

**INTENSIVE PROGRAMME – WORKSHOPS FOR STUDENTS  
DEVELOPED WITHIN THE EPOS STRATEGIC PARTNERSHIP PROJECT**

<b>Number of the project</b>	2014-1-PL01-KA203-003392
<b>Title/name of the project</b>	Innovative Education towards the Needs of the Organic Sector (EPOS)
<b>Title of the workshop</b>	<b>Food chain analysis in the organic sector</b>
<b>Lecturer (University)</b>	<b>Prof. Teresa Briz (UPM)</b>
<b>The aim of the workshop</b>	The aim of the workshop was to let students understand the need for a strong value chain in the organic products, where all links are equally important to reach an efficient and sustainable chain
<b>Description (schedule)</b>	Students are divided in groups. Each one is assigned a different role: producers, retailers, consumers, administration, etc. After the lecture, they all have background information on how each one of the links work. They get a set of questions depending on the link of the food value chain they represent. For example: if a retailer, the question is: “would you rather place the organic products by themselves, or you prefer a marketing strategy where organic products are placed by the conventional ones?”. If a producer, the questions are related on the problems they face and how to solve them, and how they would like to place their products in the market. Once they have decided their positions, they have to explain the rest of the groups their decisions. The rest of the groups pose some questions and an interesting debate starts.
<b>Time needed to carry out the workshop</b>	2 hours
<b>Materials &amp; tools necessary to carry out the workshop</b>	Open classroom where students can freely discuss. Access to Internet to check regulations or how different countries solve the proposed issues.
<b>Target group (background, study level)</b>	Students with a minimum agricultural background, studying BSc or MSc.
<b>Prerequisites</b>	Minimum knowledge of the organic sector
<b>Suggested size of students’ working groups</b>	Around 4-5 students per group
<b>Effects / learning outcomes (knowledge, skills and social competences)</b>	They learn that the stronger the cooperation between the links is, the better for all. The value along the food chain has to be shared among all the links.
<b>If applicable, background</b>	-
<b>Additional comments</b>	-