterranean	(N)	CAP: Techniques to calculate it accurately taking into account the particularities of each territory	3	1	3

# Policy needs

Regions involved	Cluster (L/N)	Global Policy Innovations Ranking	Sum of the Means per country	Number of responses	Ranking indicator
Atlantic and Mediterranean	(L)	Inventory of problems for each region and how was it solved	31	18	558
Atlantic and Mediterranean	(L)	Factsheets: current AF policy at regional level	25	20	500
Mediterranean	(L)	The Bio-District: a new proposal for a strong co-operation to serve environment	7,5	5	38
Mediterranean	(L)	Agroforestry, CAP, aims and Sustainable Development Goals	4,67	3	14

## Task title

## Description

1. 110 Practice abstracts
2. 33 Infographics
3. 33 Factsheets
4. 33 Technical articles
5. 26 Innovation tutorials
6. 12 Policy briefs



Contextualized  
AF content modules

A screenshot of the AgroforestryNet.eu website. The page is titled "Handbook" and lists the coordinator as María Rosa Mosquera-Losada. It features an index with the following sections:

- 1. Defining agroforestry
- 2. Agroforestry Practices
  - 2.1. Silvopasture
  - 2.2. Silvoarable
  - 2.3. Forest farming
  - 2.4. Homegardens
  - 2.5. Riparian buffer strips
- 3. Land Practices
  - 3.1. Design
  - 3.2. Fertilization and amendments
  - 3.3. Species/variety selection
  - 3.4. Pruning
  - 3.5. Water management
  - 3.6. Pest and disease control
  - 3.7. Agroforestry species
- 4. Bioeconomy
- 5. Social
- 6. Economy
- 7. Policy

The page also includes a navigation menu at the top, a search bar, and a copyright notice at the bottom: "(c) 2020 Agroforestrynet".





## OBJECTIVE

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# CECRA Modules- compulsory & elective

Module status	Module description
Compulsory Module 1	My Profile as a Consultant
Compulsory Module 2	Communication and Relationship Building in Advisory Work
Elective Module 3	Teamwork and Team Leadership
Elective Module 4	Rhetoric / Presentation
Elective Module 5	Self-Management and Time Management
Elective Module 6	Project Management
Elective Module 7	Shaping Advisory Processes
Elective Module 8	Handling Changes / Change Management
Elective Module 9	Moderation Training
Elective Module 10	Marketing of Advisory Services
Elective Module 11	Designing and Implementing Events
Elective Module 12	Advising and Supporting Groups and Teams
Elective Module 13	Essentials of Mediation
Elective Module 14	Advising and Supporting Businesses in Strategic Issues
Elective Module 15	Introduction to Coaching
Elective Module 16	Shaping Innovation Processes – Supporting networks
Elective Module 17	Essentials of Participation

Each module consists of at least 12 hours (approx. 2 days) as well as additional self-study (literature review, own in-depth studies) and a minimum 18 hours application of the relevant topic in day-to-day advisory work

# Advisory Skills

## - CECRA Modules

Table 15. List of priority of CECRA Modules according to the selection done in the second RAIN workshop

Farm type	Atlantic RAINs				Mediterranean RAINs				Continental-Boreal RAINs			Total
	ES (Gal)	PT	BEL	IRE	IT	ES (And)	FRA	GRE	FIN	GER	SLO	
6. Project management			3		2					1		3
14. Advising and Supporting Business in strategic issues	1	2	1	3	1	1	1		2	2	1	10
16. Shaping innovation processes-supporting networks	3	3		1	3		3		1	3	2	8
8. Change management		1				2			3		3	4
10. Marketing of Advisory services								1				1
3. Teamwork and team leadership								2				1
7. Shaping advisory processes								3				1
12. Counselling and support groups and teams	2		2	2		3	2					5

Stakeholders selected **3 elective modules** for the CECRA, mostly linked to **modules 12, 14 and 15** associated with:

- advising and supporting business
- shaping innovation processes supporting networks,

Contextualized AF advisory modules



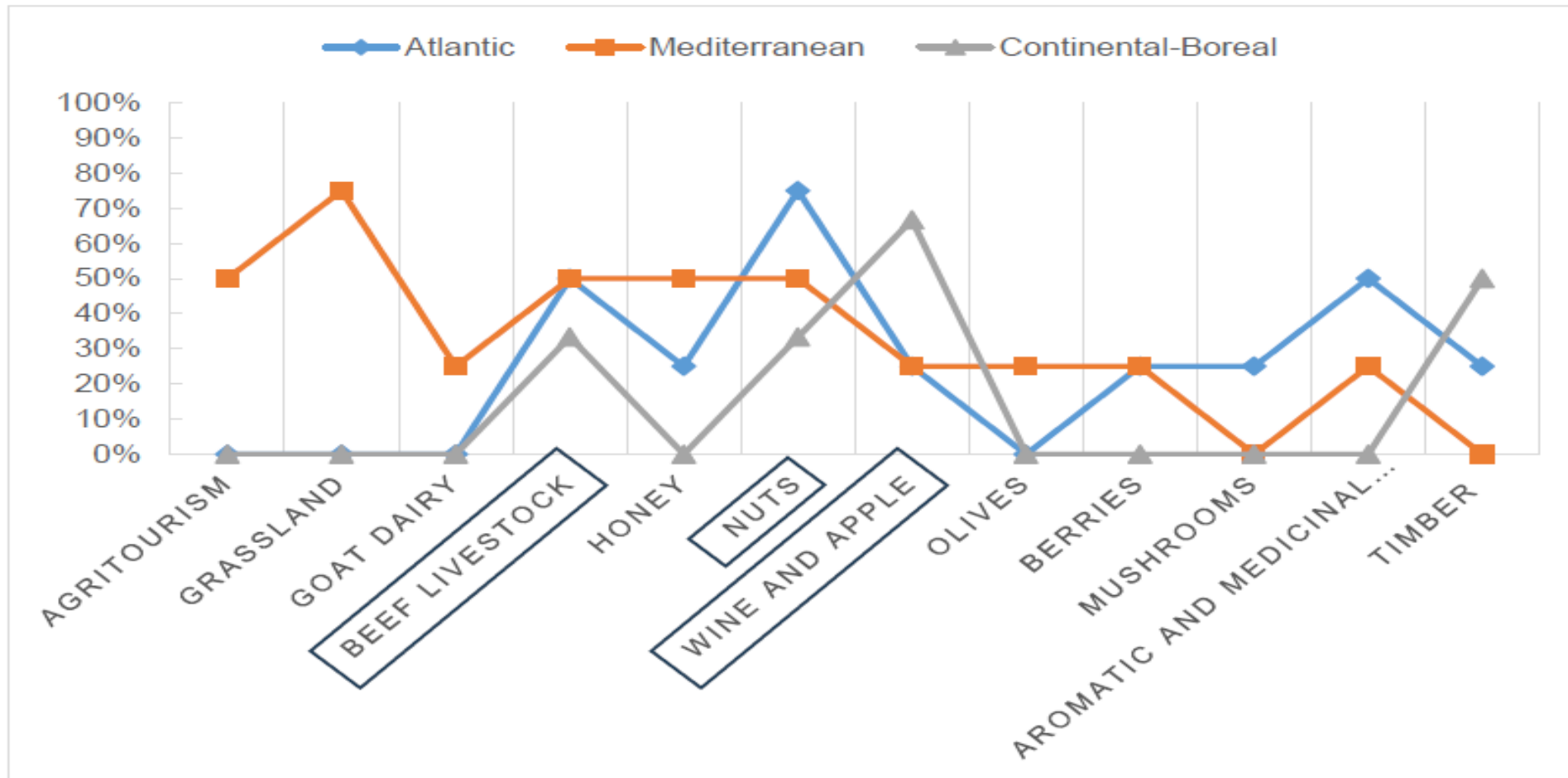
## OBJECTIVE

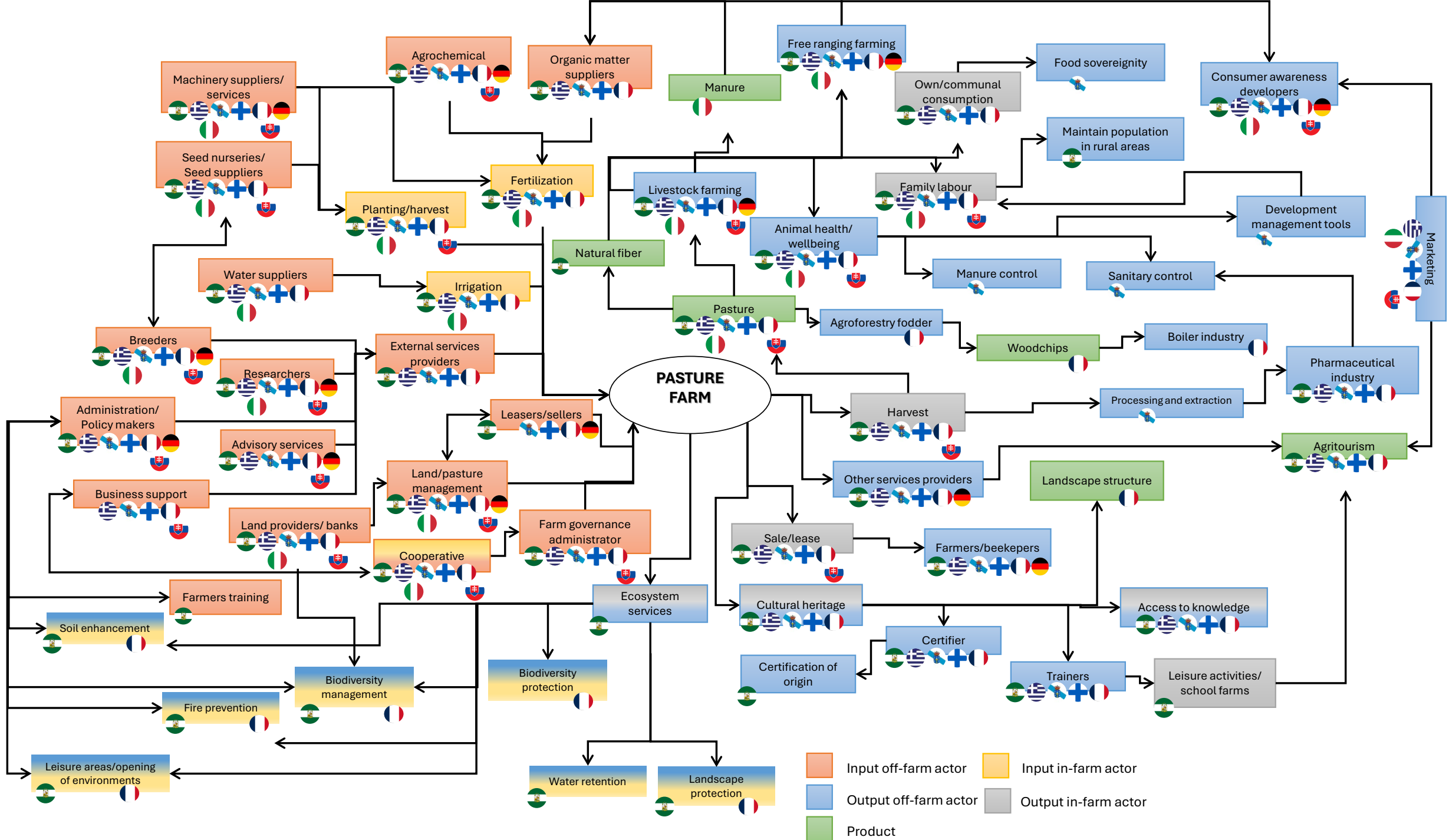
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## Results: Farms Selection

-Agroforestry Farms and Value Chains Selection





# Business Plan & Business Model:

## POLICY MAKERS/FARMERS

### Strategic Business Plan



Production Plan



Marketing Plan



Organization Plan



Financial Plan

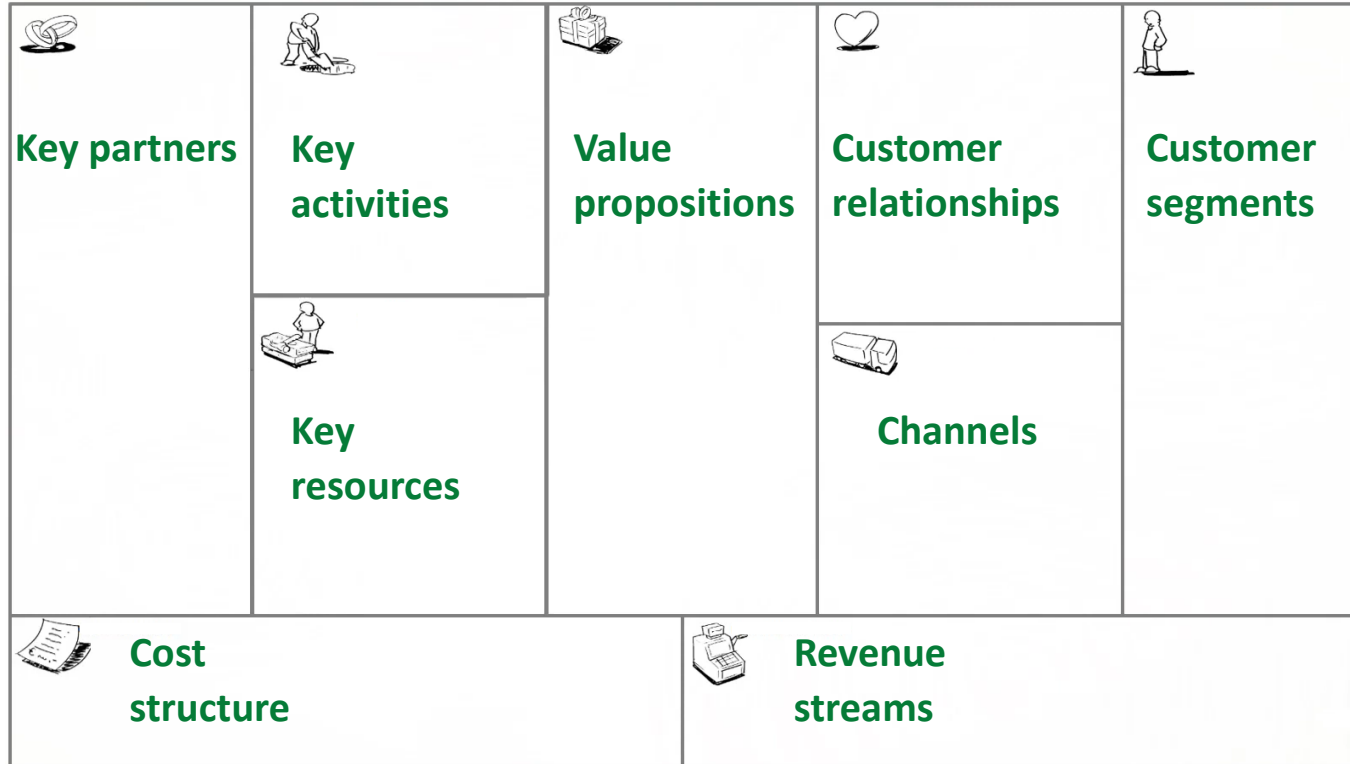
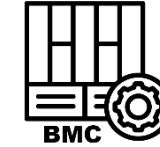


Strategic Plan



## FARMERS

### Local Business Model Canvas



# CONCLUSIONS

- **Promoting sustainable farming systems should consider:**
  - \* **Perspectives: Knowledge, Advisory, Strategy, Business plans**
  - \* **Environment and Socio-Economic context**
- **AF4EU provides environment and socio-economic contextualized tools:**
  - \* **Knowledge Cloud**
  - \* **Advisory Modules: Advisory and knowledge needs**
  - \* **Business DST**





**THANK YOU!**



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