



**Short Program of Course:**

**Academic Year: 2021 – 2022**

**Agribusiness Management**

**"Bachelor" in "Agribusiness Management"**  
**First Cycle Study Program (180 ECTS)**

Type of activity	hours
Lectures:	37
Seminars:	15
Exercises:	
Laboratory:	
Fieldwork practice:	
Clinical practice:	
Sportive practice:	

<b>Credits:</b>	4
<b>Discipline:</b>	B

<b>Total workload</b>	4 x 25 = 100
<b>Class workload:</b>	52
<b>Individual workload:</b>	48

<b>Code:</b>	
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**Description of Course**

<b>1</b>	<p>AGROBUSINESS SYSTEM What is agribusiness. Agribusiness as a coordinated system of activities. Agroindustria as an integral part of the agribusiness system and the contribution of agribusiness to economic development. Seminar: Agribusiness System</p>
<b>2</b>	<p>LEGAL FORMS OF AGROBUSINESS ORGANIZATION Basic qualities of the entrepreneur. Business life cycle. Ownership, corporate partnership and the differences between these forms. Seminar: Legal forms of agribusiness organization</p>
<b>3</b>	<p>FARMERS 'COOPERATIVES. What are farmers' cooperatives, an overview of them, their founders. Markets and their types. Organizational structures and spheres of their activity. Farmers and their relationships with supply cooperatives and competing firms with them. Seminar: Farmers' Cooperatives</p>
<b>4</b>	<p>MANAGEMENT OF GROWTH OF AGROBUSINESS FIRMS. Growth objectives and their goals. The qualities of objectives. Identify growth strategies Seminar: Leading the growth of agribusiness firms</p>
<b>5</b>	<p>AGROBUSINESS METHODS AND MANAGEMENT. Basic management methods and some theoretical interpretations. Manager and direction of agribusiness. Basic management methods and some theoretical interpretations. Manager and direction of agribusiness. Seminar: Agribusiness methods and management</p>
<b>6</b>	<p>PLANNING IN AGROBUSINESS FIRMS Forecasting and its role in the planning process. Sources of information provision. Forecasting procedures, their use. Marketing plan, plan drafting, plan drafting procedures, FDMK analysis.</p>

7	<p>PLANNING IN AGROBUSINESS FIRMS Evaluation of customers and products, consumer demand and factors leading to its relocation. Plan of activities, drafting the plan. Budgeting and its role. Seminar: Planning in agribusiness firms</p>
8	<p>PRODUCTION ORGANIZATION Production function and some elements of neoclassical theory. Making rational economic decisions. Interaction between costs and physical interaction between products. Seminar: Production organization</p>
9	<p>USE OF BORDER POINT ANALYSIS IN THE PRACTICE OF MANAGEMENT OF AGROBUSINESS FIRMS. Information, sources of security and its uses in border point analysis. Seminar: Using border point analysis in the practice of running agribusiness firms.</p>
10	<p>USE OF BORDER POINT ANALYSIS IN THE PRACTICE OF MANAGEMENT OF AGROBUSINESS FIRMS. Uses of this analysis in management decision making. Seminar: Using border point analysis in the practice of running agribusiness firms.</p>
11	<p>USE OF BORDER POINT ANALYSIS IN THE PRACTICE OF MANAGEMENT OF AGROBUSINESS FIRMS. Inventory cost control. Seminar: Using border point analysis in the practice of running agribusiness firms</p>
12	<p>CONTROL IN AGROBUSINESS FIRMS. Some basic accounting concepts. Balance sheet, profit and loss statemen Use of accounting information in business control. Seminar: Control in agribusiness firms.</p>
13	<p>DECISIONS FOR FINANCING INVESTMENTS. Basic principles, investment criteria. Methods for evaluating investment alternatives, evaluating them taking into account the time value of money. Seminar: Investment financing decisions.</p>
14	<p>DECISIONS FOR FINANCING INVESTMENTS. Investment financing decisions Capital costs and choice of discount rate, some considerations related to taxes and mutual franchise investments.</p>
15	<p>DECISIONS FOR FINANCING INVESTMENTS. Uncertainty and risk. Rent. Seminar: Investment financing decisions</p>