

## PRACTICAL TRAINING (Ist Year of study, IInd Semester)

Credit value (ECTS) 5

### Course category

Domain (Imposed)

### Course holder:

Ph. D. Prof. Stejărel BREZULEANU

### Discipline objectives (course and practicum)

- ⇒ 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)

Themes and practical activities
Technical-economic background of the dimension of the farms through MBS method
The MBS methodology for determining the intake unit and work hours for activities in crop and animal production
Using MBS in determining the technical and economic orientation and economic size of the farm
Steps taken to determine the MBS unit in crop and animal production
Case Study. Description of an agricultural company
Equipment with production facilities and their use
Financing means (Investment plan)
Debt and repayment plan
Technical-economic background of the dimension of the farms through MBS method

### References

1. **I. 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, 2004** – *Management în agricultură-teorie și practică*. Editura Performantica Iași
4. **CIUREA, I.V., BREZULEANU S., UNGUREANU G. 2005** – *Management*. Editura „Ion Ionescu de la Brad” Iași.
5. **GROZAV, I. ȘI COLAB., 1995** – *Privatizarea activității pe baza liberei inițiative*. Editura Signata, Timișoara.
6. **MOLDOVEANU, MARIA, DOBRESU, E., 1995** – *Știința afacerilor*. Editura Expert, București.
7. **NICA, P. ȘI COLAB., 1994** – *Managementul firmei*. S.R.L. Condor Chișinău.

8. NICOLESCU, O., VERBANCU, I., 1996 – *Management*. Editura Economică, București.
9. OANCEA, MARGARETA, 2003 – *Managementul modern în unitățile agricole*. Editura Ceres, București.
10. POPESCU, D., 1993 – *Conducerea afacerilor*. Editura Mar and Mar, București.
11. REECE, B., O'GRADY, I. , 1984 – *Business*. Houghton. Mifflim Company, Boston, Dallas, Geneva, Palo Alto.
12. RUSU, C. ȘI COLAB., 1993 – *Managementul afacerilor mici și mijlocii*. Editura Logos, Chișinău.
13. \*\*\*, 1999 – *Dicționar de economie*. Editura Economică, București.

## Evaluation

Evaluation form	Evaluation Methods	Percentage of the final grade
Oral colloquium	Note from the supervising teacher	60%
Appreciation of the activity during the semester	Evaluation along the way Note from the practice tutor	40%

## Contact

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