

Syllabus

Course description

Course title	Farm management and entrepreneurship
Course code	47308
Scientific sector	AGR/01
Degree	Smart Sustainable Agriculture Systems in Mountain Areas (SAM)
Semester	2nd
Year	1st
Credits	6
Modular	No

Total lecturing hours	36
Total lab hours	24
Total exercise hours	
Attendance	Recommended
Prerequisites	
Course page	

Specific educational objectives	<p>The course in Farm Management and Entrepreneurship aims to provide students with basic theoretical and empirical knowledge on how to develop an entrepreneurial mindset and manage a business in the agri-food sector. The main objectives are:</p> <ul style="list-style-type: none"> • First, introduce students to basic economic and management thinking; • Second, provide students with the basics of general management and corporate finance; • Third, introduce students to entrepreneurship, providing them with the tools to open and manage an agri-food business; <p>At the end of the course the student has a general overview of the agri-food business, knowing the fundamental steps to manage it successfully.</p>
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Lecturer	<p>name: <i>Massimiliano Calvia</i> office: <i>BZ K2.09</i> e-mail: massimiliano.calvia@unibz.it lecturer's page: https://www.unibz.it/it/faculties/agricultural-environmental-food-sciences/academic-staff/person/50382-massimiliano-calvia</p>
Scientific sector of the lecturer	AGR/01
Teaching language	English
Office hours	on request: by appointment
List of topics covered	The contents of the lectures are organized around the

	<p>following three macro-blocks:</p> <ol style="list-style-type: none"> 1. introduction to economic thinking and decision-making; 2. fundamentals of management (e.g., accounting, marketing, organization, ...), corporate finance (e.g., financial statements, investment decisions, risk management, ...), and entrepreneurship (e.g., role of the entrepreneur, characteristics of the entrepreneur, start-up, ...) in the agri-food market; 3. analysis of case studies relating to farm management and entrepreneurship.
Teaching format	frontal lectures + labs
Learning outcomes	<p>knowledge and understanding basics of general management, corporate finance and entrepreneurship for the agri-food business.</p> <p>applying knowledge and understanding ability to identify, interpret and address the main economic issues of the agri-food business in light of economic and managerial theory and practice.</p> <p>making judgements ability to take the best decision under constraint based on the cost-benefit criterium</p> <p>communication skills ability to use specific economic/managerial jargon</p> <p>learning skills ability to independently delve into agri-business issues to the point of understanding advanced scientific texts</p>
Assessment	<i>written exam</i>
Assessment language	<i>english</i>
Evaluation criteria and criteria for awarding marks	<ol style="list-style-type: none"> 1. correctness of the answers; 2. ability to argument answers; 3. appropriate scientific language; 4. ability to create connections between the topics; 5. ability to create connections between theory and real world;
Required readings	<ol style="list-style-type: none"> 1. Olson, K. D., & Westra, J. (2022). Economics of Farm Management: A Global Perspective. 2nd Edition. Routledge; 2. Winston, W. L., & Albright, S. C. (2019). Practical management science. 6th Edition. Cengage.
Supplementary readings	Articles provided by the teacher.