



MINISTERUL EDUCAȚIEI ȘI CERCETĂRII

UNIVERSITATEA DIN CRAIOVA

FACULTATEA DE AGRONOMIE



Str. Libertății, nr. 19 cod. 200583, Tel./Fax 0251/41 84 75

PACKAGE OF COURSES

Bachelor study program: MASTER'S PROGRAM: CONSULTANCY AND MANAGEMENT IN AGRICULTURE (CMA)

This is the package of course of bachelor study Master's program of Consultancy and Management in Agriculture from the University of Craiova/Faculty of Agronomy/ The Department of Measuring land, Management and Mechanization.

1ST YEAR OF STUDY

MODERN SYSTEMS OF AGRICULTURE

CODE: D31CMAM101

CREDITS: 6

COURSE COORDINATOR: PhD Lecturer Marian DOBRE

YEAR/SEMESTER: Ist Year / Ist Semester

HOURS PER WEEK: 1 hour of course, 1 hour of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: Familiarizing of students with the main farming systems; Development of skills in terms of sustainability of agricultural systems.

TOPICS: Introduction, definition and attributes of the agricultural system; Agriculture system with alternate rotation; Conventional culture system; No tillage farming system (not till); Sustainable farming system.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: answers to exam 70%, final answers to Laboratory works 30%

ASSESSMENT TYPE: Verification

REFERENCES:

1. Arends M.J., 2000. Feasibility of fall zone tillage for maize production. Farming Press, Ipswich, UK.
2. Bonciarelli F. And Archetti R. 2000. Energy saving through reduction of soil tillage. 15 th Conference of ISTRO, Texas, USA.
3. Insam H., Ingrid Franke-Whittle, 2010. Microbes at work – from wastes to resources. Springer editure.
4. Lightfouse E., 2010. Organic farming, pest control and remediation of soil pollutants. Springer editure.

AGROTURISM AND AGRO-TOURIST SERVICES

CODE: D31CMAM102

CREDITS:

COURSE COORDINATOR: PhD Professor Aurel CĂLINA

YEAR/SEMESTER: Ist year/ Ist semester

HOURS PER WEEK: 2 hours course, 2 hour practical course

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: • Identification of the tourist potential of a hillside / mountain area and the elaboration of a database necessary for the design of a farm / agro-tourism enterprise;

• Analysis and characterization of agricultural production systems and policies in Romania and effective implementation of CAP measures for sustainable rural development.

TOPICS: • Acquiring European concepts: agro-tourism, ecotourism, rural tourism;

• Knowing the specific problems of agro-tourism and rural tourism in Romania and the European Union;

• Identifying measures and methods for preserving the natural and cultural heritage;

• The technical aspects of the implementation of agro-tourism projects.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Final theoretical exam 50%, Periodic testing through control work 10%, Testing continues throughout the semester 10%, Tests during the semester - themes of control 10%, Solving themes 10%.

ASSESSMENT TYPE: Exam

REFERENCES:

1. **Călina Aurel** (2007), *Agroturism și C.G.A.T.*, Editura SITECH, Craiova
2. **Călina Jenica** (2008), *Agroturism*; Editura Sitech, Craiova
3. **Cîndea, M., Erdeli. G., Simino, T.**, (2000), *România - potențial turistic și turism*, Editura Universității din București
4. **François Moinet** (2006), *Le tourisme rural*, Editions France Agricole, Paris
5. **Glăvan V.**, (2002), *Agroturism Ecoturism*, Editura Alma Mater, Sibiu

AGRICULTURAL ECONOMIC CONJUNCTES AND RELATIONS

CODE: D31CMAM103

CREDITS: 6

COURSE COORDINATOR: PhD Assoc. Professor, Radu Lucian PÂNZARU

YEAR/SEMESTER: 1st year/ 1st semester

HOURS PER WEEK: 1 hour course, 1 hour practical course

NUMBER OF WEEKS: 14

COURSE TYPE: DI

COURSE OBJECTIVES: • Knowledge of the essential elements of the food economic conjuncture, issues related to the globalization of the world economy, protocol-related elements and commercial negotiation, etc. ; • Understanding how to organize specific activities in the market economy;.

TOPICS: • Explaining the concepts related to the problems of institutionalization of economic relations, ecological equilibrium, labor resources and their use in rural spaces, use of capital elements, economic aspect of exchange relations, rural space, etc..

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 60%, Reference 40%.

ASSESSMENT TYPE: Exam

REFERENCES:

1. Alecu I. și colab., 2001, Managementul exploatațiilor agricole, Editura Ceres, București
2. Barbu C., Pânzaru R. L., 2000, Economie agrară, Editura Hyperion Craiova
3. Bari I., 1997, Economie mondială, Editura Didactică și pedagogică, București
4. Pânzaru R.L., Medelete D. M., Ștefan G., 2007, Elemente de management și marketing în agricultură, Ed. Universitaria Craiova

SPECIAL TECHNOLOGY FOR OBTAINING AGRICULTURAL PRODUCTS I

CODE: D31CMAM104

CREDITS: 6

COURSE COORDINATOR: PhD Assoc. Professor, Gheorghe MATEI

YEAR/SEMESTER: 1st year/ 1st semester

HOURS PER WEEK: 2 hours course, 1 hour practical course

NUMBER OF WEEKS: 14

COURSE TYPE: DO

COURSE OBJECTIVES: • presenting in a concise and accessible way the course material and practical works on the technologies of efficient plant cultivation and knowledge of the influence of the pedoclimatic conditions in the cultivation areas on the technological measures applied to the crops.

TOPICS: detailed presentation of the main technological measures for the plants grown in accordance with the climate and soil requirements according to their stage of development and the measures that can be applied to achieve high and economically profitable productions at the same time.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 50%, Reference 50%.

ASSESSMENT TYPE: Exam

REFERENCES:

1. Bîlteanu Gh.: Fitotehnie, vol I., Ed. Didactică și Pedagogică., București, 2001.
2. Bîlteanu Gh.: Fitotehnie, vol II., Ed. Didactică și Pedagogică., București, 2003
3. Feher Ec. : Fitotehnie, vol. I., Reprografia Universității din Craiova, 1995.
4. Feher Ec. Borcean I. - Fitotehnie, partea I, Ed. Universitaria Craiova, 2003

FARM MANAGEMENT

CODE: D31CMAM105

CREDITS: 6

COURSE COORDINATOR: PhD Lecturer, Dragoș Mihai MEDELETE

YEAR / SEMESTER: Ist Year / Ist Semester

HOURS PER WEEK: 1 hour of course, 2 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: • Knowing the notions of the economic agent in terms of its organization, its

functionality, the way of implementing the modern techniques and methods of management, etc.

TOPICS: • Explanation of management-specific concepts: economic agent, resource and production factor, decision, strategy, economic analysis, etc. • Presentation of the existing market relationship between resources and factors of production, conjuncture and decision, policy and strategy, degree of development and resources (financial, human, material), etc..

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 60%, Reference 40%.

ASSESSMENT TYPE: Exam

REFERENCES:

1. Alecu I. și colab., 2001, Managementul exploatațiilor agricole, Editura Ceres, București
2. Brezuleanu S., 2009, Management agricol – teorie și practică, Ed. Performantica, Iași
3. Brezuleanu S., 2008, Sisteme de producție în agricultură, Ed. Alfa, Iași
4. Oancea Margareta, 2007, Managementul gestiunea economică și strategia unităților agricole, Ed. Ceres, București
5. Pânzaru R.L., Medelele D. M., Ștefan G., 2007, Elemente de management și marketing în agricultură, Ed. Universitaria Craiova

ORGANIC FARMING

CODE: D31CMAM206

CREDITS: 5

COURSE COORDINATOR: PhD Professor, Marin SOARE

YEAR / SEMESTER: Ist Year / IIst Semester

HOURS PER WEEK: 2 hours of course, 2 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: • Knowledge of the legal regulations, principles and elements of organic farming, of different organic farming systems, as well as of the methods and means of obtaining organic produce

TOPICS: • Use of specialized vocabulary and appropriate communication methods to describe the underlying principles of using modern organic farming technologies;

• Acquiring the concepts of organic farming, organic farming systems, methods and means of obtaining organic farming.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 40%, Reference 60%.

ASSESSMENT TYPE: Verification

REFERENCES:

1. BONCIU ELENA, SOARE MARIN, 2013. Agricultura ecologică și protecția agroecosistemelor, Editura Universitaria Craiova.
2. BUIUC. M., GEORGESCU, N. – Agroecologie. Ed. Alma Mater, Sibiu, 2002.
3. LUCA, E., VĂRBAN, D. I., MIHAI, GH., BODIȘ, A., ALBERT, I. – Tehnologii ecologice pentru cultura plantelor. Ed. Risoprint, Cluj-Napoca, 2004
4. OROIAN, I., FITIU, A., FLORIAN, V., PUIA, C., DUMITRAS, A., ROIBAN, G., PAULETE, L., - Controlul patogenilor plantelor în agricultura ecologică, Ed. Risoprint, Cluj-Napoca.

SPECIAL TECHNOLOGIES FOR OBTAINING AGRO-ZOOTECHNICAL PRODUCTIONS II

CODE: D31CMAM207

CREDITS: 7

COURSE COORDINATOR: PhD Lecturer, Florica COLĂ

YEAR/SEMESTER: Ist Year / IIst Semester

HOURS PER WEEK: 2 hours course, 1 hour practical course

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: Studying and acquiring the newest principles and methods of reproduction, growth, amelioration and nutrition of domestic animals of economic interest in strict accordance with the specific technologies of breeding and maintenance of each animal species, specific to the zoo technical sector.

TOPICS: classification of the best agro-zoo technical techniques; Legislation on quality and sanitation

parameters for animal products; legislation on the monitoring and control of animal welfare.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 50%, Reference 50%.

ASSESSMENT TYPE: Exam

REFERENCES:

1. Colă, M., 2009- Zootehnie specială, vol. I, taurine. Editura Universitaria, Craiova.
2. Colă, M. 2010 – Zootehnie I+II. Editura Universitaria. Craiova .Format electronic, <http://www.agro-craiova.ro/cursuri>.
3. Colă Florica, Găvan C., Colă M. 2011– Tehnologie și control în industria laptelui. Editura Universitaria, Craiova.

DISTRIBUTION AND SALE OF AGRICULTURAL PRODUCTS

CODE: D31CMAM208

CREDITS: 6

COURSE COORDINATOR: PhD Assoc. Professor, Radu Lucian PÂNZARU

YEAR / SEMESTER: Ist Year / IIst Semester

HOURS PER WEEK: 1 hour of course, 1 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: DI

COURSE OBJECTIVES: • Knowledge of market, product, price, distribution, advertising, etc.
• Understand how to organize specific marketing activities in technical and organizational terms.

TOPICS: • Explanation of specific marketing concepts: market, consumer, individual variable, segment, economic life, quality, etc. • Presenting the existing market-to-market ratio between supply and demand, product-price, distribution-sale, communication-advertising, policy-marketing strategy, etc..

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 60%, Reference 40%

ASSESSMENT TYPE: Verification

REFERENCES:

1. Constantin M. și colab., 1999, Agromarketing, Ed. Didactică și Pedagogică, București.
2. Constantin M. și colab., 2002, Marketingul producției agroalimentare, Ed. Universitaria, Craiova
3. Constantin M. și colab., 2009, Marketingul producției agroalimentare, Ed. Agro Tehnica, București
4. Manole V., Stoian Mirela, 2001, Agromarketing, Editura ASE, București
5. Meghișan M., Nistorescu T., 1998, Bazele marketingului, Editura Scrisul Românesc, Craiova.

AGRICULTURAL EXPERTISE AND ASSESSMENT CONSULTANCY I

CODE: D31CMAM209

CREDITS: 8

COURSE COORDINATOR: PhD Assoc. Professor, Catalin Viorel POPESCU

YEAR / SEMESTER: Ist Year / IIst Semester

HOURS PER WEEK: 2 hours of course, 2 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: • To acquire and use the specialized vocabulary and the appropriate communication methods specific to the agricultural expertise / appraisals with applicability in agribusiness, to deepen the methods and the characteristics of each of them and to concretely exemplify the relations and the specific aspects of the expertise / evaluation activity;

TOPICS: • It is intended to acquire the knowledge delivered at the course and the seminar / laboratory and to deepen the specialized knowledge, the development of the synthesis capacity, the efficient use of the existing information in the field..

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 50%, Reference 50%

ASSESSMENT TYPE: Exam

REFERENCES:

1. Racovicean M. si colab. - Ghidul evaluatorilor funciari – vol. I – PIFCA - AEF
2. Racovicean M. si colab. - Ghidul evaluatorilor funciari – vol. II – PIFCA - AEF
3. Racovicean M. si colab. - Ghidul evaluatorului funciar-imobiliar din Romania – vol. III – PIFCA - AEF
4. Puiu I., Ion V., Alina Alexandru, Arion F., Iancu T., Popescu C.V., 2000 - Consultanta agricola, Materiale in proiectul PHARE TEMPUS S_JEP 14051 – 99. Hohenheim;

2ST YEAR OF STUDY

AGRICULTURAL EXPERTISE AND ASSESSMENT CONSULTANCY II

CODE: D31CMAM311

CREDITS: 6

COURSE COORDINATOR: PhD Assoc. Professor, Catalin Viorel POPESCU

YEAR/SEMESTER: IIst year/ IIIst semester

HOURS PER WEEK: 2 hours of course, 2 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: • To acquire and use the specialized vocabulary and appropriate communication methods specific to the agricultural consultancy with applicability in agribusiness, to deepen the consultancy methods and the characteristics of each of them and to concretely exemplify the relations in the consulting environment and the concrete aspects of the consultancy activity.

TOPICS: • To learn the knowledge of the course and seminar / laboratory and to deepen specialized knowledge, to develop the synthesis capacity, to make efficient use of existing information in the field of agricultural consultancy.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 50%, Reference 50%

ASSESSMENT TYPE: Exam

REFERENCES:

1. Puiu I., Ion V., Alina Alexandru, Arion F., Iancu T., Popescu C.V., 2000 - Consultanta agricola, Materiale in proiectul PHARE TEMPUS S_JEP 14051 – 99. Hohenheim;
2. Ciurea, I. V., Lacatusu, Gh., Puiu, I., 2000 - Consultanță Agricolă, Iași;
3. Brezuleanu, S.; Brad, I; Popescu, C., Arion, F.H.; Mihasan, C.; Bucata Lenuța, 2001: Utilizarea sistemelor informatice în consultanța agricolă, Ed. Agroprint, Timișoara;

USING OF INFORMATION SYSTEMS IN AGRICULTURAL CONSULTANCY AND DOCUMENTARY RESEARCH

CODE: D31CMAM313

CREDITS: 6

COURSE COORDINATOR: PhD Assoc. Professor, Catalin Viorel POPESCU

YEAR/SEMESTER: IIst year/ IIIst semester

HOURS PER WEEK: 1 hour of course, 2 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: • To acquire and use appropriate methods and sources of documentary research specific to agricultural consultancy with applicability in agribusiness, to deepen the methods of documentary research and the characteristics of the sources of documentation and to concretely exemplify the aspects of using information systems in the consultancy activity

TOPICS: • It is intended to acquire the knowledge delivered at the course and the seminar / laboratory and to deepen the specialized knowledge, the development of the synthesis capacity, the efficient use of the existing

information; • Carrying out a specialized documentary research project for use in agricultural advisory work.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Exam answers 70%, Reference, project 30%

ASSESSMENT TYPE: Exam, Project

REFERENCES:

1. Puiu I., Ion V., Alina Alexandru, Arion F., Iancu T., Popescu C.V., 2000 - Consultanta agricola, Materiale in proiectul PHARE TEMPUS S_JEP 14051 – 99. Hohenheim;
2. Ciurea, I. V., Lacatusu, Gh., Puiu, I., 2000 - Consultanță Agricolă, Iași;
3. Brezuleanu, S.; Brad, I; Popescu, C., Arion, F.H.; Mihasan, C.; Bucata Lenuța, 2001: Utilizarea sistemelor informatice în consultanța agricolă, Ed. Agroprint, Timișoara;
4. Arion, F., 2007 - Consultanță, Ed. AcademicPres, Cluj-Napoca;

AGRICULTURAL AUDIT

CODE: D31CMCM 312

CREDITS: 6

COURSE COORDINATOR: PhD Professor, Marin ȘTEFAN

YEAR/SEMESTER: IIst year/ IIIst semester

HOURS PER WEEK: 2 hours of course, 1 hour of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: OB

COURSE OBJECTIVES: Diagnostic audit of the economic and financial activity of commercial companies is an important means of internal management of each firm or enterprise, regardless of the form of ownership, profile or size, which allows the substantiation of the decisions regarding the development strategy and the efficient use of the material, human and financial resources, in order to increase the market value, the profitability and the competitiveness of the enterprises.

TOPICS: It is addressed to the students of the Master, second year and aims to present the general and specific methods used in the diagnostic audit of the economic and financial activity of the commercial companies in general and with the agricultural profile in particular and their way of application in studying the obtained economic and financial performances by each economic agent

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Answers to exam 70%, Control work 10%, Oral checks 10%, Control work 10%.

ASSESSMENT TYPE: Exam

REFERENCES:

1. Dobroteanu Laurențiu , Dobroteanu Camelia Liliana – Audit , concepte si practici , Ed. Economica , București 2002 .
2. Ghița Marcel , Sprînceană Mihai , - Auditul intern in sistemul public , Ed.Economica , Bucuresti , 2006 .
3. Gray, S. Manson – The audit pricess: principles, practice and cases, Ed. Business Press, Ed.2, S.U.A.,2000.

PROJECT FINANCING SOURCES AND MANAGEMENT

CODE: D31CMAM314

CREDITS: 9

COURSE COORDINATOR: PhD Assoc. Professor Marius VLADU

YEAR/SEMESTER: Ist year/ IIIst semester

HOURS PER WEEK: 2 hours of course, 2 hours of practical works

NUMBER OF WEEKS: 14

COURSE TYPE: DI

COURSE OBJECTIVES: • Knowing how to fund agricultural activities as a starting point in going through technologies without which the current activity cannot be carried out, regardless of the form of

ownership, profile or size of the enterprise..

TOPICS: Awareness of the benefits of financing and project management; • Ability to identify sufficient and sustainable funding sources; • Ability to design, track, and evaluate projects.

TEACHING LANGUAGE: Romanian

KNOWLEDGE ASSESSMENT: Answers to exam 40%, Assessment along the way 40%,
Final examination 20%

ASSESSMENT TYPE: Exam, Project

REFERENCES:

1. McCOLLUM James, BĂNACU Cristian Silviu - Management de proiect, Editura Universitară, București, 2005.
2. DINU Toma, STOIAN Elena - Gestiunea proiectului, Editura Ceres, București, 2003.
3. PMI Institute, A guide to the Project Management body of knowledge, Newtown Square, Pennsylvania, USA, Edition 2000.
4. VLADU Marius, Surse de finantare si managementul proiectelor, Editura beladi Craiova 2017