

MANAGEMENT (IV th Year of study, Ist Semester)

Credit value (ECTS) 5

Course category

Domain (Imposed)

Course holder:

Ph. D. Prof. Stejărel BREZULEANU

Discipline objectives (course and practical works)

- ⇒ Presenting the role of different methods of investigation, analysis and interpretation of data available to managers to make effective decisions in a timely manner;
- ⇒ Using different methods and management techniques to improve the efficiency of the overall management activity.
- ⇒ Improving the manager's role in increasing the use of production factors and means of achieving greater quantities of agricultural products.
- ⇒ Knowing the types of existing agricultural businesses and their peculiarities
- ⇒ Familiarizing with the methods and techniques of business planning
- ⇒ Improving the time of work of direct productive staff and managers in agriculture
- ⇒ Increasing the incomes in rural areas by taking into consideration new activities that can generate additional profits

⇒ **Contents (syllabus)**

Course (chapters/subchapters)
MANAGEMENT: CONCEPT, EVOLUTION, CONTENT
COMMERCIAL COMPANIES-OBJECT OF MANAGEMENT
AGRICULTURAL PRODUCTION MANAGEMENT
MANAGEMENT ATTRIBUTES
AGRICULTURAL HOLDINGS
FUNCTIONS AND ORGANIZATIONAL AND MANAGEMENT STRUCTURE OF BUSINESS
MANAGEMENT IN AGRICULTURE
AGRI-FOOD PRODUCTION MANAGEMENT

Seminar
Concepts and particularities of setting up agricultural holdings
Forms of organization in agriculture
Cessation of agricultural holdings
Conventional units of measurement and calculation used in agricultural management
Technical-economic substantiation of technological sheets on crops
Optimization of the fertilization plan with chemical fertilizers
Modern methods of forecasting average production
The process of developing a business plan
Project content
Model of a business plan for investments through non-reimbursable funds
The content of a business plan

Market
Products
Income
Return

Bibliography

1. **ALECU, I. ȘI COLAB., 2001** – *Managementul exploatațiilor agricole*. Editura Ceres, București.
2. **ALECU, I. ȘI COLAB., 1997** – *Ghidul întreprinzătorului particular*. Ediția a 3-a. Editura Tehnică, București.
3. **BREZULEANU S, 2009** – *Management în agricultură*. Editura Tehnopress Iași
4. **CIUREA, I.V., BREZULEANU S., UNGUREANU G. 2005** – *Management*. Editura „Ion Ionescu de la Brad” Iași.
5. **NICOLESCU, O., VERBONCU, I., 1996** – *Management*. Editura Economică, București.
6. **OANCEA, MARGARETA, 2003** – *Managementul modern în unitățile agricole*. Editura Ceres, București.
7. **RUSU, C. ȘI COLAB., 1993** – *Managementul afacerilor mici și mijlocii*. Editura Logos, Chișinău.
8. *****, 1999** – *Dicționar de economie*. Editura Economică, București.

Evaluation

Evaluation form	Evaluation Methods	Percentage of the final grade
Exam	Oral examination	60%
Appreciation of the activity during the semester	Oral assessment during the semester, verification tests; colloquium.	20%
	Evaluation of the project of the year	20%

Contact

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