**Management (IVth Year of study, VIIth SEMESTER)**

**Credit value (ECTS) 4**

**Course category**

Domain (Compulsory courses)

**Discipline Code:** A.EMIAIA.D.405

**Course holder:**

**PhD. Lecturer Ștefan VIZITEU**

**Discipline objectives (course and practical works)**

The course aims to provide students with knowledge regarding the importance of management as a science in the socio-economic development of rural areas, the organization of machinery and equipment within a farm and the efficient management of maintenance and repair work required. The course also aims at acquiring new knowledge on the use of different management methods and techniques in order to increase the overall efficiency of agri-food units, highlighting the role of the manager in increasing the utilization of factors and means of production, training of human resources in production processes, leadership styles as well as basic elements for setting-up a business plan.

The practical work/seminars are aimed at learning the methods of calculating input doses, forecasting average yields, calculating agricultural income tax and practical methods of computerized and digititalized management of the plots.

**Contents (syllabus)**

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| **Course (chapters/subchapters)** |
| **Management** - concept, evolution, content: the concept of management; the evolution of management theory, science and practice; management trends or schools; management as a science in Romania; management as a profession; career management  |
| **Companies - an object of management:** establishment, organization and functioning of companies; forms of companies; merger, dissolution and liquidation of companies |
| **Management of agricultural production:** particularities of agricultural holdings; management of organizational structures in agriculture: entrepreneurs and management |
| **Management funcions:** planning; organizing; leading; decision; controlling |
| **Functions and organizational and management structure of agricultural holdings:** functions of agricultural holdings, organizational and management structure of agricultural holdings |
| **Business management in agriculture:** the legal forms of business in agriculture; the steps required for business authorization; the process of setting up a business plan; the entrepreneur-small business promoter; ways of starting a business |
| **Management of agri-food production:** external environment of the agri-food production unit; production processes in the agri-food industry; management of the basic activity, management of auxiliary activity (management of machinery maintenance, management of energy production and management, management of wastewater treatment plant, management of transportation) |

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| **Practical works/Seminars** |
| **Setting up and closure of agricultural holdings. Calculation of the economic size of an agricultural holding** |
| **Forms of organization in agriculture. Land tenure structure. Calculation of agricultural income tax** |
| **Conventional units of measurement and calculation used in agricultural management. Yield forecasting methods** |
| **Optimizing the fertilization plan with chemical fertilizers** |
| **Technical and economic setting up of the crop budgets** |
| **Use of GEOFOLIA software (developed by ISAGRI) for farm management** |
| **Final colloquium of knowledge evaluation** |

**References**

1. Brezuleanu S., 2009 – Management în agricultură, Editura Tehnopres, Iaşi
2. Dalotă M. D., Bărăgan Laura-Georgeta, Dobre R. I., 2019, Management general, Editia: a V-a revizuită, Editura, Pro Universitaria, București
3. Cole G. A., 2011 – Management. Theory and Practice, 7th Revised edition, Cengage Learning EMEA, Mason, USA
4. Brezuleanu S., **Viziteu Șt.,** Robu A. D., 2017 – Management în agricultură - îndrumar pentru aplicaţiile practice şi ghid de proiect, Editura Ion Ionescu de la Brad, Iași, 233 pagini, I.S.B.N. 978-973-147-261-4

**Evaluation**

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| **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 and final laboratory colloquium. | 40% |

**Contact**

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