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| **Title and code** of the subject: **Farm Business Management and Project Management , MTMKG7018A** | **ECTS Credit Point: 3** |
| **Type** of the subject: optional | |
| **Ratio of theory and practice:** (credit%) 30/70 | |
| **Type and number of classes per semester**: hour(s) lecture and 42 hour(s) practice per **semester**  Number of classes per week: 1 lecture + 2 semesters | |
| **Type of exam**: exam / practical course mark | |
| **Subject in the curriculum:** semester 3 | |
| Preliminary requirements:- | |

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| **Summary of content - theory**: |
| Farm business management combines study in agricultural production and science with a variety of business disciplines, preparing students for entrepreneurial, management and leadership roles in the agricultural sector.  Introduction of the basics methodology and most important functions of project management (project design, organization, implementation monitoring and evaluation). After mastering the subject the students will be able to prepare and undertake projects and acquire the basic skills necessary for developing projects.   1. Farm management, Farm business and enterprises, income costs and profitability 2. Production economic principles and concepts, financial analyses, investment analysis and decision making 3. Marketing, value adding, Human Resource Management, Risk Management 4. The Business Plan, key economic concepts 5. Economics and the market 6. Structure and dynamics of EU farms, CAP Reform 2014-2020 7. European farmers’ intentions to invest in 2014-2020, CAP 2014-2020 Policy Instruments and Precision Agriculture 8. Project Management, Project Life Cycle, PM Principles, Project types, Project characteristics 9. Project Team, Personal Skills in Project Management 10. Project Plan, Step by Step (Scope Management, Time Management, Cost Management) 11. Dealing with Risks and Uncertainties, 12. Project Execution, communication activities, documentation 13. Project reports, conclusion, dissemination 14. Programs, call for tenders related to agricultural and environmental sector in EU |
| **Summary of content - practice**: |
| Skills to be learnt: thinking in system approach and connect different aspects     1. Set up a new business 2. Strategical planning 3. Risk management 4. Resource planning 5. Production structure and production technology 6. Production value (Revenue) 7. Production cost 8. Income 9. Project management goals 10. Working in group 11. Communication plan 12. Budget planning 13. Strategical analysis 14. Risk assessment |
| **Literature, handbooks in English** |
| 1. S van Zyl, PG Strauss & JB Stevens 2012. Training material for extension advisors in irrigation water management Volume 2: Technical Learner Guide Part 7: Irrigation economics. Water Research Comission. ISBN 978-1-4312-0342-0. p. 155. 2. Andrew Woodend 2010. Definitions of Terms used in Farm Business Management. Department for the Environment, Food and Rural Affairs, Crown Copyright. p. 47. 3. Gary R. Heekens, PMP: Project Magagement. McGraw-Hill. 0-07-137952-5.  DOI: 10.1036/0071394494. p. 249. |
| **Competencies gained** *(acc. to the Regulation on training and outcome requirements)* |
| 1. **Knowledge:**  * know and understand the characteristics of agricultural production characteristics * know and understand the different relations between agricultural sectors. * get an overview of the contexts of the European Union policy and corporate R & D & I activities, and their existing interactions.  1. **Skills:**  * cooperation in agricultural management and administrative tasks * able to carry out her/his professional activity within existing agricultural and or project conditions  1. **Attitude:**  * committed to sustainable agriculture. * rule following behaviour.  1. **Autonomy and responsibility:**  * equal partner in the professional cooperation * has considerable self-dependence in the field of improving comprehensive and specialized professional issues, representing and explaining professional views in the field of agricultural (farm) business management and project management. |

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| **Responsible lecturer: Dr Nikolett Szőllősi, assistant professor** |
| **Other lecturer(s): ………..., ………………….** |

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| **Terms of course completion:** |
| 1. Completing exercises |
| **Form of examination:** |
| Colloquium |
| **Requirement(s) to get signature:** |
| 1. Completing exercises |

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| **Exam questions:** |
| 1. Define how to make a market analyses, describe it! 2. Make the market analyses of a new cheese! Define its characteristic! 3. How to make a SWOT analysis? 4. Make a SWOT analysis for a new biogas plant (5-5 to all quadrat)! 5. How to make a Risk assessment? 6. How could you plan resources of a chosen plant production sector? 7. How could you plan resources of a chosen animal husbandry sector? 8. Please plan production technology for a chosen animal husbandry sector and collect main items! 9. Please plan production technology for a chosen plant production sector and collect main items! 10. How could you plan production cost, income for a chosen plant production sector? 11. How could you plan production cost, income for a chosen animal husbandry sector? 12. What are the main characteristics of each project? 13. What is communication plan and what are the main parts of it? 14. What is risk assessment and how could you describe it? 15. Please make a risk assessment to a new biogas plant (7 items)! |