

## COURSE LAYOUT

### 1. GENERAL

<b>SCHOOL</b>	Applied Economics and Social Sciences		
<b>DEPARTMENT</b>	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
<b>STUDY LEVEL</b>	<i>Undergraduate</i>		
<b>COURSE CODE</b>	<b>MNG802</b>	<b>SEMESTER</b>	8th
<b>COURSE TITLE</b>	FARM MANAGEMENT II		
<b>INDEPENDENT TEACHING ACTIVITIES</b>		<b>WEEKLY TEACHING HOURS</b>	<b>ECTS</b>
Lectures		5	5
<b>COURSE TYPE</b>	Specialized general knowledge		
<b>PREREQUISITES</b>	NO		
<b>LANGUAGE</b>	Greek		
<b>IS THE COURSE OFFERED for ERASMUS STUDENTS?</b>	Yes (in English)		
<b>COURSE WEB PAGE</b>	<a href="https://mediasrv.aua.gr/eclass/">https://mediasrv.aua.gr/eclass/</a>		

### 2. LEARNING OUTCOMES

<b>Learning Outcomes</b>
<p>The aim of the course is:</p> <p>to complete the technical and economic analysis of crop and livestock farms, to examine their operation and to analyse their decision-making process. It is a continuation of the course: "Organization and Management of Agricultural Holdings I". In particular, this course</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> <li>• understand the necessity of keeping records on technical and economic figures for the implementation of technoeconomic analysis of agricultural holdings with basic and intermediate production sectors (livestock farms, in particular) and for the subsequent estimation of production costs and economic outcomes in such cases</li> <li>• understand the evaluation process of the technical and economic operation of the livestock farms and to become familiar with the available methods.</li> <li>• understand the decision-making process on farms under conditions of certainty and uncertainty and to utilize the suitable corresponding methods/tools in each case.</li> </ul>
<b>General Competenses</b>
<p>Search, analysis and synthesis of data and information, using the necessary technologies</p> <p>Decision making</p>

Autonomous Work

Teamwork

Project design and management

Promoting free, creative and inductive thinking

### **3. COURSE CONTENT**

1. Basic principles of organization and management of agricultural holdings and different operation stages
2. Estimation of production costs of intermediate and final sectors of production of an agricultural holding.
3. Economic results/outcomes of agricultural holdings and economic efficiency of the agricultural activity
4. Analysis of agricultural technical data in crop and animal production
5. Analysis of agro-economic data in crop and animal production
6. Operation analysis of agricultural holdings (group analysis) with applications in livestock farms.
7. Separated analysis of different factors of production. Analysis of the use of agricultural machinery. Costs of maintenance and operation of agricultural machinery
8. Separated analysis of factors of production. Human labour utilization analysis (calculation of necessary and actual utilized labour).
9. Production planning in Agricultural holdings and decision Making under certainty. The Agricultural Budgeting method (Crop / Animal Production Budgeting, Partial and Total Agricultural Budgeting)
10. Production planning in Agricultural holdings and decision Making under certainty. The method of simplified programming.
11. Production Planning of Agricultural Holdings and Decision Making under Uncertainty Conditions. The Linear Programming Method (Graphic Method, Simplex Algorithm, Big M Method, Dual Problem)
12. Agricultural Production Planning and Decision Making under Uncertainty Conditions. Concept, significance, sources of origin and methods of mitigation of risk and uncertainty on agricultural holdings
13. Production Planning and Decision Making under Uncertainty Conditions. Sensitivity analysis, Decision tree, Table of expected revenues)

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

<b>TEACHING METHOD</b>	Face-to-face, distant learning														
<b>USE OF INFORMATICS and COMMUNICATION TECHNOLOGIES</b>	<ul style="list-style-type: none"> <li>● Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System)</li> <li>● Support of the lectures using presentation software</li> <li>● Use of audiovisual material</li> <li>● Use of Internet applications</li> </ul> <p><b>Communication with the students:</b> face-to-face, during office hours, through email, and on the e-class platform</p>														
<b>TEACHING ORGANISATION</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Work Load</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">65</td> </tr> <tr> <td>Essay Writing</td> <td style="text-align: center;">28</td> </tr> <tr> <td>Autonomous study</td> <td style="text-align: center;">30</td> </tr> <tr> <td>Advisory Support</td> <td style="text-align: center;">0,5</td> </tr> <tr> <td>Examination</td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Total (About 25 hours of study per ECTS)</i></td> <td style="text-align: center;"><b>125,5</b></td> </tr> </tbody> </table>	<i>Activity</i>	<i>Work Load</i>	Lectures (direct)	65	Essay Writing	28	Autonomous study	30	Advisory Support	0,5	Examination	2	<i>Total (About 25 hours of study per ECTS)</i>	<b>125,5</b>
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<b>STUDENTS EVALUATION</b>	<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"> <li>i. Compulsory written final examination at the end of the semester (weighting factor 70%) which includes: <ul style="list-style-type: none"> <li>● Multiple choice questionnaires</li> <li>● Open-ended questions</li> <li>● Problem solving</li> <li>● Oral examination</li> </ul> <p><b>Evaluation criteria:</b> correctness, completeness, clarity</p> </li> <li>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include: <ul style="list-style-type: none"> <li>● Multiple choice questionnaires</li> <li>● Open-ended questions</li> <li>● Problem solving</li> <li>● Essay/report</li> <li>● Oral examination</li> </ul> <p><b>Evaluation criteria:</b> correctness, completeness, clarity</p> </li> </ol> <p><b>Special learning difficulties:</b></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.

**Specifically-Defined Criteria:**

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.

## 5. ATTACHED BIBLIOGRAPHY

***Suggested bibliography in Greek Language:***

- Σπαθής Π., Τσιμπούκας Κ., «Οικονομική των επιχειρήσεων. Με εφαρμογές στις επιχειρήσεις Τροφίμων και Γεωργίας», Ελληνοεκδοτική, Αθήνα, 2010
- Κιτσοπανίδης Γ., «Οικονομική Γεωργικών Εκμεταλλεύσεων, Γεωργική Μικροοικονομία, Β' Έκδοση», ΕΚΔΟΣΕΙΣ ΖΗΤΗ, Θεσσαλονίκη, 2010
- Διαχείριση Αγροτικών Εκμεταλλεύσεων, Peter L. Nuthall, εκδόσεις Προπομπός, Αθήνα 2019

***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*. 9<sup>th</sup> Edition, McGraw-Hill Higher Education

***Related Academic Journals:***

- Agricultural Systems, ISSN: 0308-521X
- Journal of Agricultural Economics, ISSN:1477-9552
- 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***