

# Factors Influencing the Adoption of IoT Based Micro Level Farm Intelligence Systems by Dryland Farmers in the State of Andhra Pradesh

T. Yamini<sup>1</sup>, Y. Prabhavathi<sup>1,\*</sup> and Vani Srilatha<sup>2</sup>

<sup>1</sup>*Institute of Agribusiness Management, S V Agril College,  
Acharya N G Ranga Agricultural University, Tirupati, India*

<sup>2</sup>*Agricultural Extension, DAATTC, Acharya N G Ranga Agricultural University, Lam, Guntur, India*

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**Abstract:** Small holders in India are faced with multiple challenges, with limited access to essential information being a prominent hurdle, hindering their ability in making informed decisions throughout the crop cycle. This leaves them to various risks, particularly weather and pest attacks. Application of smart agricultural technological innovations such as AI, IoT, big data, robots, and drones enhances decision support systems, farm efficiency with promising economic and social benefits for smallholders, yet adoption remains a significant challenge in Indian agricultural landscape. Hence, the study majorly emphasizes on identifying the determinants of adoption of IoT (Internet of Things) based micro level crop intelligence systems in Anantapur district of Andhra Pradesh state, a region highly susceptible to climate changes. Primary data from a sample of 100 and employing binary logistic regression revealed that factors namely perceived usefulness, perceived ease of use, farmer innovativeness, facilitating factors and influential factors significantly increased the likelihood of adoption of IoT technologies. Conversely, perceived cost and complexity of decision making for farm operations decreased the likelihood of adoption. Thus the study advocates boosting adoption factors and streamlining processes to integrate IoT in smallholder farming, enhancing resilience and farm efficiency amidst challenges.

## 1 INTRODUCTION

Indian farmers, predominantly small holders, grappled with challenges encompassing land fragmentation, resource constraints and market volatility. Access to right information throughout crop cycle remains a significant challenge. Despite relying on their own knowledge, advices from fellow farmers, input dealers and institutional sources for farm decisions, farmers still confront with risks of weather and pest attacks (Rehman, et al. 2013; Kapur and Kumar, 2015). Technological innovations in agriculture are identified as potential solutions for challenges in Indian agriculture. Smart agriculture integrates IoT, drones, big data and AI into precision farming, enabling real-time data on soil moisture, weather and crop water needs. This optimizes fertilization, pest control and irrigation leading

increased productivity. This aligns with Sustainable Development Goals, offering substantial economic, social, and environmental benefits (FAO, 2019). IoT optimizes dryland farming with weather tracking, crop monitoring and smart irrigation, cutting yield losses and financial risk.

While IoT offers benefits to smallholder farmers, its widespread adoption across India remains a significant challenge, with slow adoption rates by farmers globally (Walter et al. 2017). Slow adoption rates persist due to lack of technical proficiency and socio-demographic and other factors among farmers. Reliable internet connectivity is essential access to access real-time information, but costly. Further, time gap between the technology and its adoption at farmer level is driven by these drivers and hence farmers showing unwillingness to shift from conventional practices (Naik et al. 2022). understanding these determinants is crucial for promoting adoption of

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\* Corresponding Author

these technologies as they holds immense potential for revolutionizing the agricultural through efficient decision support systems. Hence, the study aims to identify factors influencing farmers adoption of various farm level crop intelligence systems in Anantapur District of Andhra Pradesh.

## 2 LITERATURE REVIEW

The present study adds to the growing body of literature by identifying factors influencing the adoption of IoT based farm intelligence systems. Adrian et al. (2005) identified that perception of usefulness, perception of ease of use, attitude of confidence, perception of net benefit, farm size and farmer educational levels positively influenced the farmers intention in adoption of precision agriculture technologies (PAT). Souza Filho et al. (2011) emphasized socio-economic, crop, land ownership, technology and systemic factors along with neighboring farmers, institutions, and social norms influenced PAT adoption. According to Tey and Brindal (2012), factors influencing PAT adoption include socio economic, institutional, behavioural, agroecological, information sources, farmers perception, technology and farmers behavior. Aubert et al. (2012) emphasized that Perceived ease of use, usefulness, resource availability, trialability, and farmer characteristics impact PAT adoption, while farm size does not.

Antolini et al. (2015) highlighted that socio-economic, agro-ecological, institutional, technological and behavioural factors, information sources and farmers perception were key adoption drivers of PAT. Tubtiang and Pipatpanuvittaya (2015) revealed guava farmers' adoption of smart farm technologies is influenced not only by perceived usefulness and ease of use but also by external factors like financing and land structure. Torrez et al. (2016) identified farm size, operator size, cropping efficiency, risk aversion, and time are key factors influencing PAT adoption among Kansas farmers, with large farms and operator age showed linear and inverse relationships. As per Paustian and Theuvsen, (2017), among various socio demographic factors, networking events significantly influenced Denmark and German farmers' adoption of PAT.

Chuang et al. (2020) found that organizational support, income, trust, perceived usefulness and ease of use positively drives young farmers' intention to adopt IoT technologies, while factors like land ownership and willingness-to-pay had affected these decisions. While insufficient information,

knowledge, awareness and perceived practical value hinders adoption. Vecchio et al. (2020) examined that higher rates of adoption of PAT were among younger, highly educated farmers with access to intensive information and large farm sizes holders. Yatribi (2020) emphasized that perceived utility remains the most identified determinant while farmers gender and experience were not always determinants for adoption. According to Mohr and Rainer Kuhl (2021), perceived behavioural control had the greatest influence followed by farmers personal attitude in acceptance of Artificial intelligence systems in agriculture. Rosario et al. (2022) employing structural equation model revealed that socio-psychological determinants play a key role in understanding the decision making process in the context of adoption of sustainable agriculture innovations.

## 3 MATERIALS AND METHODS

### 3.1 Selection of Study Area and Sample Respondents

Anantapur district of Andhra Pradesh, the second driest district in India, was chosen for its vulnerability to climate change and with more than 70 % of farmers depending on agricultural agriculture (MANAGE, 2019). Recent trends showed that dryland farmers of the district are shifting from annual to perennial crops to mitigate climate risks. NGOs, agri-tech startups like FASAL, FYLLO and government institutions are promoting farming services centered around IoT-based farm-level crop intelligence systems in the study area. Adoption of these technologies in these climate susceptible areas has wider scope of impacting the agriculture towards attaining sustainability through facilitating farmers to take informed decisions at every stage of crop cycle. The study obtained a list of farmers adopting IoT-based crop intelligence technologies from agri-tech startups and randomly selected 50 farmers. Additionally, 50 neighboring farmers with similar irrigation, cropping, and market conditions were identified, making the sample size to 100 farmers.

### 3.2 Description of Interview Schedule

The interview schedule for primary data collection comprised two main components. The first addressed socio demographic and other information particulars to identify the determinants. The second component included 33 statements rated on a five-point Likert

scale and these statements covered perceived usefulness, ease of use, decision-making complexity, predictive abilities, resource scarcity, produce quality, farmer innovativeness, influential and facilitating factors, and perceived cost components.

Perceived usefulness was measured by facilitating timely decisions, resource optimization, yield increase, operation monitoring, and risk mitigation. Perceived ease of use assessed simplicity in acquisition, operation, and maintenance. Decision-making complexity considered technology suitability, climate vulnerability, and operational compatibility. Predictive decision-making assessed technology for predictive farm operations and climate risk mitigation. Resource scarcity evaluated technology for areas with Farmer innovativeness was gauged by proactive technology search, interest in operations, willingness to experiment, and risk acceptance. Influential factors included recommendations from peers, departments, media, and social platforms. Perceived cost assessed initial and recurring expenses versus benefits.

### 3.3 Statistical Techniques Employed for the Study

#### 3.3.1 Binary Logistic Regression

The functional form of binary regression (logistic) model is briefly described as follows:

$$\ln [P_i/(1-P_i)] = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + \beta_4 X_4 + \beta_5 X_5 + \beta_6 X_6 + \beta_7 X_7 + \beta_8 X_8 + \beta_9 X_9 + \beta_{10} X_{10} + \beta_{11} X_{11} + \beta_{12} X_{12} + \beta_{13} X_{13} + \beta_{14} X_{14} + \beta_{15} X_{15} + \beta_{16} X_{16} + \beta_{17} X_{17} + \beta_{18} X_{18} + \beta_{19} X_{19} + \beta_{20} X_{20}$$

Where,  $P_i$  is the probability that the farmer adopted farm level crop intelligence systems, that takes value of 1, if adopted and 0 otherwise

$X_i$  is a vector of the independent variables hypothesized to influence the adoption decision and these variables are Table 1 revealed that majority of the sample farmers were in the age group of 30-45 years (47 %) had education level of degree and above (55 %), had family size between four to six (68 %), had more than 15 years of farming experience (46 %) and were large farmers (53 %) with land holdings of more than 10 acres.

X1 – Age (Categorical, with less than 30 years as reference over others)	X11 – Perceived Usefulness
X2 – Education (Continuous variable)	X12 – Perceived Ease of Use
X3 – Farming Experience (Continuous variable)	X13 – Complexity of decision making
X4 – Farm size (Continuous variable)	X14 – Predictive Decision making
X5 – Membership in farmer collectives (1 for Yes, 0, otherwise)	X15 – Resource Scarcity
X6 – Leadership role (1 for Yes, 0, otherwise)	X16 – Farm Produce Quality
X7 – Attending farm related events (Not attending as reference over Others)	X17 – Farmer Innovativeness
X8 – Usage of agricultural technological apps (1 for Yes, 0, otherwise)	X18 – Influential Factors
X9 – Mass media for agri information. (Newspaper as reference over radio & television)	X19 – Facilitating Factors
X10 – Social media for agri information (You Tube as reference over WhatsApp, Facebook)	X20 – Perceived Cost

## 4 RESULTS AND DISCUSSION

### 4.1 Descriptive Statistics

Table 1: Socio-demographic characteristics of sample farmers.

S. No	Age	Frequency	Percentage (%)
Age	Less than 30 years	15	15
	30 - 45 years	47	47
	45 - 60 years	36	36
	More than 60 years	2	2
Educational Level	Primary Education	7	7

	Secondary Education	30	30
	Intermediate	8	8
	Degree and above	<b>55</b>	<b>55</b>
Family Size	1 to 3	24	24
	4 to 6	<b>68</b>	<b>68</b>
	7 to 9	0	0
	10 & above	8	8
Farming Experience	1 to 5 years	24	24
	6 to 10 years	27	27
	11 to 15 years	3	3
	>15 years	<b>46</b>	<b>46</b>
Farm Size	< 2.5 Acres (Marginal farmer)	0	0
	2.5 to 5 Acres (Small farmers)	18	18
	5 to 10 Acres (Medium farmers)	29	29
	>10 Acres (Large farmers)	<b>53</b>	<b>53</b>

## 4.2 Other Profile Characteristics of Sample Respondents

Table 2 results indicated that 56% of surveyed farmers seldom participated in agricultural events of state departments, NGOs or financial institutions. Only 10% were members of farmer collectives and 8% held leadership roles. About 34% had prior experience with agricultural technology. Television (82%) was the primary mass media source, followed by newspapers (18%). Facebook (66%) and YouTube

(34%) were the main social media platforms for agricultural information.

## 4.3 Determinants of Adoption of Farm Level Crop Intelligence Systems by Farmers (First Set of Factors)

Binary logistic regression employed to identify first set of factors (Tables 4.1 & 4.2) influencing farmers adoption of farm level crop intelligence systems. The dependent variable is categorical and dichotomous i.e., it takes the value of 1 for sample farmers

Table 2: Other profile characteristics of Sample Respondents.

S. No	Age	Frequency	Percentage (%)
Farmers Participation in Farm Related Events	Nil	23	23
	Rarely	56	56
	Regularly	21	21
Membership in farmer collectives (FPOs)	Yes	10	10
	No	90	90
Leadership role played in community	Yes	8	8
	No	92	92
Agriculture Related Technological application usage	Yes	34	34
	No	66	66
Mass media platforms as source of agricultural information	Newspaper	18	18
	Radio	0	0
	TV	<b>82</b>	<b>82</b>
Social media platforms as source of agricultural information	YouTube	34	34
	WhatsApp	0	0
	Facebook	<b>66</b>	<b>66</b>

Table 3 : Results of Binary Logistic Regression (First Set of factors).

Omnibus Tests of Model Coefficients									
		Chi-square	df	Sig.					
Step 1	Step	68.730	14	.000					
	Block	68.730	14	.000					
	Model	68.730	14	.000					
Model Summary									
Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square						
1	69.900 <sup>a</sup>	.497	.663						
Hosmer and Lemeshow Test									
Step	Chi-square	df	Sig.						
1	52.003	8	.000						
Classification Table <sup>a</sup>									
	Observed		Predicted		Percentage Correct				
			FLCIS ADOP						
			NO	YES					
Step 1	FLCIS ADOP	NO	46	4	92.0				
		YES	5	45	90.0				
	Overall Percentage				91.0				
a. The cut value is .500									
Variables in the Equation									
		B	S.E.	Wald	df	Sig.	Exp(B)	95%C.I. for EXP(B)	
								Lower	Upper
Step 1 <sup>a</sup>	AGEGRP			12.097	3	.007***			
	AGEGRP (1)	-28.669	28385.35	.000	1	.999	.000	.000	.
	AGEGRP (2)	-23.670	28385.35	.000	1	.999	.000	.000	.
	AGEGRP (3)	-21.722	28385.35	.000	1	.999	.000	.000	.
	EDU	.486	.185	6.878	1	.009*	1.625	1.131	2.336
	FARMEXP	-.144	.052	7.566	1	.006***	.866	.781	.959
	FARMSIZE	.242	.057	17.846	1	.000***	1.274	1.139	1.425
	MEMSHIP (1)	3.534	1.863	3.600	1	.050**	34.262	.890	1318.805
	LEADSHIP (1)	1.251	2.295	.297	1	.586	3.494	.039	314.110
	AFRE			5.451	2	.066*			
	AFRE (1)	-3.099	1.344	5.319	1	.021**	.045	.003	.628
	AFRE (2)	-1.921	1.153	2.774	1	.096*	.146	.015	1.404
	ARTP (1)	2.278	.964	5.584	1	.018**	9.761	1.475	64.593
	MMP (1)	1.592	1.332	1.429	1	.232	4.913	.361	66.818
	SMPF (1)	.397	1.048	.143	1	.705	1.487	.191	11.597
Constant	11.216	28385.355	.000	1	1.000	74310.131			
a. Variable(s) entered on step 1: AGEGRP, EDU, FARMEXP, FARMSIZE, MEMSHIP, LEADSHIP, AFRE, ARTP, MMP, SMPF.									

\*\*\* indicates 1% ; \*\* indicates 5% ; \* indicates 10 % Significance level



who adopted farm level crop intelligence systems and 0 otherwise. Independent variables include age, education, farming experience, farm size, membership, leadership, participation in farm events, usage of agricultural apps, mass media and social media for agricultural information. represented with codes AGEGRP, EDU, FARMEXP, FARMSIZE, MEMSHIP, LEADSHIP, ARTP, MMP and SMPF respectively

The results of logit model (Table 3) showed the model is good fit and statistically significant, as the probability is less than 0.05 with chi square ( $\chi^2$ ) value of 52.003. The Nagelkerke R Square value explains 66.30 % of variance while classification table indicated that the model correctly classified 91 % of cases. The variables namely age, education, farming experience, farm size, membership in farmer collectives, participation in farm events/meeting and usage of agricultural apps are key determinants influencing farmers adoption of farm level crop intelligence systems. Of these determinants, education farm size, membership, and previous experience with agricultural technological apps increases the likelihood of adoption. The findings are consistent with the results of Diaz et al., (2021) and Hoang (2020) also established the positive relationship for education and farm size with technology adoption by farmers. Further participation in farmer collective organizations facilitates the exchange of information regarding the benefits of technology adoption, which increases the probability of adoption.

While the variables namely age, farming experience and participation of farmers in farm events decreases the likelihood of adoption. Farmers in the age group of 18 to 30 years, showed increased likelihood of adoption over other categories i.e with

increase in age and farming experience, the farmers will be less technology savvy. Further there might be negative feedbacks and criticism of technology during farmers participation in farm related meetings/events, which might be the factor for decreased adoption. The results are consistent with findings of Daberkow and McBride (2003); Adrian et al. (2005); Torrez et al. (2016) and Vecchio et al. (2020).

#### 4.4 Reliability Results of Data Set

The statements identified for assessment of adoption of farm level crop level intelligence systems showed internal consistency and reliability with Cronbach's alpha value above 0.70 (Cronbach and Shavelson, 2004; Table 4).

#### 4.5 Determinants of Adoption of Farm Level Crop Intelligence Systems (Second Set of Factors)

Binary logistic regression was further employed to identify second set of factors influencing the farmers adoption of farm level crop intelligence systems. Scores for each statement were determined based on scale agreements, then summed to calculate total scores for each factor. The total scores of independent variables for the components perceived usefulness, perceived ease of use, complex decision making, predictive decision-making, resource scarcity, produce quality, farmer innovativeness, influential factor, facilitating factor and perceived cost are represented with PUTS, PEOUTS, CDMTS, PDMTS, RSTS, PQTS, FARMINVTTS, INFFACTTS, FACTS, PCTS respectively.

Table 4. Results of reliability of data set.

Factors	No. of statements	Cronbach's Alpha Value
Perceived usefulness	5	0.953
Perceived ease of use	4	0.919
Complex decision making	3	0.727
Predictive decision making	2	0.839
Resource scarcity	3	0.827
Farm produce quality	2	0.728
Farmer innovativeness	4	0.817
Influential factors	4	0.898
Facilitating factors	3	0.811
Perceived cost	3	0.718
<b>Total</b>	<b>33</b>	

Table 5. Results of Binary Logistic Regression (Second Set of factors).

Omnibus Tests of Model Coefficients									
		Chi-square	df	Sig.					
Step 1	Step	61.831	10	.000					
	Block	61.831	10	.000					
	Model	61.831	10	.000					
Model Summary									
Step	-2 Log likelihood		Cox & Snell R Square		Nagelkerke R Square				
1	76.798 <sup>a</sup>		.461		.615				
Hosmer and Lemeshow Test									
Step	Chi-square		df		Sig.				
1	13.023		8		.111				
Classification Table <sup>a</sup>									
	Observed		Predicted		Percentage Correct				
FLCIS ADOP									
NO			YES						
Step 1	FLCIS ADOP	NO	40	10	80.0				
		YES	7	43	86.0				
	Overall Percentage				83.0				
a. The cut value is .500									
Variables in the Equation									
		B	S.E.	Wald	df	Sig.	Exp(B)	95% C.I.for EXP(B)	
								Lower	Upper
Step 1 <sup>a</sup>	PUTS	.839	.246	11.618	1	.001***	2.313	1.428	3.747
	PEOUTS	.617	.227	7.406	1	.007***	1.854	1.189	2.893
	CDMTS	-.668	.374	3.201	1	.074*	.513	.246	1.066
	PDMTS	-.039	.276	.020	1	.889	.962	.560	1.654
	RSTS	-.089	.279	.101	1	.751	.915	.529	1.582
	PQTS	-.006	.364	.000	1	.986	.994	.487	2.029
	FARMINVTTS	.917	.396	5.368	1	.021**	2.501	1.152	5.431
	INFFACTTS	.518	.244	4.525	1	.033**	1.679	1.042	2.708
	FACTS	.906	.354	6.566	1	.010**	2.474	1.237	4.948
	PCTS	-.726	.295	6.078	1	.014**	.484	.272	.862
Constant		-42.618	13.106	10.574	1	.001	.000		
a. Variable(s) entered on step 1: PUTS, PEOUTS, CDMTS, PDMTS, RSTS, PQTS, FARMINVTTS, INFFACTTS, FACTS, PCTS.									
b. *** indicates 1% ; ** indicates 5 %; * indicates 10 % Significance level									

The results of logit model (Table 4) showed model is good fit and statistically significant, as the probability is less than 0.05 with chi square ( $\chi^2$ ) value of 13.023. The Nagelkerke R Square value indicated that model explained 61.50 % of variance and correctly classified 83 % of the cases. The key determinants include perceived usefulness, perceived ease of use, farmer innovativeness, facilitating factors, influential factors, increases the likelihood of adoption of these systems, while perceived cost and complexity of decision making decreases the likelihood of adoption.

Sample farmers who perceive crop intelligence systems as facilitating timely decision-making, resource utilization, yield enhancement, and risk mitigation are more inclined to adopt them. Likewise, those who find these systems easy to acquire, operate, understand, and maintain are also likely to adopt. Farmers who actively seek technological information, experiment with new technologies, and accept associated risks are more inclined towards adoption. Moreover, those who trust recommendations from fellow farmers, agricultural departments, media

sources, and social media are more likely to adopt. Perceived support from service providers, government subsidies, and financial aid, as well as bank linkages, also increase adoption likelihood. Conversely, farmers who find initial costs and ongoing expenses unjustifiable, or perceive systems as suitable only for specific crops and climates, are less likely to adopt. The findings align with results of Antolini et al. (2015); Chuang et al. (2020) and Diaz et al.(2021) supporting similar results.

## 5 CONCLUSION

The study aims to identify determinants of farm-level crop intelligence system adoption among 100 dryland farmers in climate-vulnerable Anantapur District, Andhra Pradesh, where making the adoption of these technologies is crucial for enabling informed decision-making across the crop cycle. Binary logistic regression revealed age, education, farming experience, farm size, collective membership, farmer participation in farm events, and app usage as crucial determinants while age, experience, and participation in farm events decreases the adoption likelihood. Additionally, perceived usefulness, ease of use, farmer innovativeness, decision complexity, facilitating factors, influential recommendations, and perceived costs significantly influenced the adoption.

Understanding these determinants is essential for fostering the adoption of these systems. Tailored strategies addressing adoption drivers, showcasing benefits, user-friendliness and cost-effectiveness, enabling support structures while addressing connectivity and financial constraints are crucial. Collaborative efforts among stakeholders, including NGOs, agricultural departments and agri-tech startups, are vital for promoting technology adoption and sustainable agricultural practices in climate-vulnerable regions like Anantapur.

## AUTHOR CONTRIBUTIONS

Author Position	Name of the Author	Authors Contribution
First Author	T Yamini	Data Collection, Data Validation, Data Analysis, Original Draft Preparation,

Corresponding Author	Y Prabhavathi	Conceptualization, Study Design, Data Analysis, Original Draft Preparation, Draft Correction
Co-Author	Ch Srilatha Vani	Draft correction

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