TRAINER'S GUIDE SOCIAL FARM MENTOR

TRAINING

This manual is the result of the Revitalist - Social farm mentor training international collaboration that was supported by the EU through an Erasmus+ Strategic Partnership grant.

Partners: Hungarian Quality Compost Association - Hu; Diversity Public Utility Foundation - Hu; Ruskin Mill College – UK; Municipality of Tiszasas – Hu; WWOOF Hungary - Hu; University of South Bohemia České Budějovice - Cz; Agricoltura Capodarco società cooperativa sociale - It Project manager: Aranka Kleger Project contract number: 2017-1-HUOI-KA202-035964

Authors: Berni Courts, Beatrix Csapó, Júlia Csibi, Gábor Gyói, Ildikó Török Gyóiné, Aranka Kléger, Jan Moudry, Ilaria Signoriello, Apolka Ujj, Ricardo Pereira

Proof-readers: Beatrix Csapó, Júlia Csibi, Ildikó Török Gyóiné, Zsuzsa Jeney, Aranka Kléger, Apolka Ujj

Language proof-reader: Ricardo Pereira

Design and layout: Júlia

Csibi

The European Commission has provided support for this project's costs. This publication reflects the views of the authors, the Commission cannot be liable for the information contained.

TRAINER'S GUIDE SOCIAL FARM MENTOR TRAINING

TABLE OF CONTENT

- 1. Introduction 6
 - 1.1 Why social farming (SF) is so important these days 6
 - 1.2 Brief analysis of SF in Hungary 6
 - 1.3 Revitalist project: Introduction. What are the innovative elements of this training? 8
- 2. Practical Skills Therapeutic Education 9
 - 2.1 What is Practical Skills Therapeutic Education (PSTE): History and practice of the method 9

- 2.2 Key principles of PSTE for developing the training 9
- 3. Introduction of the Social Farm Mentor Training and the Trainer's Guide 11
 - 3.1 Social Farm Mentor Training structure 11
 - 3.2 Description of the Trainer's guide 12
- 4. Module 1 PSTE theory and Genius Loci module 12
 - 4.1 What is the aim of this module 12
 - 4.2 Competencies reached with this module 12
 - 4.2.1 The benefits of using a Competence Chart 12
 - 4.3 Schedule of the module (structure of the 8 hour training day, divided by main topics) 14
 - 4.4 Description of the activities and resources used to teach this module (from the table above) 15
 - 4.5 How to make a Genius Loci research, the process step by step 17
- 5. Module 2 PSTE practice, the crafts 17
 - 5.1 What is the aim of this module 17
 - 5.2 Competencies reached with this module (craft activities and composting) 18
 - 5.3 Schedule of the module (structure of the 8- hour training day/activity, divided by main steps) 19
 - 5.4 Description of the activities of the module 23
 - 5.4.1 Composting 23
 - 5.4.2 Felting 25
 - 5.4.3 Basketry 27
 - 5.4.4 Bulrush weaving 30
 - 6. Module 3 Characteristics of end-users 33
 - 6.1 What is the aim of this module 33
 - 6.2 Competencies reached with this module 34

- 6.3 Shedule of the module (structure of the 8 hour training day, divided by main topics) 34
- 6.4 Description of the activities (or concepts) of the module 35
- 7. Module 4 Economic viability 37
 - 7.1 What is the aim of this module 37
 - 7.2 Competencies reached with this module 37
 - 7.3 Schedule of the module (structure of the 8 hour training day, divided by main topics) 38
 - 7.4 Description of the activities of the modul 40
- 8. Module 5 Adaptation to local circumstances 45
 - 8.1 Why is this module a unique part of the training 45
 - 8.2 How will this module unfold in the training program? 45
 - 8.3 Guideline to the participants 45
 - 8.4 Reached competences with this module 47
 - 8.5 Schedule of the module (structure of the 8-hour training day, divided by main topics) 47
- 9. Short introduction of the project's consortium 49
- 10. Glossary 50
- 11. Appendix 52
 - 11.1 Genius Loci research 52
 - 11.1.1. Sunfield, UK 52
 - 11.2 The three stage process 56
- 1. INTRODUCTION
- 1.1 Why social farming (SF) is so important these

days

Within the European Strategy 2020, social farming* [SF] is considered a fundamental practice that transects not only agrarian activity but other key sectors such as health care, social services, environment, and employment, to promote sustainable and inclusive growth in rural and often marginalised areas.

The main objective of social farming is the combination of sustainable agriculture* production with a social function within the farming process, integrating factors such as: agricultural production, farming methods and protection of the environment against the negative impacts of agricultural activities, and also promote the quality of life in rural areas, improving the quality of social services, favouring the use of local resources, protecting and maintaining the traditional living, working heritage, social justice, landscape development and protection of biodiversity.

Most of the experiences of SF orientates their productions to organic and natural high-quality products, short- chain* and local market, giving an answer to a rising awareness concerning "Ethical Products"*; ability to combine high-quality products and the purchase of moral satisfaction, respect of the environment, workplace equality and fairness of trade conditions.

In all cases, however, social farming represents a new opportunity for farmers to deliver alternative services to broaden and diversify the scope of their activities and a multi-functional role in society.

Contributions coming from different European Countries show that SF has a positive impact on the benefits for different users and client groups; farm economics and economics of rural areas; and strengthening urban-rural relationships. Also, on preserving the landscape; producing innovative services and regeneration of welfare state, new supply chain based on organic and sustainable production and ethical guides.

Looking at the European context, Social farming can have a key role in addressing the specific challenges: as part of multifunctional farming, it can offer a wide range of services aimed at pursuing the well-being of citizens and responds to the wider needs of welfare policies. As a social innovation, it contributes to the development of new forms of organisations and interactions in order to respond to societal chal- lenges.

On a global scale and considering the strategic guidelines defined by Agenda 2030* and the Sustainable Development Goals* established thereby, approved by the United Nations General Assembly in 2015, social and care farming is seen as a further evolution of previous agri- cultural models, apt at supporting sustainable development policies. The current crisis that welfare systems are undergoing in Europe as well as worldwide is a threat to the established social rights of citizens and can lead to an increase in social inequality. Within this complex framework,

social and care farming is seen as one of the most effective activities that can contribute to achieving Sustainable Development Goals, such as fighting poverty and inequality, the elimination of hunger and the struggle against climate change, to mention a few.

Photo: Ruskin Mill Trust

1.2 brief analysis of SF in Hungary

The social farm system is progressing slowly in Hungary. According to the findings of the MAIE project* (Multi- functional Agriculture in Europe) the degree to which social farming has developed throughout Europe differs according to the situation in the respective country. Even though this project does not mention Hungary, it can be classified as a pioneering country in terms of MAIE status categories (Pioneer status; Moderately developed status; Well-developed status; Officially recognized status.) Pioneer status means that several projects are being developed that implement social farming concepts, similarly to Slovenia, the Czech Republic or Bulgaria.

In Hungary the first social farms started to appear after 2000. In 2003, a government program was initiated by the Ministry of Employment and Labour in order to support the establishment of farms. These farms provided support to autistic patients and their families, which resulted in the formation of about 15 manors with autism-specific services and employment programs. As the financial resources diminished, the growth and development of such

6

autistic manors stagnated. Between 2005 and 2015, several social farm initiatives were launched independently from each other with various focus target communities (e.g. community farm development programs for unem- ployed Roma people; farm pedagogy programs for school children; animal-assisted therapy - mainly therapeutic riding; social gardening for disabled people with agricultural production, processing and eco-tourism).

The most important problem is that social farms are not legally recognised in Hungary. Nevertheless, a comprehen- sive study was issued in 2015, describing in detail the operating principles, objectives, target audience, benefits, and good practices transferred from western and northern countries.

In 2016 the Alliance of Social Farms* was founded. The aim of the alliance is to foster the legal and institutional recognition of social farms in Hungary, as a new agricultural model with social, health, employment and education functions, and also to serve as a knowledge base with the collection and distribution of information about good practices, research and education.

Hungary is still facing difficulties and challenges since the government only recently recognised the potential of so- cial farms, thus there is no comprehensive strategy related to social farms, administrative

obstacles are still present and there is no proper training curriculum dealing with social farming that prepares future farmers/social experts for working with disadvantaged groups* in the field. In order to promote the social function of agriculture and at the same time the independence of disadvantaged people, the Hungarian legislation needs to be completed. Currently, the legislative definition of social farming is missing and the social benefits provided by social farms are not yet recognised. Furthermore, the small producers' community of rehabilitation farms is also not yet recognised as a legal entity, the land use of rehabilitation farm communities is not yet defined, and the sale of agriculture produce issued by rehabilitation farm communities is restricted. Therefore a policy proposal has been prepared to address these issues entitled 'Policy proposal for the establishment and operation of social farms in Hungary 2019'.

The currently operating social farms generally opt for a multi-task strategy for long-term survival. They provide income-generating services such as camping for children, therapeutic activities, producing handmade crafts or processed food such as cheese and compotes. They also make use of the available support possibilities, such as the wage subsidy scheme for accredited employment* or public employment*, and employment and infrastructure development grants for European projects.

Photo: WWOOF Magyarország

₈1.3 Revitalist project: Introduction. What are the innovative elements of this

training? The focus of the Revitalist project is to provide a training program that aims to equip our target-groups with a completely innovative set of skills. These skills are based on an alternative education method called Practical Skills Therapeutic Education* (PSTE), which has been developed in England for the past 30 years. The method consists on delivering hand-craft activities, using only natural materials. Some examples of these activities are: Greenwood-work, felting, weaving, metal forging, biodynamic* gardening and compost preparation. The main purpose of the method is to develop behavioral, cognitive and emotional skills in individuals. Scientific evidence shows that work- ing with our hands has a direct implication in brain development, which partially explains species development, going back to prehis- toric times, particularly linked to how man has evolved from primates precisely due to the development of manual activities. On the other hand, working in a natural context, such as a farm, as opposed to an urban environment, has been proved to be very beneficial for individ- uals, particularly at a socio-emotional level. This is what the research from one of our project partners (Ruskin Mill Trust, UK) has clearly ev- idenced over the last decades, resulting in its world-wide recognition. The main concern of Revitalist is to create the appropriate conditions for the method to be implemented and expanded in the Hungarian context. This could certainly bring many positive outcomes for the country, such as training professionals from various backgrounds in this unique method (PSTE). The benefited professional sectors will range from social workers to farmers, NGO leaders, psychologists and municipalities. What all these different sectors have in common is work focused on improving the lives of underprivileged social minorities, which is pre- cisely the ultimate goal of Revitalist.

In practical terms, the Revitalist project creates well-structured training programs to be delivered in different loca- tions of Hungary. This training contains theoretical aspects, such as understanding the principles that underpin the PSTE method, so they can be linked to practical ones, such as hand-craft activities and horticulture. In this process, we provide our training attendants with a robust knowledge on environmental issues, economic principles and engagement techniques for working with low-skilled groups.

We have already identified our training participants through a long process of consultancy built over the years with dozens of the professionals mentioned above and created a training program that fits precisely their needs. These professionals are what we designated as the target group of our project.

The project is focused on maximizing results whilst requiring a minimum financial investment. The aim is to equal- ly help develop some of the much needed rural areas of Hungary and create the necessary infra-structures for it to remain viable in the future.

Photos: J.Csibi

2.PRACTICAL SKILLS THERAPEUTIC EDUCATION

2.1 What is Practical Skills Therapeutic Education (PSTE): History and practice of the method

The PSTE method was inspired by three great historical figures:

John Ruskin, William Morris and Rudolf Steiner*. John Ruskin for his reverence to nature and use of arts and crafts in education. William Morris provides the inspiration to produce handcrafted objects that are aesthetically pleas- ing and unique, as opposed to standardized, factory-made ones. Rudolf Steiner or Waldorf education (also dissem- inated in Hungary) provides a unique pedagogy that strives to develop pupils' intellectual, artistic, and practical skills in an integrated and holistic manner, meaning that the goal is for everyone to find their own individuality, purpose in life as well as a connection to their communities. PSTE is also strongly influenced by Steiner's ideas on agriculture, also known as Biodynamics, which is a kind of enhanced organic method, in the sense that it doesn't only not utilise any kind of chemicals or pesticides but it also seeks to create eco-systems that restore vitality to the soil. PSTE has been practised by Ruskin Mill in the UK for several decades and provides students with complex learning difficulties with a specialised type of education that draws on the three figures mentioned above. There are several education centres in the UK, all have a biodynamic farm as part of the lessons offered to the students. Other lessons these centres offer include: animal husbandry, horticulture, fish farming, willowing, weaving, green woodwork, metal forging, coppicing, jewellery making, English, maths, history of art, functional skills, catering, etc.

This is a very successful and well recognised alternative method of education that aims to make the students inde- pendent so they can integrate the community and contribute to society (such as having a job and being as inde- pendent as possible).

2.2 Key principles of PSTE for developing the training

One of the most relevant aspects of PSTE as an education method is that it promotes cognitive and emotional development. This means that through work with handcraft activities the brain is stimulated in several ways, such as focus, ability to concentrate and remain engaged in a task. All craft activities with no exception will require such effort, the great advantage is that everyone, with no exception, can learn a craft and be able to produce a hand- made object. It's important to note that every single item produced will be unique, made by one individual in a specific moment in time and fruit of hard labour. It's important to produce useful objects that are used daily in our homes, like a chair, a wooden spoon, a metal hook, etc. This helps bringing intentionality and sense of purpose for these craft activities.

Examples of craft objects produced by Ruskin Mill students

10 Naturally, this is not a straight-forward process. There are always obstacles when creating

these objects or performing these tasks. It is the job of the trainer to encourage learners not to give up so they can persevere and build up their confidence and self-esteem. This pedagogic approach can be called: unconditional positive regard, which means that the learner is never criticised or undermined and if there are obstacles they come from the reality of working with the raw materials and not from the trainers exercising any form of power or control.

This approach is also based on a concept that goes back several centuries, the apprenticeship model. PSTE adopted this concept using 3 steps:

Step 1: overcoming barriers for learning - where the appropriate conditions are created for learners to start recog- nising their own limitations, which can be physical limitations such as not being able to perform a certain task due to a disability, to mental or psychological ones, such as having difficulties relating to other human beings for vari- ous reasons. The task of the tutor is helping the students feel safe, encouraged and supported so they can follow instructions and progress with their learning.

Step 2: becoming skilled - this means that through the work that has been developed consistently, the student is becoming increasingly competent and therefore increasing self-confidence. This will enable the student to under- take tasks gradually more complex but equally more satisfactory. Hopefully, this will provide a greater sense of achievement and the student starts to become more independent in their work.

Step 3: contributing to the community - involves having a greater connection with "the outside world". Ideally, at this stage, students should be independent and confident with their craft skills but also able to perform tasks that benefit others, such as teach newly arrived students or support the tutor in a variety of tasks.

This model should be totally transferable to the context of the Revitalist project, meaning that if our target group is able to successfully learn it, they will have a powerful tool to develop meaningful work with their end-users, in different areas of Hungary.

This is what we intend to demonstrate as part of the PSTE practice module, integrated in the Revitalist training program we are offering here.

Photo: Ruskin Mill Trust

3. INTRODUCTION OF THE SOCIAL FARM MENTOR TRAINING AND THE TRAINER'S GUIDE

3.1 Social Farm Mentor Training structure

The training is structured so that the PSTE method is reflected in each module. The only exception is the module on economic viability (module 4).

The PSTE method originates in England, where the government supports the training and placement of students with learning difficulties at Ruskin Mill Trust, so that the school does not have to focus on economic viability. However, in the Hungarian context, the economic sustainability of the social farm is crucial. That's why we found it important to include this module in the training. The structure of the training is the following:

Module 1 - PSTE theory and Genius Loci (1 day)

Module 2 - PSTE practice, the crafts (3-12 days)

Module 3 - Characteristics of end-users (1 day)

Module 4 - Economic viability (1.5 days)

Break - Between training blocks (7-14 days)

Module 5 - Adaptation to local circumstances (1 day)

As we can see above from the number of days indicated in front of each module, the training has flexible time frames. This can be useful for adjusting the time spent teaching the crafts and for negotiating the break period be- fore the final module of the training. The table below demonstrates an example of this. The training could include up to 4 craft activities for a more diverse experience. This could increase the number of days by 3/per craft activity and the recommended break can be extended to a maximum of 2 weeks. In this regard, the organiser of the train- ing has flexibly adapt the framework to the learners' needs as well as to his/her own possibilities and goals. The structure of the training, broken down by day, is as follows:

1ST DAy MODULE 1 2ND DAy MODULE 2+3 3RD DAY MODULE 2+4 4TH DAY MODULE 2+3 5TH DAY MODULE 2+4 6TH DAY MODULE 2+4 7TH DAY MODULE 2 1 WEEK bREAK

8TH DAy MODULE 5 PSTE theory: Basic con- cept

Charac- teristic of end-users (trust, step by step com- petencies)

Craft activity

Charac- teristic of end-users

(3 stage process)

Craft activity

Craft activity

Craft activity

Preparing for the "My social farm" presenta- tion

Presenta- tion: "My social farm"

Genius loci expla- nation + walk Craft activity Economic viability Craft activity Economic viability Economic viability

Daily review/ Individual journal 11

3.2 Description of the Trainer's guide Each of the five modules is described in the

trainer's guide with an icon, in the following structure:

Description of the module: Is a brief summary explaining the importance of the module in the training and what topics it covers.

Competence chart: Taking into account the complexity of the training modules, we have created a chart for each module, designed to help the trainer understand the learning outcomes and guidelines of each session

Schedule of the module: Is a detailed step-by-step (minute by minute) description of the module and all activities to be delivered.

Description of the activities and teaching resources: details of what method, what kind of support ma- terials are recommended, in order to help the trainer in the practical implementation of the content.

4. MoDule 1 - PSTE THEORY and GENIUS loci MoDule

4.1 What is the aim of this module

This module contains an explanation of the theoretical concept of the Practical Skills Therapeutic Education (PSTE) method, what are the benefits of using it and how can it be implemented in a practical context. The training pro- gram related to this module will also focus on giving examples of how the method has been developed so far in the UK and what results have been achieved. The module introduces the Seven Fields of Practice* that provides the basic principles of PSTE, explaining in depth the why, how and what.

The concept of Genius Loci*is the gateway for being able to understand how to implement PSTE in a variety of contexts. The idea is to provide a precise picture of why this concept is so essential and the benefits of a thorough Genius Loci audit on a short and long term perspective, in terms of guaranteeing the success of the PSTE activities, at a social, educational and economic level.

4.2 Competencies reached with this module

4.2.1 The benefits of using a competence chart

This table is divided into four categories, to help identifying the key principles to which the training is guided by:

Knowledge: Facts, information acquired by a person through experience or education; the theoretical or practical understanding of a subject e.g. being able to list the necessary tools for gardening. This refers to the main principles, concepts and information the participants should acquire during the program. It is, of course, the trainers' responsibility to ensure this is explained adequately so that all participants can gain this knowledge by the end of the program.

Skill: The proficiencies developed through training or experience e.g. sing a song, calculate a formula, sow seeds. It's what we expected that the participants will acquire during the training program.

Attitude: A predisposition or a tendency to respond positively or negatively towards a certain idea, object, person, or situation e.g. support acceptance, reduce prejudiced behaviour, communicate as a partner. Refers to the post- ture the participants should have during the training, in terms of their willingness to learn and engage in innovative concepts.

Responsibility, autonomy: The level of responsibility a person can take e.g. with active support, with peripheral support, independently. This is the ultimate desirable outcomes each participant should have by the end of the training program.

1. Practical Skills Therapeutic Education (PSTE) – General outcomes: Theory and Practice Understand the theory behind PSTE and how it works in practice.

Being able to put in practice the theoretical knowledge of PSTE.

Engage in the teaching of the theory and practical activities (craft work). Wish to help people with social problems and positively transform their lives using PSTE.

Feeling confident and motivated to work with PSTE according to its theoretical and practical teachings. Showing inter- est and ability to apply PSTE in future profession- al initiatives. **2. Seven Fields of Practice** Understanding the con- cept of 7 fields of practice.

Able to understand the method of PSTE in a holis- tic way.

To be able to relate the 7 fields of practice to their role.

To research how each of the 7 fields is developed in their role.

3. Introducing the Genius Loci concept Understanding the importance of the Genius Loci concept for being able to implement PSTE in specific Hungarian locations.

Making an effort to under- stand what is the Genius Loci, why is it so useful and how it can be implement- ed.

Showing an intention to learn innovative ideas to expand on previous knowl- edge.

Being able to understand the benefits of this con- cept and clearly explain the Genius Loci method to others.

4. Implementation of the Genius loci Learning how to imple- ment the Genius Loci in any context.

Capacity to investigate and research the Genius Loci information available through different means: online, library, meetings with the mayor of munic-ipalities and landowners, etc.

Being proactive and find the most accurate infor- mation of the area where the concept will be imple- mented.

Ability to compile this in- vestigation/ research into a clear document and to ultimately implement the Genius Loci in a specific location.

5. Implementation of PSTE Being able to implement PSTE in a chosen context.

Feeling confident about understanding the funda- mental knowledge of PSTE.

Ability to be creative, re- sourceful, diligent and mo- tivated when working with end-users using PSTE.

Becoming a PSTE prac- titioner and remaining faithful to the principles of this method, always seeking to constantly improve professional practice.

13

14

4.3 Schedule of the module (structure of the 8 - hour training day, divided by main topics)

This schedule should provide a very precise plan for each training session, focusing particularly on the time frame for each activity, the main content (WHAT), the method to deliver it (HOW), the necessary resources required, with a reminder on the purpose of the activity (WHY).

basics of PSTE method 09:00-09:15

General introduction: main concepts and out- comes of the session and the whole training Oral presentation/ Seminar None (or powerpoint)

09:15-09:45

Group members intro- duction

Group discussion Map, post-it, pen

09:45- 11:00

Presentation:

Explanation of the PSTE history and concept.

Oral presentation/ Seminar Powerpoint with images from

Ruskin Mill College workshop activities (P3); short films about PSTE available in Open Education Resources Flip chart, pens 11:00 Coffee break

Basics of Seven Fields of Practice 11:15-12:30 Seven Fields of practice. Oral facilitation:

Seminar Powerpoint presentation with

images Flip chart and pens (if necessary **basics of Genius Loci concept** 12:30-13:00 Introducing the Genius

Loci concept.

Oral facilitation: Seminar Powerpoint presentation with

images; use available Genius Loci example from project partners; Flip chart and pens (if necessary) 13:00 Lunch

afternoon session - practical activity 14:00 Genius Loci walk Walk on a specific location Walking gear

16:00-16:10 Daily review Briefly review of each of the

tasks/activities performed during the day, starting from the end to the beginning of the day (led by the trainers)

No materials. Group circle

16:10-16:30 Individual

Journal writing

Learners add thoughts, questions, reflections to their journal (individually and in silence) Individual notepad, pen

16:30-16:50 Group discussion/sharing One by one, learners express the

key thought experienced during the day (moderated by the train- ers)

No materials. Group circle

16:50-17:00 Final discussion Questions from learners about

logistics and other practical ele- ments. Trainers may choose to mention what will happen in the next training day

No material. Group circle

4.4 Description of the activities and resources used to teach this

module (from the table above)

objective Explain the overall training plan and what to be achieved on the day

Learning outcome Ensure all learners have a clear understanding of the overall program and what they

should learn each day

Time 15min

Procedure/ resources Presentation (or powerpoint)

Comment It's fundamental for all learners to understand the content of the training and what they are expected to achieve by the end of it. Also about the first session.

objective Be familiar with the participants you will work and learn together with during the whole training

Learning outcome Create bonds between participants and engagement in the session..

Time 30min

Procedure/ resources "Introduce your partner" method (or another similar activity)

Comment The mentors choose a partner and they introduce themselves to each other. Then in a circle these partners introduce their pair to the group.

objective A detailed explanation of what is PSTE

Learning outcome Ensure learners understand the complexity and full potential of PSTE

Time 1h 25min

Note: the following 20 mins from point 3 can be used here if many questions emerge from the learners. So, the total time used here could be 1h 45m and the trainers can jump to the coffee break

Procedure/resources Powerpoint

Comment Trainers: make sure you have a sound understanding of the following previous points on this document: 1.3, 2.1 and 2.2 Explain content in a simple and clear way, without rushing. Ensure learners are fol- lowing the content

objective Detailed explanation of Seven Fields of Practice

Learning outcome Ensure learners understand the Seven Fields of Practice

Time 1h 15min

Note: the following 20 mins from point 3 can be used here if many questions emerge from the learners. So, the total time used here could be 1h 45m and the trainers can jump to the coffee break

Procedure/resources Powerpoint

Comment Explain content in a simple and clear way, without rushing. Ensure learners are following the content

concept and how to create a Genius concept using a

3-step guide document (available on OER)

Learning outcome Learners must grasp this concept clearly as this is key for the implementation of PSTE

Time 1h 25min

Procedure/resources Powerpoint (with lots of images); Use already existent examples from partners: Diver-

sity (P2); Ruskin Mill (P3); Tiszasas (P4)

Comment Detailed information follows below on point: 4.5

Explain content in a simple and clear way, without rushing. Ensure learners are follow- ing the content

objective Understand the Genius Loci concept in a practical way **Learning outcome** Learners must grasp this concept clearly as this is key for the implementation of PSTE

Time 2h

Procedure/resources The whole group (trainers + learners) go on a Genius Loci walk with a route that has been pre-planned by the trainers. Trainers must also know all the important aspects to be mentioned during the walk: history, geography, geology, cultural movements, etc.

Note: ensure learners know in advance to bring walking shoes, waterproof jackets, etc **Comment** Make sure all learners are listening to the explanations during the walk. Create some time for a brief discussion at the end of the walk, in case the learners have questions

objective Provide an opportunity to review the training day

Learning outcome Ensure all learners have absorbed the content of this session and are ready

to move on to the following stage **Time** 45-50 min **Procedure/resources** a) Trainers review the program of the day starting from the end to the beginning of the

day, so that learners can have a clear picture of all the information received. b) All participants write down on their individual journals the most important impressi- ons of the day, drawings and other artistic forms of expression are equally encouraged. This is done individually and in a quiet environment. Participants are welcomed to find their own quiet space or even go outdoors

c) Group discussion where everyone shares their individual key learnings from the day. **Comment** It's important this is done in a structured way with a specific time limit (between 45 to

50 mins for instance). This must happen every day at the end of each training session.

Concerning the Individual journal writing part, it's essential the participants unders- tand they will

use this material for their individual presentations that will take place on the last day of the training.

objective Resolve any final questions/doubts from participants and

Learning outcome Provide a very brief overview of the next session so that learners can have a good sense of the training program and can mentally link up the different training days with the overall program **Time** 10 min

Procedure/ resourc- es It's a simple conversation to ask learners if they have any questions about the day, the training in general or about logistics... **Comment** Be as brief and assertive as possible (considering it has been a long day!)

4.5 How to make a Genius loci research, the process step by step

3 simple steps for implementing the Genius Loci:

Collecting information:

logistics issues

Firstly choose a specific location: A field, an area, a house, a small village.

Then one must observe the place like an empty canvas, as if you were in a place or country you have never been before in your life: Pay attention to small details, plants, colours, smells, the shape of the landscape... Do it with a completely open mind, and like a child, full of interest and curiosity. After that, do some research focusing on: history, traditional craft activities, natural heritage... Learn as much as possible about this location.

Key thoughts: present (what is here now) – use all our senses – let the facts speak for themselves (like a painter who will paint the scenery from what the information memorised)

Bringing the parts into the whole:

Having appreciated these aspects separately you rebuild the parts back into the whole, like a puzzle. The point is to find the essence of the place. We try to use our information to see the evolution of the place/land over time and to see its potential what it may become.

Key thoughts: put the parts together like a puzzle – a new idea is formed

Re-imagining potential:

Through a deep and well-researched process, we now have a very good idea of the essence of this place and what it may become to serve our project and end-users. At the same time all this information is useful to make us pre- empt obstacles found in the place (these could be natural ones, like a soil not being good for planting anything, or social/cultural, such as the local people not welcoming new ideas and projects...)

We do this final step thinking precisely: what is the best we can create here under our circumstances (positive aspects but also obstacles)?

How can this location help us develop the main ideas of this project?

And finally, how can it sustain itself over time so we know it was really successful by not remaining totally depend- ent on external funding?

Key thoughts: re-imagine - productive – combine all the information – create strategies, think of how to implement it.

5. MoDulE 2 - PSTE PRacTICE, THE cRaFTS

5.1 What is the aim of this module

Understanding what is PSTE in practice

This means understanding that any craft activity as a specific value, provides multiple and profound learning op- portunities.

Two aspects are therefore essential:

- 1) A solid understanding of the craft activity itself. This can only be delivered by a craft expert. Although we may be able to understand and discuss the theoretical potential of working with wood for instance, from a general point of view, in terms of: being able to focus, developing persistence and coordination necessary to complete the task only an experienced woodwork teacher or practitioner can, in fact, teach this activity so we can experience its full potential.
- 2) On the other hand, this same practitioner needs to have a solid understanding of the pedagogical value of work- ing with wood, not only of the practical aspects, in order to create meaningful learning opportunities and make a connection between the theoretical aspect.

18 This is particularly important if we consider that each learner/student is unique and will have a specific way of learning, and also a very specific learning outcome (not everyone will be interested in learning the same things because we all have different needs and motivations).

5.2 Competencies reached with this module (craft activities and composting) COMPETENCIES – LEARNING OUTCOMES

1. craft activities: composting, felting, basketry, bulrush weaving Become familiar with the importance and value of crafts and composting.

To be able to identify, collect and store com- postable materials/basic materials. To be able to plan your craft/composting activi- ties to include all types of end-users.

Stay current and inter- ested in the theory and practice of craft activities/ agroecological compost- ing*.

Understand the importance and value of crafts/ composting as activities. Ensure all steps of crafts/ composting are appropriate for end-users. Constantly reflect on how to improve on theory and practice of crafts/ composting. **2. Learning by doing and role-modelling** Familiar with the importance of learning by doing concept and role-modelling of know-ledge, skills, attitude and responsibility.

Ability to serve as a ro- le-model for end-users, to help end-users be- come role-models to others.

Ability to practice uncon- ditional positive regard.

Continuously develops professionally in the areas of knowledge, skills, attitude and responsibility.

3. Engagement of hand, head and heart Understand the role of willful activity and its effect on cognitive pro- cesses and emotional responses.

Ability to plan a session that involves craft, land or social activity that involves willful activity, cognitive processes and emotional responses.

To be able to include all types of potential end- users.

Independently conducts a session that involves willful activity, cognitive processes and emotional responses.

4. Engagement in whole processes Understand the importance of working with whole processes.

Ability to plan the tea- ching schedule involving following whole proces- ses.

Recognising the validity of all stages of a process in craft, land or social activity.

Continuously improves and reflects upon their own skills in craft, land or social activity.

5.3 Schedule of the module (structure of the 8- hour training day/activity, divided

by main steps)

09:00- 11:00

General introduction to the main concepts and outco- mes of the session. Building the structure for compost.

Oral presentation/ Practice Handouts, resources to build the structure for compost.

11:00 Coffee break 11:15-13:00 Collect materials for com-

posting.

Practice Compostable materials, lopper,

fork, sieve, secateurs, wood chipper, wheelbarrow.

13:00 Lunch 14:00-16:00 Making compost pile. Practice Compostable materials, lopper,

fork, sieve, secateurs, wood chipper, wheelbarrow.

16:00-16:10 Daily review Briefly review of each of the

tasks/activities performed dur- ing the day, starting from the end to the beginning of the day (led by the trainers)

No materials. Group circle

16:10- 16:30

Individual Journal writing Learners ad thoughts, ques-

tions, reflections to their jour- nal (individually and in silence)

Individual notepad, pen

16:30-16:50 Group discussion/sharing One by one, learners express the key thought experienced during the day (moderated by the trainers)

No materials. Group circle

09:00-11:00

General introduction to the main concepts and out- comes of the session. Historical background of felting. Visiting sheep.

Oral presentation/ Practice Handouts

sheen

11:00 Coffee break 11:15-13:00 Raw material of felting:

presentation of different kinds of wool. Presentation of wool pro- cessing and painting methods. Painting plants. Collecting painting plants if possible.

Oral presentation/Practice Different kinds of wool, Raw and

painted wool. Tools for processing wool: carding comb. Different kinds of painting plants.

13:00 Lunch

19

Making 14:00-

felt vessel and ball Practice Tables covered with a big foil, tow- 16:00

els, soap, water, lace curtains, if used (helping to keep the strands from slipping when stroked), over- sized bubble wrap (for kneading), strings, round templates (made of thick foil).

16:00-16:10 Daily review See above See above

16:10-

Individual Journal writing See above See above 16:30 16:30-16:50 Group discussion/sharing See above See above

9:00-11:00 General introduction to the

main concepts and out- comes of the session. Collecting plants. Making yarn decorated with plants. 20Plants, different kinds of painted wool, drop spindles.

11.00 Coffee break

11.15-13.00 Making felt picture. Practice Different kinds of painted wool. Ta- bles covered with a big foil, towels, soap, water, lace curtains, if used (helping to keep the strands from slipping when stroked), oversized bubble wrap (for kneading), strings. 13.00 Lunch 14.00-16.00 Continue making felt pic-

ture.

Oral presentation/Practice: working in groups of two or three people

Practice See above

16:00-16:10 Daily review See above See above

16:10- 16:30

Individual Journal writing See above See above

16:30-16:50 Group discussion/sharing See above See above

9.00-11.00 General introduction to the

main concepts and out-comes of the session. Making felt bag/case.

Oral presentation/practice See above

11.00 Coffee break 11.15-13.00 Continue making felt bag/

case.

Practice See above

13.00 Lunch 14.00-16.00 Continue making felt bag/

case.

Practice See above

16:00-16:10 Daily review See above See above

16:10-16:30 Individual Journal writing See above See above

16.30-16.50 Group discussion/sharing See above See above

09:00- 11:00 General introduction to the

main concepts and outco- mes of the session. Soaking canes, introduction to raw materials and tools. Making a basket.

Oral presentation/Practice Handouts Projector Combs, soaking dish, water, we- ight (brick,

stone). Cutters, pru- ning shears, cutting knife, peg, mallet, hammer, various pliers.

11:00 Coffee break 11:15-13:00 Making the bottom of the

basket

Practice Soaked canes, pruning shears,

knife. 13:00 Lunch 14:00-16:00 Making the side of the bas-

ket

Practice Soaked canes, pruning shears,

knife.

16:00-16:10 Daily review See above See above

16:10-16:30 Individual Journal writing See above See above

16.30-16.50 Group discussion/sharing See above See above

09:00- 11:00 General introduction to the

main concepts and outcomes of the session. Soaking canes. Making a bird feeder.

Oral presentation/Prac- tice: Placing the canes in a soaking dish and filling with water.

Handouts (canes, soaking dish, water, weight brick, stone). Canes, pruning shears, cutting knife, pricker, beater iron, ham- mer, different kinds of pliers.

11:00 Coffee break

11:00-13:00 Making the bottom of the bird feeder.

Practice Soaked canes, pruning shears,

cutting knife, pricker, workbench. 13:00 Lunch

14:00-16:00 1. Making the other parts of

the bird feeder.

2. Assembling the bird feeder.

Practice Soaked canes, laths, pruning shears, cutting knife, pricker, workbench.

16:00-16:10 Daily review See above See above

16:10-16:30 Individual Journal writing See above See above

16.30-16.50 Group discussion/sharing See above See above

09:00- 11:00 General introduction to the

main concepts and outcomes of the session. Soaking canes. Making a wicker tray on a plate.

Oral presentation/Practice: Placing the canes in a soaking dish and filling with water.

Handouts Canes, soaking dish, water, weight (brick, stone). Canes, thin board, pruning shears, cutting knife, pricker, beater iron, hammer, different kinds of pliers.

11:00 Coffee break 11:00-13:00 Continuation of making a

wicker tray.

Practice Soaked canes, thin board, pruning

shears, cutting knife. 13:00 Lunch

21

Practice 14:00-16:00 Continuation of making a

Soaked canes, thin board, pruning wicker tray. shears, cutting knife.

16:00-16:10 Daily review See above See above

16:10-16:30 Individual Journal writing See above See above

09:00-11:00 General introduction to the

Oral presentations/practice Handouts main concepts and outcomes

Projector of the session. Presentation of raw material in its natural habitat. Soaking the bulrush. Introduc-

Pruning shears, soaking dish, bulrush, scissors, cutting knife, iron needle, weaving frame.

tion of raw material and tools. Items that can be made of bulrushes. 11:00 Coffee break

11:15-13:00 Carpet making Practice Bulrush, weaving frame, knife,

scissors. 13:00 Lunch 14:00-16:00 Carpet making Practice Bulrush, weaving frame, knife,

scissors. 16:00-16:10 Daily review See above See above 16:10-16:30 Individual Journal writing See above See above

16.30-16.50 Group discussion/sharing See above See above

09:00-11:00 General introduction to the

main concepts and outcomes of the session. Making bulrush wall carpet. 22Oral presentation/practice Handouts

Pruning shears, soaking dish, bulrush, scissors.

11:00 Coffee break 11:15-13:00 Continuing of making bulrush

wall carpet.

Practice Bulrush, scissors.

13:00 Lunch 14:00-16:00 Continuing of making bulrush

wall carpet.

Practice Bulrush, scissors.

16:00-16:10 Daily review See above See above

16:10-16:30 Individual Journal writing See above See above

16.30-16.50 Group discussion/sharing See above See above

09:00-11:00 General introduction to the

main concepts and outcomes of the session. Soaking of raw material. Making bulrush rope.

Oral/practice Handouts Pruning shears,

soaking dish, bulrush, scissors.

11:00 Coffee break

11:15-13:00 Making bulrush toys (horse). Practice Bulrush, scissors.

13:00 Lunch 14:00-16:00 Making bulrush toys (bird). Practice Bulrush, scissors.

16:00-16:10 Daily review (led by trainers) See above See above

16:10-16:30 Individual Journal writing See above See above

16.30-16.50 Group discussion/sharing See above See above

5.4 Description of the activities of the

module

5.4.1 composting

objective Become familiar with the importance and value of composting for the garden and for the end-users. Learning outcome Ensure all learners have a clear understanding of the overall aim of the developmental activity and be aware of the basic steps of composting. Participants will learn the com- petencies that composting can develop in the light of the PSTE approach, and will be able to apply the principles of PSTE in composting education. **Time** 8 hours

Procedure/resources Presentation and practice. See the composting steps below this table.

Comment When using PSTE in the farm and garden landscape, the creation of good compost is central to the fertility and resilience of the site. The recycling of waste materials into compost from gardens, kitchens and animals brings all the areas of the site into one place and offers a metaphor of regeneration and a living whole organism. Therefore the compost preparation activity is being taught within this training program as a PSTE activity, the same way that the craft activities described below are. Those activities, such as felting and basketry fall within the handcraft sector. They require working with hands, using traditional knowledge and techniques that need to be passed on by an experienced craft master. This method has uniquely been researched and developed into an educational curriculum by Ruskin Mill Trust in the United Kingdom. We can ap- ply the same principles of physical engagement, traditional knowledge and mastery for the conscious crafting of compost heaps. The link with social farming makes the pro- duction of compost a foundational activity where the ethos of social regeneration and development work hand in hand with personal development and resilience of people. Such enterprises require an ecological approach to both the land and the people who are involved and touched by the project.

composting steps

Step 1: learning about the history of composting and the natural process of composting In spite of the fact that composting is one of humankind's oldest methods of recycling, its use has faded into the background by the industry development and the intense fertilization wave that began in the 1850s. Concerning the history of composting, there are records and descriptions of the composting process in the Bible and even in China, four thousand years ago. There are many references to composting in our European cultures, from ancient Rome to the Middle Ages to the present day. As early as the 13th century, English abbeys introduced regulations for the use of compost to preserve soil fertility.

High-quality compost is an essential nutrient for the soil. Good composting is achieved through the right balance of the mix of raw materials, adequate amounts of air and adequate amounts of water. A good

balance of these things means that compost piles will naturally warm-up and this heat will deactivate weed seeds and pathogens, whilst at the same time, through the action of bacteria and fungi, convert the animal manures and plant wastes into stable compost. Mixing and building up the pile is the key to success.

A controlled composting process produces a stable compost product, which can be safely applied to the soil and crops at any time of the year, has no unpleasant odours and is rich in natural plant nutrients and soil structure enhancing properties.

24 Graphic (J. Csibi): Heat stages of composfing (handout for the training) Step 2: usable

compost materials and their preparation for composting What can and cannot be composted? What size should the compost materials?

Step 3: Design a 'home' for the compost materials Introduction of different compost types and their properties. Where to place the compost pile? Introducing tools for professional but easy composting.

Photo (I. Tirczka): Different compost heaps and piles

Step 4: Interim work of composting Mixing the compost pile, preparing compost for final use. **5.4.2 Felting**

objective Become familiar with the importance and value of felting for the end-users.

Learning outcome Ensure all learners have a clear understanding of the overall aim of the developmental

activity and be aware of the basic steps of felting. Participants will learn the competencies that felting can develop in the light of the PSTE approach, and will be able to apply the principles of PSTE in felting education.

Time 8 hours 3x8 hours if you plan three days craft activity.

Procedure/ resources Presentation and practice. See the steps of felting below this table.

Comment Felting craft activity can be extended to three days, each day making a different object(s).

Step 1: learning about the Felting History Felting is an ancient craft. Sheep have appeared on today's Iran territory as a result of domestication, in the 4th century B.C. Later on, in the 6th century B.C, tribes started breeding these animals for their wool. The ancient Hungarians also used wool felt to make their yurts. For the nomadic people, felt was the foundation of their cul- ture, a necessity of life. The Asian

23

deserts are poor in wood, but abundant in sheep, goats and camels, and so rich in wool and fur, hence why they have become an important raw material. Felt is durable, easy to transport and requires few tools to be produced. Tribes made their tents, rugs, and most of their clothing of this material. It was attributed a magical power, and was often an important accessory to ceremonies.

The fur, cut from the live animal (sheep, camel, alpaca, angora, but also human hair!) becomes a strong material by pressing, stroking, kneading and moisture. The surface of the fibres is flaky, they open when exposed to moisture and cling together after stroking and kneading. This can be further helped by taking the process in an alkaline or acidic direction. Meanwhile, the wool becomes an unbreakable felt.

Step 2: About the material and the technique The

basis of felting is wool, sheared from sheep's hair.

Features: easy to paint, resistant to fire and pressure, excellent heat and sound insulator. Natural, rapidly renewa- ble resource (as it grows back!) and 100% biodegradable.

Brief description of the characteristics of wool of different sheep (merino, racka, cikta, cigája ..) Various wools are suitable for making objects with different functions. The coarse, thicker wool (racka, cigája, cikta) is used for floor mats and boots due to its high abrasion resistance, while the fine fiber of Australian/Spanish (etc.) merino wool is used for finer garments and jewelry. Most sheep are sheared once a year (in spring or early summer) and the wool grows back completely in one year.

Briefly about the preparation of wool (washing, carding, dyeing)

Photos (S.Reed): carding with hand carders

Sheep's wool is not fine enough in our country, so Merino wool is typically purchased from abroad for the finely crafted items.

strands parallel next to each other but looking in the same direction. Once the first layer has been laid, the second one can follow, which is turned by 90 °. The third layer is also rotated by 90 ° and so on. Then we sprinkle with soapy water and gently rub until the surface is firm.

Step 3: Introducing the tools We use a soapy felting technique. Required tools see above in

Step 3: Introducing the tools We use a soapy felting technique. Required tools see above in the chart.

Step 4: Making a felt vessel and ball, felt picture, felt bag/case, flower decorated yarn. Therapeutic effects of the activities. In case of felt vessel, picture, bag or case, we put the wool layers on a template, soaping, caressing, kneading, opening with scissors. These are individual activities.

Flower decorated yarn can be done in groups, we fasten a piece of wool to the drop spindle, one person holds and twists it, other(s) add wool and flowers to the constantly twisted yarn. Therapeutic effects of the activities:

- Caring for sheep develops awareness of seasonal cycles, experience to our relationship with the environment, mutual respect, empathy.
- Washing fleece after shearing: re-stepping, parent and child relations.
- Carding fleece with hand carder develops left and right hand coordination in relation to the balance of the body.
- Spinning with a drop spindle encourages vertical balance hand, eye and head coordination. Meeting resist- ance in oneself in relation to the wool and tools.
- Making two dimensional forms from fleece develops breathing, horizontal rhythm and balance.
- Effects of making felt ball: working with the palm of the hands connects micro movements of the hand to the brain. Balance.
- Transforming 2 dimensional disc into a 3 dimensional vessel: working with imagination and transformation.

Felting in general develops capacities for rhythms of hand and body coordination, imagination, experiences of boundaries and transformation. Creating an environment in the workshop which invite people to talk, to share is important, this way felting develops social conversation, opportunities to speak confidentially, participants will have the confidence to share their knowledge.

Photos (S.Reed): Spinning with drop spindle

Photos (S.Reed): Transforming 2 dimensional disc into a three dimensional vessel

Photos (S.Reed): Laying layers of wool, adding soapy warm water, caressing

5.4.3 Basketry

objective Become familiar with the importance and value of basketry.

Learning outcome Ensure all learners have a clear understanding of the overall aim of the developmental

activity and be aware of the basic steps of basketry. Participants will learn the competencies that basketry can generate in the light of the PSTE approach.

Time 8 hours

3x8 hours if you plan three days craft activity.

Procedure/ resources Presentation and practice. See the basketry steps below this table.

Comment Basketry craft activity can be extended to three days, each day making a different ob- ject, or the three days can be used to fully develop one object.

Step 1.: learning about the Basketry history in Tiszasas* Basketry, or weaving, is an ancient technique and a centuries-old tradition in Tiszasas. It is known all over the world and in Europe since the Neolithic period. The most common material for weaving is the willow which was also abundant in the floodplains of the river Tisza. At the harvest time when the willow was cut, it provided a livelihood to poor people without land. The willow was used or sold for basket weaving. People copied natural patterns from nature and applied these to basketry. The first wicker baskets were made by imitating the structure of the bird nets.

Back then, basketry was a daily activity in Tiszasas. The objects made of the willow have permeated people's lives. It was used everywhere: was used for construction, for fishing tools (such as fish traps and baskets), it was used as crop containers and all kinds of household appliances.

Step 2.: collection and preparation of raw materials The primary commodity of basketry is the willow. There are two main types: the naturally-grown (wild) and the cultivated plant. Willow is an ancient plant and its gene center is traced to Central Europe and Inner Asia, areas inhabited by Hungarians tribes. Among the willows best suited for basketry are the American willow - Salix rifida and Salix viminalis, ("kosárfonó fűz" in Hungarian); these are considered one of the best in the world and grow around the Körös and the river Tisza, reason why so many basketry activities developed in this region. Nowadays, only the cultivated willow is used for this purpose.

American willows on the outskirts of Tiszasas (Photo: I.T.Gyóiné)

*Note: Tiszasas is mentioned here, but this must always be applied to the local place where the education is car- ried out and the local traditional handicrafts are transferred.

28 Willow is also available as a ready-made material, but in order to achieve a therapeutic effect

according to the PSTE method it is essential to start this process by collecting the plant from its natural habitat. This is because one of the foundations of the PSTE in relation to a craft activity is to follow the whole process, from beginning to end. The willow can be collected from leaf fall to bud break, harvested by hand, using pruners or shears. The harvesting process is well suited for this since it allows us to absorb the feelings of the 'spirit of the place', the tranquility of nature, which will allow us to start tuning in with the essence of this craft.

The willow should be dried in stacks after cutting.

There are two ways to utilize willow:

- 1: Raw when we do not clean the willow after after the harvest, leaving the willow in its natural condition.
- 2: Cooked, when we cooked the willow before processing.

The willow should be boiled in a pan for 6-8 hours until the bark comes off the willow. This is followed by the husk- ing (cleaning the willow from the peeling process), and then the willow should be dried.

Willows have different lengths, so dried willows should be graded before starting the weaving.

Step 3.: Demonstration of necessary tools There are two groups of tools:

27

- Active tools which we use to make our products. For example: pruning shears, cutting knife, sharp, hammer, various pliers, saws, tape measure.
- Passive tools who are not directly involved in the work. For example: chair, workbench, spinning table, pencil.

Step 4.: Basket making Soak the buff willow for at least 15-60 before starting the weaving process. It is very important to show your train- ing participants the differences between dry and soaked willow. They will experience during a 'breaking test' how blendable the soaked willow is, so they can work with confidence during weaving.

The best way to learn the basics of basketry is to make a small round basket.

Presentation of the weaving process:

- 0. Soak the willow for 15-60 minutes. Depends on lengths and if it is striped willow or barked willow takes much longer. You should mellow it under a blanket (2 hours if striped, 2 days if barked). It also really depends on the variety of willow, and the outside temperature.
- 1. Thread 3 of the bottom sticks through To make the bottom of the basket:
- Six (3 on 3) bottom sticks (short but thick willow sticks) Splitting the bottom sticks using a

bodkin

2. Tying the Slath

3. Pairing a base With double-strand ring spinning

4. Pairing a base (what you achieve as a result)

5. Staking up Next to the bottom pegs insert 1
set of withies on each side.

6. Picking up the side stakes

7. Upsetting Three rod waling weave

29

- 30⁸. Randing weave 9. Wailing weave Top three rod waling weave
- 10. Weaving a border
- 11. Making roped handles

Fortunately, more and more people love nature so the need for products made from natural materials has also increased. Ideally, these products should come from the practice of old crafts such as basketry, which could draw more attention to this beautiful craft in our society; simultaneously, people can find in this craft a way to relax and stimulate creativity.

5.4.4 bulrush weaving

objective Become familiar with the importance and value of bulrush weaving.

Learning outcome Ensure all learners have a clear understanding of the overall aim of the developmental activity and be aware of the basic steps of bulrush weaving. Participants will learn the competencies that bulrush weaving can develop in the light of the PSTE approach, and will be able to apply the principles of PSTE in bulrush weaving education.

Time 8 hours

3x8 hours if you plan three days craft activity.

Procedure/ resources Presentation and practice. See the bulrush weaving steps below this table.

Comment Bulrush weaving craft activity can be extended to three days, each day making a diffe-

rent object, or the three days can be used to fully develop one object.

Step 1.: learning about the Bulrush weaving history in Tiszasas The bulrush word comes from before the conquest, a word of Ottoman origin. According to written memories in medieval Hungary the poor and the monks laid the bulrush on the ground and slept on it. Sleeping on the bulrush was so deeply ingrained in the Hungarian language that the plant was associated with lying and sleeping on the ground.

The habitat of the bulrush is stagnant waters and swamps. It's easy to get to know its brown mace from which the seeds fly out and thus multiply from one place to another. It lives everywhere where there is water for most of the year. Before the regulation of the Tisza River there was a lot of bulrushes around Tiszasas. Because of this, many of the people in the village worked with the bulrush. At that time many things were made of bulrushes: carpet, blankets, folding screen, roofing material, bags, baskets, trays, storage containers.

Step 2.: collection and preparation of raw materials There are three species of bulrush in Hungary:

narrow leaf cattail (Typha angustifolia) is a perennial herbaceous plant of genus Typha. This cattail is an "obligate wetland" species that is commonly found in the northern hemisphere in brackish locations. The plant's leaves are flat, very narrow (1/4"-1/2" wide), and 3'-6' tall when mature; 12-16 leaves arise from each vegeta- tive shoot. At maturity, they have distinctive stalks that are about as tall as the leaves; the stalks are topped with brown, fluffy, sau- sage-shaped flowering heads. The plants have sturdy, rhizomatous roots that can extend 27" and are typically 3/4"-11/2" in diameter

Broad leaf cattail (Typha latifolia) is a perennial herbaceous plant in the genus Typha. Typha latifolia is an "obligate wetland" spe- cies, meaning that it is always found in or near water. The species generally grows in flooded areas where the water depth does not exceed 2.6 feet (0.8 meters). However, it

has also been reported growing in floating mats in slightly deeper water. T. latifolia grows mostly in fresh water but also occurs in slightly brackish marshes. The species can displace other species native to salt marshes upon reduction in salinity. Under such conditions the plant may be con-sidered invasive, since it interferes with preservation of the salt marsh habitat.

Graceful cattail (Typha laxmannii) is a wetland plant species widespread across Europe and Asia. Typha laxmannii is not as tall as many of the other species in the genus, rarely more than 130 cm high. A noticeable space separates the staminate (male) flowers from the pistillate (female) ones.

According to tradition, the harvest of the bulrush began on August 15th and lasted until the end of September. It can be cut when it is ripe (the tail is curled). The bulrush is cut when its green above its root with a reaper scythe. The cut crop is dried on the waterfront for a while. It can be transported in bundles two weeks later. This is fol- lowed by classification and processing of the bulrush.

The preparation of bulrush consists of several steps. First, remove the outer layer. This part of the plant is not needed for the craft activity - long ago it was used to heat a furnace or bind corn stalks. Then the silk must be de- capitated from all the bulrush. The part of the bulrush that can no longer be disassembled we call "bélgyékény".

Step 3.: Demonstration of necessary

tools There are two groups of tools:

- Active tools which we use to make our products. For example: mat, weaving frame, pruning shears, cutting knife, sharp, mallet, hammer, various pliers, saws, tape measure
- Passive tools who are not directly involved in the work. For example: chair, workbench, pencil.

Step 4.: bulrush weaving There are many different techniques of bulrush weaving. In this curriculum we focus on the steps of bulrush weav- ing using the small frame because they are more visible.

Bulrush in its natural habitat near

Tiszasas (Photo: T.I. Gyóiné)

32 Steps of weaving: 0. Soaking the bulrush

- 1. Raise the waiving frame
- 2. Weaving
- 3. Pick off the warp from the weaving frame
- 4. Tidying lose ends

6. MoDulE 3 - cHaRacTERISTICS oF EnD-uSERS

6.1 What is the aim of this module

Who are our end-users and what are their needs?

The end-users of social farms are a very diverse group. If we are thinking about the target group of a social farm this can vary from young children to elderly people, with or without disabilities, special needs, learning difficulties and social disadvantages. We can also say that a social farm target group could be anyone who is unemployed, or anyone whose key competencies and basic skills need improvement.

This module should show and teach the participants/mentors, how the end-users are viewed in the light of the PSTE method. How should we see them, observe them, get to know them and help them in the light of the PSTE vision: "Re-imagining potential". This encourages us to consider the potential of each person - mentors, teachers, end-users - who come to learn, work and grow within a social farm.

The PSTE method uses working with the hands as a means to develop the cognitive and emotional skills of the end-users. A central aspect of the method is the engagement with meaningful activities, so that the confidence and self-esteem can develop through visible achievement.

Very often the end-users have past experiences of failure and disappointment, and also show inappropriate or unreasonable behaviour. A key attitude in facilitating a safe and caring environment that can assist the end-users development is unconditional positive regard*. This does not mean that the inappropriate behaviour becomes ac- ceptable, rather it helps to contextualise the event so that is does not damage the trust and the relationship with the end-user.

PSTE practitioners carry the constant responsibility of being role models, not only to the students but also to staff and peers. Conscious role modelling is dependent on high levels of self-awareness. Self-reflective practice is a key activity for the mentor. It is the precondition for developing self-leadership and conscious role modelling. Self-re- flective practice also helps the mentor in making failure part of the success, by acknowledging with the end-user the learning and insight possibilities that follows.

A useful method for fostering and assessing the development of the end-users day-by-day is the 3-stage process*. The framework of the 3-stage process helps the continuous development of end-users in the areas of work readi- ness, community inclusion and managing health/wellbeing.

Key thoughts: wide group of people with different needs – PSTE method – observation, get to know, help, reflective practice

Photos: Agricoltura Capodarco

34

6.2 Competencies reached with this module COMPETENCIES – LEARNING OUTCOMES

1. understanding PSTE and the end-users' needs, "Re-imagining potential"

Familiar with the poten- tial of the Practical Skills Therapeutic Education (PSTE) method. Ability to distract from the stereotypical terms and views of disabilities as diseases.

To recognize every in- dividual's potential to transform themselves through the process of craft, land social activity.

The mentor partici- pates significantly in a craft, land or social activity.

2. The use of self-reflective practice Understanding the im- portance and the meth- odology of self-reflective practice.

Ability to allow time dur- ing activities for self-re- flective questions and practice, for end-users and themselves.

Recognising the poten- tial of learning in all out- comes. Practising self-re- flection for end-users without judgement.

Independently uses self-reflective practice and shares it with col-leagues.

3. unconditional positive regard Familiar with the con- cept and practice of unconditional positive regard

To meet each person with unconditional pos- itive regard in all circum- stances

33

To conduct themselves with a sense of interest, inquiry and compassion when meeting end-users

To use self-reflection after each session and to be able to seek ad-vice from an appropri- ate person if needed 4. 3-stage process Familiar with the con- cept and steps of the Ruskin Mill 3-stage pro- cess

To use the 3-stage pro-cess to measure pro-gress and achievement

To know how to use the 3-stage process in their role

Use the framework and report regularly on the progress and achieve- ment

6.3 Shedule of the module (structure of the 8 - hour training day, divided by main topics)

9:00-11:00 General introduction to the

main concepts and outcomes of the session. "Re-imagining potential": How PSTE encourages us to consider the latent potential of each per- son. The use of self-reflective prac- tice. Learning by doing.

Oral presentation/discus- sion Knowledge base in the Open

educational resources https://drive.google.com/ file/d/1wDEqL3zbEjYykD-M7Imb-8zePN08TvmOG/ view

11:00 Coffee break 11:15-13:00 Role modelling. Engagement of head, hand and heart.

Oral presentation/discus- sion https://drive.google.com/ drive/u/0/folders/1GGsy-

6diOM-18OIL3k6E7T5H- Lovu6W4ZN 13:00 Lunch

Oral presentation/discus- sion 14:00-16:00 Unconditional positive regard.

See above 3-stage process.

16:00-16:10 Daily Review Individual writing Booklet (diary), pen

16:10-16:30 Individual Journal writing

16:30-16:45 Closing session Verbal discussion None

6.4 Description of the activities (or concepts) of the module

objective Detailed explanation of Learning by doing concept.

Learning outcome Understanding the importance of Learning by doing for end-users.

Time 35 min

Procedure Presentation/discussion

Comment This topic is related to craft activities. It's important to discuss this and make a

connection between the practice of PSTE and this theoretical concept.

objective Explain the concept and importance of role-modelling.

Learning outcome Ensure learners become familiar with the importance of role-modelling.

Time 50 min

Procedure Presentation/discussion

Comment This topic is related to craft activities. This topic is related to craft activities. It's important to discuss this and make a connection between the practice of PSTE and this theoretical concept.

objective Explanation of willful activity, cognitive processes and emotional responses. **Learning outcome** Ensure learners understand the role of willful activity and its effect on cognitive processes and emotional responses.

Time 55 min

Procedure Presentation/discussion

Comment This topic is related to craft activities. It's important to discuss this and make a connection between the practice of PSTE and this theoretical concept.

objective Explanation of 3-stage process.

Learning outcome Become familiar with the concept and steps of the Ruskin Mill 3-stage process.

Time 60 min

Procedure Presentation/discussion

Comment There is a table about this process as an Annexe of this Guide for further clarification, if needed.

35

36 **objective** Own experience of the commitment of the hand, head and heart

Learning outcome Learning the commitment of hand, head and heart from own experience, while rein- forcing it with theory.

Time Explanation 20 min, talking about the experiences (the next day) 20 min.

Procedure Presentation/discussion

Comment Description of the task, (the next day) talking about the experiences. The exercise: these three questions should be answered at the end of the practice day (for all types of activities): 1. Give some examples of where you used your hand during the exercise? Has it evolved, and if so, in what? 2. Give some examples of where you used your head during the exercise? Has it evolved, and if so, in what? 3. Give some examples of where you used your

heart during the exercise? Has it evolved, and if so, in what? How could you use this experience

to develop your target group?

objective Own experience of the commitment of the hand, head and heart **Learning outcome** Learning the commitment of hand, head and heart from own experience,

while rein- forcing it with theory.

Time Explanation 20 min, talking about the experiences (the next day) 20 min.

Procedure Presentation/discussion

Comment Description of the task, (the next day) talking about the experiences. Were there any

parts of the practice session when you had to step out of your comfort zone? How could you

use this experience to develop your target group?

Photo: A.Ujj

7. MoDulE 4 - EconoMic viaBiliTy

7.1 What is the aim of this module

Economic viability* is important for all kinds of farms, including social farms. Specifics of social farming (SF) usually are not fully compatible with common farming/business methods, but it is still recommended to consider and im- prove the economic viability of a social farm. There is a social aspect in SF that can provide significant added value to products and could serve as an important part of marketing. This module deals with aspects of economic viabil- ity, from the business plan creation and suitable product selection, through profitability calculations, to marketing activities in social farming. The module is divided into three basic parts, first is focused mainly on finding a business concept: selection of suitable product, creation of business plan, financial management and human resources. The second part is focused on economic viability within agriculture, farm organization, management and systems for calculating profitability of agricultural activities. The third part is dedicated to the marketing of the social

farming production.7.2 Competencies reached with this module COMPETENCIES – LEARNING OUTCOMES

Recognising the social aspects of the business – social economy, social farming

General overview of social business methods and common business meth- ods.

Ability to recognize dif- ferences between social economy and common economy.

Effort to find the right methods and managerial attitudes for social econ- omy.

Awareness of the corpo- rate social responsibility during social economy activities.

Formulation of main business idea - What to do?

Knowledge of methods how to identify suitable and sustainable business idea.

Ability to introduce and explain the main business idea.

Critical and open-minded attitude for understanding and identifying the main business idea.

Perception of responsi- bility and social aspects; balance of economic viability with the main business idea and its social aspects.

business plan creation

Understanding the pur- poses of business plan creation, its basic struc- ture, content and main aspects.

Ability to develop the main chapters of a busi- ness plan into a functional complex concept.

Readiness for interaction and cooperation with oth- er experts/specialists in relevant fields.

Keep in mind the im- portance of the social aspects and balance between business and social activities.

Economic viability calculation

Knowledge of basic meth- ods of profitability calcu- lation, sources of data for calculation.

Perception of influ- ence and interactions between economic viability calculation on sustainability and so- cial aspects.

Marketing, distribution, PR

To know basic tasks of marketing, basic market- ing methods, distribution ways, PR methods.

To be able to apply meth- ods of economy viability calculation on specific products.

Realistic perception of basic facts and critical thinking.

To be able to include so- cial additional value into marketing and PR* and to choose suitable distri- bution, marketing and PR methods.

Acting in accordance with CSR* in society or local community and creation of adequate communica- tion channels.

To apply CSR methods in connection with PR, im- pact of ways and forms of distribution on sustainability.

37

38

7.3 Schedule of the module (structure of the 8 - hour training day, divided by main topics)

basic business language 9:00- 9:45

Origin of a business idea: create a business plan and the start of business.

Finding a suitable business idea

The aim is to identify a business idea which will be used by the participants further ahead in the programme 9:45- 10:30

Financial management of a business: How to succeed in the market?

Basic division of costs, exam- ples (Excel) of typical costs of a business in the form of individual work

To set out and create input parameters of a business in the field of business costs

10:30- 10:45 Coffee break Market 10:45- 11:30

Market for the products/ services of a business

Using exercises, to define groups of customers, reasons for the purchase of a product/ service, prediction of the de- mand

Try to identify as many sources as pos- sible for the prediction of the current market situation in the given field of the business

Labour 11:30- 12:15

HR* and economic specifics of work with Target Group* (TG)

HR and economic specifics of work with Target Group (TG) Using concrete examples to show what are possible var- iants of TG's working limita- tions.

To realize the limits of future employ- ees in relation to the scope of the busi- ness activities 12:15- 13:00 Lunch

Financial plan and economic profitability of agricultural activities, financial analysis of production 13:00- 13:40

Agricultural - economic and financial plan for farming production: theory.

Setting out the aim of the agri- cultural activity.

Basic terminology of agricultural eco- nomics, application of theory to practice. 13:40- 14:20 Farm organization and structure in relation to eco- nomic profitability.

Introduction of individual parts of a farm organization and structure.

Understanding the requirements for effective business.

14:20-15:00

Suitable business struc- tures and adaptability of the farm.

Financial analysis of agricultur- al and non-agricultural activi- ties

Understanding the requirements for effective business.

15:00- 15:20 Coffee break

calculations 15:20- 16:00

Methods of profitability calculation.

Tools for evaluation of eco-nomic profitability.

Analysis of problematic parts of the financial plan.

16:00- 16:35

An example of financial analysis of crops with mar- ket realization

An example of calculation of profitability of growing a se- lected commodity.

Examples of practical calculations of economic profitability of selected agri- cultural activities.

16:35- 17:00

Daily review and Individual journal writing

Same as above in the previous modules' program

Same as above in the previous mod- ules' program

Photo: Agricoltura Capodarco Photo: Ruskin Mill Trust

Marketing 9:00- 9:15

Marketing introduction Brief introduction – lecture Introduction to the issues 9:15-10:00

Marketing plan and mar- keting objectives

Aspects of a marketing plan + activity in groups with the use of model examples

Explanation of the importance of a marketing plan, and basic information about its structure.

10:00- 10:20

Competitive advantage Description of competitive ad-

vantage

Learning how to define added values of product.

10:20-10:50

Product diversification Possibilities of a product modi- fication + activity in groups with practical examples

Learning how to diversify and modify a product

10:50- 11:10 Coffee break 11:10- 11:50

Target market, price, brand, promotion and communication

Description of pricing, suitable methods of promotion and com- munication, drafting and present- ing a logo.

Explanation of the principle of selec- tion of the target market, the price setting, development, and communi- cation

11:50- 12:10

Distribution Introduction and description of

distribution methods

Acquiring the knowledge to select an optimal distribution method for vari- ous types of products.

12:10- 12:30

Specifics of marketing in social farming/business

Presentation + discussion Emphasizing the differences of mar-

keting in social farming/business.

39

7.4 Description of the activities of the modul

objective Identify a viable idea for business

Learning outcome At the end of this lesson, each student will have a pre-business plan that they will use for other parts of the course

Time 45 min

Procedure/ resources Finding the right business idea is absolutely crucial for further work throughout the program. It is important that participants recognise the importance of establishing the right business idea; without this the progression on this module will be compromised. This includes: secure funding, place on the market or engage employees with health restrictions

Try to be objective, ask questions establish connections with other parts of the course that could suggest that the product will have a chance of success

Comment Be playful at this stage and try to generate interesting ideas through games that can be developed in other parts of the program

objective Recognize the importance of tracking finance and how to ensure profitability
 Learning outcome Students should have a basic knowledge of finance and financial flows and should
 be able to fill in basic data in financial table.

Time 45 min

Procedure/ resources This part of the course is mainly about money. It is important that participants get an overview of the organization's financial and financial flows. The main thing is to make them aware of the importance and necessity of knowing the finance, to be able to calculate them correctly, to have an idea of the basic financial movements in the com- pany and to be able to identify a financial plan. It is

very important to be aware of the cost-benefit relationship and to be able to determine the basic price of their products. To do this, use the attached tables, where you should try to give the most accurate estimations to the participants and teach them to use the tables

Comment In this section make sure to try to motivate the participants to think positively when working with numbers, budgets and financial plan

https://drive.google.com/file/d/1sxXIXXhtRLQjoO20mxH9sNJVUpHYaw2e/view?usp=s- haring

objective Find a place and understand how the market, in which the company's products are likely to be sold, works

Learning outcome At the end of this lesson, students know and can describe their customers, they can describe the basic parameters of the market where they want to operate and are able to formulate basic strategic considerations on how the market will work

Time 45 min

Procedure/ resources This part of the course is demanding, especially in the ability of participants to esti-mate their possibilities in the markets where products could be sold as realistic as pos-sible. Try to be a very critical opponent for your students in their reflections on how they think about selling their products, the business strategies they are considering for their market operations. Try to identify possible critical points with students that could significantly or negatively affect their functioning on the market, including competition

Comment Be very critical of the participants' deliberations and try to ask them challenging questions such as: "Why should I buy this product from you"?

objective Recognize the true values, abilities, skills and limitations of the staff you will work withLearning outcome Students should know how to identify possible health restrictions of employees, how

to take them into account when working in a company and how to plan their human and production capacities

Time

Procedure/ resources In this part of the course it is very important to lead students to realistically identify and plan their production capacities in relation to the functional limitations of their employees. Labor productivity should be a term that every participant will remember and be able to apply in their production processes in the company. It is important that participants also perceive work restrictions as an advantage and added value, for exam- ple in marketing

Comment Use the participants' experience to be interactive and communicate examples of how people with limited work potential can be employed

objective Brief introduction of agricultural economy and viability of agriculture, digesting defini- tions and basic terms

Learning outcome To inform learners about basic definitions and terminology, brief introduction of agricultural economy and its importance. Introduction of the production factors at the farm and need to know how to predict business costs

Time 40 min

Procedure/ resources PowerPoint, data projector, paper, flipchart, stickers, markers

Comment Simple division of production factors of the farm, basic distribution of farm capital for the prediction of management costs. Learners should learn to apply the cost allocation (which is associated with agricultural activity) to fixed and variable costs

objective Farm organization and structure in relation to economic profitability

Learning outcome Understanding the importance of the organization and basic structure of the farm for future agricultural activities. The importance of knowing the basic rules of farm struc- ture **Time** 40 min

Procedure/ resources PowerPoint, data projector, paper, flipchart, stickers, markers

Comment Simple division of farm organization for the prediction of management costs. Learn- ers should learn to apply the importance of a farm structure for their future business. Learners can try to build their own vertical business structure (on the basis of long-term and short-term decisions)

objective Suitable business structures and adaptability of the farm in relation to economic prof- itability **Learning outcome** Importance of the farm structure and criteria for selecting a suitable business structure. Understanding the requirements for current and future employees of the busi- ness and agricultural activities. Importance of the farm size, degree of innovation and business strategy.

Importance of adaptability of the farm and business

Time 40 min

41

42 Procedure/ resources PowerPoint, data projector, paper, flipchart, stickers, markers

Comment Simple division of the farm structure and criteria for selecting a suitable business structure. Learners should learn about the importance of a flexible business approach, on the basis of the structure, condition and strategy of a farm

objective Methods of profitability calculation for agricultural commodities and economic indica-

tors

Learning outcome Understanding the importance of calculating the operating costs of machines and the costs of technical support of selected operations. Understanding growing

technology and calculating economic values of selected crops.

Time 40 min

Procedure/ resources PowerPoint, data projector, paper, flipchart, stickers, markers **Comment** During this part, learners can try to split selected cost relations between variable and fixed costs

objective Financial analysis of selected crop

Learning outcome To introduce, on the basis of an example, a method of calculating the costs of growing a selected crop. Demonstration of the importance of financial calculation for the prediction of cost relations. Understanding the importance of yield level prediction and the need for knowledge base in the field of agricultural primary production

Time 35 min

Procedure/ resources PowerPoint, data projector, paper, flipchart, stickers, markers **Comment** Learners should follow the trainer and proceed with the individual steps related to the modelling cost calculation

objective Evaluation of the fulfilment of the aims for this module **Learning outcome** Discussion part of the module.

Time 25 min

Procedure/ resources PowerPoint, data projector, paper, flipchart, stickers, markers **Comment** The trainer can make a short recap and ask the learners for questions. There is room

to specify some points linked to cost prediction

objective Brief introduction of marketing, its definition and basic terms
 Learning outcome To inform learners about basic marketing definitions and terminology, brief
 introduction of the importance of marketing

Time 15 min

Procedure/ resources PowerPoint presentation, data projector

Comment This is just a short introduction of what marketing is and why it's important -

presented information must be simple and clear, don't go deep into details and do not get stuck in individual parts

objective Creation of marketing plan and selection of marketing objectives leading to its fulfill- ment **Learning outcome** Lecture, short description of parts of a marketing plan with emphasis on those parts that will be addressed in the following parts of the module; activity in groups with the use of model examples – setting out the aims for various fields (profit, sales volume, etc.), assigning responsibilities, creating a timeline and defining the mechanisms to con- trol their fulfilment

Time 45 min

Procedure/ resources The model marketing plan will be introduced to the learners and principles of its ^{Cre-} ation will be described. Marketing objectives creation will be explained and learners will create set of marketing objectives leading to the fulfillment of marketing plan. Ob- jectives description contains information about responsibilities, timing, control mecha- nism, setting out the aims for various fields (profit, sales volume, etc.), creating a time- line and defining the mechanisms to control their fulfilment PowerPoint, data projector, paper, flipchart, stickers, markers

Comment Trainer should prepare simply marketing plan for one simple products, describe proce- dure of creation of this plan and provide basic information about marketing objectives. Learners should work in pairs or small groups on creation of concrete objectives. Pro- posed objectives are discussed with other groups and trainer

objective Description of competitive advantage and added value of the product of social farming
 Learning outcome Understanding the added value of the product definition and creation, specifics of
 add- ed value in social farming

Time 20 min

Procedure/ resources Trainer describes examples of what is the competitive advantage and how it can

be created. In frame of this description, the added value of product is explained. Learners are divided into pairs/small groups, each pair/group gets example of product and tries to describe its added value and possibilities of their extension. Pencil, paper, flipchart, markers, stickers

Comment Trainer should emphasize specifics of social farming/entrepreneurship for added value of the products and their usage for gaining the competitive advantage

objective Importance and methods of product diversification

Learning outcome Understanding to the importance of product diversification and ability to diversify own products by simple methods.

Time 30 min

Procedure/ resources Importance of product diversification is explained by trainer, learners (in pairs or small groups) try to describe possibilities of diversification of products on selected examples. With the use of simple tools, the learners try to model, paint, etc. the products and de- scribe modifications in the template (for whom they are intended, what accompanying costs they will cause, what their added value is, etc. Pencil, papers, crayons, color beads, plasticine, color papers

Comment Trainer should prepare examples of products, which can be simply modified by learners.

Visualization during the practical part (painting, creation of models...) helps to develop learner's creativity

43

44 objective

Description of selection of suitable target market, pricing policy, creation of brand and methods of marketing communication

Learning outcome Learners know how to select target market and how to modify products in

accordance with concrete target markets, how to set the price, create brand and communicate with customers and other actors

Time 40 min

Procedure/ resources Trainer describes market segmentation, specifics of different target groups and usual target groups in social farming entrepreneurship. The price policy is briefly described from the point of view of marketing. Basic methods of communication are presented by the trainer, including brand and brand creation. Learners are divided into pairs or small groups and try to create (draw) proposal of suitable brand/logo for selected product. PowerPoint presentation, data projector, paper, crayons, flipchart

Comment Mentioned parts are only described briefly, time frame doesn't allow the detailed description. Price is described from the point of view of marketing approaches (perceptions of numbers by customers, communication through price...), price creation based on costs, etc. is included in another part of the module

objective Overview about different distribution methods, their advantages and disadvantages **Learning outcome** Learners are able to select suitable distribution method for different products and far- ms/enterprises

Time 20 min

Procedure/ resources Trainer introduces basic distribution methods, explain the advantages and disadvan- tages of direct and indirect distribution channels and suitability for different kind of products / target groups of users / types of farms. Distribution channels are presented on example.

PowerPoint, data projector

Comment Distribution is part of the communication with customers – selection of the suitable dis- tribution channel must be in accordance with overall image of social farm/enterprise.

objective Describe specific aspects of marketing in social farming/entrepreneurship **Learning outcome** Learners understand the specifics of marketing within social farming/entrepreneurship and are able to turn these specifics into competitive advantage with use of marketing tools **Time** 20 min

Procedure/ resources Brief lecture about added values of social farming/entrepreneurship and methods of communication and marketing with the use of these specific added values

PowerPoint, data projector

Comment Among other, the ethical aspect of marketing within social farming/entrepreneurship

is important and should be mentioned

8. MoDulE 5 – aDaPTaTion To local cIRcuMSTancES

Why we call it "Adaptation"?

Learners will acquire a specific type of knowledge, through direct experience, which will be provided during the theoretical and practical activities of this training. This knowledge will be processed individually, and then trans- posed to each of the learner's context. How? We have created an exercise, or a final presentation where each

learner will imagine and describe their vision of: "My Social Farm". This will hopefully demonstrate that everything learnt during the training can be applied to all the various learners' contexts. In other words, we propose learners to consider reinventing their professional activities and place them within a social farming context and this way, transform their current local circumstances.

8.1 Why is this module a unique part of the training

The main purpose of this activity is for each learner to develop an active process of thinking and reflecting on the theoretical and practical aspects of training, particularly on what concerns PSTE. This happens because PSTE is a complex method to grasp, which requires active involvement by the learners. In basic terms, the learners are invited to develop a personal journal where at least every day (if not several times a day) they can write relevant aspects of what it is being taught, so they can truly understand PSTE. This will hopefully generate a concept of active learning, as opposed to a passive type of learning, where information is given to learners regardless of their involvement and understanding of the material.

8.2 How will this module unfold in the training program?

Individual journal - Focusing on individual learning to generate reflective practice

During each of the training programs, the learners are asked to have an individual journal (a notepad), where they reflect on their learning, which includes their questions and reflections from each session they participated. The idea is to use this journal throughout the training, or at least at the end of the day, but preferably any time an im- portant thought or questions emerges for the learners, they should write it down.

This will happen so that the recorded thoughts can act as a guide for each of the learners, and they can easily trace their learning experience by reading the journals they started writing from day 1.

At the end of the training program, there will be an individual presentation ("My Social Farm") based on the mate- rial noted in the individual journals, made to the other learners and trainers.

This presentation is the idealisation of a future business enterprise for each learner. This business enterprise could be related to their current jobs and field of work, or it could be a totally new idea. They should draw inspiration from the "Economic viability booklet and model collection" to gain insight over the financial topic and discover a brief description of social farming examples in different European countries.

Because these presentations are individual, and therefore unique, they will give all the other learners different perspectives on the program and this way contribute to a more wholesome learning process (more information on this follows below).

Simultaneously, it requires more commitment from each learner since they will have the responsibility to present, their questions and reflections or in other words, what they have learned to other learners. This technique is used as a part of a strategy to understand the PSTE method and to instil the concept of reflective practice*

8.3 Guideline to the participants

What is it about?

Overall, this is an individual reflection on each of the training days, made by the learners. We call this exercise Individual journal.

Each reflection will also be the basic material, which will be compiled and used for an individual presentation made by each participant on the last day of the training:

Based on what they have learned and experienced during the whole training program, the participants should then imagine "My Social Farm", focusing on what craft activities they would choose and why and more importantly, thinking on how to make this new social farm, economically viable. For this particular aspect, the participants must also read the information that will be provided, in reference to "Economic viability booklet and model collection".

Since this economic aspect is so important for the creation of a successful social farm in Hungary, during the train- ing program the previous module is solely dedicated to it (see previous chapter, module 4: "Economic viability"), which is basically a short introduction course on this subject.

In many ways, "My Social Farm" will be a much-simplified, individual, creation of a new organisation, with a con- crete business plan, which must be realistic within the Hungarian context.

45

reflections, ideas, questions related to what they learnt, at the end of each training session (after the daily review – see explanation and schedule below).

Hopefully, at this stage, they will have already written other thoughts throughout the day. This could be aspects they found difficult during a craft activity, or a particular concept they consider interesting and would like to adopt for the creation of "My Social Farm" (as mentioned above). Examples:

- What was really interesting/difficult in the activities I performed today? (Ex: The clear way a teacher explained an exercise; I could not understand how to achieve the task proposed... etc.)
- What was my reaction when I couldn't do exactly what I was being asked, how did I feel?
- What made me continue this activity instead of giving up?
- What can I learn from this experience for myself and if thinking about end-users?
- If I had to retain a key aspect of what I learnt today so I could explain it to someone else, what would it be?
- Linked activity Daily Review (see schedule below):

Before writing down their main reflections the trainers will review all activities that took place on the day, starting from the last activity to the beginning of the day, so that learners can more easily trace their journey back to the beginning of the day. After this, each learner will be given around 2 to 5 minutes to share their views (Group dis- cussion) when sitting in a group circle. It is important that everyone will listen attentively and without interrupting, for three reasons: 1 — so that all listeners can gain new perspectives and ideas; 2 — so that everyone feels they can be fully heard and not be interrupted by others; 3 — so that the group can develop a culture of deep listening and respect the opinions and thoughts of others. At the end of the individual sharing, there will be an open conversation for about 10 to 15 minutes in total, where anyone can freely express final thoughts or questions, if necessary. The final presentation will happen on the last day of the training and will follow a similar structure and rules. Each participant will expose their "My Social Farm" for about 20 minutes and then receive questions from other partic- ipants for another 10 minutes (times can be negotiated between learners and trainers). It is however important that the trainers keep the boundaries of time and structure of this exercise so that it can be consistent and produce solid results.

What's the benefit of these activities?

The daily journal will help participants remembering what happened in every session and this way create a system- ic type of learning, where every day something new is learned.

To incorporate what was learnt each day on a wider perspective and apply this to a practical purpose: the creation of "My Social Farm".

Ultimately, so each training participant feel they have learnt new professional and personal skills and can feel motivated to transfer these to their various contexts. Hopefully, new social farms and many related new jobs will emerge in Hungary.

When will it happen?

At the end of each training day there will be a dedicated space for the *Daily Review and Individual Journal wrifing*.

On the final day of the training program there will be a space for an individual presentation of "My Social Farm".

8.4 Reached competences with this module

COMPETENCIES – LEARNING OUTCOMES FOR THE LEARNERS

adaptation Module - General outcomes Understand what the localization module is and its purpose.

Listen attentively to the explanation of the differ- ent exercises. Showing ability to perform the tasks (journal writing, in- dividual presentation).

Being actively involved in the module (observant, critical and engaged).

Feeling confident and mo- tivated to do it. Transpose this knowledge to a practi- cal/professional context in the future.

adaptation – Individual journal Understand the task and its value for overall learning process. Being able to write and use the daily journal autonomously. Identify critical moments, ideas and reflections during the activities.

Feeling motivated to write down thoughts, questions and reflections.

Making effective learning connections with what was taught in the session through the frequent use of the journal. Use this information in the last day presentations ("My Social Farm"). adaptation – Daily review Understand the pur- pose of the task and its connection with the daily learning process.

Showing ability to follow the revision of the tasks performed during the day.

Engaging in the revision of the day led by the trainers and in discussion available at the end of each training day.

Use the revision of the day to identify key aspect to be noted in the individual jour- nal. Use all this material in the "My Social Farm" pres- entation. **adaptation - Final Presentation: "My Social Farm"** Understand the impor- tance of the final pres- entation.

Reading all materials given (Economic viability book- let and model collection) and apply this knowledge in the presentation. Being creative and realistic in the conception of "My Social Farm".

Feeling motivated with this presentation and showing willingness to present "My Social Farm" to others.

Making an interesting and realistic presentation about "My Social Farm". Wishing to further develop and im- plement their created con- cept in real life and this way develop their professional practice.

8.5 Schedule of the module (structure of the 8-hour training day, divided by main topics)

Daily review (led by trainers)

Briefly review of each of the tasks/activities performed during the day, starting from the end to the beginning of the day (led by the trainers)

No materials Group circle

Allow learners to review what they have achieved in a day an solidify their knowledge in activities and training

47

Individual 16:10-

Individual Jour-

Learners ad thoughts,

Allow learners to get involved in the 16:25

nal writing

questions, reflections to

notepad, pen

knowledge provided in the training their journal (individu-

and in understanding PSTE, as well ally and in silence)

as gathering material for the final presentation ("My Social Farm")

16:25-

Allow learners to express their sin- 16:45

gular views and be heard by the whole group (uninterruptedly). The listeners gain multiple perspectives by listening to others and this way increase their own knowledge

16:45- 17:00 48Group discus-

One by one, learners

No materials sion/sharing¹ express the key thought

Group circle experienced during the day (moderated by the trainers)

Final discussion Questions from learners

No material.

Allow learners to satisfy their per- about logistics and oth-

Group circle

sonal doubts and avoid in any anx- er practical elements.

ieties related to the practicalities of Trainers may choose to

training mention what will hap- pen in the next training day

09:00-09:20

Verbal explanation None Make sure all learners understand

how the day will unfold and the overall importance of the presenta- tions 09:20- 11:00

Introduction and aims of the day by the trainers

Imagining My Social Farm could be the first step for it to happen in reali- ty or for a different

project and initia- tive to be created. This will also allow learners to start developing a precise and realistic idea of the challenges involved in setting up a social farm. If new social farming activities using PSTE emerge in Hungary, this will be the ultimate goal of this training, which will

prove the success of the Revitalist project 11:00- 11:15 Coffee break

11:15- 13:00

Individuals pres-

Each individual will

Powerpoints, entations (about

present their "My So-

drawings, im- 20mins each)

cial Farming" to other

ages, etc. (it's learners and trainers

totally up to each individ- ual)

Same as above

13:00- 14:00 Lunch 14:00- 16:00 Continuation of the Individual presentations 16:00-

16:30

Individuals pres-

Each individual will

Powerpoints, entations (about

present their "My So-

drawings, im- 20 mins each)

cial Farming" to other

ages, etc. (it's learners and trainers

totally up to each individual)

Final group

Verbal discussion in a

None The trainers should provide an op-discussion and

group led by the train-

portunity for learners to express their closure of the

ers

thoughts and views on the presenta- training

tions they just seen and on the over- all training program if necessary. The training program needs to then be closed so learners can feel their learn- ing experience is complete

1: optional

9. SHORT INTRODUCTION

OF

THE PROJECT'S CONSORTIUM

part- ner) was founded in 1999 at the Agricultural Jniversity in Gödöllő (SZIU). The aim was to develop in organiza- tion centre for biological waste nanagement, to repre- sent composters' interests, to coordinate and promote research and development rojects, and establish a compost quality assurance Hungarian Quality compost association (leader stem in Hungary. One of its main goals is to

familiarize people with modern waste handling (first of

all biodegradable waste) and compost- ing. In order to szasas Municipality Tiszasas is a little Hungarian strengthen its social role in society by combining lage in Jász-Nagykun-Szolnok county, near the professional knowledge with social care, it follows its er Tisza with 1100 residents. The main income of deep belief that "by revitalizing the soil – the basis of local families derives from agricultural activities, life - we revitalize the soul as well". http://www.nainly from crop production and horticulture. komposzt.hu/

Jnfortunately, the living standard is lower, and the ate of unemployment higher than the Hungarian

Diversity Public utility Foundation was founded inverage. That was the rea- son why the municipality 2007. Its main aim is to foster equal opportunities in integration of disadvaracal population in the field of

taged people into the workplace and everydalynorticulture. Tiszasas actively participated in the society. Its integration tools include individualStart" community employment programme, which counselling and job placement for job seekers andwas organ- ised and financed by the Hungarian opportunitgovernment. With- in the framework of the disadvantaged persons. egual counselling and sensitization trainings for employersprogramme, they started (from 2011) to produce disability-specific trainings for teachers anddifferent types of vegetables, regular care-givers, organizing awareness events for relevant mployment of 25 unemployed local people for a institutions, families and citizens. The Foun-dation is a month period. The vegetables produced are working in the central region of Hungary, main- ly incsed in the local restaurant and local canteen, Gödöllő and the surrounding area. Its main targeoperated by the municipality. http://tiszasas.hu/ groups are disabled people and people living in

poverty. With the help of this project, the Foundatio (World Wide opportunities on organic opened the Social garden in Gödöllő (Holdvilá (Farms)) Hungary is a non-profit organisation with the szociális kert) in 2019. https://diverzitasalapitvany.hu/co- operation of 30 organic farms and about 200 volunteers every year. Its main activity is to manage

Ruskin Mill college is based Gloucestershire, in the voluntary network WWOOF in Hungary, but it is England is one of four specialist colleges operated by nvolved in many other projects. It is the founding Ruskin Mill Trust (RMT) offering both day anothembers of the Hun-garian Social Farming Society, residential pro-vision. It has expertise in working with and work together with multiple educational young people aged 16-25 with complex behaviour institutions from primary education to universities in and learning difficulties and disabilities, including order to try to make its projects successful at a autistic spectrum conditions, whose needs cannot practical level. https://wwoof.hu/

be met elsewhere. Since 1986, hundreds of students

have benefitted from the Trust's innovative Practical iniversity of South Bohemia České Budějovice is Skills Therapeutic Education program that draws itsep-resented by the Faculty of Agriculture. It has long inspiration from Rudolf Steiner, John Ruskin and erm experience with multifunctional farming, and as a William Morris. It's practical skills cur-riculum is e-sult of the cooperation with the faculties of Health three-year course. It provides an exciting and widend Social Studies, Pedagogy and Economics, the range of course subjects that give students the aculty of Agriculture is preparing bachelor courses in opportunity to learn through doing real-life purposeful farm- ing (to be formally accredited). The activities that enhance their intellectual, emotion achelor course in Multifunctional Farming also and physical health. https://www.rmt.org/

is equally included in oth- er study subjects mmunity was created in Grottaferrata (Rome) and (Development of sustainable farming systems; Agedarted agricultural activity with a group of disable and environmental practice; Organic and al- ternative sadvantaged people. Ca- podarco was born as a B agriculture; Agroecology, Sustainable farming pe social cooperative* with the aim of including systems in agricultural landscape). The Faculty disadvantaged people in the labour market but, at the Agriculture been developing practication time, it supplies many social services. The farm cooperation with stakeholders in the sector of organitas progressively reinforced links within the local farming and these also include social farms, NGO area, answering several needs and re- quests therapists, policymak- ers, etc. all of it happening expressed by local health and social services or simultaneous cooperation with Ministry of Agriculturdirectly by families. Agriculture activity has also been who actively participates in the development of socialeveloped including helping other organisations with farming and in fact pioneers the whole field of Sociator to organic farming and the certification of Farming education in Czech Republitheir products. http://www.agricolturacapodarco.it/ https://www.prf.jcu.cz/

Agricoltura Capodarco società cooperativa sociale is an organic multifunctional farm on the outskirts of Rome, founded in 1978 as an offshoot of the Community Ca- podarco of Rome. In 1978 the

10. GLOSSARy 2030 Agenda - the 2030 Agenda for Sustainable Devel- opment including

its 17 Sustainable Development Goals (SDGs) was adopted on 25 September 2015 by Heads of State and Government at a special UN summit. The Agenda is a commitment to eradicate poverty and achieve sustainable development by 2030 worldwide, ensuring that no one is left behind. https://www.un-.org/sustainabledevelopment/development-agenda/

Accredited employment – Accredited employment can be an important step for disabled people during the occupational rehabilitation of persons. Developing employment is a step forward, it will provide a gradual transition and preparation for the open labour market, thereby it guarantees a higher level of employment, it is widening the rehabilitation toolbox to individual skills. **agricultural commodities** - are selected primary crops and animal products for market or non-market production.

agroecological composting - Agroecology means farming that "centres on food production that makes the best use of nature's goods and services while not damaging these resources." Agroecological composting means making compost according to this idea.

https://www.agroecologyfund.org/what-is-agroecology

Alliance of Social Farms - Common interest representa- tion, bring together social farms in the country, they can work together towards decision-makers.

B Type social cooperative - Social cooperatives exist to provide social services such as the care of children, elderly and disabled people, and the integration of un- employed people into the workforce. Type B integrates disadvantaged people into the labour market. The cat- egories of disadvantage they target may include phys- ical and mental disability, drug and alcohol addiction, developmental disorders and problems with the law. In type B cooperatives at least 30% of the members must be from the disadvantaged target groups.

biodynamics - is a holistic, ecological, and ethical ap- proach to farming, gardening, food, and nutrition. Bio- dynamics is rooted in the work of philosopher and sci- entist Dr. Rudolf Steiner, whose 1924 lectures to farmers opened a new way to integrate scientific understanding with a recognition of spirit in nature.Common economy – Common economy is a summary of the management of a particular entity, such as a state, organization, or in- dividual. Each economy needs to fulfil several basic tasks to ensure its functioning, which can be summarized in three questions. 1. What and how much to produce: definition of the structure and quantity of production. 2. How to produce: identification of the producing enti- ty, method of production, identification of sources and production tools. 3. For whom to produce: rules accord- ing to which products are distributed among consumers

CSR - Corporate Social Responsibility (CSR) is a busi- ness concept whereby companies take into account the interests of society by considering their business, suppliers, employees, shareholders, but also the envi- ronment. The business operators voluntarily take steps to improve the standard of living of the community around them.

Disadvantaged groups – Any minority group experienc- ing social and economic challenges, due to race, age, mental or physical disabilities, substance or alcohol abuse.

Economic viability – Economic viability means econom- ic feasibility i.e. it should be able to secure financing – whether from the public, commercial, or concessional sources – while having a positive impact on society and the environment. Avoiding the wasteful consumption of material resources.

Ethical products - products ethically produced and/or which are not harmful to the environment and society. About SF products, they have an additional added val- ue, they are the result of the working and social inclu- sion of vulnerable people.

Genius Loci - An audit or methodic process to research and understand the history, natural qualities, and cul- tural movements of a specific location. This is a funda- mental step that needs to occur before implementing PSTE activities

HR - Human resources is the department within a busi- ness that is responsible for all things worker-related. That includes recruiting, vetting, selecting, hiring, on- boarding, training, promoting, paying, and firing em- ployees and independent contractors. HR is also the department that stays on top of new legislation guid- ing how workers need to be treated during the hiring, working, and firing process.

John Ruskin, William Morris, Rudolf Steiner – Key his- torical names that inspired the PSTE method (https:// www.rmt.org/our-method/). A basic search on the web is recommended to learn more about these figures

MAIE project - "Multifunctional Agriculture in Europe — Social and Ecological Impacts on Organic Farms" project developed a variety of ways of spreading knowledge about social farming by promoting the social farming movement; supporting rural areas to work in well-organized networks; developing fields of social work in combination with agriculture and establishing links between movements and activities in Europe. https:// www.maie-project.org/ **OER** — Open Educational Resources are freely accessi- ble, openly licensed text, media, and

that are useful for teaching, learning, and assessing as well as for research purposes.

other digital assets

Public employment – The sector of the job market con- trolled by government bodies, whether at the feder- al, state, or local level. A public employee is a person who is employed by a government agency and includes the employees of a municipal, county, state, or federal agency or state college or university

PR - Public relations is the practice of deliberately man- aging the spread of information between an organi- zation and the public. Public relations may include an organization gaining exposure to their audiences using topics of public interest and news items that do not re- quire direct payment. This differentiates it from adver- tising as a form of marketing communications. Public relations is the idea of creating coverage for clients for free, rather than marketing or advertising.

Practical Skills Therapeutic Education (PSTE) - Is a ho- listic method of Education developed by Ruskin Mill Trust (UK), that uses craft activities, biodynamic farming and the benefits of a nature-based curriculum, to en- hance mental, physical and emotional development in students with learning difficulties. The general aim is to promote autonomy and freedom of individuals.

Reflective practice - The ability to perform a craft activ- ity, while constantly reflecting on the value, potential and challenges of this same activity, in order to under- stand it deeper and/or be able to explain it effectively and clearly to others, in a pedagogical way

Re-stepping - The possibility of a student to evolve in her/his physical and/or emotional development, through the performing of craft activities that can sup- port this development; "Re-stepping" means in this context, evolving from a previous limitation to success- ful improvement of the physical/emotional activity.

Seven Fields - PSTE method is based on the under- standing and knowledge drawn from the principles of the Seven Fields of Practice: 1- Genius Loci; 2- Practical Skills; 3- Biodynamic Ecology; 4- Therapeutic Education; 5- Holistic Support and Care; 6- Holistic Medicine; 7- Transformative Leadership and Management

Short food supply chain (SFSCs) - SFSCS is a broad range of food production-distribution-consumption configu- rations, such as farmers' markets, farm shops, collective farmers' shops, community-supported agriculture, soli- darity purchase groups. More in general, a food supply chain can be defined as "short" when it is characterized by short distance or few intermediaries between pro- ducers and consumers.

https://en.wikipedia.org/wiki/Short_food_supply_ chains

Social economy – Social economy is a branch of eco-nomics that focuses on the relationship between social behaviour and economics.

Social farming - "Social farming is an innovative ap- proach that brings together two concepts: multipurpose farming and social services/health care at local level. It contributes to the ambit of agricultural production to the well-being and the social integration of people with particular needs." EESC Opinion: Social farming adopted on 12/12/2012 https://www.eesc.europa.eu/en/our-work/opinions-information-reports/opinions/eesc-opinion-social-farming **Sustainable agriculture** - any of a number of environ- mentally friendly farming methods that preserve an ecological balance by avoiding depletion of

natural re- sources. Sustainable Development Goals (SDGs) - The SDGs build on the Millennium Development Goals (MDGs), aim to go further to end all forms of poverty. The new Goals recognize that ending poverty must go hand-in- hand with strategies that build economic growth and addresses a range of social needs including education, health, social protection, and job opportunities while tackling climate change and environmental protection. https://www.un.org/sustainabledevelopment/develop- ment-agenda/ Target-group (TG)- We need to make a difference be- tween the target group of the Revitalist training and the target group of social farms. The target group of the training are those professionals who are working with the disadvantaged group of people, the target group of the social farms are the disadvantaged people. The three-stage process - Is a measure to situate and evaluate the learner's progress within the PSTE meth- od of Education. In short, it involves three stages of learning development: Stage 1 - Overcoming barriers to learning; Stage 2 - Becoming skilled; Stage 3 - Contributing to the community (for more detailed information on this please see Appendix: 12.2 The three-stage process) **Trainer** - The individual responsible for delivering the training content **unconditional positive** regard - Unconditional posi- tive regard, a concept developed by the humanistic psychologist Carl Rogers, is the basic acceptance and support of a person regardless of what the person says or does, which in this case is central to the teaching of PSTE.

11. aPPEnDIx 11.1 Genius Loci research

11.1.1. Sunfield, uk

Genius Loci:

A cycle of nature and nurture through applied biodynamic ecology.

Introduction

For 20 years I have worked the land as a biodynamic farmer at Ruskin Mill College. Whilst enjoying the responsi- bility for stewardship of Gables Farm, I have shaped a farm which is productive and sustainable in food ,education and culture.

Whilst attaining this, I have developed my understanding of the various phenomena placed in the landscape and what they reveal about the "Spirit of Place". I have studied, how phenomena

51

came to be there and what their relationship is to the other phenomena existing there. To achieve this I have consciously engaged the Goethean process. This process audits the phenomena present in the landscape, and reveals a passage from the evolution of the bedrock, through to soil, plants, animals ,natural ecology and human activity. Each of these realms requires study and analysis using the Goethean process to discover the Genius Loci.

I will show how the Goethean process has primed my work as a biodynamic farmer, informing decisions relating to the correct breeds of livestock that will thrive on and bring fertility into Gables Farm.

The challenge to this study is my own longevity in the organization because the prescripts of Goethe and Rudolf Steiner have shaped my own thinking, articu- lation and actions. To overcome these limitations and to allow my experiences to have validity to an audi- ence outside the realm of Ruskin Mill Trust, I will show that there is substantiation around the outcomes of the Goethean process that are endorsed by scientists and agriculturalists operating outside the impulses of Anthroposophy.

Another challenge is to reveal how through the Goet- hean Process Genius Loci and Biodynamic agriculture engage with one another.

To attempt this, I am developing a diagram that in- cludes 7 considerations which reveal my own relation- ship with nature and nurture. Personally, this has been the harvest of this study. (see fig 1)

Fig 1. Genius Loci Cycle and Goethean Process.

The shallow lagoon

In regarding the genius loci of Gables farm I start with an imagination of the geochemistry of the shallow equatorial lagoon waters which flowed here 180,000,000 years ago in the Jurassic period. Through down warp, up draft and subsequent lithification, the calcium carbonate crustacean life forms, and the grit from feldspar were lifted to the top of the plateau. The imagination can be truly engaged in these prehistoric, tectonic movements when we view closely the phenomenon of the fossilised sea bed on top of the Cotswold Hills .We ponder, how did it arrive here? The oolitic limestone carries within its structure a conundrum that speaks of far off tropical lands with the trans-

formation of early seas, dense in calcareous creatures, becoming sedimentary rock. This Jurassic hill of limestone was formed by a massive orogeny.

The surrounding hills and valleys are the result of 100,000 years of deep permafrost which in the summer months, would release slightly, shattering the slope of the scarp and sculpting the V shaped valleys, lisms and chines that characterize the Cotswold Hills.

The Goethean process illuminates that the limestone created in the Jurasic period, echoes into the soil, plants and animals. As a biodynamic farmer I view these phenomena that reveal, just what can be generated agriculturally from this land.

Two concepts

There are two concepts that can begin to enhance the Goethean process. Rudolf Steiner(1924)

states

" a farm comes closest to its own essence when it can be conceived of as a kind of individuality, a self contained enfity." (Steiner, 1924)

This description of an independent reality in a landscape, goes on to build a picture of the generative energy, con-tained in the mineral constituents of the farmland itself.

"A lively interchange is constantly taking place between what is above ground and what is below ground." (ibid.)

Through the lens of biodynamic agriculture, we regard the relationship that is formed between the history of the bedrock and the soil, flora, fauna and humans that the rock has instrumentally influenced.

Bedrock and Soil Interaction

In soil science we know that soil is formed from the erosion of the bedrock in combination with organic materials from vegetative and animal sources. The limestone of Gables farm, in resonance with its own origins creates a shallow, warm bed of soil which becomes the conduit for the minerals and generative energies it contains. The pedologist Hans Jenny (1992, p 9) created an equation which supports this process.

```
s = f(cl, o, r, p, t, ...)
```

Where s = soil properties; cl = regional climate; o = t = time. potential biota, r = relief; p = parent material:

Jenny left the ellipsis open to indicate that there might be other variables in the function. I therefore, add new variables including composted farm yard manure, biodynamic preparations and astronomic influences. Thus, in a study of genius loci, I can utilise Jenny's equation as a foundation. I then begin to add in the factors of plant life and nutrient uptake, as well as biodynamic practices, benefiting the diets of farm animals and human beings.

Jenny comments further that:

"All of us relate to soil unconsciously in our daily nourishments that make us parficipants in the confinuous flow of nutrient atoms that originate in the soil." (Jenny, 1994)

The organic agriculture pioneer, Sir Albert Howard, wrote in 'Farming and gardening for health and disease'

"..these minerals play an important part in the life of living things. They have to be conveyed to us in our food in an organic form, and it is from the plant... that we and the other animals, derive from them, our wellbeing." (Howard, 1947)

The minerals in the underlying rock that forms the soil, are taken up via this living soil to the plants. As the plants root themselves, and choose, the anions that are available, they are able to take on the qualities that are being offered from the mineral via the mediation of the soil. The limestone transfers its specific influence into a range of plants that thrive on the alkaline quality of the Cotswold soil. That which was once alive in prehistoric seas, became mineralised in the evolution of the Earth, is resurrected through the nutritional needs of plant life.

Historical Influence of Gloucester Cattle

As a biodynamic farmer I establish which breeds of specific species will thrive on this particular range of plants. The indigenous cattle breed to these hills is the Old Gloucester Cow. Its' metabolism is able to efficiently convert

54 the low fertility, limestone pasture into muscle, milk and manure. Famed for strong and docile

oxen since the thirteenth century, the Gloucester breed is an authentic but largely uncelebrated emblem of the agricultural identity of Gloucestershire.

The Gloucester cheeses provide a narrative for the Cotswolds, involving the peasant farmer, who would make Single Gloucester cheese from the skimmed morning milk and butter from the cream. The more wealthy estate owner, could export the Double Gloucester made from the full fat morning milk.

The rise of cheese production was simultaneous with the fame of the Cotswolds for its wool and cloth. Cheeses had previously been produced using ewes milk, but as the long wool was selectively bred into the sheep, the quality of ewes milk decreased along with the quality of ewe's milk cheese. The estate owners and peasant farmers turned to the local breed of cattle and began improving them, for their steady lactation, and their mellow temperament.

I have been a keeper of these cows since 1997, creating a small herd with community support from the residents of Horsley, who invested in the breeding females and then received their money back through the eventual sale of the first born calves.

Adam Stout in his volume The Old Gloucester Cow (1980) narrates the rise of the Gloucester, finding records of 445 cheeses being produced at Minchinhampton in 1307 and the Earls of Berkley creating the counties first dairy herd as early as 1269. The seventeenth century, recognised as the renaissance for the local wool trade, also saw the Gloucester cow rise in popularity for the quality of the cheese its milk produced.

Breeders such as Nathaniel Clutterbuck 1653 were connecting the nature of the cow to the geology of the county:

"The soile is for the most part bountefull; ritch in pasture and meadow, fruitful in procreafion of divers and dif- ferent kinds of trees...the lowe and fat grounds doe yield such abundance of pasture for kyne (cattle) and oxen ,as sufficeth the greediness of those beasts, and the

53

covetousness of their owners'." (Stout 1980)

Stout reports that there was a herd of Gloucesters at Horsley Manor 1613, headed by ten breeding females. This information, combined with the knowledge of the wealth created in the cheese trade between Gloucestershire and London, bringing credence to the herd of Gloucester cows that are at home at Gables farm. Their history is as fruitful as that of the sheep that also flavour these hills with their narrative. The Gloucesters docile and productive ease makes them ideal cattle to engage students. They also suit the biodynamic picture of farm individuality, because the cattle that will thrive best on the valley banks, grassland and winter forage without imported supple- ments are the indigenous breed to the area. The Gloucester Cow clearly resides in the individuality of the whole farm organism.

My personal contribution remains, that I individually introduced the Gloucester Cow to RMC in September 2001, when I changed role from vegetable grower at Gables Farm to Livestock Farmer at Brightside Farm. I returned to Ga- bles with the Gloucester cows in 2005. Until 2011 the Gloucesters have been reared as a beef herd. Currently there is an emerging milk and cheese curriculum based round the daily milking of a small herd of dairy Gloucesters .My experience over 19 years of tutoring at Gables farm shows me that the students are best able to respond to that which is authentic in the landscape. The Gloucester cow is the living metabolization of the landscape in which it naturally prospers. The farmers of earlier times flourished in tandem as the milk availed it products to their craft. The Gloucester cow , through cheese, brought wealth and identity to the region.

Conclusion

I would therefore like to offer the following conclusion which establishes the importance of the genius loci as a guiding principle in biodynamic agriculture, and, in turn, serves as a necessary component of the PSTE curriculum, allowing all three principles to generate the conditions for the student to grow.

When I incorporate Genius loci with biodynamic principles I am bringing a balance between what nature has placed in the environment and the conscious nurture of agriculture with intent to develop the body, mind and spirit of the human being. Thus the stage is set for the PSTE curriculum in land work, to be studied and performed.

In the genius loci cycle (see fig 1), the introduction of the authentic animals to the farm individuality, resulting in the use of their manure crosses the bridge of natures' mineral, plant and animal realms into the nurture of biody- namics. The biodynamic farm becomes connected substantially with the Genius loci.

"When the animals feed properly on what is above the Earth, they will then develop the proper ego forces in their manure, which in turn allow the plants to grow out from their roots ... You see a farm is a kind of individuality ... your animals and plants should parficipate in that as much as possible ... You must simply have the right number

and kinds of animals on a farm so that you get enough of the right manure ... you must ... plant what your animals will insfincfively search out and want to eat."

"Animal manure sfill contains ego potenfial, and so we discover that when we ferfilize, when we bring manure to the roots, we are bringing ego to the roots." (Steiner, 1924)

This picture, that Steiner crafts, grows the human being directly out of the individual environment of the farm organism. My conscious work as the farmer, places the correct plants and animals on the farm. This conscious- ness cascades into the transformation of manure into humus through composting processes. This ensures that the manure contains the correct forces of nutrition to bring about people's individual qualities through the act of digesting food. It is no wonder that Steiner maintains that the manure from a cow is its most important product.

A personal reflection

The Goethean process has a resonance for undertaking the genius loci audit. Studying the relationship of nature' realms in context with the inputs of human culture creates a biography for the landscape. It is as if the landscape becomes a being in its own right.

I can review my own 20 years of working in the landscape and reflect that my own footprint and personal devel- opment, and that of Ruskin Mill Trust will be visible for future generations. The Spirit of Place, which is Gables Farm, is tomorrow's genius loci. Tomorrow's Genius Loci can be shaped by us through thoughtful use of Goethean process.

bibliography

- 1. Steiner R. 1924. Spiritual foundations for the renewal of Agriculture. Edited Malcolm Gardner 1993, Kimberton press, Pennsylvania
- 2. Gordon, A. & von Bulow 2013. Ruskin Mill Trust Practitioners Guide
- 3. Howard, A. 1966. Farming and gardening for health and disease. Faber & Faber.
- 4. Stout, A. 1993. The Old Gloucester Cow, Revised Edition, Gloucester Cattle Society.

other influential reading and research

- 1. Hadfield, C. & Gadfuield A.M, 1973. The Cotswolds. A new Study. David & Charles)
- 2. Bingham, J. 2009. The Cotswolds, A cultural History, Oxford University Press.
- 3. Cloos, W. 1958. The Living Earth, ISBN 0 906155 01 0

- 4. Smith, R. T. 2009. Cosmos Earth and Nutrition, Sophia Books
- 5. Hensel. J. 1894. Bread from Stones.soil and health library.www.soilandhealth.org.
- 6. Baker, A. C. 1940. The Labouring Earth, Northumberland Press Ltd.
- 7. Interview with Richard Turley, Advanced Practitioner (PSTE) and in the Geologist. 13/09/13
- 8. Walter .E.V 1988. Placeways. University of North Carolina Press.

Glossary

Anion: a positively charged element available as nutrient uptake for plants

Chine: colloquial term for lism

Lism: gully or rift deep in the bedrock typical of jurassic limestone

Lithification: a process whereby soft sediment is compressed and cemented into solid rock

Orogeny: the tectonic process by which mountains are formed.

Pedologist: Soil scientist

11.2 The three stage process General overview

The Practical Skills Therapeutic Education Curriculum is inspired by the insights of Rudolf Steiner, John Ruskin and William Morris. Through engaging with crafts, many of which are specific and connected to the history of the lo- cation, the learner is immersed in a whole therapeutic process from beginning to end. Through this process they learn more than purely academic and functional skills but also transferable work skills, independent living skills and, most importantly, they learn to value themselves and others again.

The progress of learners through the Practical Skills Therapeutic Educational Programme is evidenced and tracked by the Three Stage Process Assessment Framework in the Day and Residential Provision:

55

Stage 1 - Overcoming barriers to learning

Through our apprenticeship model, students are helped to identify and work through their barriers to learning and other authority issues.

By supporting them to engage with practical skills and communicate both challenges and achievement, young people learn the first steps in following instructions, respecting social boundaries and observing safety protocols.

Stage 2 - Becoming skilled

As confidence and self-respect grow through practical and social achievement, levels of support are reduced ac- cording to need while simultaneously offering new challenges to widen their skill-base.

This includes a variety of internal work experience, accreditation and qualification opportunities to support their goals to future work and independent living.

Stage 3 - Contributing to community

This stage is focused on outward-facing social and vocational enterprises and opportunities offered through both the day and residential programmes.

External work experience, social enterprises, leisure programmes, living skills, cultural and social activities are all tied into their goals and pathways through college and transition out into their communities.

The three-stage process is translated into a bespoke study plan for the student aligning to agreed outcomes and integrated into both day and residential provision, as appropriate. It is important to note that the student's movement through the three stages is not time bound but driven by the student's own ability.

Photos: Ruskin Mill Trust

Detailed analysis and explanation of the three stage process

Sub stage Stage Work Readiness Community Inclusion Managing Health and Wellbeing

Beginning to accept active support

Beginning to peripheral work with support

1.1a Begins to accept active support to follow instructions 1. 2. Recognises Identifies session tutor and on timetable staff in session 3. Arrives in session with active support

Begins to accept active support to cooperate with others 1. 2. Recognises Willingness and to access identifies session staff with at the active college support 3. Is ready to participate in session with active support 4. Ready to follow easy instruction with active support

Begins to accept active support to follow basic safety protocol 1. 2. Health Begins to & safety follow rules health in & the safety workshop rules are explained 3. Begins to state health & safety rules in the session 1.1b Begins to accept active support to join in activities 1. Begins to ask staff what to do with active support 2. 3. Begins Begins to to identify work alongside own projects others with with active active support support

Begins to accept active support to respect social boundaries 1. Ready to follow basic instruction with active support 2. 3. Engages Completes appropriately induction at with the peers college during with active break support

time with active support Begins to accept active support to show trust in others 1. Begins to identify who to ask for help in session 2. Begins to ask for help in session 3. Begins to accept help in session Accepting active support

1.2a Accepts active support to follow instructions 1. With active support identifies own work station 2. 3. With With active active support support repeats identifies back what basic tools instructions / equipment to use Accepts active support to cooperate with others 1. With active support begins to understand the concept of social boundaries 2. With active support begins 3. With to active understand support safe begins and to permissible understand ways safe to and be permissible behave towards ways others for others to behave towards them

Accepts active support to handle tools/equipment as directed 1. Accepts active support to identify correct tools and equipment 2. 3. Accepts Accepts active active support support in in handling using tools tools and equipment equipment appropriately

1.2b Accepts active support to join in activities 1. Accepts active support to ask staff what to do with active support 2. 3. Accepts Accepts active active support to to identify work alongside own projects others

Accepts active support to respect social boundaries Understand right from wrong 1. other With peoples active support space and practice time good manners in a way to be respectful of 2. With active support listens to what others have to say before expressing viewpoint 3. Accepts active support is able to express opinions and ideas

Accepts active support to convey how they feel 1. Accepts active support to rec-ognise when they need to use the lavatory 2. member Accepts i.e. active 'Are you to recognise OK?' when support is required when asked by a staff 3. Accepts active support to state when they are unwell, or anxious Working with active support

1.3a Works with active support to focus on assigned tasks 1. in Works session with active support to recall what project / task they are undertaking 2. Works with active support to identify some resources 3. Works with active support to work alongside others in session

Works with active support to build relationships 1. Turning taking in conversa- tion 2. Appropriate non-verbal communication and body language 3. To ask another person a social question e.g. 'How are you?'

Works with active support to take care of their physical wellbeing 1. food Works with active support to ask tutor or support staff member for drink and 2. Works with active support to be aware of spacial awareness 3. Works with active support to manage tools / equipment correctly 1.3b Works with active support to build on past learning 1. With active support acknowledges feedback 2. fies With last active steps in supports session recalls paperwork

last step of project 3. With active support identi- Works with active support to follow shared agreements 1. Works with active support to practice good manners and respect to others 2. 3. Works With active with

active support support is able to to demonstrate express opinions listening and ideas skills Works with active support to manage their feelings 1. To communicate feelings to help decrease their level of frustration 2. 3. With With active active support support becomes is aware of aware their of impact their on impact others on others ^{2.1a} Begins 1. Listens ^{to work} to follow ^{with} instructions peripheral support to join in activities 2. Breaks down tasks into smaller chunks 3. Focuses long enough to preform part of the task with peripheral support

Begins wards others to work with peripheral support to work to behave respectfully to- 1. Practices good manners in a way to be respectful of other peoples space and 2. With time peripheral support listens to what others have to say before express- ing viewpoints 3. ner With peripheral support expresses their own opinion in a respectful man- Begins 1. Follows to work health with & safety peripheral rules support in session to are follow understood safety protocol 2. Follows health & safety rules 2.1.b3. States health & t roppuSI arehpire P2.1b Begins to work with peripheral support to solve

problems 1. 2. Accepts Further develops more responsibility their skills for and their knowledge own learning with peripheral support 3. Enhances understanding of their own practice with peripheral support Begins to work with peripheral support to work on shared projects 1. makes With positive peripheral comments support to accepts other team team members tasks 2. With peripheral support 3. With peripheral support accepts appropriate feedback of team activities

Begins to work with peripheral support to show trust in others 1. 2. Identifies Asks for help who in to session ask for help in session. 3. Accepts help in session

Working with peripheral support

2.2a Works 1. Identifies with peripheral problems with support peripheral to keep support trying when things get difficult 2. Identifies solution to problems with peripheral support 3. Willingness to persevere with peripheral support

Works tasks with peripheral support to ask for assistance in completing challenging 1. Recognises when support is required 2. 3. Is Accepts confident support to ask and for takes support directions given Works 1. Identifies with peripheral correct tools support and equipment to handle tools/equipment as directed 2. Handles tools and equipment correctly as directed 3. Uses tools and equipment appropriately

2.2b Works with peripheral support to work on more difficult tasks 1. complete Understanding task of recent materials and awareness of resources required to 2. Understanding of roles, responsibilities, objectives and goals 3. Accepting constructive feedback on project Works with peripheral support to acknowledge others' point of view 1. viewpoints Works with through peripheral open support discussion to show a willingness to engage with other 2. Respects the preferences of someone with a different viewpoint 3. Asks questions and willing to work with information given

Works with peripheral support to manage their response to new situations and 1. To people communicate feelings to help decrease their level of frustration 2. Aware of their impact on others 3. Handles change at short notice

Beginning work inde- to pendently

2.3a Begins to work independently for longer periods of time on tasks 1. 2. Independently Has greater involvement begins to accept and control what over their their learning own aim learning is 3. Independently begins to focus their learning when on task

Begins to work independently to maintain relationships 1. greet Begins staff to in independently session greet peers in session 2. Begins to independently 3. Begins to independently greet visitors in session Begins to work independently to take care of their emotional well-being 1. vention Acknowledges that support is required i.e. GP 2. Accepts therapeutic inter- 3. Accesses therapeutic intervention 2.3b Begins 1. Uses to and work applies independently knowledge on of tasks learnt with activities agreed 2. standards Ensures tasks are com- pleted to the required standard 3. Independently return tools / equipment to correct place after use

Begins 1. Acknowledges to work independently the importance to follow of equality social and conventions diversity 2. Respects equality and diversity in College 3. Respect equality and diversity outside of College

Begins and environments to work independently 1. States when to manage they are their unsure response of instructions to challenging tasks 2. Recognise an appropriate behaviour to challenging tasks and environments 3. Enthusiastic approach to a challenging task 59 58

Sub stage Stage Work Readiness Community Inclusion Managing Health and Wellbeing Working inde- pendently

Works 1, 2, 3, Can Has Has strategies strategies recognise independently when to to cope cope to pressure care with with for in-the-moment long-term is their causing own pressure a physical problem pressure needs 3.1b Works independently to figure the cost and items needed for a project for the community 1. 2. 3. Independently Independently Works independently breaks sources to down materials cost the task items into needed steps or stages 3.1a Works 1, 2, 3, Works 1, 2, 3, Follows Shows Motivates independently understanding a plan others and to assess on come by a plan explaining the on for nature a project ideas and difficulty to for others my community of the task board with a project Engages Demonstrates Greets independently visitors in new positive to situations workshop to build role with modelling relationships / session a positive in appropriate in attitude a community manner setting Works 1. 2. 3. Displays To To undertake recognise independently genuine when agreed concern appropriate to break care for for time others the support chores physical independently is required needs of for others others in session 3.2a Works 1. 2. 3. Independently Awareness Independently independently of the uses manages input on problem a of project time other solving for crafts the methods / community workshops Works 1, 2, 3, Listens Builds Demonstrates independently rapport without an through interrupting understanding to use non-verbal social and skills pays of cues others in good a community ideas, attention opinions setting and feelings Works 1, 2, 3, they Look Recognises Recognises can't, independently after themselves own and respects

Works 1. 2. 3. they Look Recognises Recognises can't. independently after themselves own and respects thoughts to care physically, own and for limits, emotions, their through own including emotional and a healthy manages what diet well-being and regular exercise they them can control and what 3.2b Works 1.

2. 3. Fully Accept Fully independently aware engaged when what setbacks in thinking they to complete are occur for going (trial themselves

difficult to and achieve error) tasks from the task Works 1. timetabled 2. 3. Acknowledges Acknowledges Understands independently session the the social importance importance to cues help when to of others of teamwork

assistance staying in a community in is workshop needed setting for the duration of the by others Works

1. 2. 3. Ability Demonstrates Help independently and to support hold healthy empathy for to others care

discussion and for listening in the in emotional an appropriate well-being environment of others session skills when requested by staff

3.3a Demonstrates lege the ability to independently plan for work or study after col- 1. 2. 3. Demonstrates Identifies Independently timescales confidence determines in work own / ability study goals

Work setting 1. 2. solving 3. their Responds Setting Understanding own independently and practical development social appropriately how skills tasks as to a and and set positive in abilities cooperate achievable social role situations model in expectations activities for in the others that 24 which hour in promote a community are curriculum tailored problem- to Demonstrates well-being 1. 2. 3. priate Recognises Identifies Ability support to after maintain factors when the college ability that support perspective, contribute to independently from others manage to own is anger, manage stress required frustration own health, and safety seek appro- and 3.3b Demonstrates the ability to be confident and ready to work or study after college 1. 2. ate Clearly Seeks applications careers explains for advice work work from / or study study

relevant goals support networks 3. To make appropri- Demonstrates 1. 2. 3. Develops Appropriate

Accessing ence, out of appropriate college opportunities the social ability activities, media friendships to for independently use such engagement as outside rugby, build in of table the the a community social tennis

college network environment i.e. work after college experi- Demonstrates the ability to independently interact with the community after college 1. Ability to connect with other people and sustain constructive relationships

Demonstrates well-being of others the ability after to college independently 1. Wears the support correct the protective health, safety, clothing and as required 2. 3. Positively To recognise accesses what qualifications transition projects are required for future employment 61 60