



INTERNATIONAL  
AGRICULTURAL  
ACADEMY  
FOR AFRICA

**National Certificate:  
Agricultural Extension  
SAQA ID 59550**

STUDY PROSPECTUS  
2021



# NATIONAL CERTIFICATE AGRICULTURAL EXTENSION

## COURSE OVERVIEW

### National Certificate: Agricultural Extension

#### SAQA ID 59550

The National Certificate in Agricultural Extension is an academic programme supported by practical hands-on modules, developed by the South African Agricultural Industry. The qualification focuses on agricultural extension as a profession, within the academic disciplines of the principles of agricultural extension, groups and group dynamics, communication skills, extension projects and programmes, evaluation of extension projects and reports, and the development of an own extension advisory service to SMME's.

The Programme allows students, that meet the entry requirements, to complete a practical one-year National Certificate in Agricultural Extension, NQF Level 6. This qualification will enable qualifying students to actively participate in Agricultural Extension services, especially when already, or in the process to obtain an agricultural qualification such as a National Diploma, Bachelor's in Agriculture, Bachelor of Science in Agriculture, Technical Diploma or Bachelor of Technology in Agriculture. The qualification will also assist the student to enhance agricultural production and management and enhance the overall agrarian process and gain opportunities to access local, national and international agricultural extension employment opportunities.

On completion of the Certificate, students will be well positioned to extend learning and practice into other sub-fields such as Animal Production, Mixed Farming, and Farm Management.

## WHAT YOU STUDY

**The academic discipline of agricultural extension studies includes the following subjects:**

### Induction Overview

- The students guide to online studies (PDF Document)
- Assignment writing
- The role of extension in agricultural growth
- Adult agricultural education and training
- Problems and needs for agricultural extension in the developing world
- The learning process in agricultural training
- Factors influencing learning
- The steps in the learning process
- The farmer as learner
- The extension officer as practitioner
- The theory of agricultural extension and training – definitions of concept

## **Module 1: Agricultural Extension as a Profession, Discipline, Specialisation and Practice**

- Definitions
- The Objectives and Principles of Extension
- Approaches to Agricultural Extension
- Ethics and Professionalism
- Other important principles Organisation

## **Module 2: The Mental Approach to Agricultural Extension**

- Determining the current reality
- Establishing the foundation – how your experience is created
- A new understanding of the Mind: Implications not applications
- Apply the approach in practice

## **Module 3: Groups and group dynamics**

- Introduction to working with groups
- Advantages and Disadvantages of groups
- Group goals, aims and objectives
- Conflict of interest
- Group techniques
- Leadership and leadership development
- Techniques for community interaction

## **Module 4: Communication in Extension**

- Communication process and principles
- Verbal – and non-verbal communication
- Written communication
- Manager a communication project
- Negotiation techniques

## **Module 5: Extension Projects and Programmes**

- What is project planning
- The effect of appropriate or inappropriate choice of plans
- Why project planning
- The principles of project planning
- The purpose and meaning of project planning
- The procedures of project planning
- The importance of people's needs
- Project management
- Aftercare support, evaluation and out-phasing
- Local Economic Development Programmes (LED's)

## **Module 6: The approach to community development**

- The survey (Research and gathering of information)
- The Questionnaire
- Case studies
- Proposed strategies for development
- Extension Staff duties, procedures, management and supervision, records, etc.
- Factors limiting production
- Institutions, Co-operatives and marketing facilities

## **Module 7: Negotiation Techniques and Methods**

- Negotiations formats
- Negotiations styles
- Negotiation preparations strategies
- The key Tactics and Tools you need
- Evaluation success in negotiations
- A Step-by-Step guide to Winning

## **Module 8: Evaluation in Extension**

- The nature and place of evaluation
- The evaluation process
- The uses of evaluation results
- Conclusion and Appendices

## **Module 9: The Extension Officer as Educational Practitioner**

- Effective classroom management
- The use of values, vision, dreams, mission and purpose
- Communicating a message
- Presentation
- Effective listening as a skill
- Self-Assessment and Evaluation
- The practitioner's footprint
- The classroom environment
- Motivation
- Learning models
- Evaluation
- International training

## **Module 10: Community Disaster Risk Management**

- What is community resilience?

- Self-Efficacy
- Outcome Expectancy
- Critical Awareness
- Action Coping
- Community Participation
- Articulating Problems
- Empowerment
- Trust
- Resources
- Where does Communication and Messaging fit within all this?
- Being a Policy and Programme entrepreneur
- Appendices: Resilience Measurement Template

## **Module 11: Commercial farm planning**

- Objectives of farm planning
- The landscape
- Legal requirements and finance
- Land capability classification
- Inventories
- Compiling the farm plan
- Marketing plan
- Layout of the farm plan
- GPS/GIS and Geo-mapping systems
  - Navigation and fieldwork from 1:50 000 Maps
  - GPS-systems
  - Related Slim-phone Applications
  - Google Maps Applications

## **ADMISSION REQUIREMENTS**

The following minimum admission requirements will be required to enter for this National Certificate.

- A National Certificate or National Diploma in any agricultural field, on an NQF 5 level
- Completion of the first year of study in the Bachelor of Agriculture, Bachelor of Science in agriculture,
- National Diploma in Agricultural Management, Technical Diploma or Bachelor of Technology in Agriculture



# NATIONAL CERTIFICATE AGRICULTURAL EXTENSION

## ACADEMIC FEES

The following academic fees are applicable for 2021.

Methods of payment:	(2021): R 28 000
At registration:	R 2000.00
After registration: 50% deposit	R 13 000.00
At the start of the second term: (outstanding balance)	R 13 000.00

## ALTERNATIVE PAYMENT ARRANGEMENTS

If you are not in a financial position to pay the full quarterly amount, you may apply in writing for the payment of modules on a month to month basis. Please direct your application to: The Financial Director, [admin@i3a.co.za](mailto:admin@i3a.co.za)

## WHY i3A?

- Courses are SAQA accredited
- World class lectures and affiliated academics
- Custom-designed online Agricultural Campus that includes e-learning modules and an online encyclopaedia for lifelong support
- Practical training facilities

## METHODOLOGY

This National Certificate is presented as a full e-Learn study programme from our *Agri-learn* platform. This is done through own studies, reading, practical research and the submission of assignments.

This is a full participatory learning programme, where you will also communicate with your co-students across the country on social media, *Agri-social*, and you can ask interesting questions, or upload contributions in the format of articles, photos or videos on *Agri-social*. You will be exposed to real life emerging and commercial farms and farmers for practical exposure and completion of practical assignments.

Throughout the academic year, our lecturers will be available on our *Agri-social* platform, and can also be contacted via E-mail, SMS, WhatsApp, or direct telephonic contact.

We are making learning fun, exiting and interesting. Social media and Audio-visuals are the new future of learning.





# NATIONAL CERTIFICATE AGRICULTURAL EXTENSION

## SKILLS AND JOB OPPORTUNITIES

You will develop, over the tenure of your studies, a critical understanding of agricultural extension practices in Africa and other 3<sup>rd</sup> world countries in the modern era and working in a global economy. You will gain practical and relevant skills that will enable you to provide a professional agricultural extension service and to register as a professional Extensionist at the Agricultural Extension Association of South Africa (AEASA).

All course content is based and supported by the latest industry developments, and these best practices will allow to you to participate meaningfully in agricultural development.

Graduates will be able to enter the primary agricultural workplace and establish a thriving career through hard work and commitment.

## FIND OUT MORE

[www.i3A.co.za/qualifications-2/](http://www.i3A.co.za/qualifications-2/)

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