



Questionnaire Sagiter VLM

This questionnaire is about your “advisory-visits” to farmers. A visit obliged because of the high nitrate deposit found last year.

Key questions:

- How do I explain this issue to farmers?
- How can I learn from good/bad experiences of farmers?
- How do I exchange experiences with colleagues?
- How can I improve transferring knowledge?
- Do you talk about agroecology/agroecological aspects with the farmer?

The aim of the questionnaire is to create awareness to the consultants/advisors of VLM.

Before the visit:

- What is your aim? When is the visit successful?
- How do you prepare your visit? Are they linked with the aim of your visit?
- What do you take with you on the visit?
 - o Maps, calculations, brochures, information...and why?
 - o Where do you get this information?

The visit:

- What do you observe when you visit a farmer?
- Do you start with a conversation or with a ‘trip’ through the farm?
- What does the farmer say when he takes you through the farm?
- How do you lead the conversation? (is there a fixed sequence in items?) you have a questionnaire?
- How do you ‘test’ the knowledge of the farmer? Do you ask if other persons train/advise the farmer? You ask about the contents of that?
- You ask lots of questions?
- Are you more a ‘controller’ or ‘pedagogic’ type?
- Do you talk much or do you explain much things? Do you let the farmer talk?
- Does the farmer ask questions? Do you ask what he thinks about the ‘errors’?
- Do you focus on some aspects? Do you do the same way with every farmer?
- In what items is the farmer interested? In what items absolutely not?
- Do you always agree with the farmer? What if not? How do you say this? Do you avoid difficult themes? Why are they difficult? You need more knowledge?
- How do you make an agreement with the farmer?
- How do you end the visit/conversation?

After the visit:

- Do you make a report of the visit?
- Is the report directed to the farmer? What is the aim of the report?
- In the report, you only advise or give additional information? Does your report have an added value for the farmer?
- Do you discuss critical items with your colleagues? In group/individual/informal/ with other institutions/other farmers?
- Do you contact the farmer a second time? How ?