

COURSE LAYOUT

1. GENERAL

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| SCHOOL | Applied Economics and Social Sciences | | |
| DEPARTMENT | AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT | | |
| STUDY LEVEL | <i>Undergraduate</i> | | |
| COURSE CODE | 701 | SEMESTER | 7th |
| COURSE TITLE | FARM MANAGEMENT I | | |
| INDEPENDENT TEACHING ACTIVITIES | | WEEKLY TEACHING HOURS | ECTS |
| Lectures | | 4 | 5 |
| COURSE TYPE | In-Depth Analysis | | |
| PREREQUISITES | NO | | |
| LANGUAGE | Greek | | |
| IS THE COURSE OFFERED for ERASMUS STUDENTS? | Yes (in English) | | |
| COURSE WEB PAGE | https://mediasrv.aua.gr/eclass/ | | |

2. LEARNING OUTCOMES

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| Learning Outcomes |
| <p>The aim of the course is:</p> <p>The knowledge and understanding of the concepts, definitions and methodologies of farm management and their application for the analysis of crop and livestock sectors with the aim of compiling Organization Plans. Students acquire the ability of decision making by problem solving in the adoption of agricultural and livestock sectors, by determining the type and quantity of the required primary production factors, and by ensuring the operation of the farm in its respective technical, economic and environmental conditions. The students also acquire the ability to estimate the value of the agricultural holding's assets. Finally, students gain the knowledge to estimate production costs and become familiar with the pricing of agricultural products. In this way, students can provide practical solutions to practical cost minimization issues.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • understands the concept, operation and characteristics of agricultural holdings, • understands and to utilise decision-making methodologies to find the optimum strategy and the most efficient way to organize and manage agricultural holdings, • become familiar with the concept of (primary) production factors and their management, • analyzes and calculates production costs and financial results of agricultural holdings, • acquire the necessary knowledge to assess the value of the assets of the agricultural holding |
| General Competenses |

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| Search, analysis and synthesis of data and information, using the necessary technologies |
| Decision making |
| Autonomous Work |
| Teamwork |
| Project design and management |
| Promoting free, creative and inductive thinking |

3. COURSE CONTENT

1. Concept, definition, content and aim of farm management. Relationship of Farm Management with other sciences
2. Agricultural and Livestock farms: concepts, definitions, characteristics, categories, types, life cycles, farmers' objectives, relationship with other economic institutions/organisations
3. Typology of agricultural holdings: concept, definition, methodologies (EU, USA)
4. Organization Plan: Concept, definition, content
5. The operations of farm management: design, implementation, control. Applications of farm management. The decision-making process in farm management.
6. Acquisition and management of labour, land and capital
7. Asset valuation methods (land, annual crops in progress, perennial plantations)
8. Asset valuation methods (agricultural machinery, agricultural constructions and land improvements)
9. Methods for estimating the value of productive animals
10. Concept, definition, estimation of production costs,
11. Concept, definition, estimation of financial results-income-income,
12. General principles of costing, costing methods, costing techniques
13. Cost types, cost categories

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING AND LEARNING METHODS - EVALUATION

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| TEACHING METHOD | Face-to-face, distant learning |
| USE OF INFORMATICS and | <ul style="list-style-type: none"> • Support of the learning process through the |

| COMMUNICATION TECHNOLOGIES | <p>AUA Open eClass platform of the University (Integrated Electronic Course Management System)</p> <ul style="list-style-type: none"> • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with the students: face-to-face, during office hours, through email, and on the e-class platform</p> | | | | | | | | | | | | | | | | |
|---|---|-----------------|------------------|-------------------|----|---------------|----|------------------|----|------------------|-----|-------------|---|---|--------------|-----------------|------------------|
| TEACHING ORGANISATION | <table border="1"> <thead> <tr> <th><i>Activity</i></th><th><i>Work Load</i></th></tr> </thead> <tbody> <tr> <td>Lectures (direct)</td><td>65</td></tr> <tr> <td>Essay Writing</td><td>20</td></tr> <tr> <td>Autonomous study</td><td>38</td></tr> <tr> <td>Advisory Support</td><td>0,5</td></tr> <tr> <td>Examination</td><td>2</td></tr> <tr> <td><i>Total (About 25 hours of study per ECTS)</i></td><td>125,5</td></tr> <tr> <td><i>Activity</i></td><td><i>Work Load</i></td></tr> </tbody> </table> | <i>Activity</i> | <i>Work Load</i> | Lectures (direct) | 65 | Essay Writing | 20 | Autonomous study | 38 | Advisory Support | 0,5 | Examination | 2 | <i>Total (About 25 hours of study per ECTS)</i> | 125,5 | <i>Activity</i> | <i>Work Load</i> |
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| <i>Activity</i> | <i>Work Load</i> | | | | | | | | | | | | | | | | |
| STUDENTS EVALUATION | <p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <ol style="list-style-type: none"> Compulsory written final examination at the end of the semester (weighting factor 70%) which includes: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> Optional written exam or essay during the semester (weighting factor 30%) which may include: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> | | | | | | | | | | | | | | | | |

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| | <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p> |
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5. ATTACHED BIBLIOGRAPHY

Suggested bibliography in Greek Language:

- Οργάνωση και Διαχείριση Γεωργικών Εκμεταλλεύσεων, Σ. Τσουκαλάς, εκδόσεις Στοχαστής, Αθήνα 2010.
- Οικονομική Γεωργικών Εκμεταλλεύσεων, Γεωργική Μικροοικονομία, Β' Έκδοση, Κίτσοπανίδης Γ., ΕΚΔΟΣΕΙΣ ΖΗΤΗ, Θεσσαλονίκη, 2010
- Διαχείριση Αγροτικών Εκμεταλλεύσεων, Peter L. Nuthall, εκδόσεις Προπομπός, Αθήνα 2019
- Οικονομική Παραγωγής Γεωργικών Προϊόντων, Παπαναγιώτου Ευάγγελος εκδόσεις ΓΡΑΦΗΜΑ, Θεσσαλονίκη 2010

Suggested bibliography in English Language

- Nuthall, P.L., 2016. *Farm business management: the fundamentals of good practice*. CABI.
- Edwards, W., Duffy, P. and Kay, R., 2015. *Farm management*. 9th Edition, McGraw-Hill Higher Education

Related Academic Journals:

- Agricultural Economics Review, ISSN: 1109-2580
- European Review of Agricultural Economics, ISSN: 0165-1587
- Agribusiness: an International Journal, ISSN: 1520-6297
- Journal of Agribusiness in Developing and Emerging Economies, ISSN: 2044-0839

Instructor notes