



Glossary - module 1 (updated)

Author: Canakkale Onsekiz Mart University, Turkey

- **Acidification:** becoming more acidic. For example, soil and water.
- **Biodiversity:** the variety of plant and animal life in a particular habitat.
- **Biocontrol:** method of controlling harmful insect pests and diseases using other organisms.
- **Biopesticide:** biopesticides are pesticides derived from natural materials, including animals, plants, fungi and microbes.
- **Biocontrol:** is the use of non-chemical and environmentally friendly methods of controlling insect pests and diseases by the action of natural control agents.
- **Breed:** animals mate and then produce offspring.
- **Compost:** is organic matter, which has been rotted down by the action of bacteria and other organisms, over a period of time.
- **Eco-farmer:** one who constructs farms and growing, harvesting, and processing by protecting the plant and animal ecosystems.
- **Entrepreneur:** is the one who always searches for change, responds to it and exploits it as an opportunity
- **Entrepreneurship:** is a process of creating something new with a value, particularly responding to the opportunities available.
- **Fertilizer:** material that delivers required nutrients for increased plant growth, yield or nutritive value.
- **Fisherfolk:** people who perform different types of work and have different roles in the fishing industry.
- **Fungicides:** chemical substances that destroy or inhibit the growth of fungi.
- **Herbicides:** chemical substances that are used to specifically kill plants (weeds).
- **Insecticides:** chemical substances are used to kill the insects.
- **Land:** is the dry portion of earth.
- **Manure:** is an organic matter that is used as organic fertilizer in agriculture.
- **Monoculture:** is an agricultural practice of producing or growing a single crop, plant, or livestock species, variety, or breed in a field or farming system at a time.
- **Natural enemies:** are those organisms that help control population levels of pest insects.

The European Commission support for the production of this publication does not constitute an endorsement of the contents which reflects the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein.



- **Organic matter:** is both an important soil constituent and the main source of food and energy for living organisms.
- **Pest:** is an insect or small animal that harms or destroys garden plants and livestock.
- **Pesticides:** are chemical substances used by human beings to kill or deter organisms (pests).
- **Pollution:** is a negative change in the environment, usually the addition of something hazardous.
- **Prey:** an animal that is killed by another animal for food.
- **Soil:** the upper layer of earth that may be dug or plowed and in which plants grow.
- **Soil erosion:** is the detachment and movement of soil materials by water and wind.
- **Soil fertility:** is a complex quality of soils that is closest to plant nutrient management.
- **Species:** a class of individuals having common attributes and designated by a common name.
- **Variety:** any of various groups of plants or animals ranking below a species.
- **Weed:** a weed is a plant growing well where it is not wanted (unwanted plant).



Co-funded by the
Erasmus+ Programme
of the European Union

Glossary - module 2

Author: Eufora M.I.K.E., Greece

Pluriactivity: Pluriactivity is used to denote situations in which individuals or households combine farm and non-farm employment or revenue streams, regardless of their origin or location.

ERP: Enterprise resource planning (ERP) is a process used by companies to manage and integrate the important parts of their businesses. Many ERP software applications are important to companies because they help them implement resource planning by integrating all of the processes needed to run their companies with a single system. An ERP software system can also integrate planning, purchasing inventory, sales, marketing, finance, human resources, and more.

Solemn declaration: Where a solemn declaration is required, the declaration must be: (a) made on oath or by solemn affirmation, (b) signed by the individual making the oath or solemn affirmation and by the individual before whom it is made.

SPA: Standard production amount (Accounting)

SPV: Standard production value (Accounting)

UAA: Used agricultural area

Mitigate Risk: If something or someone mitigates a risk, they make the effects of a loss or risk less unpleasant, harmful, or serious.

S-commerce: S Commerce is a subset of eCommerce that brings eCommerce functionality directly into an established social network to drive sales. Resources



3.1. GLOSSARY

1. ***Sustainable agriculture*** - agriculture based on the idea of environmental protection, economic profitability and social support.
2. ***Production structure of the farm*** - expresses the quantitative proportions between the different productions on the farm.
3. ***Organizational structure*** - it is the arrangement and establishment of links and interactions between the elements that make up agricultural farms.
4. ***Agricultural holdings*** - economic enterprises that aim to produce the goods needed to meet human needs through the economic use of productive natural forces, such as: soil, air, sun, climate, etc. The latter factors are of particular importance in agricultural production for the production of products of plant and animal origin. The activity of agricultural holdings, unlike all other agricultural enterprises, is placed in the closest proximity to nature and its conditions, where natural factors form the basis on which each agricultural holding is created, organized and developed..
5. ***Product certification*** - a process in which the farmer presents a production plan for the farm, crop rotation data, soil cultivation to certification bodies, in order to ensure consumer safety.
6. ***Sustainable land management*** - use of slowly renewable land resources - soil, water, plants, etc.
7. ***Soil*** - is the surface loose eroded layer of the earth's crust in which plants grow. The soil has a complex composition and structure.
8. ***Biodiversity*** - Biodiversity includes all species and ecosystems that represent life on Earth, it represents the living nature that surrounds us, in all its forms. Man is also an integral part of biodiversity.



9. **Waste** - this is unnecessary, unusable or unwanted material. Different types of waste vary depending on the technology. Some of them are a valuable raw material and can be recycled.
10. **Waste management** - a process for reducing the impact of waste on the environment and human health, minimizing the use of natural resources and recycling.
11. **Crop rotation** - alternation of crops on a given land area, in order to protect soil fertility.
12. **Grassland** - grassed land area used for feeding ruminants and equidae with roughage.
13. **Flock profile** - the profile presents the characteristics of the animals in the eco-farm, referring to age composition, breed and reproductive characteristics.
14. **Plant protection** - is the protection of crops by applying crop rotation, biological control through natural enemies.
15. **Manure** - excrement and urine of farm animals.
16. **Biogas** - this is a fuel gas that is produced by organized fermentation of biological products in an anaerobic (oxygen-free) environment. Naturally produced natural fermentation gas is called "swamp gas".



Co-funded by the
Erasmus+ Programme
of the European Union

3.2. GLOSSARY

1. ***Sustainable consumption*** - approaches to promote healthy lifestyles, protect food security and protect vulnerable groups, information campaigns and consumer education.
2. ***Smart Villages*** - developing strategies for structural change at the local level in order to solve specific problems.



3.3. GLOSSARY



Co-funded by the
Erasmus+ Programme
of the European Union

1. **Ecology** - a science that studies the conditions of existence of organisms, the relationships between them and the environment that surrounds them.

2. **Ecosystem** - basic term in ecology. A collection of plants, animals and microorganisms that interact each other and with the environment they inhabit. It is a system of connections that exchange substances and energy between.

3. **Organic / Biological farming** - a specific method of organization of agricultural production, which maintains the biological balance and its products are produced in compliance with the maximum balance in the soil-plant-animal system and the natural development cycles.

4. **Organic product / Bio product of plant origin** - they must be grown in the complete absence of synthetic fertilizers, not to apply pesticides, to be packaged in an environmentally friendly environment and not to be genetically modified.

5. **Organic product / Bio product of animal origin** - the animals should be raised in a natural environment, should not be treated with antibiotics and nutritional drugs, should be fed with organic feed

6. **Diversification** - this is a strategy for farm development, implemented by introducing additional activities other than existing products, services and markets.

7. **Seasonal work** - work that depends on the change of seasons and is associated with a particular time of year through a recurring event or series of events related to seasonal conditions in which the need for labour is significantly greater than in ordinary times.



8. **Seasonal worker** - seasonal workers are employees hired into a position for a short term. They are mostly part-time or temporary workers that help out with increased work demands or seasonal work that arise on a farm or on the fields.

9. **Production capacity of the farm** - the amount of production that can be produced in the eco-farm for a certain period of time under certain conditions and modes of operation and with a certain range and quality.

10. **Costprice** - economic indicator for the activity of the eco-farm. This is the valuation of the created assets and is a monetary expression of the incurred expenses.



3.4. GLOSSARY

1. ***Safe working conditions*** - these are conditions that allow the normal functioning of the human body and are expressed in the requirements of the labour process.
2. ***Respect*** - the ability to respect and appreciate a person, his words, occasions, even if his actions are not approved.
3. ***Conflict of interest*** - a conflict between public duties and personal interests of the employee, which may affect the performance of his official duties.
4. ***A food with a Traditional Speciality Guaranteed*** - describes a specific product or food that is the result of a method of production, processing or composition that corresponds to traditional practice for that product or this food, or is produced from raw materials or ingredients that are traditionally used for this. This is a quality term referring to a mountain or to an island agricultural product produced.
5. ***Protected Designation of Origin (PDO)*** - identifies a product that originates from a specific place, region, country; the production stages take place in the defined geographical area.
6. ***Protected Geographical Indication (PGI)*** - identifies a product originating in a specific place, region or country where at least one stage of the production process takes place in the defined geographical area.



3.5. GLOSSARY

1. ***Entrepreneurship*** - independent activity of citizens or civic associations and their initiative, at their risk and responsibility.
2. ***Group entrepreneurship*** - it is a concentration of capital and responsibility and is realized by two or more persons or organizations.
3. ***Cooperative*** - an association of individuals with variable capital and a variable number of members, who through mutual assistance and cooperation carry out activities to satisfy their economic, social and cultural interests.
4. ***Joint-stock company*** - a form for attracting and operating a large amount of capital. It limits the economic risk of the participants in carrying out an activity.
5. ***Limited partnership*** - this is a hybrid capital company, which through mutual assistance and cooperation of persons, carry out commercial activities to meet their economic, social and cultural interests.

3.6. GLOSSARY

1. ***Efficiency*** - it is the relationship between the results of the activity and resource use, output efficiency or resource efficiency.
2. ***Production efficiency*** - the creation by the manufacturer of products through the best available technology with an optimal combination of factors and a minimum level of costs.
3. ***Sustainable development*** - development that meets the needs of the population at the moment, but does not endanger the future, in particular the poor.
4. ***Renewable resources*** – renewable resources are those that can be replaced naturally. Some of these resources, such as sunlight, water, air, wind, etc., are constantly available and their amount is not significantly affected by human consumption. Resources from the point of view of human usage are classified as renewable only if the rate of recovery exceeds the rate of consumption.
5. ***Nonrenewable resources*** - Nonrenewable resources are resources that are formed extremely slowly and that are not formed naturally in the environment. Minerals are the most common resource included in this category. From a human point of view, resources are nonrenewable when their rate of consumption exceeds the rate of replacement / recovery. A good example of this is fossil fuels, which are in this category, as their rate of formation is extremely slow (potentially millions of years) and therefore they are considered not to be recoverable. Some non-renewable resources, such as metal minerals, can be reused through recycling, but others, such as coal and oil, cannot be recycled.



3.7. GLOSSARY

1. **Management** - management of the socio-economic system (organization, eco-farm, farm)
2. **Planning** - a basic management function that determines the implementation of the main objectives.
3. **Plan** - this is a framework aimed at achieving the set goals, including the necessary resources, deadlines and those responsible for areas of activity.
4. **Organization, as a managerial function** - the organization reflects the physical, real combination of the elements of productivity and management to ensure the implementation of already set goals.
5. **Management as a function** - a system of basic management functions of the head of the eco-farm.
6. **Control as a management function** - through this function is realized the feedback between the planned and achieved results (goals) in an eco-farm.

3.8. GLOSSARY

1. **Ear tag** - plastic tiles with different shape, plasticity, colour and size, which are placed on one or both ears of the animal.



2. **The identification of farm animals** - is carried out by marking with ear tags.
3. **Farm control software** - software that maintains an array of information from specialized animal data. For example: animal ownership, control of productivity indicators, pedigree, certificates, animal passport and others.
4. **Biometric sensors** - are placed on the ear tags, on the neck straps, bracelet, which can monitor the movement of the animal, its body temperature, its activity, after which the data is transmitted to a smartphone.
5. **Precision farming** – collection, storage and analysis of reference data for agrometeorological and groundwater water measurements and tracking of plant status. Issuing recommendations for planning irrigation activities.
6. **Electronic maps** - the maps are compiled on the basis of field survey data and can be used to determine the method of ploughing, plant density, fertilization, etc. They help to track the development of crops in each specific section of the field. They can be used to calculate the cultivated areas, harvested crops, fuel consumption and other parameters. The electronic map reflects a schematic representation of areas and boundaries with an



Co-funded by the
Erasmus+ Programme
of the European Union

accuracy of 0.1%. The electronic card is part of the farm management software.





Glossary - module 4 (updated)

Author: Canakkale Onsekiz Mart University, Turkey

- **Action:** the fact or process of doing something, typically to achieve an aim.
- **By-product:** something that is produced as a result of making something else. For example; buttermilk is a by-product of making butter.
- **Certification:** a certification is formal recognition by a respected, recognized, and established professional organization.
- **Conversion rate:** the process of changing or causing something to change from one form to another.
- **Conversion ratio:** is the number of shares of stock into which a convertible security may be exchanged.
- **Cost:** is a resource with value measured by monetary unit paid for materials, products, and services.
- **Economic efficiency:** is when all goods and factors of production in an economy are distributed to their most valuable uses and waste is minimized.
- **Financing:** it is about the bottom line of business activities.
- **Idea:** a thought or suggestion as to a possible course of action.
- **Price setting:** the process of coming up with a cost to consumers of a good or service produced by a business.
- **Marketing cost:** is the cost involved in moving goods from the producer to the consumer and the number of services offered.
- **Marketing margin:** lies between the price that an eco-farmer would get selling her/his stock directly to a wholesaler at harvest versus the cost of taking it to market and selling it retail.
- **Operational efficiency:** several strategies and techniques used to accomplish the basic goal of delivering quality products (crop and animal) to customers in the most cost-effective and timely manner.
- **Pawnbroker:** a pawnbroker is an individual or business that offers secured loans to people or eco-farmers.
- **Plan:** a detailed proposal for doing or achieving something.
- **Start-up:** a start-up is a company or project initiated by an entrepreneur to seek, effectively develop and validate a scalable business model.



Co-funded by the
Erasmus+ Programme
of the European Union

- **Supply:** is a fundamental economic concept that describes the total amount of a specific eco-product that is available to consumers in market.



Co-funded by the
Erasmus+ Programme
of the European Union

Glossary - module 5 (updated)

Author: EcologyKM Ltd., Bulgaria

Job rotation: Job rotation is the practice of moving employees between different jobs in a company, allowing them to learn different aspects of the company and also identifying the jobs most suitable to their skills.

Mentoring: A one-to-one, non-judgmental relationship in which an individual mentor voluntarily gives his/her time to support and encourage another” (*Home Office (UK) 2001*).

Recognition of prior learning (RPL): An assessment process that involves assessment of an individual's relevant prior learning (including formal, informal and non-formal learning) to determine the level of their knowledge, skills and competences.



Co-funded by the
Erasmus+ Programme
of the European Union

Glossary - module 6 (updated)

Author: Canakkale Onsekiz Mart University, Turkey

Abatement: a reduction in the amount or degree of something.

Certification: of the enterprise, organic product and input in accordance with the legislation as a result of the implementation of all control Methods.

Checklist: is a list of all the things that you need to do.

Crop rotation: the growing of different crops in succession on a piece of land to avoid exhausting the soil and to control weeds, pests, and diseases.

Directive: an official instruction.

Disease: a disorder of structure or function in an animal or plant.

Morbidity: is a term used to describe how often a disease occurs in a specific area.

Mortality: the death of large numbers of animals or people.

Pest: any insect or small animal that is harmful or damages crops.

Polluter pays principle: the idea that the person or organization that cause pollution should pay to put right the damage that it causes.



Glossary - module 7 (updated)

Author: CPI, UM, Slovenia

- **Business Idea** – A successful company will begin with a compelling business idea. Typically, the idea will involve a product or service being exchanged for money.
- **Business Development** - A process of growing a business.
- **Business Model** - Describes how a company will capture value from the business.
- **Business Model Canvas** - Is a template that is used to document new and existing business models and uses 9 building blocks that allow you to communicate a business idea clearly.
- **Business Plan** - A written document describing in detail how a business will assume to achieve its objectives and direct itself, both operationally and financially. The document will be updated regularly
- **Creativity** - Is a phenomenon whereby something new and somehow valuable is formed. The created item may be intangible (such as an idea, a scientific theory, a musical composition, or a joke) or a physical object (such as an invention, a printed literary work, or a painting).
- **Development** - The process in which someone or something grows or changes and becomes more advanced
- **Ecological Farming** - Is recognised as the high-end objective among the proponents of sustainable agriculture. Includes all methods, including organic, which regenerate ecosystem services like: prevention of soil erosion, water infiltration and retention, carbon sequestration in the form of humus, and increased biodiversity.
- **Enterprise** - Enterprise has two meanings. Firstly, it is another term for a business. Secondly, the term describes an individual who takes the initiative and risk to set up a business.
- **Entrepreneur** – An individual who sets up a business, creates a new idea and who is willing to take a loss in order to make money.
- **Entrepreneurship** - Refers to the execution of new ideas.
- **Founder** - The name given to the individual who starts/financially supports a company.
- **Idea** - In terms of business, an idea can relate to a new concept of product or service that will typically be exchanged for money.
- **Idea generation** - Idea generation, also known as ideation, is the process of generating, developing and communicating new business ideas.
- **Innovation** – Innovation is the development of new ideas or better solutions that meet new requirements.



- **Joint Venture** - is a business entity created by two or more parties, generally characterized by shared ownership, shared returns and risks, and shared governance.
- **Lean** - Identifying how to create more value for customers with less resources.
- **Mission statement** - A sentence that describes what your business aims to achieve in the long term.
- **Market Positioning** – How a business presents its products/services in relation to its competitors; higher quality, cheaper etc.
- **Networking** - Developing new contacts and maintaining a network of connections that could be beneficial for your business.
- **Niche market** - Also called market niche, is a very specific segment of customers that you have selected for your product/service: for example, young cat owners, home bakers, etc.
- **Non profit** - is an organization traditionally dedicated to furthering a particular social cause or advocating for a shared point of view. In economic terms, it is an organization using its surplus of the revenues to further achieve its ultimate objective, rather than distributing its income to the organization's shareholders, leaders, or members.
- **Profit/Profitable** - A business that is described as profitable is money making.
- **Social capital** - It is generally seen as a form of capital that produces public goods for a common good.
- **Social Entrepreneurship** - is an approach by individuals, groups, start up companies or entrepreneurs in which they develop, fund and implement solutions to social, cultural, or environmental issues. The main measure of performance is not a profit but generating a „positive return to society“.
- **Stakeholder** - A person or organization with an interest or concern in something, especially a business.
- **Sustainable** - Being sustainable means having little or no impact on the environment and therefore enabling a positive effect for future generations.
- **Team** - A group of individuals that collaborate to achieve a common goal.
- **Values** - The principles and beliefs that guide what a business does and how it does it.
- **Venture Capital** - Venture capital is financing that investors provide to start-ups and small businesses that are believed to have long-term growth
- **Vision** - A business' long-term goal.
- **Volunteer** – To volunteer means to act on behalf of something or someone else. It is done by people with a desire to do good.



Co-funded by the
Erasmus+ Programme
of the European Union

Sources:

<https://creativespark-bigidea.uk/wp-content/uploads/2019/04/entrepreneurship-glossary.pdf>