HOW FARMERS APPROACH SUCCESSION PLANNING

THE FARM SUCCESSION READINESS FRAMEWORK SHOWS FOUR PLANNING STYLES SHAPED BY SELF-EFFICACY AND RISK PERCEPTION

HIGH SELF-EFFICACY

"I know I can talk about this"





LOW RISK

"There's no need to worry just yet."





LOW SELF-EFFICACY

"I don't think I can talk about this"

HIGH RISK

"There's a lot at

stake if we don't act."