

## EDITORIAL

Just three articles in this issue, but meaty ones.

In a fascinating study of Irish farmers, Thia Hennessy and Mark O'Brien investigate the link between off-farm income and the propensity to invest in the farm business. They find that if the farmer is earning off-farm income, he is less likely to invest in the farm, while if the spouse is earning off-farm income, the reverse is true. Of course it is a little more complicated than that, so read on.

Modesty should limit my mention of the article on mentoring of farm managers, but that would do a great disservice to Richard Turner, who is the driving force behind this ground-breaking study. We spend a great deal of time in our profession discussing the process of 'training', and not enough thinking about the desired output – the development of the individual. Mentoring – the one-on-one support of an individual, in the context of their professional occupation, is a powerful medium for achieving that output, and is finally receiving the rigorous attention it deserves.

In the last decade, farm management research has become distinctly unfashionable, at least in the UK, and it is a pleasure to see the results of a behavioural study conducted by Tahir Rehman and colleagues into farmers' likely responses to CAP reform, and the Single Farm Payment in particular. I anticipate that this paper is one that will attract the interest of farmers and non-farmers alike, and I am grateful to the organisers of last year's International Farm Management Congress for allowing us to reprint it here.

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Editor