Training Course on Organic Farming Certification and Global Market Access

Professional Development Training Course Outline

Category	Agriculture	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Organic farming is more than just a trend—it is a transformative approach to sustainable agriculture that prioritizes health, ecology, fairness, and care. With increasing global awareness around food safety, climate change, and environmental sustainability, demand for certified organic products is on the rise. Training Course on Organic Farming Certification and Global Market Access is designed to equip agricultural professionals, entrepreneurs, and organizations with in-depth knowledge and practical tools to achieve organic certification and successfully enter the global organic food market.

Participants will gain insight into international organic standards, supply chain compliance, traceability systems, and organic labeling laws. The course will also focus on marketing strategies for export, certifications like USDA Organic, EU Organic, and JAS, and how to align local agricultural practices with global organic trends. By the end of this training, learners will be empowered to transform farms and agri-businesses into globally recognized, certified organic brands.

Programme Curriculum

Training Course on Organic Farming Certification and Global Market Access

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Course Objectives

1. Understand the principles and importance of organic farming and sustainable agriculture.
2. Analyze international organic certification bodies and standards (USDA, EU, JAS).
3. Learn steps to transition from conventional to certified organic farming.
4. Build competence in organic supply chain management and traceability.
5. Explore green farming inputs and eco-friendly pest management techniques.
6. Examine regulatory frameworks in global organic markets.
7. Gain strategies for organic export readiness and market entry.
8. Develop compliant organic labeling and packaging systems.
9. Identify organic funding opportunities and grant writing techniques.
10. Understand organic inspection, documentation, and audit processes.
11. Create a business model for organic farming aligned with global trends.
12. Master digital marketing for organic brands and global outreach.
13. Review case studies of successful global organic farming enterprises.

Target Audience

1. Smallholder and commercial farmers
2. Agricultural extension officers
3. Agri-entrepreneurs and startups
4. Certification consultants
5. Agricultural students and researchers
6. NGOs and development organizations
7. Exporters and agribusiness firms
8. Government agricultural agencies

Course Duration: 10 days

Course Modules

Module 1: Fundamentals of Organic Farming

- Definition and principles of organic agriculture
- Benefits to health, environment, and economy
- Comparison with conventional farming
- Key global trends in organic agriculture
- Overview of certification needs
- **Case Study: India’s National Program for Organic Production (NPOP)**

Module 2: Soil Health and Organic Fertility Management

- Importance of soil biodiversity
- Composting and vermicomposting techniques
- Use of green manure and crop rotation
- Organic soil amendments
- Soil testing for organic certification
- **Case Study: Soil Regeneration in Kenya’s Organic Farms**

Module 3: Organic Pest and Disease Management

- Bio-pesticides and botanical extracts

- Integrated Pest Management (IPM)
- Natural predator-based control methods
- Prohibited substances in organic farming
- Organic pest compliance checklists
- **Case Study: Neem-based pest control in Ghana**

Module 4: Organic Certification Standards and Bodies

- Global organic standards: USDA, EU, JAS
- Third-party certification vs. Participatory Guarantee Systems (PGS)
- Certification steps and timelines
- Costs and subsidies available
- Maintaining compliance year-round
- **Case Study: Coffee cooperatives certified under USDA Organic in Colombia**

Module 5: Transitioning to Organic Farming

- Conversion period and transitional challenges
- Soil detoxification steps
- Training workers and aligning farm practices
- Building organic farm records
- Monitoring yield and quality metrics
- **Case Study: Rice farms transitioning in the Philippines**

Module 6: Organic Inputs and Supply Chain Management

- Approved organic fertilizers and pesticides
- Input sourcing and vendor verification
- Organic inventory documentation
- Storage and handling protocols
- Avoiding contamination in logistics
- **Case Study: Organic banana export chain in Ecuador**

Module 7: Traceability and Documentation

- Record-keeping templates
- Farm-to-fork traceability models
- Batch coding and lot tracking
- Software tools for traceability
- Preparing for organic audits
- **Case Study: Blockchain in organic tea traceability in Sri Lanka**

Module 8: Global Organic Market Dynamics

- Market demand across regions (EU, US, Asia)
- Organic food trends post-COVID-19
- Price premiums and export potential
- Understanding buyer requirements
- Identifying niche organic markets
- **Case Study: Avocado export market for Kenya**

Module 9: Export Readiness and Market Access

- Steps to export organic products
- Certification for export: phytosanitary, organic, etc.
- Working with export councils and trade shows

- Freight, logistics, and customs for organic products
- Product adaptation for foreign markets
- **Case Study: Exporting certified organic spices from India to EU**

Module 10: Organic Labeling and Packaging

- Label claims and regulatory compliance
- Eco-friendly packaging materials
- Country-specific label requirements
- Branding for organic products
- Avoiding greenwashing pitfalls
- **Case Study: USDA organic labeling success in U.S. supermarkets**

Module 11: Organic Inspection and Audit Preparation

- Pre-audit checklists
- On-farm inspection do’s and don’ts
- Internal control systems
- Dealing with non-conformities
- Understanding audit reports
- **Case Study: Mango farmers’ inspection journey in West Africa**

Module 12: Organic Farming Business Planning

- Creating business plans for organic farms
- Cost and revenue projections
- ROI from organic farming
- Accessing green loans and grants
- Building farmer cooperatives
- **Case Study: Business model of Uganda's organic cotton project**

Module 13: Marketing and Promotion for Organic Products

- Digital marketing for farm brands
- Using social media and influencer campaigns
- Product storytelling for organic buyers
- B2B outreach to global distributors
- SEO and content marketing for farms
- **Case Study: Online success of organic honey from Tanzania**

Module 14: Certification Renewal and Long-term Compliance

- Annual renewal requirements
- Common mistakes and how to avoid them
- Updating documentation and SOPs
- Employee training for compliance
- Scheduling recurring inspections
- **Case Study: Kenya’s organic vegetable farms and recertification trends**

Module 15: Scaling Up: From Farm to Organic Brand

- Building brand identity for global appeal
- Partnerships and certifications for added value (Fairtrade, Rainforest Alliance)
- Franchising and product line expansion
- Investor readiness for organic businesses
- Participating in international organic trade expos

- **Case Study: Ethiopian coffee scaling into global organic luxury markets**

Training Methodology

- Interactive online and in-person workshops
- Real-life case study discussions
- Hands-on demonstrations and farm visits
- Group activities and problem-solving sessions
- Certification exam and feedback review

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

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