REFERENCE NUMBER : AGE			0	4	5	6				0	0	0			
------------------------	--	--	---	---	---	---	--	--	--	---	---	---	--	--	--

to be filled-out by the Processing Officer

## SELF-ASSESSMENT GUIDE

Qualification			
Certificate of Competency (COC 1)	S		
Units Of Competency Covered	S		
Instruction:	and about the appropriate column to inc	dicate your	ancwar
Read each question  Can I?	and check the appropriate column to inc	YES	NO
ASSESS MARKET OPPO	DTIINITIES	120	
<ul> <li>Describe how buyers in selected</li> </ul>	the local market are identified and		
<ul> <li>Identify flow of produce</li> </ul>	from farm to the selected buyer		
<ul> <li>Identify value adding a requirements of selected</li> </ul>	ctivities to be performed based on each		
<ul> <li>Prepare marketing objection</li> </ul>	ective based on market visit		
	y of product and targeted profit based on set objective/s		
<ul> <li>Prepare contingency p</li> </ul>	lan based on market risks		
MARKET PRODUCE			
Gather and record pric centers	e information from buyers and trade		
<ul> <li>Use collected informat</li> </ul>	on to increase sales and profits		
Demonstrate value add	ding activities based on market plan		
	n product consolidation and group		
	egotiation skill with buyers and/or service providers (ex. trucker, cold aging provider, etc.)		
	ns when selling produce		
<ul> <li>Describe how to prepa set terms and condition</li> </ul>	re and deliver sold produce based on		2
Review result of market	eting activities based on market plan		

<ul> <li>Record details of marketing transaction (ex. prodeliveries, sales, costs and profit)</li> </ul>	oduct		
I agree to undertake assessment with the know only be used for professional development purp concerned assessment personnel and my manage	oses and can o		
Candidate's Name & Signature		Date	
Evaluated by:	Coulified for Assessment		
Evaluated by:  ANNA LIZZA C. DECENA  AC Manager	☐ Qualified for Assessm☐ Not Yet Qualified for A	-	

REFERENCE NUMBER :	AGE		0	4	5	6				0	0	0	200	7/2-	1
--------------------	-----	--	---	---	---	---	--	--	--	---	---	---	-----	------	---

to be filled-out by the Processing Officer

## SELF-ASSESSMENT GUIDE

Qu	ualification	AGROENTREPRENEURSHIP NC II								
	rtificate of ompetency (COC 2)	PREPARE FARM PLAN AND BUDGE	Т							
	its Of Competency overed									
Ins	struction:  Read each question	and check the appropriate column to inc	licate your	answer.						
Ca	n I?		YES	NO						
ES	TABLISH FARM PROD	OUCTION PLAN								
•	Identify needed farm op gathered information as	peration improvements using the sbasis								
•		requirements, activities and costs								
•	Compute farm production costs, target volume of harvest and cost and return									
•	Identify alternative farm products based on market demand									
•	<ul> <li>Describe contingency plans and corrective measures based of farm production risks</li> </ul>									
•	Identify suppliers and p	roviders based on preference/criteria								
•	Adjust farm production identified need	activities and costing based on								
•	Adjust projected volume	e target based on identified need								
•	Describe needed impro	vements and corrective measures								
HA	ANDLE FINANCES									
•		cording to farm activities								
•	Identify requirements of loan application to identified financial service providers									
•	for farm activities and fa									
•	Give examples of "term provider	s and conditions" of a financial service								
Give examples of ways that will increase the chances of settling loan										

AFFAGE217-0318 Agroentrepreneurship NC II

<ul> <li>Identify ways to invest farm income</li> </ul>									
I agree to undertake assessment with the knowledge only be used for professional development purposencerned assessment personnel and my management personnel and my	oses and can only be accessed by								
	Data								
Candidate's Name & Signature	Date								
Candidate's Name & Signature	Date								
Candidate's Name & Signature  Evaluated by:									
Evaluated by:	□ Qualified for Assessment								

REFERENCE NUMBER :	AGE		0	4	5	6			0	0	0		
			0				1	1	U	U	V		

to be filled-out by the Processing Officer

## SELF-ASSESSMENT GUIDE

on	AGROENTREPRENEURSHIP NC II     Assess market opportunities     Establish Farm Production Plan     Handle Finances     Market Produce								
petency									
ach question	and check the appropriate column to in	dicate you	answer.						
		YES	NO						
KET OPPOR	RTUNITIES								
w buyers in	the local market are identified and								
Identify value adding activities to be performed based on requirements of selected buyer									
<ul> <li>Prepare marketing objective based on market visit</li> </ul>									
		2: 8							
ntingency pla	an based on market risks								
ARM PROD	UCTION PLAN								
	on costs, target volume of harvest and								
<ul> <li>Describe contingency plans and corrective measures based of farm production risks</li> </ul>									
eed									
eeded impro	vements and corrective measures								
	w buyers in of produce le adding acts of selecter le adding acts of selecter le adding point le adding	• Assess market opportunities • Establish Farm Production Plan • Handle Finances • Market Produce  Ach question and check the appropriate column to incomplete the produce of the production of the pr	• Assess market opportunities • Establish Farm Production Plan • Handle Finances • Market Produce  ach question and check the appropriate column to indicate your YES  KET OPPORTUNITIES  by buyers in the local market are identified and  of of produce from farm to the selected buyer  are adding activities to be performed based on ts of selected buyer  arketing objective based on market visit  by sin delivery of product and targeted  amarketing profit based on set objective/s  antingency plan based on market risks  ARM PRODUCTION PLAN  and ded farm operation improvements using the formation as basis  an production requirements, activities and costs  arm production costs, target volume of harvest and turn  are mative farm products based on market demand contingency plans and corrective measures based of cition risks  opliers and providers based on preference/criteria a production activities and costing based on eed ected volume target based on identified need						

AFFAGE217-0318 Agroentrepreneurship NC II

HA	ANDLE FINANCES							
•	Compute farm costs according to farm activities							
Identify requirements of loan application to identified financial service providers								
Prepare budget plan for loan application, allocation of funds for farm activities and farm expansion								
•	Give examples of "terms and conditions" of a financial service provider							
•	Give examples of ways that will increase the chances of settling loan							
	Identify ways to invest farm income							
M	ARKET PRODUCE							
•	Use collected information to increase sales and	profits						
	Demonstrate value adding activities based on m	narket plan						
•								
•	Demonstrate selling negotiation skill with buyers and/or business development service providers (ex. trucker, cold storage provider, packaging provider, etc)							
•	Set terms and conditions when selling produce							
•	Describe how to prepare and deliver sold produ set terms and conditions	ce based on						
•	Review result of marketing activities based on n	narket plan						
•	Record details of marketing transaction (ex. pro deliveries, sales, costs and profit)	duct						
0	agree to undertake assessment with the knowledge of the second of the se	oses and can c						
	Candidate's Name & Signature Date							
E	valuated by:							
ANNA LIZZA C. DECENA  AC Manager  Qualified for Assessment  Not Yet Qualified for Assessment								
D	Date:							

AFFAGE217-0318 Agroentrepreneurship NC II