



INC ACADEMIA
EXECUTIVE EDUCATION
FOR THE NUT & DRIED FRUIT INDUSTRY

Executive Program on Nuts and Dried Fruits



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

4th
Edition
February
2021 to
January
2022

*Where Industry
Leaders Are Shaped*

nutfruitacademia.org



INC ACADEMIA: The Best Training Program in the Nut and Dried Fruit Industry

With New Online Courses and the Opportunity for a More Personalized Learning Experience



Over the last three editions of the INC Academia, it has become clear that the Executive Program on Nuts and Dried Fruits is a growing success. With this in mind, the INC is excited to announce that for the 2021 edition, there are three new online courses and two new subunits, plus a new personalized learning experience with the opportunity to select between two tracks.

This year, students will have the possibility to choose between two self-paced training tracks:

GENERAL INDUSTRY TRACK

The Executive Program offers a complete insight into the nut and dried fruit industry. The Program consists of 12 online units (10 required units + 2 specialized elective courses), covering different topics: soil and climate, varieties, nutrition facts, processing, food safety, and quality standards, industry statistics and essential strategies for successful negotiations, among other subjects.

SPECIALIZED ELECTIVE TRACK

Students will have the opportunity to choose their courses from a list of four specialized online courses. This provides greater autonomy and personalization of your learning experience!

€1,500
for INC
Members

€450
for INC
Members
& €400
for past
students

Specialized Elective Track Online Courses

Take Your Learning to the Next Level

Choose one or as many as you want and get a more professional insight to the courses!

ARBITRATION RULES

Overview of arbitration rules, procedures and tribunals, as well as defaults and contract related issues. This course includes the new subunit on the INC Short Form Contract.

AUTHOR: Ms. Claudia Toussaint, Waren-Verein der Hamburger Börse e.V., Germany

NEW
SUBUNIT

CROSS-CULTURAL NEGOTIATIONS

Understanding how to negotiate across cultural barriers. Identify cultural prototypes and understand their impact.

AUTHOR: Prof. Dr. Kandarp Mehta, IESE Business School, Spain

NEW

INTERNATIONAL MARKET OPPORTUNITIES

Communicating the health benefits of nuts and dried fruits to a contemporary consumer.

AUTHOR: Ogilvy, Global Marketing and Consultant Agency

NEW

RISK & INSURANCE

Key risks facing the Food & Beverage industry, such as product contamination, property protection, cyber-attacks, credit, etc.

AUTHOR: Ms. Ciara Jackson, Aon Insurance Company, Ireland

NEW

General Industry Track Online Courses

THE EXECUTIVE PROGRAM ON NUTS AND DRIED FRUITS

Students will complete the 10 required courses listed below, then chose 2 of the specialized courses listed previously.

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

AUTHOR: Prof. Dr. Uygun Aksoy, Consultant, Turkey

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

AUTHOR: INC with the cooperation of Dr. Louise Ferguson, University of California, Davis, USA

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

AUTHOR: Prof. Dr. Uygun Aksoy, Consultant, Turkey

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

AUTHORS: • Prof. Jordi Salas-Salvadó, Rovira i Virgili University, Spain
• Assoc. Prof. Cesarettin Alasalvar, TÜBİTAK Marmara Research Center, Turkey

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

5.1 HARVEST

AUTHOR: INC

5.2 SHELLING

AUTHOR: Mr. José Roig Borrell, Borrell®, Spain-USA

5.3 BLANCHING

AUTHOR: Mr. José Roig Borrell, Borrell®, Spain-USA

5.4 DRYING

AUTHOR: Mr. Thomas Barber Bühler Aeroglide, USA

5.5 SORTING

AUTHOR: Mr. Mr. Steven Hiel, former Sales Manager, TOMRA, Belgium

5.6 PASTEURIZATION

AUTHOR: Dr. Cameon Ivarsson, Napasol, Switzerland

5.7 FUMIGATION WITH PHOSPHINE

AUTHOR: Mr. Klaus Ihrig, Detia Degesch, Germany

5.8 STORAGE

AUTHOR: INC

5.9 FRYING AND DRY ROASTING

AUTHOR: Dr.-Ing. Malte Ahrens, former Process Engineer, Bühler Aeroglide, USA

5.10 FLAVORING

AUTHOR: Mr. David Woollard, tna Solutions Pty Ltd, Australia

06 Retail packing and allergen management: Essential knowledge of packaging process and packaging materials, including contaminant detection and allergen management.

6.1 MULTIHEAD WEIGHING AND BAG FORMING

AUTHOR: Mr. Rudolf Ernst, August Töpfer & Co., Germany

6.2 MODIFIED ATMOSPHERE PACKAGING

AUTHOR: Mr. Rudolf Ernst, August Töpfer & Co., Germany

6.3 VACUUM PACKING

AUTHOR: Mr. Stefano Massari, Oltremare, Italy

6.4 PACKAGING MATERIALS

AUTHOR: Mr. Wilfried Thobe, Mondi Consumer Goods Packaging, Austria

6.5 CONTAMINANT DETECTION AND REMOVAL

AUTHOR: Mr. Marco Azzaretti, Key Technology, USA

6.6 ALLERGEN MANAGEMENT

AUTHOR: Mr. Carlos de Pablos, Silliker Ibérica SAU, Spain

6.7 NUT ALLERGY

AUTHOR: Dr. Vicki McWilliam, The Royal Children's Hospital in Melbourne, Australia

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

AUTHOR: INC

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

AUTHOR: INC

09 Consumption trends: Understanding purchase behavior and capturing opportunities from emerging trends.

AUTHOR: Ms. Myla Tadulan-Santos, Nielsen Australia

10 Negotiation: Essential strategies and skills for successful negotiations.

AUTHOR: Prof. Dr. Kandarp Mehta, IESE Business School, Spain

AUTHORS



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Learn at your own pace



Authors from the world's most prestigious institutions



Get to know the basics of the nut and dried fruit industry



Get certified by the INC at the end of the course



Whenever and wherever you want

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Visit nutfruitacademia.org



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