# Syllabus

## *Course Description*

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| **Course Title** | Agricultural and Forestry Economics |
| **Course Code** | 40217 |
| **Course Title Additional** | |
| **Scientific-Disciplinary Sector** | NN |
| **Language** | German |
| **Degree Course** | Bachelor in Sustainable Agriculture and Forestry in Mountain Environments |
| **Other Degree Courses (Loaned)** | |
| **Lecturers** | Prof. Dr. Christian Diethard Fischer,<br>Christian.Fischer@unibz.it<br>https://www.unibz.it/en/faculties/agricultural-environmental-food-sciences/academic-staff/person/9009 |
| **Teaching Assistant** | |
| **Semester** | Second semester |
| **Course Year/s** | 1 |
| **CP** | 10 |
| **Teaching Hours** | 60 |
| **Lab Hours** | 40 |
| **Individual Study Hours** | 30 |
| **Planned Office Hours** | 150 |
| **Contents Summary** | Fundamentals of Agricultural and Forestry Economics and Policy:<br>Markets and price formation<br>Production theory<br>Perfect and imperfect competition<br>Microeconomics of consumer behaviour<br>The concept of (price, income etc) elasticity<br>International trade<br>Agricultural policy<br>Fundamentals of environmental economics |

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| | Fundamentals of agricultural and forestry business economics:<br>Basics in management accounting and financial reporting<br>Cost accounting and cost management<br>Financial ratios and ratio systems<br>Basics in investment and financing<br>Basics in agricultural and forestry accounting<br>Selected finance principles relevant for agricultural and forestry enterprises |
| **Course Topics** | Fundamentals of agricultural and forestry economics and policy: markets and pricing Production theory<br>Perfect and imperfect competition Microeconomics of consumer behaviour The concept of (price, income, etc.) elasticity International trade Agricultural policy Fundamentals of environmental economics Accounting Cost management Key figures Organisation Investment and financing Financial problems |
| **Keywords** | Microeconomics, trade theory, agricultural policy, business administration, finance |
| **Recommended Prerequisites** | None |
| **Propaedeutic Courses** | no |
| **Teaching Format** | Lectures, exercises, project work, guest lectures |
| **Mandatory Attendance** | no |
| **Specific Educational Objectives and Learning Outcomes** | Knowledge and understanding<br>The degree course provides advanced knowledge for the training of professionals capable of carrying out management and coordination activities in mountain and forestry agriculture, as well as effectively preparing students for possible further studies.<br>The knowledge and skills acquired provide graduates with planning, management, control, coordination and training skills in agriculture and forestry.<br>All these skills will be transmitted to the graduates by means of face-to-face lecturing, technical and practical laboratory exercises, field exercises and educational-scientific excursions. The elaboration of the experimental thesis may be carried out both in the faculty's laboratories and in companies and local authorities At the end of their studies, the three-year graduate at Sustainable agriculture and forest management in mountain environment possesses basic knowledge of mathematics, physics, chemistry, statistics, and the biology of plant and animal organisms and |

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| | microorganisms. The expected learning outcomes can therefore be summarised as:<br>- being able to read and understand advanced texts relating to the various aspects characterising the agrarian and agro-forestry environment in mountainous areas<br>- being able to communicate and discuss issues relating to the training course in an appropriate manner in the three languages (Italian, English, German).<br>The knowledge and comprehension skills listed above are achieved through participation in lectures, practical exercises, seminars, and through guided personal and individual study as envisaged by the training activities offered. Some courses in the syllabus may be offered in a dual mode (lectures face-to-face and in video-recorded form and made available on the university intranet platform).<br>The assessment of the achievement of learning outcomes takes place mainly by means of exams and possible in -progress tests. The tests may be written and/or oral, and may also consist of reports and oral presentations of projects or seminars.<br><br>Ability to apply knowledge and understanding<br>In addition to acquiring a solid scientific-technological foundation, the ability to tackle new problems, both practical and real, is stimulated, with the aim of enabling the student to acquire a working method. The three-year graduate in sustainable agriculture and forest management in a mountain environment, thanks to a technical-scientific training integrated with economic-managerial subjects, must:<br>- knowing how to operate the farm properly;<br>- knowing how to handle the production of agricultural products;<br>- to know how to set up and manage sustainable agricultural/forestry systems in mountain environmental contexts, based on knowledge of agricultural production systems and their economic and marketing aspects, considering environmental impact, product quality and consumer health.<br>The ability to apply knowledge is achieved through critical reflection on the texts proposed for individual study stimulated by classroom activities, the study of research and application cases shown by the lecturers, the performance of practical laboratory and field exercises, bibliographical research, individual and/or group projects. |

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| | as part of the fundamental and optional courses included in the teaching plan, as well as during the internship and preparation for the final examination. The tests carried out by means of written and/or oral examinations, reports and exercises include the performance of specific tasks in which the student demonstrates mastery of tools, methodologies and critical autonomy. In the internship activities, the verification takes place through the presentation of a report by the student to the teacher of reference.<br><br>Making judgements<br>At the end of their studies, graduates possess an awareness and autonomy of judgement that enable them to acquire the necessary information, and to assess its implications in a production, environmental and market context, to implement interventions to improve the quality, efficiency and sustainability of agricultural/forestry production processes.<br>In accordance with the knowledge acquired, the graduate is able to make independent judgments on problems relating to the overall management of the agricultural enterprise and relevant to his or her professional activity.<br>Autonomy of judgement is developed and verified through the exercise activities, the organised seminars, the preparation of papers as part of the teaching, as well as during the internship activity and the activity assigned by the lecturer for the preparation of the final examination.<br><br>Communication skills<br>The graduate has the ability to use the most modern and effective means of communication to disseminate the research carried out and the analyses relating to the problems of agro-forestry and forest management; he/she is able to deal with the production realities in the agro-forestry sector and to interact with figures from the sector and related sectors. Communication skills are particularly developed during exercises, the organised seminars, as well as during training activities that also involve the preparation of reports and written documents and the oral presentation of the same.<br>Since the course is trilingual, graduates are able to communicate correctly, in written and oral form, in Italian and in two other languages (German and English). |

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| | In tutorial activities and seminars, students are encouraged to speak publicly in order to improve their ability to describe clearly and comprehensibly any doubts and/or requests for clarification on specific topics. The acquisition and evaluation/verification of the achievement of communication skills are also provided for during the internship and the final report, as well as when writing and discussing the final paper.<br><br>Learning skills<br>The degree course provides the basic cognitive tools indispensable for the continuous updating of knowledge, also with tools that make use of new communication and information technologies. The graduate is able to apply the developed learning methods and tools to update and deepen the studied contents, also in professional contexts and to undertake further studies. |
| **Specific Educational Objectives and Learning Outcomes (additional info.)** | |
| **Assessment** | The performance assessment of course participants consists of a written final examination (35% of the grade from Module 1 and 35% from Module 2). In addition, study projects are carried out in cooperation with the South Tyrolean Farmers' Association, which can account for 30% of the module grade.<br><br>The written examination lasts a maximum of 240 minutes and comprises 5-10 examination questions for each module. The study project work is assessed on the basis of a final presentation. |
| **Evaluation Criteria** | The written examination assesses the accuracy and clarity of the answers, the ability to synthesise, judgement and the ability to make connections to the topics covered. The group work assesses the content and format of the presentation and the quality of the oral presentation. |
| **Required Readings** | • Lecture materials and slides<br>• Drummond, H. and Goodwin J. (2011) Agricultural Economics. 3rd edition. Prentice Hall, Upper Saddle River, NJ, USA.<br>• Rossmanith, J. (2022) Accounting – Fundamentals, Company Forms and Value Added Tax. 1st edition. Verlag Schäffer-Poeschel, Stuttgart. |

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| **Supplementary Readings** | • Dabbert, S. and Braun, J. (2021) Agricultural Business Management – Basic Knowledge Bachelor. 4th edition. UTB Eugen Ulmer KG, Stuttgart. Verlag Vahlen, Munich.<br>• Weber, J. and Schäffer, U. (2022) Introduction to Controlling. 17th edition. Verlag Schäffer-Poeschel, Stuttgart.<br>• Graumann, M. (2022) Controlling. 6th edition. NWB Publishing House, Herne. Jórasz, W./Baltzer, B. (2026) Cost and Performance Accounting. 8th edition. Schäffer-Poeschel Publishing House, Stuttgart. Döring, U. and Buchholz, R. (2025) Accounting and Annual Financial Statements. 17th edition. Erich Schmidt Publishing House, Berlin. Wöhe, G./Kußmaul, H. (2022) Fundamentals of Accounting and Balance Sheet Techniques. 11th edition. Vahlen Publishing House, Munich. Köster, U. (2010) Fundamentals of Agricultural Market Theory. 4th edition. Vahlen Publishing House, Munich. Fischer, M., Möller, K. and Schultze, W. (2015) Controlling. 2nd edition. Schäffer-Poeschel Publishing House, Stuttgart. Eisele, W. and Knobloch, A.P. (2019) *Technik des betrieblichen Rechnungswesens* (Business Accounting Techniques). 9th edition. Vahlen Publishing House, Munich. Morat, J. (2019). Beruf Forstwirt (Forestry Professional) (7th updated edition). Stuttgart, Germany: Eugen Ulmer Publishing House. |
| **Further Information** | |
| **Sustainable Development Goals (SDGs)** | Zero hunger, Life on land, Responsible consumption and production |

# *Course Module*

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| **Course Constituent Title** | Fundamentals of Agricultural and Forestry Economics and Policy |
| **Course Code** | 40217A |
| **Scientific-Disciplinary Sector** | AGRI-01/A |
| **Language** | German |
| **Lecturers** | Prof. Dr. Christian Diethard Fischer,<br>Christian.Fischer@unibz.it<br>https://www.unibz.it/en/faculties/agricultural-environmental-food-sciences/academic-staff/person/9009 |
| **Teaching Assistant** | |
| **Semester** | Second semester |
| **CP** | 5 |
| **Responsible Lecturer** | |

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| **Teaching Hours** | 30 |
| **Lab Hours** | 20 |
| **Individual Study Hours** | 75 |
| **Planned Office Hours** | 15 |
| **Contents Summary** | Markets and price formation<br>Production theory<br>Perfect and imperfect competition<br>Microeconomics of consumer behaviour<br>The concept of (price, income etc) elasticity<br>International trade<br>Agricultural policy<br>Fundamentals of environmental economics |
| **Course Topics** | |
| **Teaching Format** | Lectures, exercises, project work, guest lectures |
| **Required Readings** | • Lecture materials and slides<br>• Drummond, H. and Goodwin J. (2011) Agricultural Economics. 3rd edition. Prentice Hall, Upper Saddle River, NJ, USA. |
| **Supplementary Readings** | |

# *Course Module*

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|---|---|
| **Course Constituent Title** | Agricultural and Forestry Business Administration and Finance |
| **Course Code** | 40217B |
| **Scientific-Disciplinary Sector** | AGRI-01/A |
| **Language** | German |
| **Lecturers** | |
| **Teaching Assistant** | |
| **Semester** | Second semester |
| **CP** | 5 |
| **Responsible Lecturer** | |
| **Teaching Hours** | 30 |
| **Lab Hours** | 20 |
| **Individual Study Hours** | 75 |
| **Planned Office Hours** | 15 |

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| **Contents Summary** | Basics in management accounting and financial reporting<br>Cost accounting and cost management<br>Financial ratios and ratio systems<br>Basics in investment and financing<br>Basics in agricultural and forestry accounting<br>Selected finance principles relevant for agricultural and forestry enterprises |
| **Course Topics** | |
| **Teaching Format** | Lectures, exercises, project work, guest lectures |
| **Required Readings** | • Lecture materials and slides<br>• Rossmanith, J. (2022) Accounting – Fundamentals, Company Forms and Value Added Tax. 1st edition. Schäffer-Poeschel Publishing House, Stuttgart. |
| **Supplementary Readings** | |