

HOCHSCHULE OSNABRÜCK  
UNIVERSITY OF APPLIED SCIENCES



# DETERMINANTS OF FARM SUCCESSION: Farm-related and Personal Factors

# AGENDA

1

Structural change and determinants of farm succession

2

Data, methods and results

3

Implications and research perspective

# STRUCTURAL CHANGE IN AGRICULTURE

## CAUSES AND IMPACTS

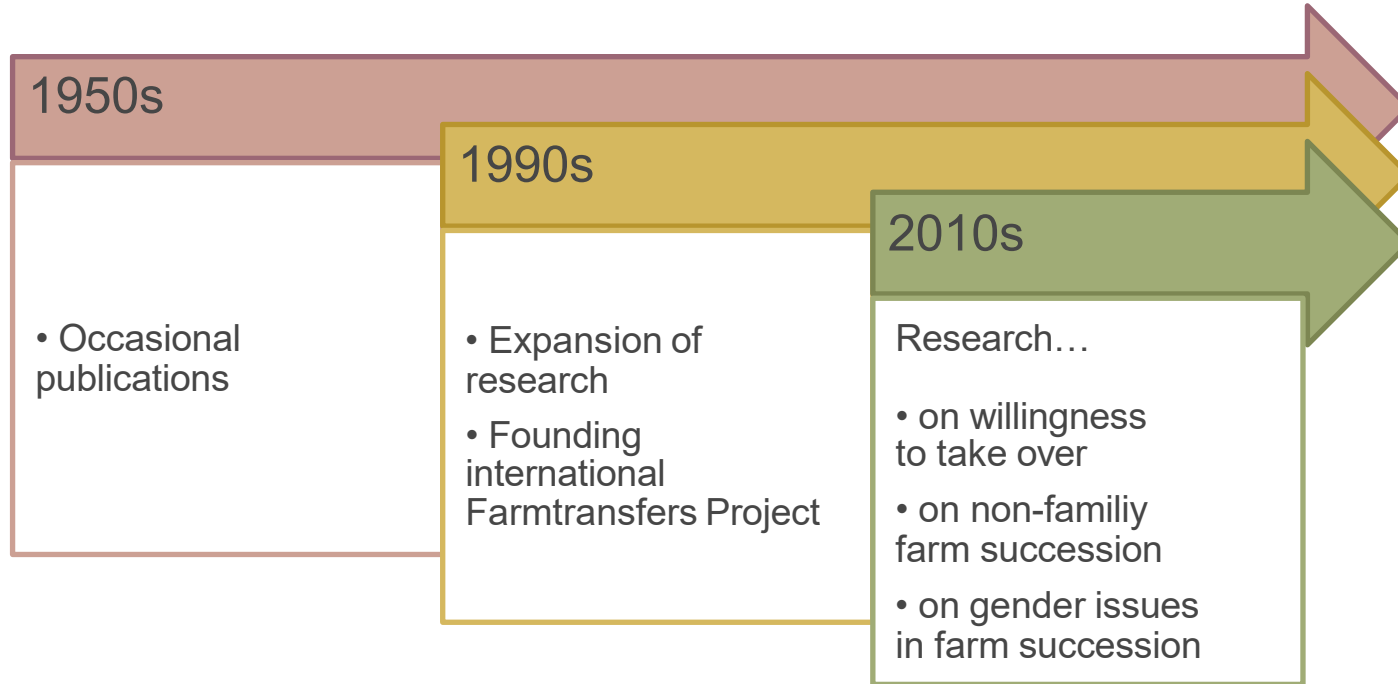
### ***External factors***

- Climate-related crop failures
- Global market uncertainties
- Political and legal frameworks
- Skilled labour shortage
- High investment needs
- Social alienation

### ***Agricultural enterprises***

- Decreasing number of farms
- Increase in farm sizes
- Decline in human agricultural workforce
- Increasing age of farm managers
- Lack of farm successors  
(63% of farm manager over 55)
- 11% female farm managers,  
18% female farm successors

# RESEARCH ON FARM SUCCESSION



# DETERMINANTS OF FARM SUCCESSION: STATE OF RESEARCH



## Farm-related factors

- + large land area
- + economic profitability
- + diversification
- + full-time farming



## Personal factors

- + high occupational identification and satisfaction
- + affinity for risk and change
- + strong intra-family relationships
- + male identity



## Farm succession

# PSYCHOLOGICAL FACTORS



## ...on farm succession

- + self-efficacy
- + need for autonomy
- + social pressure

*(Morais et al., 2017, 2018; May et al., 2019;  
Coopmans et al., 2021)*

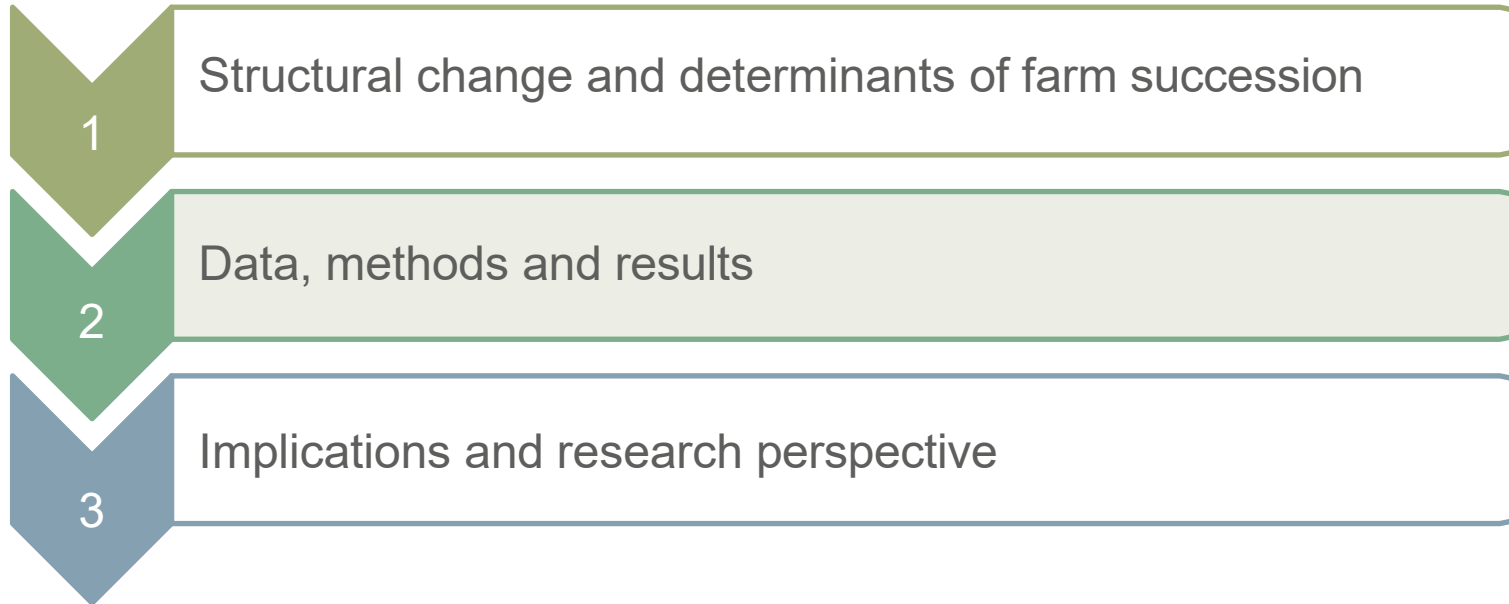


## ...on business succession

- + self-efficacy
- + self-confidence
- + need for autonomy (expected fulfilment)
- + achievement orientation
- + sense of responsibility / „psychological ownership“

*(Hauck und Prügl, 2015; Gagné et al., 2021; Ruckau, 2021; Ferrari, 2023)*

# AGENDA



# SAMPLE

*Survey period:* September 2023



*Region:* Germany

*Sample size:* n = 225

*Age:* Ø 26 years

*Education level:* 29% A-levels, 30% vocational training,  
33% completed degree

*Gender:* 41% female,  
59% male



*Farm size:* Ø 255 hectares  
range 7 ha – 5,000 ha

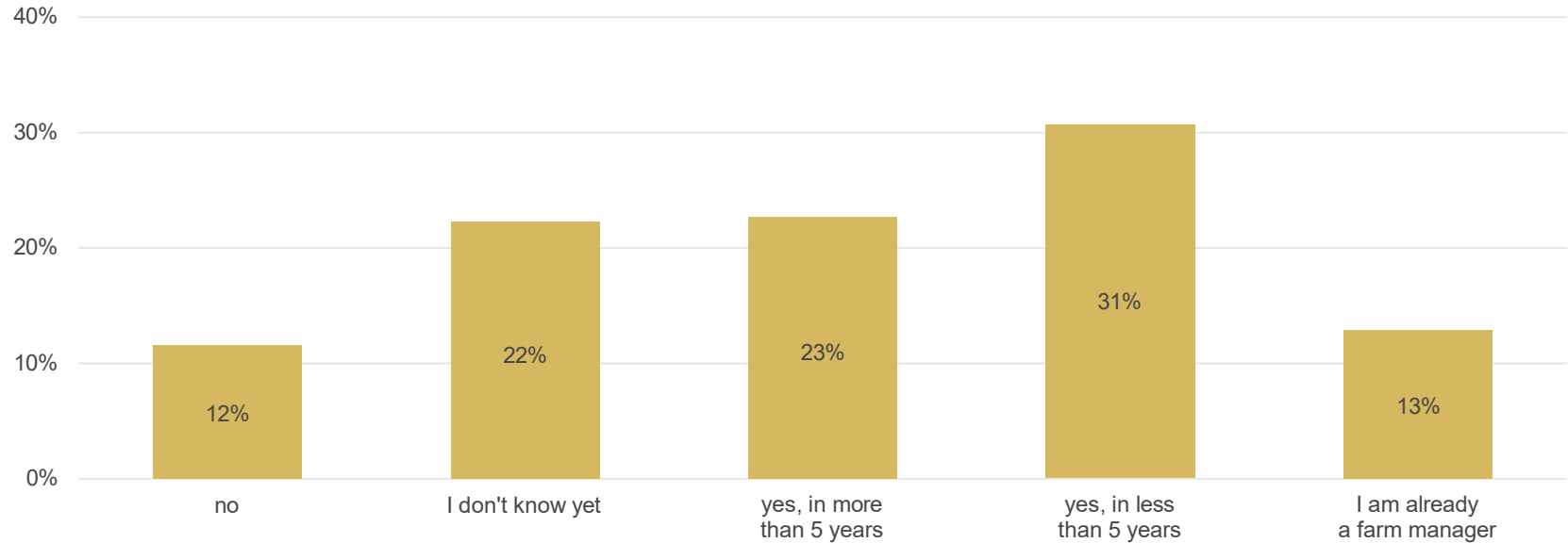
*Farm location:* 26% in town, 31% outskirts,  
29% out of town, 14% isolated

*Farm branches:* 64% mixed, 25% arable farming,  
11% livestock farming

*Type of farming:* 81% full-time,  
19% part-time

## SAMPLE

Do you intend to take over a farm? (n=225)



# DETERMINANTS OF FARM SUCCESSION

What **farm-specific** and **personal** characteristics increase the likelihood of farm succession?

## Question:

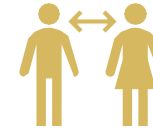
Do you intend to take over a farm?

- Ordinal probit regression analysis
- DV = 5-point scale from „no“ to „I am already a farm manager“
- Significance level <10%
- N=225



- full-time farming
- diversification
- area size

- male
- dream job



- proud to be a farmer
- intra-family relationships

- affinity for risks



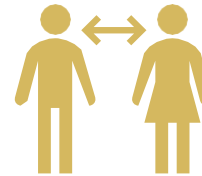
# DETERMINANTS OF FARM SUCCESSION

What **psychological** characteristics increase the likelihood of farm succession?

## Question:

Do you intend to take over a farm?

- Ordinal probit regression analysis
- DV = 5-point scale from „no“ to „I am already a farm manager“
- Significance level <10%
- N=225

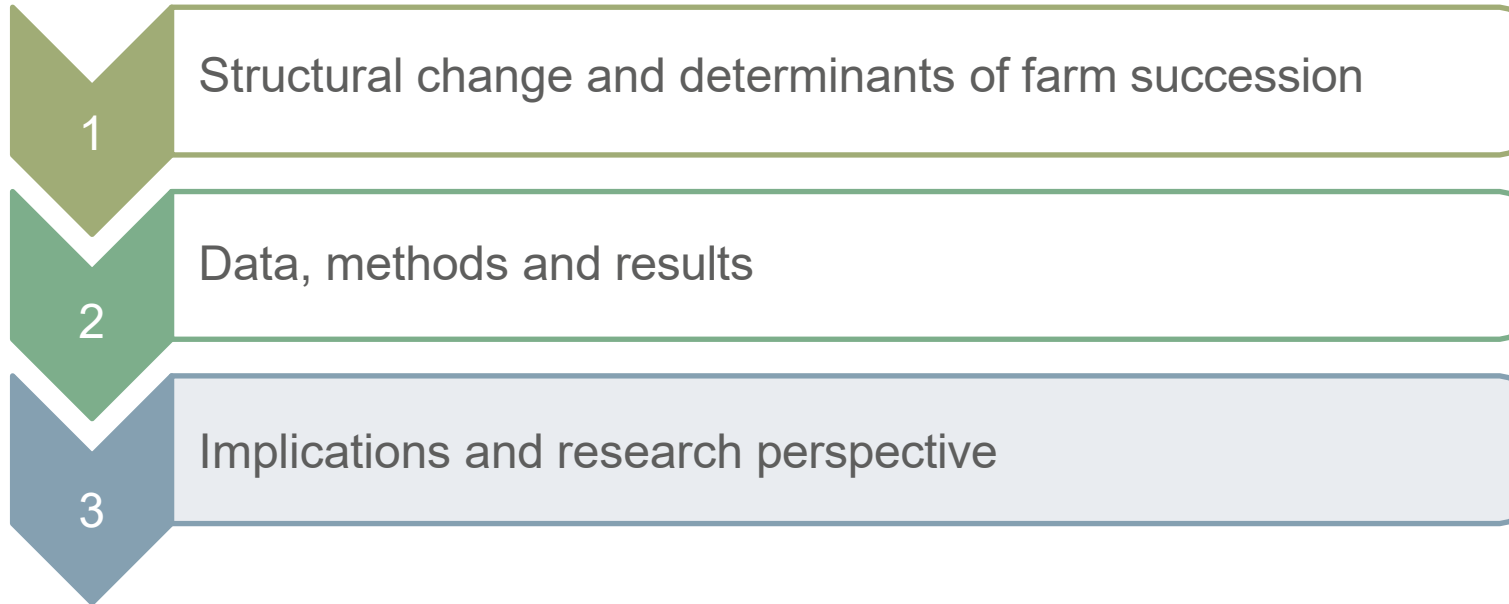


• self-focus

• personal resilience



# AGENDA



## IMPLICATIONS & RESEARCH PERSPECTIVE

### Farm succession in general

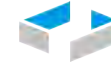
- Ensuring **economic sustainability**, e.g. through diversification
- Tailored promotion of psychosocial skills/qualities such as **resilience** or **self esteem**

### Female succession

- Early and natural involvement of daughters to strengthen their **professional identification**
- promotion of **intra-family cohesion**

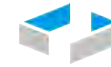
### Research perspective

- Targeted, in-depth analysis of determinants of farm succession with regard to **psychosocial** and **gender-specific** aspects
- Identification and analysis of possible **generation** and/or **life cycle-specific differences** in motives and needs



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THANK YOU FOR YOUR ATTENTION!