

## Management (IVth Year of study, Ist Semester)

Credit value (ECTS) 4

### Course category

Domain (Imposed)

### Course holder:

PhD, Assist. Ștefan VIZITEU

### Discipline objectives (course and practical works)

The aim of the course is to have students acquire knowledge on management principles, setting up companies, agricultural production management, management functions and organizational structure of agricultural holdings. Students will also study the management of agrifood production and auxiliary activity (machinery maintenance management, energy management, wastewater treatment plant management, transport management).

Practical works seek to acquaint students with the general notions of agricultural holdings and associative forms in agriculture as well as conventional measurement and calculation units used in agricultural management. Also, practical applications will refer to the calculation of the land structure, the yield prediction using various methods, the fertilization plan optimization and drawing up the crop budget sheet followed by determination of the economic efficiency.

### Contents (syllabus)

Course (chapters/subchapters)
<b>Management: concept, evolution, content:</b> management concept, evolution of theory, science and practice management, management schools, management as science in Romania, management as a profession, managerial career, management link with other sciences, content of management activity
<b>Commercial companies management:</b> the forms of companies, the establishment, organization and operation of commercial companies, company registries, the merger, dissolution and operation of commercial companies
<b>Management of agricultural production:</b> particularities of agricultural holdings, organizational structures in agriculture, management of organizational structures in agriculture, entrepreneurs and management
<b>Management functions:</b> planning, organizing, coordinating, commanding, controlling
<b>Business management in agriculture:</b> legal forms of business in agriculture, steps required for business authorization, business process, entrepreneur-small business promoter, ways to set up business
<b>Organizational and management structure of agricultural holdings:</b> functions of agricultural holdings, organizational and management structure of agricultural holdings
<b>Management of agri-food production:</b> the external environment of the agri-food production unit, production processes in agri-food industry, basic activity management, auxiliary activity management (equipment maintenance management, energy production and transport management)

<b>Practicum</b>
<b>Establishment and cessation of activity of agricultural holdings:</b> forms of organization in agriculture, family farm, agricultural holdings, associative forms in agriculture, cessation of agricultural holdings activity
<b>Conventional measurement and calculation units used in agricultural management</b>
<b>Agricultural land structure</b>
<b>The yield prediction methods:</b> arithmetic average method, average increase method, sliding average method, weighted sliding average method, land grading method
<b>The fertilization plan optimization</b>
<b>The crop budget sheet substantiation</b>
<b>Final colloquium of knowledge evaluation</b>

### References

1. Alecu I., Merce E., et al., 2001- **Managementul exploatațiilor agricole**. Editura Ceres, București
2. Arion F. N., Merce C. C., Merce E., 2000 - **Management general și agricol**. Editura Academic Press, Cluj-Napoca.
3. Brezuleanu S, 2009 – **Management în agricultură** . Editura Tehnopres Iași
4. Brezuleanu S., Viziteu Șt., Robu A. D., 2017 - **Management în agricultură – îndrumar pentru aplicațiile practice și ghid de proiect**. Editura Ion Ionescu de la Brad, Iași
5. Ciurea I.,V, Brezuleanu S, Ungureanu G., 2005 – **Management**. Editura „Ion Ionescu de la Brad”, Iași
6. Manole V. coord., 2001 - **Managementul fermei**. Editura Tribuna Economică, București.
7. Schmitz A., 2012 – **Principles of Management**. Saylor Academy Publishing, Washington.
8. Oancea Margareta, 2003 – **Managementul modern în unitățile agricole**. Editura Ceres, București.

### Evaluation

<b>Evaluation form</b>	<b>Evaluation Methods</b>	<b>Percentage of the final grade</b>
Exam	Oral examination	70%
Appreciation of the activity during the semester	Oral assessment during the semester, verification tests and final laboratory colloquium.	30%

### Contact

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