



INC ACADEMIA
EXECUTIVE EDUCATION
FOR THE NUT & DRIED FRUIT INDUSTRY



© INC Alumni of the 2nd Edition received the program completion certificate in Boca Raton, May 2019.

5th
Edition
February
2022 to
December
2022

**Where Industry
Leaders Are Shaped**

The Best Education for the Nut and Dried Fruit Industry

As the INC Academia continues to grow, it is being constantly adapted and developed to meet the needs and desires of its students. The 2022 edition features 3 programs which students can partake in: Industry Master Classes, Basic Program on Nuts & Dried Fruits, and the Advanced Program on Nuts & Dried Fruits, where the option for the on-site course has returned. All programs must be completed by December 31, 2022, regardless of when the program is started. Enrollment for this edition is open until October 2022.



ONLINE LEARNING

Online learning at your own pace from authors at the world's most prestigious institutions.



INDUSTRY KNOW-HOW

Get to know the ins and outs of the nut and dried fruit industry all in one place.



CERTIFIED QUALIFICATION

Become certified by the International Nut and Dried Fruit Council at the end of the course.



FACE-TO-FACE LEARNING

The opportunity to network and gather with fellow peers during the on-site course.

JOIN THE INC ACADEMIA



INDUSTRY MASTER CLASSES FREE ONLINE LEARNING

Take your pick on some hot topics and get a glimpse into the INC Academia.



BASIC PROGRAM ON NUTS & DRIED FRUITS ONLINE ONLY

Covering the fundamentals of the industry, making this program ideal for anyone who is new to the sector.



ADVANCED PROGRAM ON NUTS & DRIED FRUITS ONLINE + ON-SITE OPTION

Opening up the business side of the sector and highlighting some of the most pressing topics.



INDUSTRY MASTER CLASSES

A Deeper Dive into Specific Topics

Watch videos on specific topics, taught by experts and get an idea of the programs for the INC Academia. Check out a sample of the classes offered. More can be found by visiting the INC Academia website.

Free Master Classes



SHIPPING CHALLENGES AND INFLATIONARY PRESSURE IN THE AGRICULTURE SECTOR



CONSUMPTION TRENDS IN THE NUT AND DRIED FRUIT INDUSTRY



AN EXCLUSIVE LOOK TO THE FUTURE OF NUTS & DRIED FRUITS BY THE INC EXECUTIVE COMMITTEE



BASIC PROGRAM ON NUTS & DRIED FRUITS

An Introduction to the Industry

Students will complete the 9 courses, written by top experts and learn the basics of the nut and dried fruit industry. With self-paced learning, you pick when. This program only consists of the online courses, with no additional options.

Online Courses

01. Origin and Description

Introduction to the long history of nuts and dried fruits, their description and physiology.

02. Soil and Climate

Which climates nuts and dried fruits are adapted to, soils, water demand and how climate conditions may affect the crops.

03. Varieties and Uses

An overview of the main varieties and geographical distribution of species, as well as traditional and recent products and uses.

04. Health and Nutrition

A review of the nutritional value and evidence-based health benefits of nut and dried fruit consumption.

05. Harvesting and Processing

Main processing operations that can take place during and after harvest, including shelling, drying, sorting, pasteurization, frying, flavoring and storage.

06. Food Safety and Quality Standards

Review of the essential aspects of food safety, quality standards and best practices.

07. Production, Trade and Consumption

Global review of industry statistics, including production, trade, and consumption volumes.

08. Market Insights

Insights on crop/production estimates and next season forecasts for each product under the INC umbrella, and historical prices.

09. Negotiation

Essential strategies and skills for successful negotiations.



ADVANCED PROGRAM ON NUTS & DRIED FRUITS

Expand Your Knowledge of the Industry

Tailored to the seasoned or prospective manager, students will complete the self-paced 11 courses, written by top experts and learn the business side of the nut and dried fruit industry. This program also has an optional on-site course as well, where students can have a hands-on experience. Students can opt to register for the full program which includes the online and on-site, or they can select just the online portion.

Online Courses

01. Retail Packing

Essential knowledge of the packaging process and packaging materials.

02. Contaminant Detection and Allergen Management

Understanding different methods for contaminant detection and learning about allergen management.

03. International Market Opportunities

Review of consumer trends to help identify potential market opportunities.

04. Cross-cultural Negotiations

Understanding how to negotiate across cultural barriers.

05. Risk and Insurance

Essential knowledge of the hottest topics of concern in the food and beverage industry.

06. Maritime Shipping & Logistics

A basic overview of maritime shipping and logistics.

07. International Commercial Terms

Overview of the Incoterms® from the International Chamber of Commerce to help define responsible parties during shipping and transportation of goods.

08. INC Contract

A look at the INC Contract for the sale and purchase of nuts and dried fruits.

09. Payment Terms

Identifying the terms and conditions for payment of nuts and dried fruits.

10. Arbitration Rules

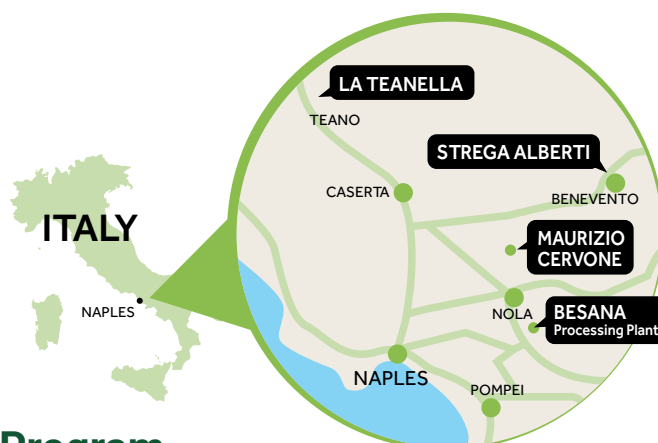
Overview of arbitration rules, procedures and tribunals to understand the potential legal impact that comes with business.

11. Holistic Approach to Sustainability

Identification of international frameworks, options for managing sustainability reporting tools, and touching on the principles of sustainable finance in the nut & dried fruit sector.

On-Site Course

To attend the on-site course, students must have completed all of the online courses in the Advanced Program on Nuts & Dried Fruits. The on-site course consists of a 3-day hands on experience (10+ hours of preparatory tasks & readings) completed with valuable case studies. It will take place in Italy from May 7-9, 2022, just before the World Nut and Dried Fruit Congress in Dubai. The on-site course is not only open to new students, but also former students who have completed previous online programs.



Preliminary Program

Sat, May 7, Italy	Sun, May 8, Italy	Mon, May 9, Italy	Wed, May 11, Dubai	Fri, May 13, Dubai
Visits to orchards (walnuts): Maurizio Cervone Lunch Registration Visits to orchards (hazelnuts): La Teanella Welcome cocktail & dinner	Case Studies: Strategy and Leadership Lunch Case Studies: Negotiation	Visit to processing plant: Strega Alberti Lunch Visit to processing plant: Besana Group	Optional visit and tour of the Port of Jebel Ali, Dubai 	Presentation of certificates and cocktail reception  INC XXXIX WORLD NUT AND DRIED FRUIT CONGRESS MAY 11-13, 2022

Learn From Top Experts in the Industry

AUTHORS



Ms. Ciara Jackson

Aon Insurance
Company
Ireland



Mr. Rudolf Ernst

August
Töpfer & Co.
Germany



Mr. José Roig Borrell

Borrell®
Spain-USA



Dr. Ing. Malte Ahrens

former Process
Engineer,
Bühler Aeroglide
USA



Mr. Thomas Barber

Bühler Aeroglide
USA



Prof. Dr. Uygun Aksoy

Consultant
Turkey



Mr. Klaus Ihrig

Detia Degesch
Germany



Dr. Christine M. Hilbert

Hygiena
USA



Dr. Catherine N. Torgler

Hygiena
Diagnostica
Spain



Prof. Dr. Kandarp Mehta

IESE Business
School
Spain



Mr. Marco Azzaretti

Key Technology
USA



Mr. Wilfried Thobe

Mondi Consumer
Goods Packaging
Austria



Mr. Corrado Carosella

Mediterranean
Shipping Company
Switzerland



Ms. Katia Cipelli

Mediterranean
Shipping Company
Switzerland



Mr. Stefano Massari

Oltremare
Italy



Prof. Jordi Salas-Salvadó

Rovira i Virgili
University
Spain



Dr. Vicki McWilliam

The Royal
Children's
Hospital
Australia



Mr. David Woollard

former Group
Product Manager,
tna Solutions
Australia



Mr. Brendan O'Donnell

TOMRA
Food
USA



Assoc. Prof. Cesarettin Alasalvar

TÜBITAK Marmara
Research Center
Turkey



Ms. Claudia Toussaint

Waren-Verein
der Hamburger
Börse e.V.
Germany



Dr. Cameon Ivarsson

Napasol
Switzerland

ENROLL NOW

**Places
are
Limited!**

academia.nutfruit.org