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**“Improvement of Production and Management Processes  
in Dairy-Cheese Sector and Dairy Waste Management”**

**Erasmus+ Program  
STRATEGIC PARTNERSHIPS FOR  
VOCATIONAL EDUCATION AND TRAINING  
(KA 202)**

**Q4: Training need analysis**

**Report**

**July, 2015**

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## “Improvement of Production and Management Processes in Dairy-Cheese Sector and Dairy Waste Management”

### Summary

The survey .....	3
1. INNOVATIVE TRENDS IN MILK/CHEESE BY-PRODUCTS AND WASTE .....	5
2. TRAINING NEEDS.....	11
3. MANAGEMENT .....	13
4. INFORMATION AND TRAINING COURSES .....	15
Conclusions.....	20



## “Improvement of Production and Management Processes in Dairy-Cheese Sector and Dairy Waste Management”

### The survey

From February to June 2015 the partners of the project carried out a survey aimed to identify some fields of interest and the appropriate training materials & tools for present and future farmers, milk producers, cheese makers and professionals of the milk by-products and waste management, who are interested to improve their knowledge, skills and competencies in the milk-cheese supply chain, to diversify and optimize their activities and products, as well as to improve the management of their businesses.

For this purpose, a questionnaire has been developed to be submitted to:

- Farmers/milkman
- Managers of dairy products
- Dairy producers
- Students of dairy faculty on Agricultural University
- Food technologists
- Academics

The questionnaire covered 4 different areas:

1. innovative trends in milk/cheese by-products and waste
2. training needs
3. management
4. information and training courses

This report presents the results collected in the 4 countries of the partnership: Italy, Hungary, Poland and Turkey.

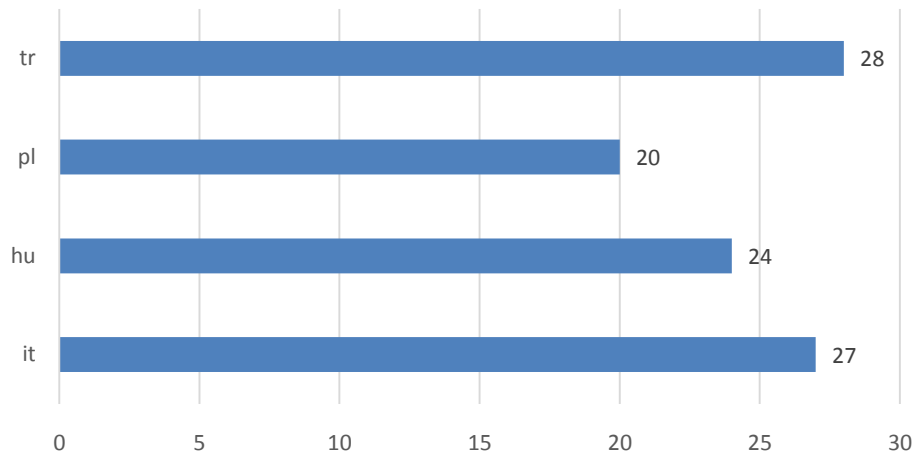


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**Number of questionnaires collected**



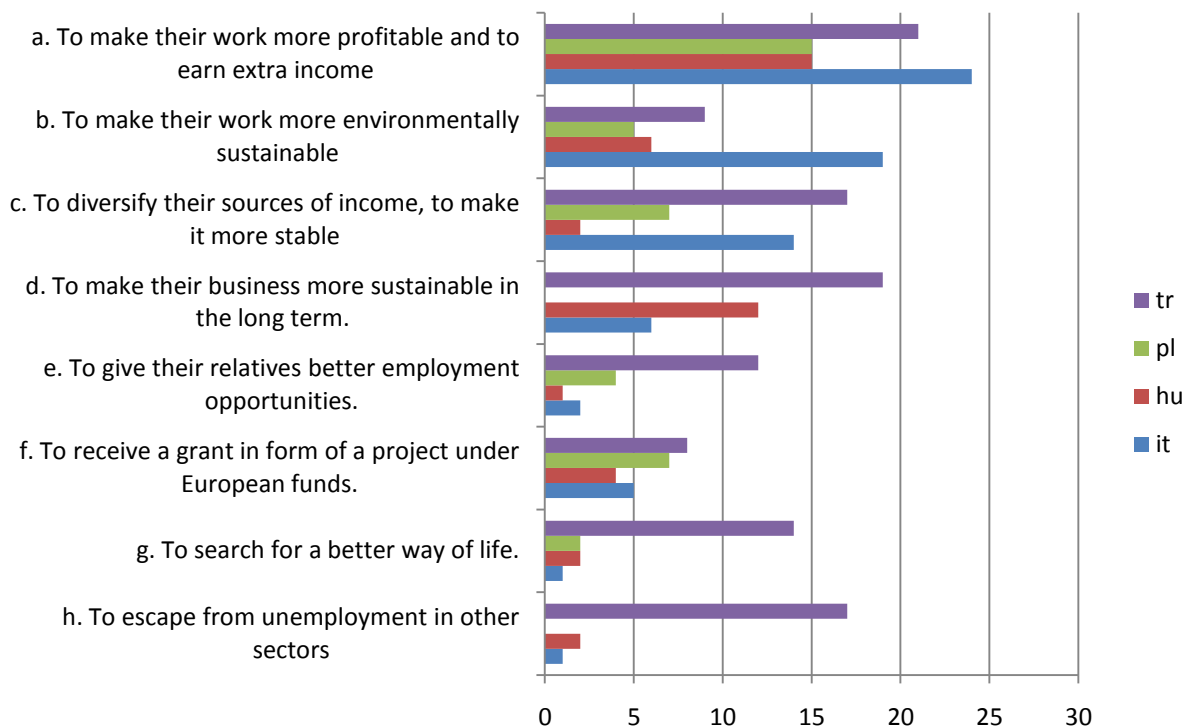
The questionnaires have been collected in face to face meetings, during dedicated workshops, sent by e-mail to different respondents.

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**1. INNOVATIVE TRENDS IN MILK/CHEESE BY-PRODUCTS AND WASTE**

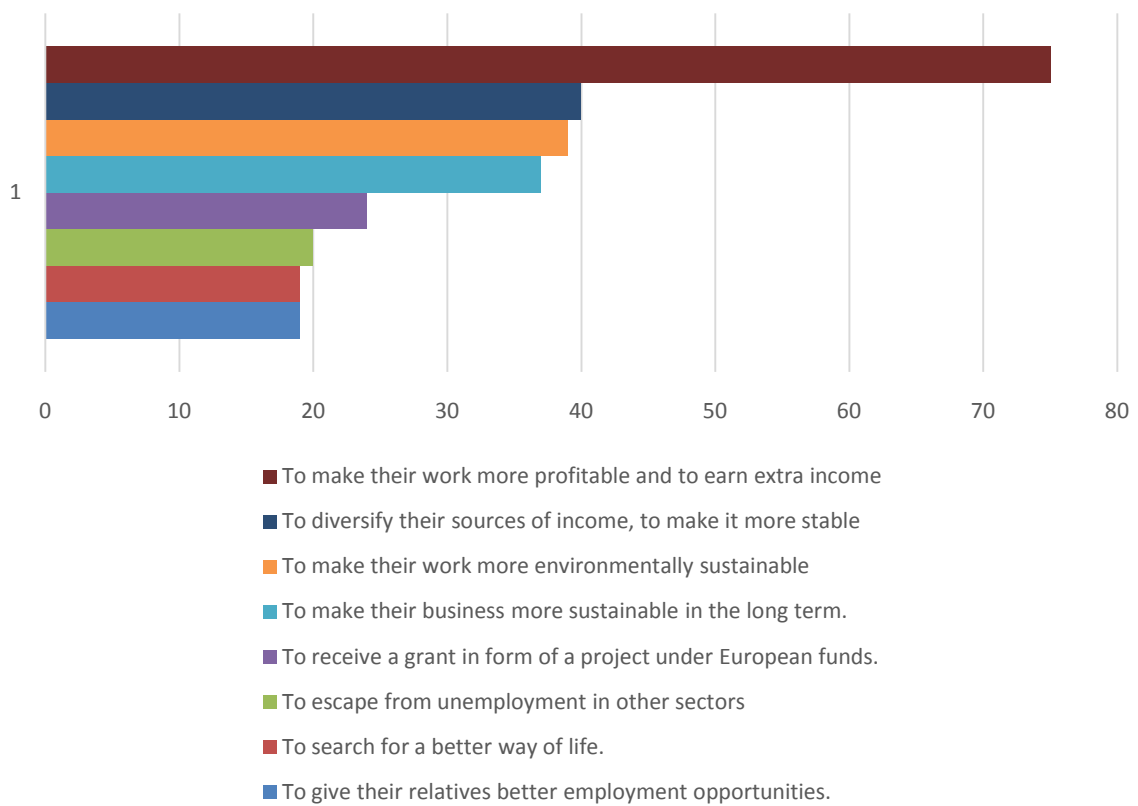
**1. In the area where you work, for which reason do you think that farmers, milk producers/cheese makers should introduce some changes?**

Respondants could choose one or more statement



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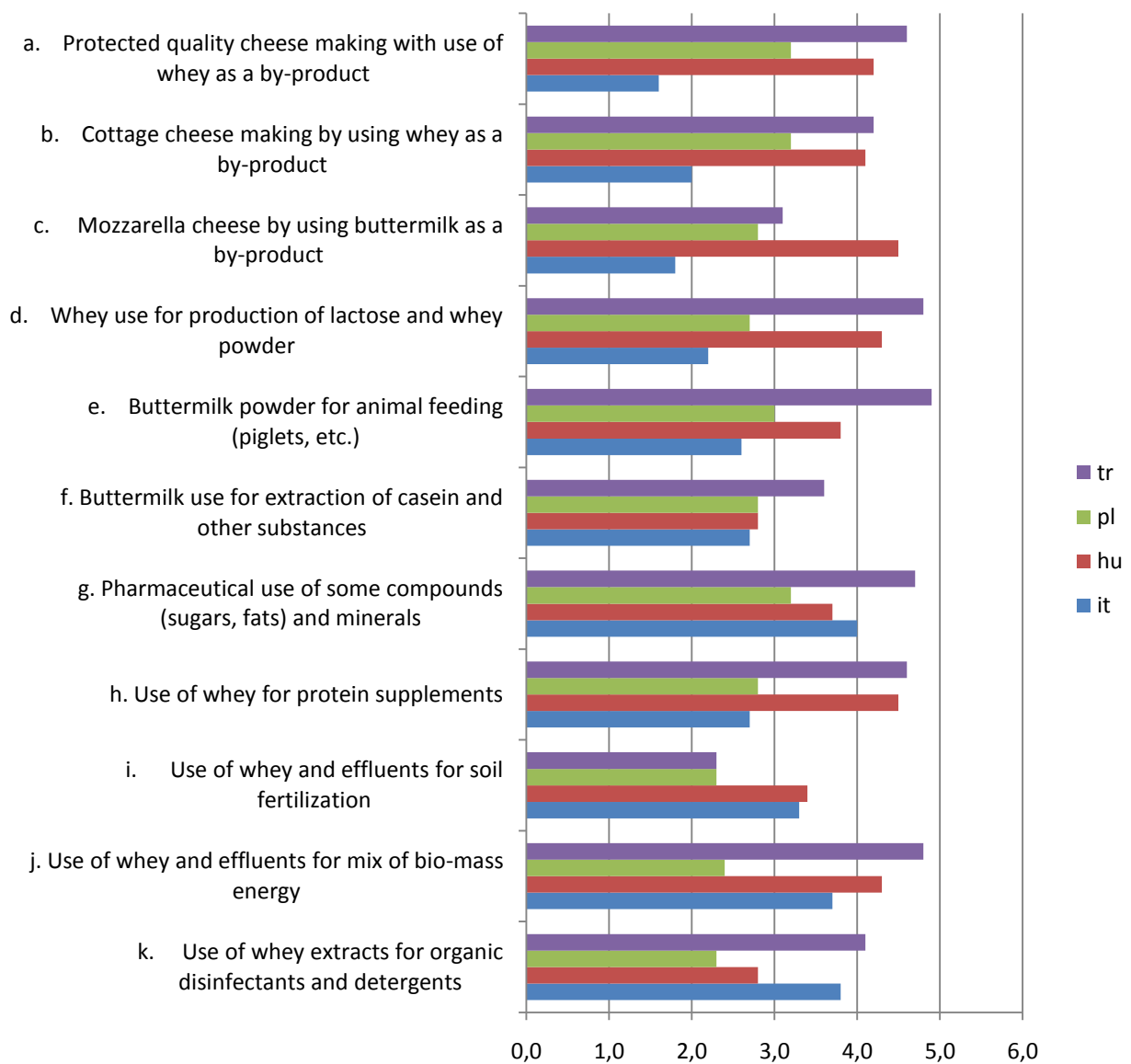
### Meanof responses of Hungary, Italy, Poland and Turkey



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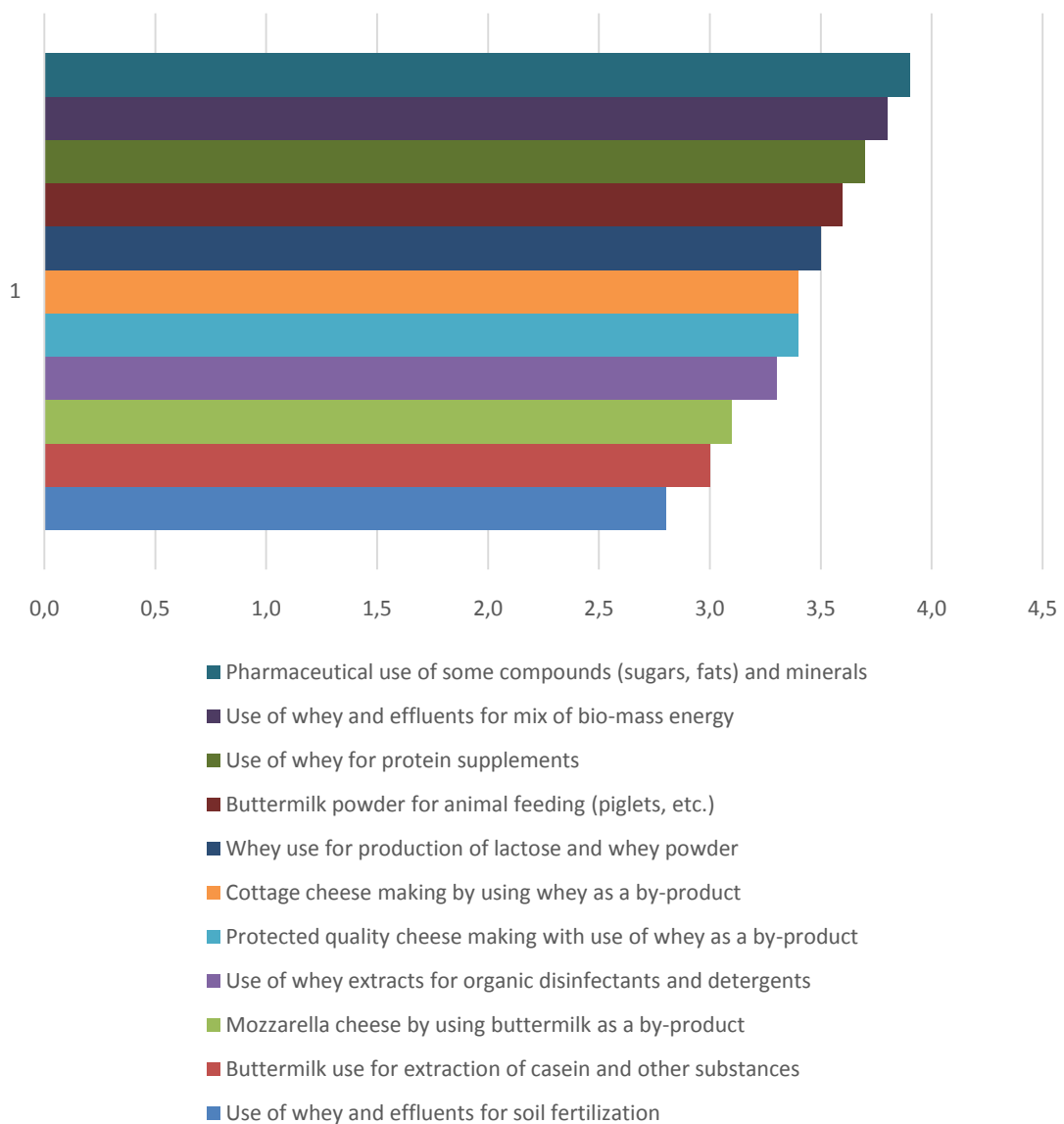
**2. What do you consider the most innovative trends in the dairy supply chain for your region/country with reference with use of by-products?**

Respondants were asked to rate from 1 (not innovative) up to 5 (very innovative) each item. The given result is the average of different rating.



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**Meanof responses of Hungary, Italy, Poland and Turkey**







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#### 3. Successful case studies of companies with a good combination of the innovative trends above listed

#### ITALY

##### **Caseificio Tomasoni**

Via Bovon, 3 - 31030 Breda di Piave (Treviso)

<http://www.caseificiotomasoni.it> ;

##### **Latteria e Caseificio Moro (S.R.L.)**

Via Postumia, 1, 31045 Motta di Livenza (Treviso)

<http://www.caseificiomoro.com/>;

##### **Latteria Sociale di Coderno Soc. Coop. Agr.**

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<http://www.latteriacoderno.it/>

#### HUNGARY

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[www.cegbongeszo.hu](http://www.cegbongeszo.hu)

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### **POLAND**

OSM Bierun - [www.osm.bierun.pl](http://www.osm.bierun.pl)

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OSM Miechow - <http://osm.miechow.pl/>

OSM Jasienica Rosielna - [www.osm-jasienica-rosielna.pl](http://www.osm-jasienica-rosielna.pl)

### **TURKEY**

SÜTAŞ-[www.sutas.com.tr](http://www.sutas.com.tr)

YÖRSAN [www.yorsan.com.tr](http://www.yorsan.com.tr)

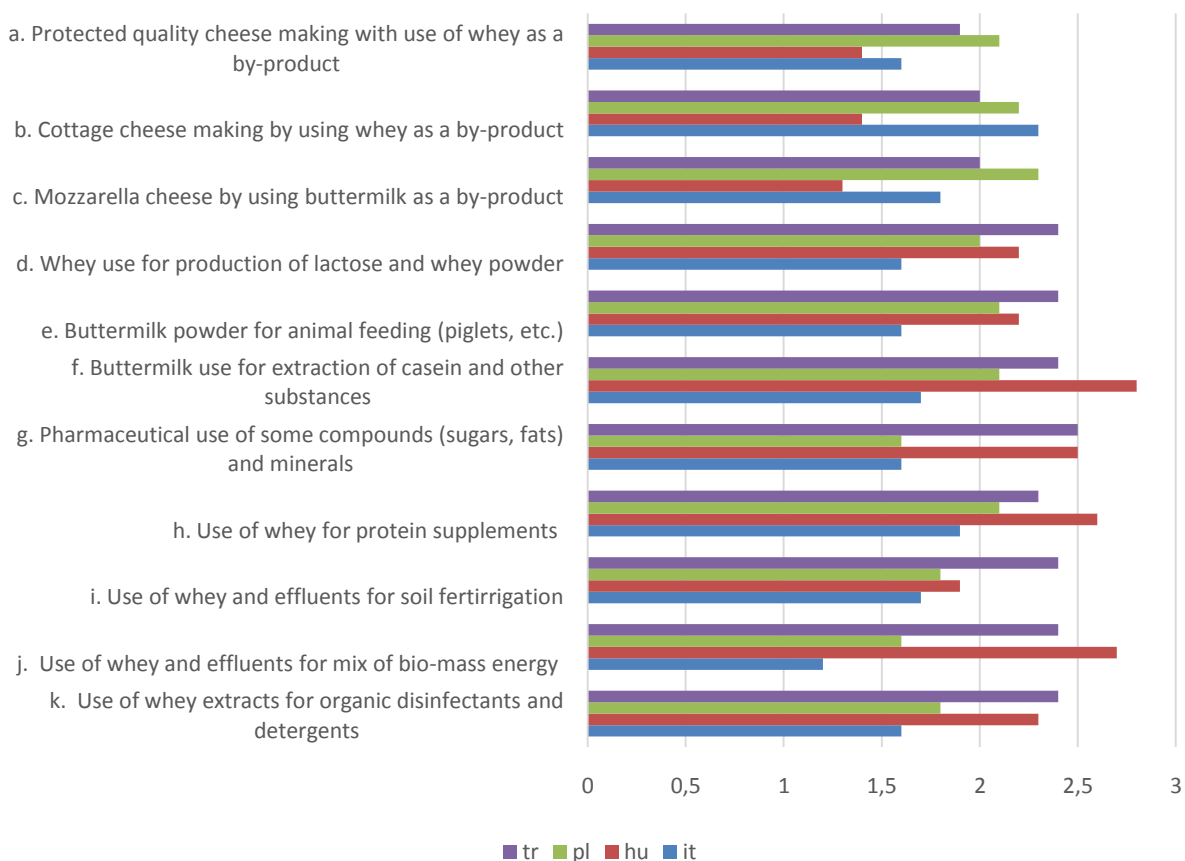
KAY Süt [www.kay.com.tr](http://www.kay.com.tr)

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**2. TRAINING NEEDS**

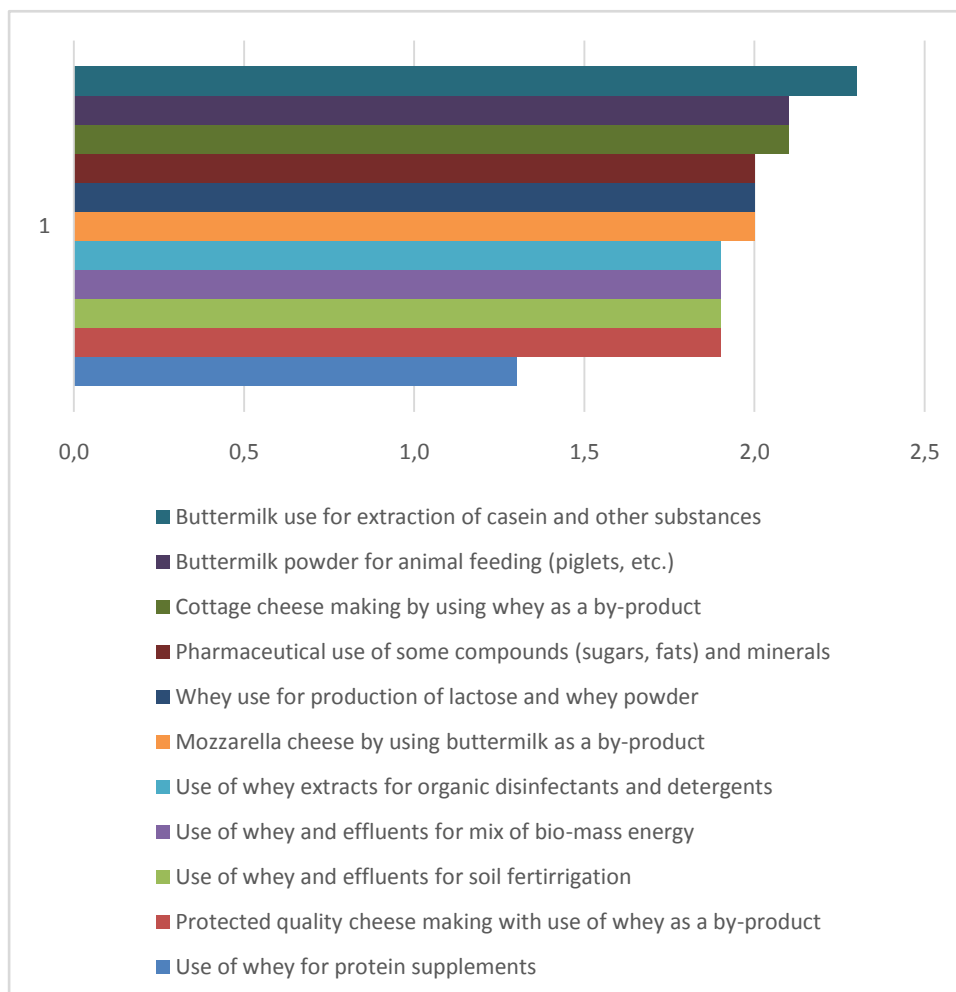
**4. Associated to the innovative activities you have indicated above, which ones do you think that target users might require more training in your region/country?**

Respondants were asked to rate from 1 (more important) up to 3 (less important) each item. The given result is the average of different rating.



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**Mean of responses of Hungary, Italy, Poland and Turkey**

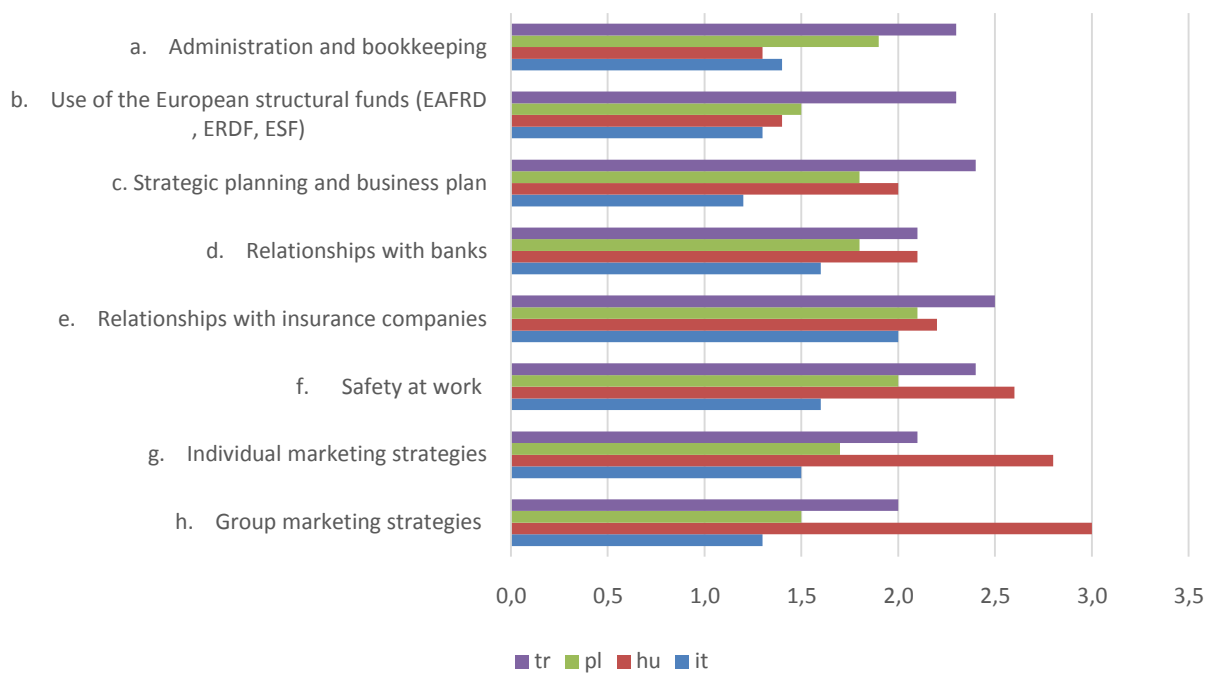


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### 3. MANAGEMENT

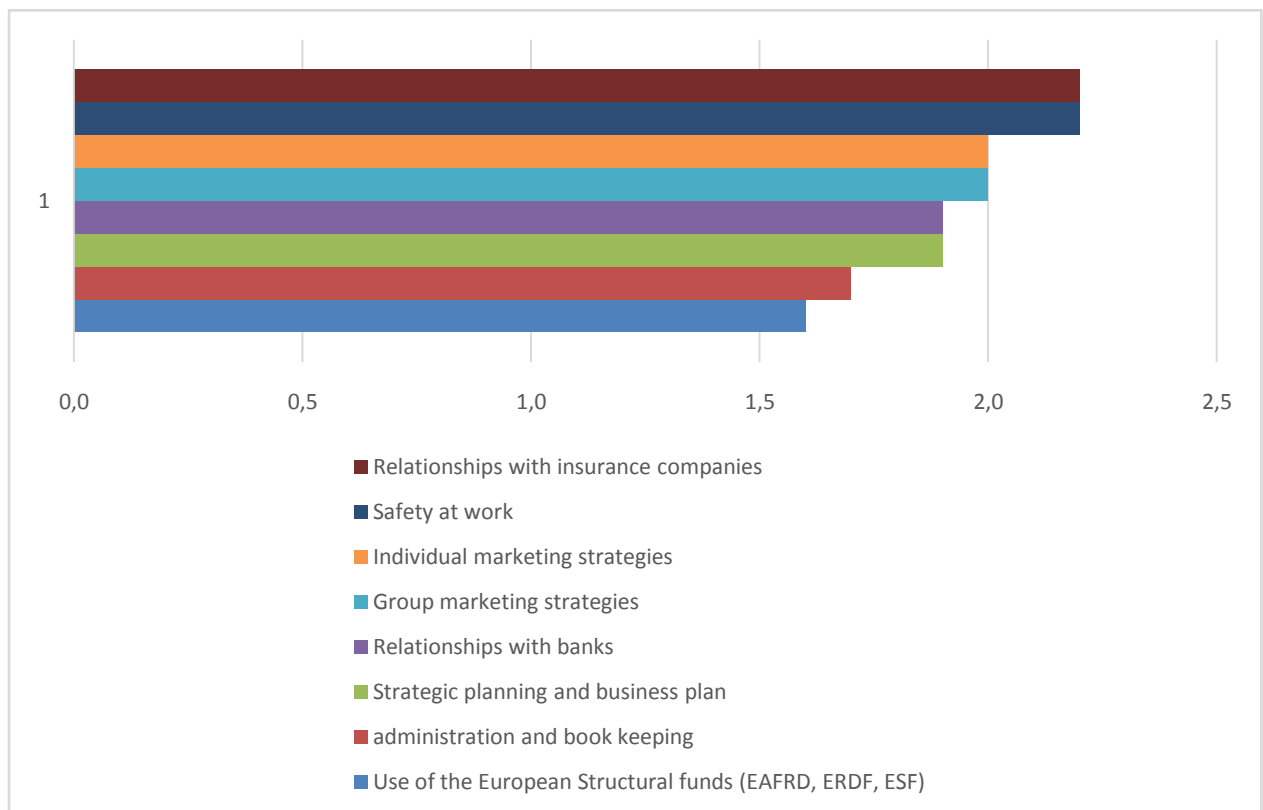
**5. What kind of complementary management competencies to the technical ones are, according to you, are the most important for improving management of companies in the dairy sector?**

Respondants were asked to rate from 1 (more important) up to 3 (less important) each item. The given result is the average of different rating.



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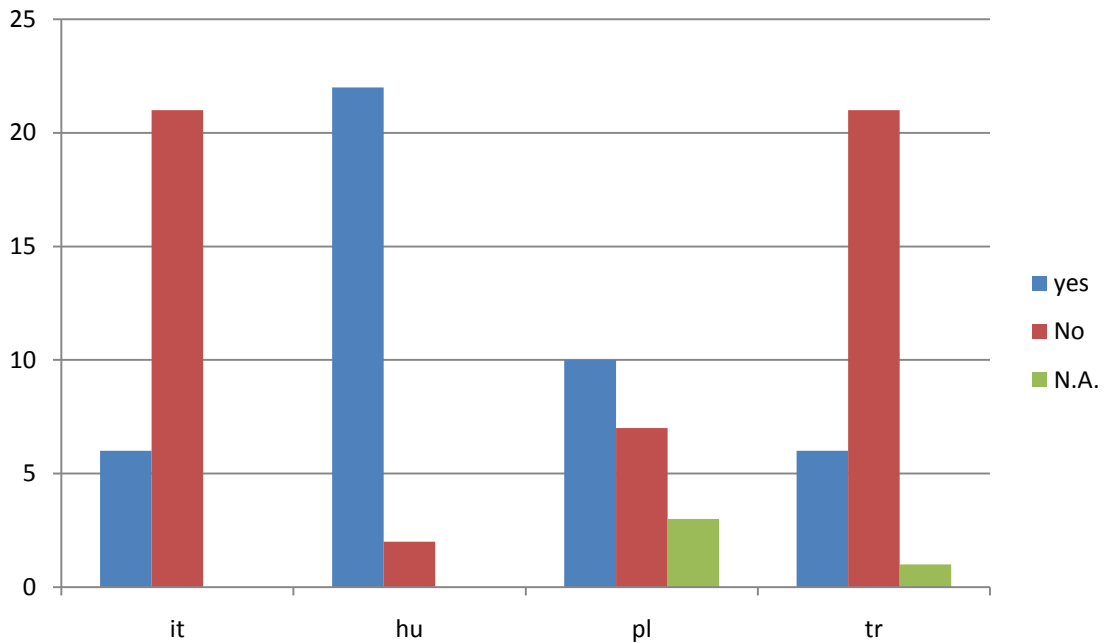
**Mean of responses of Hungary, Italy, Poland and Turkey**



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#### 4. INFORMATION AND TRAINING COURSES

6. Do you think that relevant information and training for innovative agriculture are easily available in the dairy supply chain sector?



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**7. What kind of learning do you think that the companies and staff in dairy supply chain, young farmers, women, and new farmers in your area of action would prefer?**

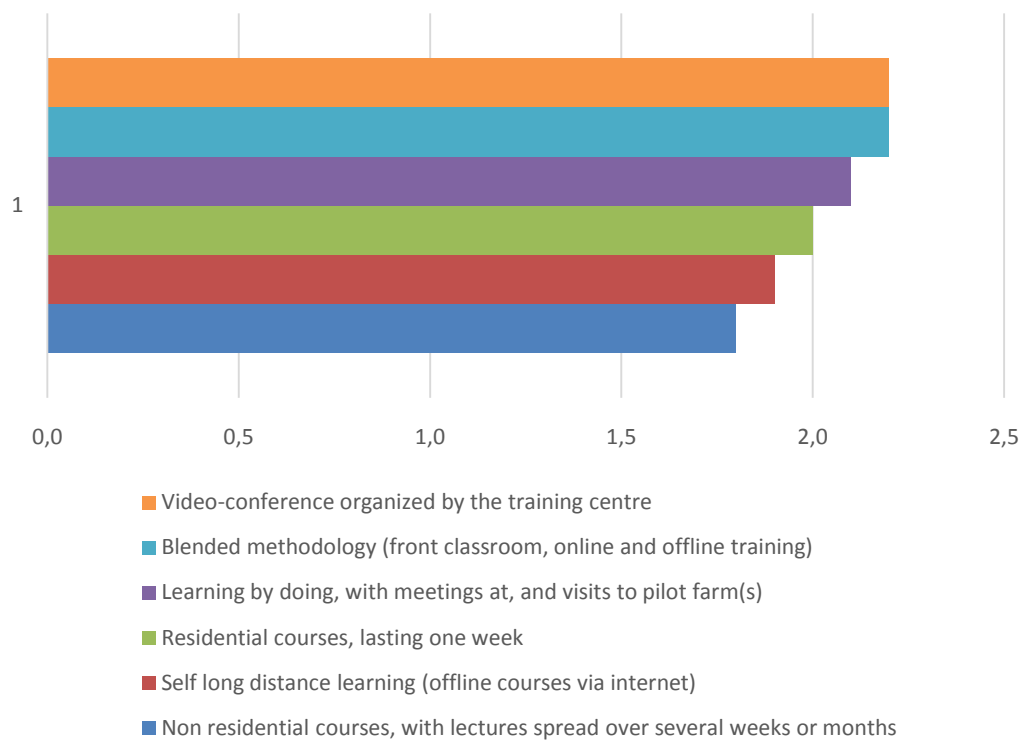
Respondants were asked to rate from 1 (more important) up to 3 (less important) each item. The given result is the average of different rating.





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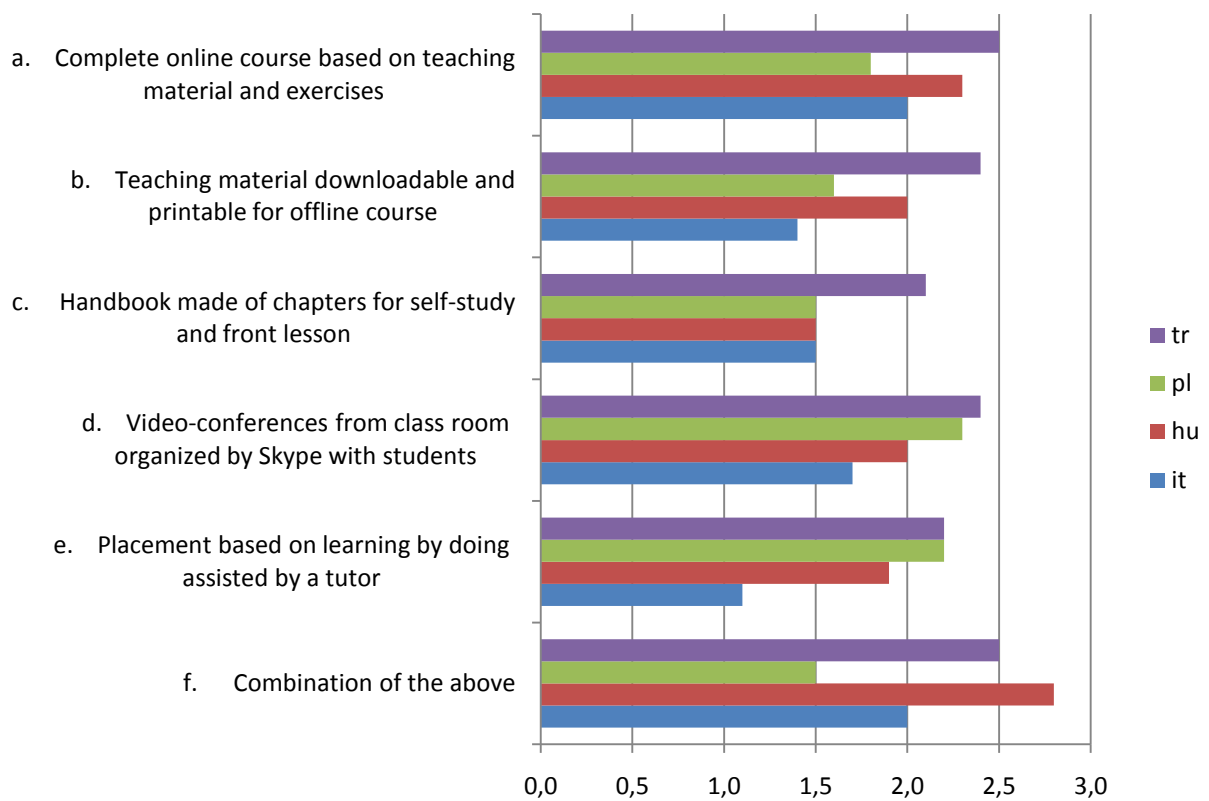
### Mean of responses of Hungary, Italy, Poland and Turkey



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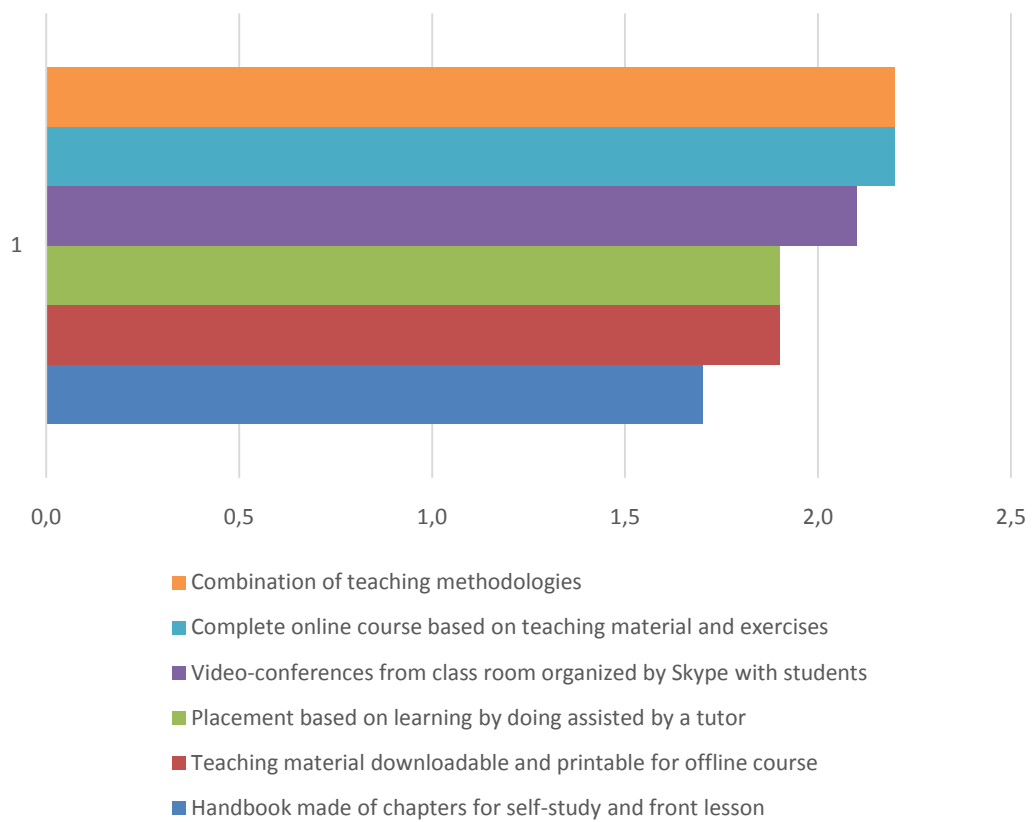
**8. What kind of training tools and activities do you think are more effective and user friendly for target users?**

Respondants were asked to rate from 1 (more important) up to 3 (less important) each item. The given result is the average of different rating.



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### Mean of responses of Hungary, Italy, Poland and Turkey





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### Conclusions

Without having the ambition of representing the views of all the farmers, milk producers, cheese-makers and professionals of the milk by-products and waste management in each country, the responses collected allows the partnership to proceed with the design of the training course and the preparation of educational materials that are responsive to the needs emerged during the investigation.

With regard to the **training needs**, there are no large differences between the responses collected in the four countries and the indications of respondents will be the guidelines for the designing of the training contents.

Only in the section **Information and training course**, the question of whether the respondents think that relevant information and training for innovative agriculture are easily available in the dairy supply chain sector, there are striking differences. In fact, most respondents in Hungary say that the information are easily available while the respondents of Italy and Turkey replied that they are not. This is the only question that shows significative differences between the countries, and the course and didactic materials that will be developed will fulfil this gap.

To conclude we can say that the training needs survey and the analysis of the results offer to the partnership a solid base to develop the training course and the didactic materials in a way that will completely fulfil the needs of the sector.