Syllabus

Course Description

Course Title	Farm management and entrepreneurship
Course Code	47308
Course Title Additional	
Scientific-Disciplinary Sector	AGRI-01/A
Language	English
Degree Course	Master in Smart Sustainable Agriculture Systems in Mountain Areas
Other Degree Courses (Loaned)	
Lecturers	dr. Massimiliano Calvia, Massimiliano.Calvia@unibz.it https://www.unibz.it/en/faculties/agricultural-environmental-food-sciences/academic-staff/person/50382
Teaching Assistant	
Semester	Second semester
Course Year/s	1
CP	6
Teaching Hours	36
Lab Hours	24
Individual Study Hours	90
Planned Office Hours	9
Contents Summary	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: 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; 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.
Course Topics	Fundamentals of management principles and their application to the farming sector; Fundamentals of entrepreneurship principles and their application to the farming sector; Fundamentals of financial analysis of the farming sector.
Keywords	farm management, farm entrepreneurship, farm finance
Recommended Prerequisites	
Propaedeutic Courses	No
Teaching Format	The module consists of 60 hours. PowerPoint slides and any other relevant materials (papers, case studies, exercises, etc.) will be available for each class and made available on Teams. The instructor will strongly encourage class discussion.
Mandatory Attendance	No
Specific Educational Objectives and Learning Outcomes	Knowledge and understanding --> - comprehensively analyse mountain farms in terms of economic performance and the impact of production on natural resources and the environment - integrate social, environmental, productive and economic aspects into the development of mountain farms, including the sustainable development of tourism and local products - recognise new fields of work and opportunities for the economic development of farms in mountain areas - actively participate in research projects in the field of mountain agriculture - collaborate with other professionals in the fields of architecture, engineering and natural sciences - work in interdisciplinary, national and international teams - facilitate the participation of different actors in the field of sustainable development of mountain farms - identify new job opportunities and economic development for farms in mountain areas Ability to apply knowledge and understanding --> Graduates of the Master SAM degree programme have a solid scientific and technical foundation that enables them to tackle and solve complex problems. Thanks to their scientific and technical

	training in the fields of agriculture, economics and management, graduates are able to develop analyses and plans for the development and management of farms in mountain regions, taking into account their specific characteristics and multifunctionality (ecosystem services). In these specialist areas, graduates are able to coordinate interdisciplinary teams in the agricultural sector. The ability to apply the specialist knowledge acquired is achieved through critical reflection on the teaching materials offered and classroom learning activities, supplemented by case study analysis and practical exercises by teachers. In addition, there are practical exercises in the laboratory, on the computer and in the field, excursions, bibliographic research, the development of individual and/or group projects and the preparation of the final thesis. The assessment of success (oral and written exams, seminar reports) and exercises are designed in such a way that graduates must demonstrate that they have mastered the tools of the trade, the methods learned and a critical and independent way of working. Autonomy of judgement --> - analyse data and information to independently assess the quality and effectiveness of the results obtained in the design of strategies to control difficulties - make independent decisions on professional issues. These may relate in particular to the feasibility of projects in the field of agricultural activities - plan activities and strategies based on predefined objectives, taking into account timescales and methods Communication skills --> Graduates will be able to work professionally in one or more foreign languages. Compulsory and elective courses are taught in English. In addition, some elective courses may be offered in Italian or German. In accordance with unibz's trilingual policy, the unibz Language Centre offers extracurricular courses (levels A1-C1) in Italian and German. Graduates will be able to communicate fluently with other professional groups with whom they work and will be able to participate in European projects with foreign partners thanks to the

	international orientation of the Master's programme. Written and oral communication skills are promoted in seminars, excursions, exercises and teaching activities, which include the preparation of reports and written documents and their oral presentation in English and, where applicable, in Italian and German in elective subjects. The acquisition and assessment/verification of the above communication skills also takes place through the writing of the final thesis and its discussion in English. The master's degree programme also promotes the acquisition of additional language skills in German and Italian. This should enable graduates to successfully enter the international job market (e.g. Austria-Switzerland-Italy-Germany). Learning skills --> Graduates will be able to manage complex projects thanks to the specialist knowledge acquired during their studies. They will be able to continuously expand the specialist knowledge acquired during their studies and keep it up to date. They will learn to use the most modern methods to be able to competently carry out analysis, project planning and management measures in their professional lives. Graduates will be able to use various IT systems to further their cultural and professional development. They will also be able to choose the methods and training paths best suited to their cultural and professional development. Graduates will be able to manage complex projects thanks to the specialist knowledge acquired during their studies. They will be able to continuously expand the specialist knowledge acquired during their studies and keep it up to date. They will learn to use the most modern methods to be able to competently carry out analysis, project planning and management measures in their professional lives. Graduates will be able to use various IT systems to further their cultural and professional development. They will also be able to choose the most suitable methods and training paths for their cultural and professional development. Learning skills are encouraged throughout the degree programme. Particular attention is paid to individual study, especially in the completion of group work on the proposed topics. These skills are enhanced during compulsory lessons, which include group work, and subsequently in the preparation of the final thesis. Learning progress is assessed regularly during the courses and during the

	writing of the final thesis. In particular, this practice-oriented training involves working in small groups (3-5 students) on a joint project (e.g., a plan for the development of farms in mountain areas) from the initial stages (development of objectives and measures, collection of available data) to cooperation with various stakeholders (e.g., public administration, mountain agriculture advisory centre, farmers' association), which also includes communication activities for agriculture and society. The projects are carried out under the supervision of two or more teachers, with an exchange between students and private companies and/or the public authorities concerned. Learning ability is assessed through continuous assessment during the learning units and in the preparation of the final thesis.
Specific Educational Objectives and Learning Outcomes (additional info.)	
Assessment	written exam
Evaluation Criteria	The learning assessment consists in a final written exam without the use of notes or textbooks. The written exam consists of a few questions related to the topic "farm management and entrepreneurship", spanning theoretical and practical aspects.
Required Readings	• power point slides; • Olson, K. D., & Westra, J.. *Economics of Farm Management* (most recent edition). Hoboken: John Wiley & Sons, Inc.; • Kay, R. D., Edwards, W. M., & Duffy, P. A.. *Farm management* (most recent edition). New York: McGraw-Hill.
Supplementary Readings	
Further Information	
Sustainable Development Goals (SDGs)	Zero hunger, Life on land, Responsible consumption and production, Decent work and economic growth