

ALFA
AUSTRALIAN LOT FEEDERS' ASSOCIATION

mpm program

COURSE 19



mpm

program

The Margin & People Management (MPM) Program is a professional development program offered by the Australian Lot Feeders' Association (ALFA) to provide lot feeders and industry professionals with a deeper understanding of how to manage a modern feedlot business.

Skills required to run any successful business include people management and an understanding of business financials. The MPM Program sessions cover topics such as basic financial margin management, time management, setting priorities, human behaviour and how to work more effectively with other people, especially in difficult situations.

The MPM Program aims to instil confidence in each participant to enable them to become a leader in their own business and play a role in advocacy for the feedlot industry.



About the program

The MPM Program was established in 2008. The Program now boasts a strong alumni network of over 400 lot feeders and industry professionals, many of whom are now prominent industry leaders.

The training is aimed at feedlot employees and industry professionals who aspire to becoming a manager or gaining a leadership role in their business. It is also valuable for those employees who already manage a number of staff and are looking to gain further skills in the area of people management or seeking a better understanding of general business management.

The Program is run annually over several months, delivered through 4 x 2-day training sessions to a

maximum of 12 participants. The group gathers three times in-person for the sessions delivered by a range of facilitators; the final session is a feedlot tour, where participants have the opportunity to visit different operations and hear from prominent industry leaders.

The program is in high demand each year, and we encourage feedlots to reserve a position on future programs to avoid disappointment.

[RESERVE A SPOT](#)



Training fees

The fee covers all training materials, catering, accommodation (2-nights each session), and organised group activities throughout the program.

| Category | Cost |
|-----------------|-------------------------------|
| ALFA Member | \$7,625 per person (inc GST) |
| Non-ALFA Member | \$10,715 per person (inc GST) |

We would like to thank our contributors to the MPM Program



Sessions

Participants are expected to attend and actively participate in all scheduled sessions to be eligible to graduate from the program. The group gathers four times in person across several months. Each session is facilitated by a professional trainer or subject matter expert from a range of carefully selected training providers and industry bodies and businesses.

| Session | Activity / Topic | Date and Location |
|---------|---|--|
| ONE | Team Building Activity | Tuesday 31st March, Sydney |
| | DISC Profiling | Wednesday, 1st April, Sydney |
| | Building High Performance Teams | Thursday, 2nd April, Sydney |
| | Professional Presentation Skills | Wednesday, 6th May, Sydney |
| TWO | Advocacy + ALFA Recognition of Excellence Program | |
| | MLA - Industry Overview & Advocacy | |
| | Incident Management & Preparedness | Thursday, 7th May, Sydney |
| | Biosecurity Management | |
| THREE | People Management, Zoetis | Wednesday, 8th July, Sydney |
| | Finance Fundamentals | Thursday, 9th July, Sydney |
| FOUR | Feedlot / Industry Tour | Tuesday 18th - Thursday 20th August, NSW |

Note: Due to the nature of the group training and high demand for the program, we are unable to provide make-up sessions if a participant is unable to attend a session. We can accept a substitute employee for the session if suitable.

Learning Outcomes

People & General Management

Industry Advocacy & Presentation Skills

People Management & Finance Skills

Feedlot / Industry Tour

