Modul-Übersicht/ Directory of modules

Compulsory modules of the first semester

Methods of Empirical Research
Microeconomics
Global Food Markets and Systems

Compulsory modules of the second semester

Excursion in Agricultural and Food Economics
Decision Theory and Risk Management

Elective modules "Agribusiness (ABS)"

Financial Accounting
Applied Planning Methods in Agribusiness
Organizational Management
Process Based Management
Agricultural Production Economics
Cost Accounting
Investment and Financing
Strategy and Innovation Management in Agribusiness
Project Analysis
Seminar Production Economics and Farm Management
Seminar Quality and Innovation Management in Agribusiness
Special Project in Technology and Innovation Management
Special Project in Production Economics
Evidence based agricultural policy impact analysis - causal effects and policy design
Marketing in Theory and Practice
Bio-economic modelling at farm-scale

Elective modules "Resource and Environmental Economics (ENV)"

Economics on Sustainability
Advanced Environmental Economics
Agricultural and Agri-Environmental Law
Seminar on Environmental Economics and Policy
Special Project in Environmental Economics
Impact evaluation of conservation & development projects and environmental policies
Bio-economic modelling at farm-scale
Environmental Economics and Policies
Ethics in Food Consumption and Production
Agricultural Production Economics
Partial and General Equilibrium Modelling
Advanced Applied Econometrics
Evidence based agricultural policy impact analysis - causal effects and policy design

Elective modules "Market and Consumer Research (MAC)"

Food Industrial Economics
Behavioral Economics ........................................................................................................................................ 45
Advanced Methods of Market Research ................................................................................................................. 46
Consumer oriented Communication in the Food Sector ............................................................................................. 47
Ethics in Food Consumption and Production ........................................................................................................ 48
Marketing in Theory and Practice .......................................................................................................................... 49
Seminar Marketing and Market Analysis ................................................................................................................. 50
Special Project in Market and Consumer Research .................................................................................................. 51
Advanced Applied Econometrics ............................................................................................................................ 52
Elective modules "Agricultural and Development Policy (APO)" ............................................................................. 53
European and International Agricultural Policy ...................................................................................................... 54
Rural Development ................................................................................................................................................. 55
Applied Modelling of Agricultural Systems .............................................................................................................. 56
Special Project in Agricultural and Development Policy .......................................................................................... 57
Seminar Policy Analysis ........................................................................................................................................... 58
Partial and General Equilibrium Modelling .............................................................................................................. 59
Applied Trade Theory and Policy ............................................................................................................................. 60
Advanced Applied Econometrics ............................................................................................................................ 61
Development Economics .......................................................................................................................................... 62
Evidence based agricultural policy impact analysis - causal effects and policy design ............................................. 63
Elective modules "Agroeconomic Modelling" ............................................................................................................. 64
Partial and General Equilibrium Modelling .............................................................................................................. 65
Applied Modelling of Agricultural Systems .............................................................................................................. 66
Advanced Applied Econometrics ............................................................................................................................ 67
Bio-economic modelling at farm-scale ..................................................................................................................... 68
Elective modules "Development Economics" ............................................................................................................. 69
Development Economics .......................................................................................................................................... 70
Project Analysis ....................................................................................................................................................... 71
Impact evaluation of conservation & development projects and environmental policies ......................................... 72
Research Seminars .................................................................................................................................................... 73
Research Seminar in Agribusiness ............................................................................................................................ 74
Research Seminar in Resource and Environmental Economics ............................................................................. 75
Research Seminar in Market and Consumer Research ............................................................................................ 76
Research Seminar in Agricultural and Development Policy ..................................................................................... 77
Free elective modules ............................................................................................................................................... 78
Internship in Agricultural and Food Economics ....................................................................................................... 79
Cold-Chain Management ......................................................................................................................................... 80
Masterthesis .............................................................................................................................................................. 82
Masterthesis............................................................................................................................................................... 83

Abkürzungen/Abbreviations:
V/L=Vorlesung/Lecture; Ü/T=Übung/Tutorial; S=Seminar; P=Praktikum/Practical course; E=Exkursion/Excursion; prÜ=praktische Übung/ Practical course; PS=Projektseminar/Project seminar; T=Tutorium/Tutorial; K/C=Kolloquium/Colloquium; AG/SG=Arbeitsgemeinschaft/Study group; BA/BT=Bachelorarbeit/Bachelorthesis; MA/MT=Masterarbeit/Masterthesis

SS=Sommersemester/Summer semester; WS=Wintersemester/Winter semester

P/C=Pflichtmodul/Compulsory; WP/E=Wahlpflichtmodul/Elective; fWP/O=freies Wahlpflichtmodul/Optional;

PM=Projektmodul/Project module
Compulsory modules of the first semester

18 CP must be completed.
# Methods of Empirical Research

<table>
<thead>
<tr>
<th>Code: BAS-110</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749101010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Monika Hartmann

**Lecturers**
Prof. Dr. Monika Hartmann; Kathrin Meyer; Ching-Hua Yeh

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program: M.Sc. Agricultural and Food Economics
- Mode: C
- Study semester: 1

### Learning objectives
- Introduction to ontological and epistemological backgrounds of research and basic understanding of the theoretical approaches. Introduction to the use of methods of qualitative empirical social research. Introduction to and overview on econometric methods of quantitative market(ing) research.
- Earn a broad understanding of the involved methodology, in order to
  a) use quantitative studies for one’s own decision making;
  b) be able to conduct independently (basic) quantitative analyses

### Key competences
- Ability to develop a research design; Usage of qualitative research methods; Data Analysis; Ability to discuss and to present own ideas

### Learning content
- Epistemology and Philosophy of Science; Assumptions of Qualitative Research; Theoretical basics of Grounded Theory; Methods of Qualitative Research (Observation, Interview, Focus Groups); Analysis and Presentation of Qualitative Data.
- Quantitative research: Linear regression analysis, Assumptions of OLS/ Gauss Markov-Theorem, Presentation of analytic results, Use of non-metric (dummy) variables

### Language
- English

### Recommended knowledge
- none

### Prerequisites
- none

### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Qualitative Methods of Social Research</td>
<td>50</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>L</td>
<td>Quantitative Research Methods</td>
<td>50</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749101016</td>
<td>Written exam [50%]</td>
<td>60 min during the semester</td>
<td>graded</td>
</tr>
<tr>
<td></td>
<td>749101015</td>
<td>Assignments [50%]</td>
<td></td>
<td>not graded</td>
</tr>
</tbody>
</table>

### Other

---

6 von 83 06.03.2020
# Microeconomics

<table>
<thead>
<tr>
<th>Code: BAS-130</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749101020</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Thomas Heckelei

**Lecturers**  
Prof. Dr. Thomas Heckelei

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program

<table>
<thead>
<tr>
<th>M.Sc. Agricultural and Food Economics</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics (ARTS)</td>
</tr>
</tbody>
</table>

**Mode**  
C

**Study semester**  
1.

**Learning objectives**  
At the end of the course students will have acquired theoretical and applied competence in the neoclassical theory of supply, demand and markets at a formal mathematical level. Specifically, the students are able to formulate and solve unconstrained and constrained optimization problems and made first steps towards quantitative economic analysis.

**Key competences**  
Analytical thinking, use of spreadsheet tools for modelling

**Learning content**  
Choice and demand: utility maximization, expenditure minimization, Slutsky equation, market demand  
Supply and factor demand: Production functions, cost minimization, profit maximization  
Coordination of supply and demand through competitive markets  
Strategic behavior (game theory), monopoly, imperfect competition  
Labour markets, enterprise-household models  
Capital investment  
Land market, land heterogeneity

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Microeconomics</td>
<td>50</td>
<td>3,0</td>
<td>120</td>
<td></td>
</tr>
<tr>
<td>T</td>
<td>Microeconomics</td>
<td>50</td>
<td>1,0</td>
<td>60</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749101029</td>
<td>Written exam [50%]</td>
<td>120 min during the semester</td>
</tr>
<tr>
<td></td>
<td>749101028</td>
<td>Assignments [50%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
<table>
<thead>
<tr>
<th>Global Food Markets and Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Code:</strong> BAS-140</td>
</tr>
<tr>
<td><strong>POS:</strong> 749101030</td>
</tr>
<tr>
<td><strong>Workload (h):</strong> 180</td>
</tr>
<tr>
<td><strong>Credits (LP):</strong> 6,0</td>
</tr>
<tr>
<td><strong>Duration (Semester):</strong> 1</td>
</tr>
<tr>
<td><strong>Term:</strong> WS</td>
</tr>
<tr>
<td><strong>Coordinator:</strong> Dr. Johannes Simons</td>
</tr>
<tr>
<td><strong>Lecturers:</strong> Dr. Johannes Simons; Lena Große Streine; Janine Macht</td>
</tr>
<tr>
<td><strong>Teaching unit(s):</strong> Agrar-, Forst- and Ernährungswissenschaften</td>
</tr>
<tr>
<td><strong>Usability</strong></td>
</tr>
<tr>
<td><strong>Course program</strong></td>
</tr>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
</tr>
<tr>
<td>M.Ed. Agricultural Science (Teacher’s Training)</td>
</tr>
<tr>
<td>M.Ed. Nutrition Science and Home Economics (Teacher’s Training)</td>
</tr>
<tr>
<td><strong>Mode</strong></td>
</tr>
<tr>
<td>C E Focus Economics E</td>
</tr>
<tr>
<td><strong>Study semester</strong></td>
</tr>
<tr>
<td>1. 1. 1.</td>
</tr>
<tr>
<td><strong>Learning objectives</strong></td>
</tr>
<tr>
<td>Students obtain a deeper insight into the agricultural and food markets and international marketing. They learn to apply theoretical knowledge to the respective markets.</td>
</tr>
<tr>
<td><strong>Key competences</strong></td>
</tr>
<tr>
<td>Understanding of the functioning of agricultural and food markets, ability to explain and evaluate developments on the markets, presentation skills</td>
</tr>
<tr>
<td><strong>Learning content</strong></td>
</tr>
<tr>
<td>Price development and price context on food markets, international food marketing, grain markets, meat markets, markets for renewable resources, preparing and presenting results of research on current issues of international markets.</td>
</tr>
<tr>
<td><strong>Language</strong></td>
</tr>
<tr>
<td>English</td>
</tr>
<tr>
<td><strong>Recommended knowledge</strong></td>
</tr>
<tr>
<td>none</td>
</tr>
<tr>
<td><strong>Prerequisites</strong></td>
</tr>
<tr>
<td>none</td>
</tr>
<tr>
<td><strong>Maximum number of students</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td><strong>Course(s)</strong></td>
</tr>
<tr>
<td><strong>Teaching method</strong></td>
</tr>
<tr>
<td>L T</td>
</tr>
<tr>
<td><strong>Topic</strong></td>
</tr>
<tr>
<td>Global Food Markets and Systems</td>
</tr>
<tr>
<td>Global Food Markets and Systems</td>
</tr>
<tr>
<td><strong>Class size</strong></td>
</tr>
<tr>
<td>50 50</td>
</tr>
<tr>
<td><strong>Contact time per week</strong></td>
</tr>
<tr>
<td>2,0 2,0</td>
</tr>
<tr>
<td><strong>Workload [h]</strong></td>
</tr>
<tr>
<td>90 90</td>
</tr>
<tr>
<td><strong>Examination(s)</strong></td>
</tr>
<tr>
<td><strong>Code</strong></td>
</tr>
<tr>
<td>749101037</td>
</tr>
<tr>
<td><strong>Type of examination</strong></td>
</tr>
<tr>
<td>Written exam</td>
</tr>
<tr>
<td><strong>Duration of examination</strong></td>
</tr>
<tr>
<td>60 min</td>
</tr>
<tr>
<td><strong>Contact time per week</strong></td>
</tr>
<tr>
<td>graded</td>
</tr>
<tr>
<td><strong>Academic Achievements</strong></td>
</tr>
<tr>
<td>not graded</td>
</tr>
<tr>
<td><strong>Other</strong></td>
</tr>
</tbody>
</table>


Compulsory modules of the second semester

12 CP must be completed.
## Excursion in Agricultural and Food Economics

<table>
<thead>
<tr>
<th>Code: BAS-120</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749201010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS+SS</td>
</tr>
</tbody>
</table>

### Coordinator
Dr. Manuela Meraner

### Lecturers
Dr. Manuela Meraner; Prof. Dr. Karin Holm-Müller; Prof. Dr. Thomas Heckelei; Prof. Dr. Monika Hartmann; Prof. Dr. Silke Hüttel; Prof. Dr. Stefanie Bröring; Dr. Hermann Trenkel; Dr. Johannes Simons

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>C</td>
<td>1.+2.</td>
</tr>
</tbody>
</table>

### Learning objectives
Transfer from theoretical knowledge into practice; linking information of different perspectives and teaching modules to explain real situations in agriculture, in the food chain and in rural areas.

### Key competences
Ability to structure resp. to chair a discussion and to prepare minutes about it; Preparation and presentations; Ability to learn to work in a team and capacity for team activities and arrangements.

### Learning content
Visits to farms, to enterprises along the food chain, to institutions in the rural areas; Preparation of presentations about and background information to contemporary problems and settings. Discussion of topics related to the research programs of the various departments of the ILR. Structuring and hosting discussions. Preparation of minutes and reports about the single items on the program.

### Language
English

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>E</td>
<td>Excursions, lasting 1 to 5 days to domestic and international destinations</td>
<td>47</td>
<td>1,5</td>
<td>180</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749201016</td>
<td>none</td>
<td></td>
</tr>
</tbody>
</table>

### Academic Achievements
In toto participation in and proof of 8 days of excursion

### Not graded
### Decision Theory and Risk Management

**Code:** BAS-150  
**POS:** 749201020

<table>
<thead>
<tr>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Silke Hüttel

**Lecturers**  
Prof. Dr. Silke Hüttel; Dr. Reinhard Uehleke

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
- Course program: M.Sc. Agricultural and Food Economics

**Workload (h)**  
- Credits (LP): 6,0
- Duration (Semester): 1
- Term: SS

**Learning objectives**  
Students are able to analyse decisions under uncertainty and have developed a profound understanding of the most important risk management instruments. They are able to apply this knowledge using mathematical models to address firm level risk management problems.

**Key competences**  
- Analytical thinking in the context of decision analysis and rational choice under uncertainty;
- Knowledge of quantitative techniques and their application to address risk management problems.

**Learning content**  
- Scope and concepts of decision theory; probabilities; utility concepts; stochastic dominance; decision models; concepts of risk management; risk management instruments; risk modelling tools; modelling exercises and case studies.

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td></td>
<td>Decision Theory and Risk Management</td>
<td>60</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td></td>
<td>Decision Theory and Risk Management</td>
<td>60</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Graded</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749201028</td>
<td>Written exam [75%]</td>
<td>120 min during the semester</td>
<td>graded</td>
</tr>
<tr>
<td></td>
<td>749201027</td>
<td>Assignments [25%]</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
Elective modules "Agribusiness (ABS)"

Requirements for the Major Specification:
- Modules accounting for a minimum of 30 CP in the Major Specification
- The Research Seminar is in the Major Specification
- The Master Thesis is in the Major Specification

Requirements for the Minor Specification:
- Modules accounting to a minimum of 18 CP in the Minor Specification

Every module can only be accounted once i.e. either for the Major or Minor Specification.
## Financial Accounting

<table>
<thead>
<tr>
<th>Code: ABS-100</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112030</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

### Coordinator
Dr. Hermann Trenkel

### Lecturers
Dr. Hermann Trenkel

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>1.</td>
</tr>
</tbody>
</table>

### Learning objectives
Students learn about the annual financial statements as required by German commercial law (HGB) and as proposed by the Agricultural Ministry for farms. They will understand the balance sheet and the financial statement of a firm, as well as financial ratios.

### Key competences
Financial Statement Analysis, Financial Ratios

### Learning content
Completing the accounting cycle, annual statement, the balance sheet (HGB), the balance sheet (BMELV), sources of information about companies, objectives of financial account analysis, financial ratios

### Language
German

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L T</td>
<td>Buchführung und Bilanzanalyse Assignments, own studies, discussion in class</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Academic Achievements</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749112039</td>
<td>Written exam</td>
<td>60 min</td>
<td>not graded</td>
<td></td>
</tr>
</tbody>
</table>
### Applied Planning Methods in Agribusiness

<table>
<thead>
<tr>
<th>Code: ABS-120</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
- Prof. Dr. Stefanie Bröring

**Lecturers**
- Prof. Dr. Stefanie Bröring; Dr. Chad Baum; Carolin Kamrath

**Teaching unit(s)**
- Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program
- Mode: E
- Study semester: 3.

**Learning objectives**
- Students will be able to identify and analyze business planning-related problems by using suitable qualitative and quantitative techniques. They will also be able to apply the relevant techniques to selected business problems and identify problem solutions through these approaches.

**Key competences**
- Knowledge of advanced qualitative and quantitative techniques, related software programmes, potential data sources and their application to specific problem solving in the agri-food sector

**Learning content**
- Planning processes and planning problems; understanding future scenarios (strategic foresight); group concept mapping (GCM) and survey design to explore public understanding; case studies; design of discrete choice experiments to explore consumer demand; use of mediation and moderation analysis to explore causal relationships; social network analyses (Ucinet) applied to different units of analysis: products, processes, company-level and/or entire supply chains in the larger setting of the agribusiness. Students will become acquainted with relevant software programs and databases to conduct own studies and present them to fellow students.

**Language**
- English

**Recommended knowledge**
- none

**Prerequisites**
- none

**Maximum number of students**

**Course(s)**

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Applied Planning Methods in Agribusiness</td>
<td>25 25</td>
<td>2,0 2,0</td>
<td>90 90</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>749112018</td>
<td>Written exam [50%]</td>
<td>60 min during the semester</td>
<td>graded</td>
<td></td>
</tr>
<tr>
<td>749112017</td>
<td>Assignments [50%]</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Academic Achievements**
- not graded

**Other**
### Organizational Management

<table>
<thead>
<tr>
<th>Code: ABS-140</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112040</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Coordinator</th>
<th>Prof. Dr. Stefanie Bröring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lecturers</td>
<td>Prof. Dr. Stefanie Bröring; Lucia Brandt</td>
</tr>
<tr>
<td>Teaching unit(s)</td>
<td>Agrar-, Forst- und Ernährungswissenschaften</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Usability</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Course program</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Learning objectives | Participants are able to apply theory concepts of management and organization to the particularities of the agribusiness-related enterprises and chains. Moreover, participants will have to compare, present and discuss different articles stemming from the domains of e.g. Strategic Management (Resource-based view), Organisational Management (e.g. Value Chain analyses) and related areas. These theory concepts will also be applied to case studies drawn from leading international business schools (e.g. Harvard Business School). |

| Key competences | Working with original management literature drawn from top level ISI-Journals. Understand theoretical frames of management research and use them to explain challenges in modern agribusiness. Applying theoretical frames to real life business problems and discuss their suitability to explain empirical phenomena. |

| Learning content | Broad overview on management and organization of enterprises, value chains and food networks. Academic cases studies for teaching purposes. |

<table>
<thead>
<tr>
<th>Language</th>
<th>English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recommended knowledge</td>
<td>none</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>none</td>
</tr>
</tbody>
</table>

| Maximum number of students |  |

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Organizational Management</td>
<td>25</td>
<td>4,0</td>
<td>180</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749112048</td>
<td>Written exam [50%]</td>
<td>120 min during the semester</td>
</tr>
<tr>
<td></td>
<td>749112047</td>
<td>Presentation [50%]</td>
<td></td>
</tr>
</tbody>
</table>

| Academic Achievements | not graded |

| Other |      |
### Process Based Management

<table>
<thead>
<tr>
<th>Code: ABS-150</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112050</td>
<td>180</td>
<td>6.0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
PD Dr. Ralf Helbig

**Lecturers**
PD Dr. Ralf Helbig

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program
M.Sc. Agricultural and Food Economics

**Learning objectives**
Participants learn main principles of business architectures reflecting main business models in the food & agricultural sector with main process and data models.

**Key competences**
Students are enabled to build process oriented architectures including the design, optimization, evaluation and implementation of process models and the management of their performance.

**Learning content**
Overview on enterprise architecture management, process management concepts, process modelling techniques, process performance indicators, process simulation and optimization, main phases of continuous and disruptive process management.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Process Based Management</td>
<td>25</td>
<td>4.0</td>
<td></td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Workload</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112059</td>
<td>Written exam</td>
<td>90 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**

# Agricultural Production Economics

<table>
<thead>
<tr>
<th>Code: ABS-210</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112060</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Silke Hüttel

**Lecturers**  
Prof. Dr. Silke Hüttel; Dr. Reinhard Uehleke

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

### Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E Focus</td>
<td>1.</td>
</tr>
</tbody>
</table>

**Learning objectives**  
Students acquire knowledge on relevant theories and methods of production economics and are able to apply these methods to problems in agriculture; they can identify core problems in this field and are able to apply various methods for productivity analysis and farm management.

**Key competences**  
Analytical thinking in the context of agricultural enterprise analysis, identification of farm management and production-related problems and finding solutions for them.

**Learning content**  
Fundamentals of production economics and management; factors influencing the operational result of farms; efficiency and productivity analysis; management problems related to crop and livestock production; farm management tools; farm growth and development.

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**  
none

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Production economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Production economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Graded</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112069</td>
<td>Written exam</td>
<td>120 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded
### Cost Accounting

<table>
<thead>
<tr>
<th>Code: ABS-110</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749212010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Dr. Hermann Trenkel

**Lecturers**  
Dr. Hermann Trenkel

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
<tr>
<td>M.Ed. Agricultural Science (Teacher's Training)</td>
<td>E Focus</td>
<td>2.</td>
</tr>
</tbody>
</table>

**Learning objectives**  
Knowledge of the German language terminology of cost accounting; ability to calculate unit costs for agricultural products, analyse the cost structure in production and to identify relevant costs

**Key competences**  
Cost terminology, cost calculation, cost analysis

**Learning content**  
Distinction between financial and cost accounting, German language terminology, structure of cost accounting as typical in the German agribusiness, cost behavior analysis, variable costs and fixed costs, marginal costs and total costs, cost-type accounting, cost-center accounting, cost-unit accounting, comparing actual costs and standard costs, planning and control of costs

**Language**  
German

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Cost accounting</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>Assignments, own studies</td>
<td>15</td>
<td>2,0</td>
<td></td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Contact</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>749212019</td>
<td>Written exam</td>
<td>120 min</td>
<td>graded</td>
<td></td>
</tr>
</tbody>
</table>

**Academic Achievements**

<table>
<thead>
<tr>
<th>Academic Achievements</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>not graded</td>
</tr>
</tbody>
</table>

**Other**

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Investment and Financing</strong></td>
</tr>
<tr>
<td>-----------------------------</td>
</tr>
<tr>
<td><strong>Code:</strong> ABS-130</td>
</tr>
<tr>
<td><strong>POS:</strong> 749212020</td>
</tr>
<tr>
<td><strong>Workload (h):</strong> 180</td>
</tr>
<tr>
<td><strong>Credits (LP):</strong> 6,0</td>
</tr>
<tr>
<td><strong>Duration (Semester):</strong> 1</td>
</tr>
<tr>
<td><strong>Term:</strong> WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Silke Hüttel

**Lecturers**  
Prof. Dr. Silke Hüttel; Dr. Gerd Wesselmann

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program:
- M.Sc. Agricultural and Food Economics
- M.Ed. Agricultural Science (Teacher’s Training)
- M.Ed. Nutrition Science and Home Economics (Teacher's Training)

**Mode**  
E

**Study semester**  
3.

**Learning objectives**  
Students will acquire the knowledge and skills necessary for investment planning and investment appraisal

**Key competences**  
Analytical thinking in the context of economics and medium to long term management

**Learning content**  
Planning of single investments; simultaneous planning of investment and finance programs; financial management of the firm; investment and financing decisions under uncertainty

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

<table>
<thead>
<tr>
<th><strong>Course(s)</strong></th>
<th><strong>Teaching method</strong></th>
<th><strong>Topic</strong></th>
<th><strong>Class size</strong></th>
<th><strong>Contact time per week</strong></th>
<th><strong>Workload [h]</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Investment and Financing</td>
<td>30</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>Investment and Financing</td>
<td>30</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Examination(s)</strong></th>
<th><strong>Code</strong></th>
<th><strong>Type of examination</strong></th>
<th><strong>Duration of examination</strong></th>
<th><strong>Academic Achievements</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749212029</td>
<td>Written exam</td>
<td>120 min</td>
<td>not graded</td>
</tr>
</tbody>
</table>

**Other**
<table>
<thead>
<tr>
<th>Strategy and Innovation Management in Agribusiness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Code: ABS-230 POS: 749212100</td>
</tr>
<tr>
<td>Workload (h) 180</td>
</tr>
<tr>
<td>Credits (LP) 6,0</td>
</tr>
<tr>
<td>Duration (Semester) 1</td>
</tr>
<tr>
<td>Term SS</td>
</tr>
</tbody>
</table>

Coordinator Prof. Dr. Stefanie Bröring
Lecturers Dr. Michael Wustmans
Teaching unit(s)

Usability Course program Mode Study semester
M.Sc. Agricultural and Food Economics E 2.

Learning objectives Participants are able to utilize strategical as well as innovation management tools for the systematic design of competitive strategies as well as innovation concepts for enterprises and institutions in Agribusiness. Moreover, the participants are able to prepare the basis for a successful implementation of an innovation-oriented management system.

Key competences Understanding and applying theories; using analytical skills to solve problems

Learning content Overview of strategic and innovation management tools that could support management in creating an innovation-oriented and innovation-supporting organizational environment as well as developing innovation strategies and implementing new product development processes. Discussion of an appropriate utilization of the tools in the development and implementation of strategic innovation concepts in particular business environments.

Language English
Recommended knowledge none
Prerequisites none
Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td></td>
<td>Strategy and Innovation Management in Agribusiness</td>
<td>25</td>
<td>4,0</td>
<td>180</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>749212109</td>
<td>Oral exam</td>
<td>30 min</td>
<td></td>
<td>graded</td>
</tr>
</tbody>
</table>

Academic Achievements not graded

Other
## Project Analysis

<table>
<thead>
<tr>
<th>Code: ABS-240</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749212040</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

### Coordinator
Dr. Udo Bremer

### Lecturers
Dr. Udo Bremer

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

### Learning objectives
To become acquainted with and exercise various methods of project planning, to look on projects from an entity’s and a society’s viewpoint, to exercise the “soft skills” required for project management, to develop a project from its inception to the final report.

### Key competences
Ability to plan and to manage projects

### Learning content
- Project planning and implementation, SWOT and Log-frame approach; budget planning and management,
- Quantitative techniques for planning under consideration of with- and without-project situations
- Planning of projects with tangible products
  - with regard to an entity’s standpoint (Financial analysis)
  - with regard to the society’s standpoint (Economic analysis)
- Planning of a fictional project in the context of development co-operation (group work)

### Language
English

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students

### Course(s)
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Project Analysis</td>
<td>20</td>
<td>2,5</td>
<td>150</td>
</tr>
<tr>
<td>T</td>
<td>Lectures with integrated exercises</td>
<td>20</td>
<td>1,5</td>
<td>30</td>
</tr>
</tbody>
</table>

### Examination(s)
<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Academic Achievements</th>
</tr>
</thead>
<tbody>
<tr>
<td>749212049</td>
<td>Written exam</td>
<td>90 min</td>
<td>not graded</td>
</tr>
</tbody>
</table>

### Other
## Seminar Production Economics and Farm Management

<table>
<thead>
<tr>
<th>Code: ABS-300</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749212080</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

### Coordinator
Prof. Dr. Silke Hüttel

### Lecturers
Prof. Dr. Silke Hüttel

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

### Learning objectives
Students are able to apply the relevant theories and methods in the field of production economics, productivity and efficiency analysis to agricultural production and food processing problems. They practice research techniques such as structuring a planning problem, data acquisition and the application of quantitative methods. Furthermore, they will gain hands-on experience in presentation of scientific results and the moderation of a discussion.

### Key competences
Knowledge on efficiency and productivity analysis, presentation and writing skills

### Learning content
Case studies related to agri-business and productivity analysis and planning problems.

### Language
English

### Recommended knowledge
Quantitative methods, econometrics

### Prerequisites
none

### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>S</td>
<td></td>
<td>Production Economics and Farm Management</td>
<td>20</td>
<td>4,0</td>
<td>180</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749212089 749212088</td>
<td>Term paper [67%] Presentation [33%]</td>
<td>during the semester during the semester</td>
</tr>
</tbody>
</table>

### Academic Achievements
not graded

### Other
# Seminar Quality and Innovation Management in Agribusiness

**Code:** ABS-310  
**POS:** 749212090  
**Credits (LP):** 6,0  
**Duration (Semester):** 1  
**Term:** SS  

**Workload (h):** 180

**Coordinator:** Prof. Dr. Stefanie Bröring  
**Lecturers:** Prof. Dr. Stefanie Bröring; Lucia Brandt; Dr. Natalie Laibach  

**Teaching unit(s):**  
- Usability  
- Course program  
- M.Sc. Agricultural and Food Economics  

**Usability: Course program**  
- Mode: E  
- Study semester: 2  

**Learning objectives:** Participants learn how to lead and moderate discussions and prepare presentations related to the specific topics of the research to be able to conceptualize a management system for problem support in enterprises, institutions and other organizations in the future. They learn how to select an appropriate theoretical framework on the specific research topic and how to deliver a consistent report on it.

**Key competences:** Presentation, communication, analytical and writing skills

**Learning content:** The seminar strives to analyze different food chains from different perspectives like e.g.,: Innovation and quality management in agribusiness sector, convergence of value chains and networks or acceptance of technology-induced innovations across the food chain. According to that, the seminar is divided into three mini-symposium sessions where students present their individual findings with respect to the selected area of research.

**Language:** English

**Recommended knowledge:** none

**Prerequisites:** none

**Maximum number of students:**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>S</td>
<td>Seminar Quality and Innovation Management in Agribusiness</td>
<td>20</td>
<td>4,0</td>
<td>180</td>
<td></td>
</tr>
</tbody>
</table>

**Examination(s):**

- **Code:** 749212099  
- **Type of examination:** Term paper [67%]  
- **Duration of examination:** during the semester  
- **Grade:** graded

- **Code:** 749212098  
- **Type of examination:** Presentation [33%]  
- **Duration of examination:** during the semester  
- **Grade:** not graded

**Academic Achievements:**

**Other:**

23 von 83  
06.03.2020
## Special Project in Technology and Innovation Management

<table>
<thead>
<tr>
<th>Code: ABS-320</th>
<th>POS: 749112070</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS/SS</td>
</tr>
</tbody>
</table>

### Coordinator
Prof. Dr. Stefanie Bröring

### Lecturers
Prof. Dr. Stefanie Bröring; Carolin Kamrath

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
- Course program
- M.Sc. Agricultural and Food Economics

### Workload (h) 180 Credits (LP) 6,0 Duration (Semester) 1 Term WS/SS

### Term
WS/SS

### Coordinator
Prof. Dr. Stefanie Bröring

### Lecturers
Prof. Dr. Stefanie Bröring; Carolin Kamrath

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Key competences
Scientific research and writing

### Learning objectives
This module allows for special research projects mutually agreed upon between student and coordinator. A clearly defined project "deliverable" will be submitted.

### Learning content
Topic from the field of "Technology and Innovation Management in Agribusiness". Specific topic and form of deliverable (paper, report, poster, documentation,...) to be agreed upon between student and coordinator.

### Language
English

### Recommended knowledge
none

### Prerequisites
Module ABS-140 or ABS-230 with 1.3 or better have to be completed at the start of this module.

### Maximum number of students

### Course(s)
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>PS* Special project</td>
<td>3</td>
<td>4,0</td>
<td>180</td>
<td></td>
</tr>
</tbody>
</table>

### Examination(s)
<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112079 Term paper</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

### Academic Achievements
- not graded

### Other
### Special Project in Production Economics

<table>
<thead>
<tr>
<th>Code: ABS-340</th>
<th>POS: 749112080</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS/SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Silke Hüttel

**Lecturers**
Prof. Dr. Silke Hüttel

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program
  - M.Sc. Agricultural and Food Economics
  - Mode: E
  - Study semester: 2./3.

**Learning objectives**
This module is for special research projects mutually agreed upon between student and coordinator. A clearly defined project "deliverable" will be submitted.

**Key competences**
Scientific research and writing

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
Module ABS-210 with 1.3 or better, and APO-230 with 1.7 or better have to completed at the start of this module.

**Maximum number of students**
Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>PS*</td>
<td>Special project</td>
<td>5</td>
<td>4,0</td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112089</td>
<td>Term paper</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112089</td>
<td>Term paper</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Academic Achievements**

- not graded
| Evidence based agricultural policy impact analysis - causal effects and policy design |
|---|---|---|---|---|---|
| Code: ABS-350 POS: 749112090 | Workload (h) | Credits (LP) | Duration (Semester) | Term |
| 180 | 6,0 | 1 | WS |
| Coordinator | Dr. Reinhard Uehleke |
| Lecturer(s) | Dr. Reinhard Uehleke; Dr. Stefan Seifert |
| Teaching unit(s) | Agrar-, Forst- und Ernährungswissenschaften |
| Usability | Course program |
| Workload (h) | 180 |
| Credits (LP) | 6,0 |
| Duration (Semester) | 1 |
| Term | WS |
| Coordinator | Dr. Reinhard Uehleke |
| Lecturer(s) | Dr. Reinhard Uehleke; Dr. Stefan Seifert |
| Teaching unit(s) | Agrar-, Forst- und Ernährungswissenschaften |
| Usability | Course program |
| Workload (h) | 180 |
| Credits (LP) | 6,0 |
| Duration (Semester) | 1 |
| Term | WS |

**Learning objectives**
- Students are familiar with voluntary (second pillar) agricultural policy measures,
- acquire understanding of quasi-experimental and experimental evaluation methods,
- are able to apply methods for causal inference in the context of agricultural policy analysis,
- can retrieve the relevant causal estimators using the software R,
- get an in-depth knowledge on experimental approaches to improve agricultural policy design.

**Key competences**
- Understanding of cause and effect paths of agricultural policy instruments; analytical thinking about causal impact in the context of environmental program evaluation; knowledge of quantitative techniques and software programming skills; ability to research, understand and reflect the current literature in this field.

**Learning content**
- Agri-environmental measures; potential outcome framework; methods for causal inference; experimental approaches to evaluate impacts of agricultural policy and design optimization.

**Language**
- English

**Recommended knowledge**
- B-AE-O-02 - Quantitative Research Methods

**Prerequisites**
- none

**Maximum number of students**

**Course(s)**

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Evidence based agricultural policy impact analysis: causal effects and policy design</td>
<td>30</td>
<td>1,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Evidence based agricultural policy impact analysis: causal effects and policy design</td>
<td>30</td>
<td>1,0</td>
<td>90</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>749112099</td>
<td>Written exam</td>
<td>90 min</td>
<td>graded</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: Assignments</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Academic Achievements**
- not graded

**Other**
# Marketing in Theory and Practice

<table>
<thead>
<tr>
<th>Code: MAC-100</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749132040</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
Dr. Johannes Simons

**Lecturers**
Dr. Johannes Simons; Jeanette Klink-Lehmann; Nina Weingarten

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program
M.Sc. Agricultural and Food Economics

**Learning objectives**
Students obtain deeper insights into marketing with a special focus on the framework of food markets. They learn to apply theoretical knowledge to an oligopolistic market using a computer assisted simulation game.

**Key competences**
Ability to apply different theoretical approaches to analyse and evaluate marketing on food markets appropriately,

**Learning content**
Framework for marketing on food markets, perception of products, processing of information, risk perception, purchase decisions, opportunities and limits to shape the market, taking part in a computer assisted marketing game that simulates the outcome of decisions on an oligopolistic market

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L T</td>
<td>Marketing in Theory and Practice Computer assisted simulation game</td>
<td>2,0</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749132049</td>
<td>Written exam [60%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td></td>
<td>749132048</td>
<td>Presentation [40%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
# Bio-economic modelling at farm-scale

<table>
<thead>
<tr>
<th>Code: ENV-240</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749222050</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
PD Dr. Wolfgang Britz

**Lecturers**
PD Dr. Wolfgang Britz

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program
M.Sc. Agricultural and Food Economics

**Learning objectives**
With the completion of this course, the students have acquired advanced competence in the concepts, formulation and interpretation of farm-scale bio-economic programming approaches. Furthermore, they have been introduced to the General Algebraic Modelling System (GAMS) and are capable of independently modifying farm-scale economic simulation models in this modelling language.

**Key competences**
Conceptualization of bio-economic farm-scale problems, computer programming, systems thinking, analysis of programming models

**Learning content**
Basics of linear and mixed-integer linear programming, programming solutions to farm scale problems related to (1) branch management (crop and feed mix optimization, herd dynamics, resource use), (2) environmental indicators and related policy instruments, (3) investment and financing, (4) risk and risk behavior, (5) dynamic stochastics aspects.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

**Course(s)**

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Modelling of Dynamic Agri-ecological systems</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Modelling of Dynamic Agri-ecological systems</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>749222059</td>
<td>Assignments</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

<table>
<thead>
<tr>
<th>Academic Achievements</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>not graded</td>
</tr>
</tbody>
</table>

**Other**
Elective modules "Resource and Environmental Economics (ENV)"

Requirements for the Major Specification:
- Modules accounting for a minimum of 30 CP in the Major Specification
- The Research Seminar is in the Major Specification
- The Master Thesis is in the Major Specification

Requirements for the Minor Specification:
- Modules accounting to a minimum of 18 CP in the Minor Specification

Every module can only be accounted once i.e. either for the Major or Minor Specification.
## Economics on Sustainability

<table>
<thead>
<tr>
<th>Code: ENV-100</th>
<th>POS: 749122030</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td></td>
<td></td>
<td>WS</td>
</tr>
</tbody>
</table>

### Coordinator
- Prof. Dr. Karin Holm-Müller

### Lecturers
- Dr. Tsegaye Tagesse Gatiso

### Teaching unit(s)
- Agrar-, Forst- und Ernährungswissenschaften

### Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>1.</td>
</tr>
</tbody>
</table>

### Learning objectives
- Students will obtain a good knowledge about the theoretical approaches of environmental and ecological economics and can apply them to problems related to sustainability.

### Key competences
- Enhance capability to reflect and discuss complex problems from different perspectives

### Learning content
- Basic approaches of ecological and environmental economics.; The environmental Kuznets curve and the Pollution haven hypothesis; intertemporal allocation of renewable and non-renewable approaches Definition and Indicators for sustainability (Genuine savings); monetary valuation of environmental impacts; Life-cycle-analysis and communication of environmental achievements; food consumption and sustainability

### Language
- English

### Recommended knowledge
- Solid knowledge at bachelor level of microeconomics and welfare theory are recommended for this module.

### Prerequisites
- none

### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Economics on Sustainability</td>
<td>40</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Economics on Sustainability</td>
<td>40</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749122039</td>
<td>Written exam</td>
<td>120 min</td>
<td></td>
<td>graded</td>
</tr>
</tbody>
</table>

### Academic Achievements
- not graded

### Other
## Advanced Environmental Economics

<table>
<thead>
<tr>
<th>Code: ENV-210</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749122010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

### Coordinator
Prof. Dr. Jan Börner

### Lecturers
Prof. Dr. Jan Börner

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
Course program: M.Sc. Agricultural and Food Economics

### Learning objectives
Centered around the problem of biodiversity protection students will achieve good knowledge on institutions, optimal control theory and international environmental agreements that can be used to develop exemplary research approaches for own research in environmental economics.

### Key competences
Students’ own creativity in research will be developed; they will furthermore be able to address real world problems either in models that can be solved mathematically or to derive testable hypotheses on questions of interest.

### Learning content
Priorities in Biodiversity protection, redundancy and the pharmaceutical value of biodiversity, institutional analysis in biodiversity protection: impact regulation in Germany and the US; critical factors in ABS-implementation; Optimal control theory in models on biodiversity protection; the theory of international environmental agreements and biodiversity protection.

### Language
English

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Economics of biodiversity protection</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Economics of biodiversity protection</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>749122019</td>
<td>Oral exam</td>
<td>45 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

### Academic Achievements
This course builds on knowledge of Environmental Economics and intertemporal allocation of renewable and non-renewable resources.
**Agricultural and Agri-Environmental Law**

<table>
<thead>
<tr>
<th>Code: ENV-220</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749122020</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**

Prof. Dr. Karin Holm-Müller

**Lecturers**

Prof. Dr. Dieter Schweizer

**Teaching unit(s)**

Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>3.</td>
</tr>
</tbody>
</table>

**Learning objectives**

The students should receive an overview on the legal base of the agricultural and agri-environmental legislation of the EU and Germany including the application and implementation in the German Länder, Germany as a whole and the EU. The curriculum also includes practical examples of enforcing the agricultural and agri-environmental legislation. The students should be in the position of getting an idea of and assessing the legal basics of the primary production of food.

**Key competences**

The students should be able to draft and develop solutions concerning problems of the sector described above.

**Learning content**

The legal systematic of agricultural and agri-environmental legislation in Germany and its position in the EU; the implication of the Civil Code of Germany as regards agricultural farms; legislation as regards improvement of the structure of agriculture; legal aspects of renewable energies, patent law and agriculture; legal aspects of subsidies and agriculture; agri-environmental law and international relations with third parties, European and German environmental and agri-environmental legislation; enforcing environmental law in Germany, legal aspects of emissions, water and soil protection.

**Language**

German

**Recommended knowledge**

none

**Prerequisites**

none

**Maximum number of students**

Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Agricultural and Agri-Environmental Law</td>
<td>30</td>
<td>4,0</td>
<td>180</td>
</tr>
</tbody>
</table>

Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>749122029</td>
<td>Written exam</td>
<td>120 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

not graded

**Other**
### Seminar on Environmental Economics and Policy

<table>
<thead>
<tr>
<th>Code: ENV-300 POS: 749122040</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Jan Börner

**Lecturers**  
Dr. Tsegaye Tagesse Gatiso

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>3.</td>
</tr>
</tbody>
</table>

**Learning objectives**  
Students will achieve a solid understanding of problems in Environmental Economics and Policy

**Key competences**  
- Develop research questions and hypotheses based on environmental and ecological economic theory
- Address real world problems using economic tools and approaches
- Participate in academic debates on environmental policy design
- Improve writing and presentation skills

**Learning content**  
Topical issues in environmental economic research

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

**Course(s)**  

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>S*</td>
<td>Environmental Economics and Policy</td>
<td>15</td>
<td>2,0</td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**  

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749122049</td>
<td>Term paper [50%]</td>
<td>during the semester</td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: regular participation</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Presentation [30%]</td>
<td></td>
</tr>
<tr>
<td>749122048</td>
<td>Term paper [50%]</td>
<td>during the semester</td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: regular participation</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Presentation [30%]</td>
<td></td>
</tr>
<tr>
<td>749122047</td>
<td>Assignments [20%]</td>
<td>during the semester</td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: Contribution to discussions</td>
<td></td>
</tr>
</tbody>
</table>

**Academic Achievements**  

- not graded

**Other**
# Special Project in Environmental Economics

<table>
<thead>
<tr>
<th>Code: ENV-310 POS: 749122050</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS/SS</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Coordinator</th>
<th>Prof. Dr. Jan Börner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lecturers</td>
<td>Prof. Dr. Jan Börner</td>
</tr>
<tr>
<td>Teaching unit(s)</td>
<td>Agrar-, Forst- und Ernährungswissenschaften</td>
</tr>
</tbody>
</table>

### Workload (h) 180
### Credits (LP) 6.0
### Duration (Semester) 1
### Term WS/SS

### Coordinator
Prof. Dr. Jan Börner

### Lecturers
Prof. Dr. Jan Börner

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
- **Course program**
- **Mode**
- **Study semester**

### Learning objectives
This module allows for special research projects mutually agreed upon between student and coordinator. A clearly defined project "deliverable" will be submitted.

### Key competences
Scientific research and writing.

### Learning content
Topic from the field of Environmental, Ecological or Resource Economics. Specific topic and form of deliverable (paper, report, poster, documentation,...) to be agreed upon between student and coordinator.

### Language
English

### Recommended knowledge
none

### Prerequisites
Modules ENV-100 and ENV-110, and ENV-210 or ENV-130 have to be completed with simple average at or below 1.3 at the start of this module.

### Maximum number of students

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>PS* Special project</td>
<td>3</td>
<td>4,0</td>
<td>180</td>
<td></td>
</tr>
</tbody>
</table>

### Examination(s)

| Code | Type of examination | Duration of examination | |
|------|---------------------|-------------------------||
| 749122059 | Term paper | during the semester | graded |

### Academic Achievements

- not graded

### Other
This course builds on knowledge of Environmental Economics and intertemporal allocation of renewable and non-renewable resources. It requires willingness to apply and discuss mathematical approaches to economic problem solving.
# Impact evaluation of conservation & development projects and environmental policies

| Code: ENV-130  
POS: 749222040 | Workload (h) | Credits (LP) | Duration (Semester) | Term |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Jan Börner

**Lecturers**
Prof. Dr. Jan Börner

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

## Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

## Learning objectives

The course will introduce concepts and quantitative techniques to evaluate impacts of conservation measures, such as payments for environmental services, integrated conservation and development projects, and the enforcement of regulatory policies.

## Key competences

- Understanding the differences between state-of-the-art evaluation methods
- Ability to interpret results in diverse intervention contexts with a focus on tropical country environments.

## Learning content

Role of impact evaluation in guiding the design of conservation measures, i.e., in the context of international mechanisms for climate change mitigation (REDD+); Overview of methods and related debates: black-box versus theory-based impact evaluation; Counterfactual analysis, experimental versus non-experimental design, selection bias, impact heterogeneity, and estimation methods; Case studies of conservation initiatives; Application of key methods to selected cases.

## Language

English

## Recommended knowledge

Basic knowledge of microeconomics and statistics

## Prerequisites

none

## Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L T</td>
<td>Resource and Environmental Economics</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resource and Environmental Economics</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

## Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>749222049</td>
<td>Written exam [50%]</td>
<td>60 min during the semester</td>
<td>graded</td>
</tr>
<tr>
<td>749222048</td>
<td>Assignments [50%]</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Academic Achievements

Academic Achievements: not graded

## Other


# Bio-economic modelling at farm-scale

<table>
<thead>
<tr>
<th>Code: ENV-240</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749222050</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
PD Dr. Wolfgang Britz

**Lecturers**  
PD Dr. Wolfgang Britz

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program  
M.Sc. Agricultural and Food Economics

**Learning objectives**  
With the completion of this course, the students have acquired advanced competence in the concepts, formulation and interpretation of farm-scale bio-economic programming approaches. Furthermore, they have been introduced to the General Algebraic Modelling System (GAMS) and are capable of independently modifying farm-scale economic simulation models in this modelling language.

**Key competences**  
Conceptualization of bio-economic farm-scale problems, computer programming, systems thinking, analysis of programming models

**Learning content**  
Basics of linear and mixed-integer linear programming, programming solutions to farm scale problems related to (1) branch management (crop and feed mix optimization, herd dynamics, resource use), (2) environmental indicators and related policy instruments, (3) investment and financing, (4) risk and risk behavior, (5) dynamic stochastics aspects.

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Modelling of Dynamic Agri-ecological systems</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>Modelling of Dynamic Agri-ecological systems</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749222059</td>
<td>Assignments</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

not graded

**Other**
### Environmental Economics and Policies

<table>
<thead>
<tr>
<th>Code: ENV-110</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749222010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

#### Coordinator
Prof. Dr. Karin Holm-Müller

#### Lecturers
Dr. Tsegaye Tagesse Gatiso

#### Teaching unit(s)

<table>
<thead>
<tr>
<th>Usability</th>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

#### Learning objectives
Students will be able to use neoclassical and institutional economics to analyze the impacts of environmental policy design

#### Key competences
Rigorous theoretical analysis of policy measures; Enhanced capability of discussing complex matters grounded in economic theory

#### Learning content
General environmental policy: Public goods, Common pool resources and institutions, Theoretically optimal policy instruments (Coase, Pigou); pragmatic policy instruments (with real world examples): environmental liability, command and control approaches, taxes, subsidies, emission trading; Asymmetric information and incentive compatible instruments; eco-tax and double dividend; Agricultural environmental policy: Property rights, taxes and agri-environmental measures (AEM), performance based AEM, auctions in AEM; influences from other sectors on agri-environmental policy implications.

#### Language
English

#### Recommended knowledge
none

#### Prerequisites
none

#### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L T</td>
<td>Environmental Economics and Policies</td>
<td>40</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Environmental Economics and Policies</td>
<td>40</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Academic Achievements</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749222019</td>
<td>Written exam</td>
<td>120 min</td>
<td>not graded</td>
</tr>
</tbody>
</table>
## Ethics in Food Consumption and Production

<table>
<thead>
<tr>
<th>Code: MAC-230</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749232030</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Monika Hartmann

**Lecturers**  
Prof. Dr. Monika Hartmann; Dr. Kirsten Hagen; Jeanette Klink-Lehmann

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
- Course program:
  - M.Sc. Agricultural and Food Economics
  - M.Ed. Agricultural Science (Teacher’s Training)
  - M.Ed. Nutrition Science and Home Economics (Teacher’s Training)

**Mode**  
- E Focus Economics
- E 1./3.

**Study semester**  
- 1./3.

**Learning objectives**  
The course aims to introduce students to the growing sense of responsibility in the areas of food consumption and production. Students acquire in-depth knowledge in the field of ethical consumerism and Corporate Social Responsibility with respect to theoretical concepts and empirical case studies.

**Key competences**  
Understanding developments, drivers and determinants of ethical consumption and production in the food sector.

**Learning content**  
- Normative food ethics: Application of ethical theory and ethical decision making tools to food ethics topics;
- Behavioural consumer models: Understanding determinants of ethical consumption;
- Influencing consumer choice (food labelling policies; nudges); Consumer power (e.g. boycotts versus buycotts; social media);
- The concept of CSR; Economic theories and CSR; Effects of CSR (empirical evidence); CSR communication; Case studies regarding CSR and ethical consumerism in the food sector.

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

**Course(s)**

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Ethics in food consumption and production</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Ethics in food consumption and production</td>
<td>20</td>
<td>2,0</td>
<td></td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749232037</td>
<td>Report (presentation) [60%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td>749232036</td>
<td>Assignments [40%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**  
The event is additionally supported by guest lecturers.
## Agricultural Production Economics

<table>
<thead>
<tr>
<th>Code: ABS-210</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112060</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

### Coordinator
Prof. Dr. Silke Hüttel

### Lecturers
Prof. Dr. Silke Hüttel; Dr. Reinhard Uehleke

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>1.</td>
</tr>
</tbody>
</table>

### Learning objectives
Students acquire knowledge on relevant theories and methods of production economics and are able to apply these methods to problems in agriculture; they can identify core problems in this field and are able to apply various methods for productivity analysis and farm management.

### Key competences
Analytical thinking in the context of agricultural enterprise analysis, identification of farm management and production-related problems and finding solutions for them.

### Learning content
Fundamentals of production economics and management; factors influencing the operational result of farms; efficiency and productivity analysis; management problems related to crop and livestock production; farm management tools; farm growth and development.

### Language
English

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students
none

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Production economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>Production economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112069</td>
<td>Written exam</td>
<td>120 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

### Academic Achievements

Academic Achievements not graded

### Other
## Partial and General Equilibrium Modelling

### Code:
APO-250

### POS:
749242060

<table>
<thead>
<tr>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6.0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

### Coordinator
PD Dr. Wolfgang Britz

### Lecturers
PD Dr. Wolfgang Britz

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
Course program
M.Sc. Agricultural and Food Economics

### Mode
E

### Study semester
2.

### Learning objectives
With the completion of this course, the students have acquired advanced competence in the concepts, formulation and interpretation of theory-based partial and general equilibrium models for policy analysis. Furthermore, they have been introduced to the General Algebraic Modelling System (GAMS) and are capable of independently modifying market-scale economic simulation models in this modelling language.

### Key competences
Conceptualization of market-scale problems, computer programming, quantitative analysis of policy instruments.

### Learning content
1) Introduction to GAMS
2) Profit and utility maximization in GAMS
3) Key elements of Multi-Commodity market models (MCM)
4) Flexible functional forms and parameter calibration, welfare analysis
5) Modelling international trade: point markets, spatial arbitrage, Armington approach
6) Simulation exercises of a Social Accounting Matrix
7) The structure of a Social Accounting Matrix
8) Key elements of Computable General Equilibrium model (CGE)
9) Simulation exercises with selected CGE models

### Language
English

### Recommended knowledge
Module Microeconomics or equivalent

### Prerequisites
none

### Maximum number of students

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Partial and General Equilibrium Modeling</td>
<td>20</td>
<td>2.0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>Partial and General Equilibrium Modeling</td>
<td>20</td>
<td>2.0</td>
<td>90</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749242069</td>
<td>Written exam [50%]</td>
<td>during the semester</td>
</tr>
<tr>
<td>749242068</td>
<td>Assignments [50%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

### Academic Achievements
not graded

### Other
Advanced Applied Econometrics

Code: APO-230  
POS: 749242010

Woodload (h)  
Credits (LP)  
Duration (Semester)  
Term
180  
6,0  
1  
SS

Coordinator  
Prof. Dr. Thomas Heckelei

Lecturers  
Prof. Dr. Thomas Heckelei; Prof. Dr. Silke Hüttel

Teaching unit(s)  
Agrar-, Forst- und Ernährungswissenschaften

Usability  
Course program  
Mode  
Study semester
M.Sc. Agricultural and Food Economics  
E  
2.

Learning objectives  
Students will acquire competence in selecting and applying econometric methods to estimate quantitative economic models derived from economic theory. In addition they will learn to use and interpret outputs from econometric software packages.

Key competences  
Quantitative analysis; Competence in software use for quantitative analysis;

Learning content  
1) Review General Linear Model and OLS  
2) Model specification (functional form and variable choice)  
3) Seemingly Unrelated Regression, system estimation  
4) Endogenous regressors (instrumental variable estimation, Generalised Method of Moments)  
5) Panel data analysis  
6) Limited dependent variable models (Maximum Likelihood)  
7) Using prior information in estimation (Bayesian estimation)

Language  
English

Recommended knowledge  
Module BAS-110 or similar knowledge

Prerequisites  
none

Maximum number of students

Course(s)  
Teaching method  
Topic  
Class size  
Contact time per week  
Workload [h]
L  
T
Advanced Applied Econometrics  
Advanced Applied Econometrics  
20  
3,0  
120

Examination(s)  
Code  
Type of examination  
Duration of examination  
Assignments  
during the semester  
graded
749242019

Academic Achievements  
not graded

Other
## Evidence based agricultural policy impact analysis - causal effects and policy design

<table>
<thead>
<tr>
<th>Code: ABS-350</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749112090</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Dr. Reinhard Uehleke

**Lecturers**  
Dr. Reinhard Uehleke; Dr. Stefan Seifert

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program: Workload (h) 180; Credits (LP) 6,0; Duration (Semester) 1; Term WS

**Learning objectives**  
- Students are familiar with voluntary (second pillar) agricultural policy measures,
- acquire understanding of quasi-experimental and experimental evaluation methods,
- are able to apply methods for causal inference in the context of agricultural policy analysis,
- can retrieve the relevant causal estimators using the software R,
- get an in-depth knowledge on experimental approaches to improve agricultural policy design.

**Key competences**  
Understanding of cause and effect paths of agricultural policy instruments; analytical thinking about causal impact in the context of environmental program evaluation; knowledge of quantitative techniques and software programming skills; ability to research, understand and reflect the current literature in this field.

**Learning content**  
Agri-environmental measures; potential outcome framework; methods for causal inference; experimental approaches to evaluate impacts of agricultural policy and design optimization.

**Language**  
English

**Recommended knowledge**  
B-AE-O-02 - Quantitative Research Methods

**Prerequisites**  
one

**Maximum number of students**  
none

**Course(s)**  
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Evidence based agricultural policy impact analysis: causal effects and policy design</td>
<td>30</td>
<td>1,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Evidence based agricultural policy impact analysis: causal effects and policy design</td>
<td>30</td>
<td>1,0</td>
<td>90</td>
</tr>
</tbody>
</table>

**Examination(s)**  
<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112099</td>
<td>Written exam</td>
<td>90 min</td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: Assignments</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
Elective modules "Market and Consumer Research (MAC)"

Requirements for the Major Specification:
- Modules accounting for a minimum of 30 CP in the Major Specification
- The Research Seminar is in the Major Specification
- The Master Thesis is in the Major Specification

Requirements for the Minor Specification:
- Modules accounting to a minimum of 18 CP in the Minor Specification

Every module can only be accounted once i.e. either for the Major or Minor Specification.
### Food Industrial Economics

<table>
<thead>
<tr>
<th>Code: MAC-110</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749232020</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Monika Hartmann

**Lecturers**  
Prof. Dr. Monika Hartmann

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program  
M.Sc. Agricultural and Food Economics

<table>
<thead>
<tr>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Learning objectives**  
Students will understand competitive processes. They know interdependencies between market structure, conduct and performance. They are able to apply theoretical approaches to understand and evaluate the functioning of specific markets.

**Key competences**  
Apply the theory of industrial economics to understand the impact of market structure and market conduct on market performance in the food sector.

**Learning content**  
The role of competition, theory of the firm, the SCP framework, analysing the effects of market structure (e.g. monopolistic competition, oligopoly), impact of market conduct (price discrimination, product differentiation, advertisement, information policy, cartels), measuring market performance, empirical studies analysing determinants of the level and persistence of market performance.

**Language**  
English

**Recommended knowledge**  
Module Microeconomics or equivalent knowledge

**Prerequisites**  
none

**Maximum number of students**  

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Food Industrial Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
<td></td>
</tr>
<tr>
<td>T</td>
<td>Food Industrial Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
<td></td>
</tr>
</tbody>
</table>

**Examination(s)**  
Code  
Type of examination  
Duration of examination  

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749232029</td>
<td>Written exam [75%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td>749232028</td>
<td>Assignments [25%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
# Behavioral Economics

<table>
<thead>
<tr>
<th>Code: MAC-120 POS: 749232010</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Dr. Manuela Meraner

**Lecturers**  
Dr. Manuela Meraner; Dr. Nikolai Reynolds

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program: M.Sc. Agricultural and Food Economics

**Learning objectives**  
Students will understand key concepts of behavioral economics. They will be familiar with the implications regarding theories of human (economic) decision making and (strategic) social interaction. They will learn how experiments are conducted in behavioral economics and analyze and discuss experimental work.

**Key competences**  
Apply the theoretical concepts of behavioral economics to explain market performance and behavior of actors on the markets, understand implications for microeconomics, industrial economics and public economics. Presentation skills.

**Learning content**  
Rational choice in neoclassical economics, bounded rationality, framing, anchoring and endowment effects, status quo bias, heuristics and cognitive errors, nudging, libertarian paternalism, experimental economics, altruism, fairness and reciprocity, introduction to cognitive neuroscience.

**Language**  
English

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Behavioral Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>Behavioral Economics</td>
<td>20</td>
<td>2,0</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749232019</td>
<td>Written exam [70%]</td>
<td>60 min during the semester</td>
<td>graded</td>
</tr>
<tr>
<td></td>
<td>749232018</td>
<td>Presentation [30%]</td>
<td></td>
<td>not graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

- not graded
## Advanced Methods of Market Research

<table>
<thead>
<tr>
<th>Code: MAC-210</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749132010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**

Prof. Dr. Monika Hartmann

**Lecturers**

Ingo Birkle; Ching-Hua Yeh; Nina Weingarten

**Teaching unit(s)**

Agrar-, Forst- und Ernährungswissenschaften

**Usability**

Course program

M.Sc. Agricultural and Food Economics

**Learning objectives**

Deeper insight into methods of quantitative and qualitative market and marketing research.

**Key competences**

Earn a broad understanding of the involved methodology, in order

a) to use research studies for own decision making;

b) to be able to conduct research.

**Learning content**

Theoretical and methodological background on measurement and analysis of attitudes, perception, evaluation, and preferences using an experimental research approach and analyzing experimental data by using various ANOVA methods; applying experimental design approach, factor analysis, cluster analysis, conjoint analysis, choice experiments, concept mapping, and structural equation modelling techniques to test research model.

**Language**

English

**Recommended knowledge**

Module BAS-110 or equivalent knowledge

**Prerequisites**

none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td></td>
<td>Advanced Methods of Market Research</td>
<td>25</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Advanced Methods of Market Research</td>
<td>25</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749132019</td>
<td>Written exam [75%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td>749132018</td>
<td>Assignments [25%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

not graded

**Other**
## Consumer oriented Communication in the Food Sector

<table>
<thead>
<tr>
<th>Code: MAC-220</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749132020</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Dr. Johannes Simons

**Lecturers**
Dr. Johannes Simons; Kathrin Meyer

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2</td>
</tr>
</tbody>
</table>

**Learning objectives**
Deeper insight into communication theory and policy in agricultural and food markets. Application of conceptual knowledge of communication theory to marketing issues in the agri-food sector and to nutrition education policies.

**Key competences**
Understanding and critical evaluation of commercial and public communication policy in the agri-food sector

**Learning content**
Information Economics; Communication Theory; Media Research (e.g. Uses and Gratification Approach, Agenda-Setting, Knowledge gap, Cultivation Theory); Perception and Communication (e.g. Narrative Paradigm, Attitude Change); Marketing; Advertising and commercials in the food sector; Labelling policies.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>T</td>
<td>Consumer oriented Communication in the food sector</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Consumer oriented Communication in the food sector</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749132029</td>
<td>Written exam [70%] Presentation [30%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td>749132028</td>
<td></td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

- not graded

**Other**
# Ethics in Food Consumption and Production

<table>
<thead>
<tr>
<th>Code: MAC-230</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749232030</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Monika Hartmann

**Lecturers**
Prof. Dr. Monika Hartmann; Dr. Kirsten Hagen; Jeanette Klink-Lehmann

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

<table>
<thead>
<tr>
<th>Usability</th>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>1./3.</td>
</tr>
<tr>
<td></td>
<td>M.Ed. Agricultural Science (Teacher's Training)</td>
<td>E Focus Economics</td>
<td>1./3.</td>
</tr>
<tr>
<td></td>
<td>M.Ed. Nutrition Science and Home Economics (Teacher's Training)</td>
<td>E</td>
<td></td>
</tr>
</tbody>
</table>

**Learning objectives**
The course aims to introduce students to the growing sense of responsibility in the areas of food consumption and production. Students acquire in-depth knowledge in the field of ethical consumerism and Corporate Social Responsibility with respect to theoretical concepts and empirical case studies.

**Key competences**
Understanding developments, drivers and determinants of ethical consumption and production in the food sector.

**Learning content**
Normative food ethics: Application of ethical theory and ethical decision making tools to food ethics topics; Behavioural consumer models: Understanding determinants of ethical consumption; Influencing consumer choice (food labelling policies; nudges); Consumer power (e.g. boycotts versus buycotts; social media); The concept of CSR; Economic theories and CSR; Effects of CSR (empirical evidence); CSR communication; Case studies regarding CSR and ethical consumerism in the food sector.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Ethics in food consumption and production</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
<td></td>
</tr>
<tr>
<td>L T</td>
<td>Ethics in food consumption and production</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
<td></td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749232037</td>
<td>Report (presentation) [60%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td>749232036</td>
<td>Assignments [40%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
The event is additionally supported by guest lecturers.
## Marketing in Theory and Practice

<table>
<thead>
<tr>
<th>Code: MAC-100</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749132040</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

### Coordinator
Dr. Johannes Simons

### Lecturers
Dr. Johannes Simons; Jeanette Klink-Lehmann; Nina Weingarten

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
- Course program
- M.Sc. Agricultural and Food Economics
- Mode: E 1./3.

### Learning objectives
Students obtain deeper insights into marketing with a special focus on the framework of food markets. They learn to apply theoretical knowledge to an oligopolistic market using a computer assisted simulation game.

### Key competences
Ability to apply different theoretical approaches to analyse and evaluate marketing on food markets appropriately.

### Learning content
Framework for marketing on food markets, perception of products, processing of information, risk perception, purchase decisions, opportunities and limits to shape the market, taking part in a computer assisted marketing game that simulates the outcome of decisions on an oligopolistic market.

### Language
English

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Marketing in Theory and Practice</td>
<td>2,0</td>
<td>90</td>
<td>90</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749132049</td>
<td>Written exam [60%]</td>
<td>60 min during the semester</td>
<td>graded</td>
</tr>
<tr>
<td>749132048</td>
<td>Presentation [40%]</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Academic Achievements
not graded

### Other
# Seminar Marketing and Market Analysis

<table>
<thead>
<tr>
<th>Code: MAC-300</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749132030</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Monika Hartmann

**Lecturers**  
Dr. Manuela Meraner

**Teaching unit(s)**  
Agrar-, Forst- and Ernährungswissenschaften

**Usability**  
Course program  
M.Sc. Agricultural and Food Economics

**Learning objectives**  
Students learn to apply the relevant theories to topical issues. They acquire knowledge and practice research techniques such as structuring research papers, literature search and referencing, and technical writing. Furthermore, they will gain hands-on experience in carrying out own surveys (construction of questionnaire, carrying out survey, evaluation) and in the presentation of scientific results as well as the moderation of a discussion.

**Key competences**  
Experience in developing, carrying out and evaluating surveys, presentation, communication and writing skills

**Learning content**  
Topical issues on agricultural and food markets and food marketing at a national and international level

**Language**  
English

**Recommended knowledge**  
Module MAC-210

**Prerequisites**  
none

**Maximum number of students**  

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>S</td>
<td>Market Analysis and Marketing</td>
<td>20</td>
<td>4,0</td>
<td>180</td>
<td></td>
</tr>
</tbody>
</table>

**Examination(s)**  
Code  
Type of examination  
Duration of examination

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749132039</td>
<td>Term paper [75%]</td>
<td>during the semester</td>
</tr>
<tr>
<td>749132038</td>
<td>Presentation [25%]</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**  

**Special Project in Market and Consumer Research**

<table>
<thead>
<tr>
<th>Code: MAC-310 POS: 749132050</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS/SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Monika Hartmann

**Lecturers**
Ching-Hua Yeh; Dr. Johannes Simons

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program
M.Sc. Agricultural and Food Economics

**Workload (h)**
180

**Credits (LP)**
6,0

**Duration (Semester)**
1

**Term**
WS/SS

**Learning objectives**
This module allows for special research projects mutually agreed upon between student and coordinator.

**Key competences**
Scientific research and writing.

**Learning content**
Topic from the field of Market and Consumer Research. Specific topic and form of deliverable (e.g. paper, report, poster, documentation) to be agreed upon between student and coordinator.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
Modules BAS-110, BAS-130 have to be completed and two MAC modules have to be completed with the simple average at or below 1.3.

**Maximum number of students**

**Course(s)**

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>PS*</td>
<td>Special Project in Market and Consumer Research</td>
<td>5</td>
<td>4,0</td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749132059</td>
<td>Term paper</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Academic Achievements**

*not graded*

**Other**

---
## Advanced Applied Econometrics

**Code:** APO-230  
**POS:** 749242010  
**Workload (h):** 180  
**Credits (LP):** 6,0  
**Duration (Semester):** 1  
**Term:** SS

**Coordinator:** Prof. Dr. Thomas Heckelei  
**Lecturers:** Prof. Dr. Thomas Heckelei; Prof. Dr. Silke Hüttel  
**Teaching unit(s):** Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
**Course program:** M.Sc. Agricultural and Food Economics  
**Mode:** E  
**Study semester:** 2.

**Learning objectives**  
Students will acquire competence in selecting and applying econometric methods to estimate quantitative economic models derived from economic theory. In addition they will learn to use and interpret outputs from econometric software packages.

**Key competences**  
Quantitative analysis; Competence in software use for quantitative analysis;

**Learning content**  
1) Review General Linear Model and OLS  
2) Model specification (functional form and variable choice)  
3) Seemingly Unrelated Regression, system estimation  
4) Endogenous regressors (instrumental variable estimation, Generalised Method of Moments)  
5) Panel data analysis  
6) Limited dependent variable models (Maximum Likelihood)  
7) Using prior information in estimation (Bayesian estimation)

**Language:** English

**Recommended knowledge**  
Module BAS-110 or similar knowledge

**Prerequisites**  
none

**Maximum number of students**

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Advanced Applied Econometrics</td>
<td>20</td>
<td>3,0</td>
<td>120</td>
</tr>
<tr>
<td>T</td>
<td>Advanced Applied Econometrics</td>
<td>20</td>
<td>1,0</td>
<td>60</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grading</th>
</tr>
</thead>
<tbody>
<tr>
<td>749242019</td>
<td>Assignments</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
Elevtive modules "Agricultural and Development Policy (APO)"

Requirements for the Major Specification:
- Modules accounting for a minimum of 30 CP in the Major Specification
- The Research Seminar is in the Major Specification
- The Master Thesis is in the Major Specification

Requirements for the Minor Specification:
- Modules accounting to a minimum of 18 CP in the Minor Specification

Every module can only be accounted once i.e. either for the Major or Minor Specification.
### European and International Agricultural Policy

*Code: APO-110  
POS: 749142020*

<table>
<thead>
<tr>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

#### Coordinator
Dr. Arnim Kuhn

#### Lecturers
Dr. Arnim Kuhn

#### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

#### Usability

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>1./3.</td>
</tr>
<tr>
<td>M.Ed. Agricultural Science (Teacher's Training)</td>
<td>E Focus Economics</td>
<td>1./3.</td>
</tr>
</tbody>
</table>

#### Learning objectives
At the end of the course, students will be able to apply economic theory in analysing existing agricultural policies. Students will learn the selection and application of relevant economic theories. They will also acquire a thorough understanding of the assumptions and limitations of theories by critically discussing the outcomes of different existing studies.

#### Key competences
Capacity for theory-based argumentation

#### Learning content
1) Theoretical Background for evaluating agricultural policies, reference to e.g. (new) welfare economics, cost-benefit analysis, public choice
2) Economic analysis of agricultural policies of important global players (e.g. EU, US, China), developing, transition countries
3) Current topics and future challenges in international agricultural policy (e.g. rural development, sustainable intensification)

#### Language
English

#### Recommended knowledge
Module Microeconomics or similar knowledge in microeconomic theory at master level

#### Prerequisites
none

#### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>European and International Agricultural Policy</td>
<td>20</td>
<td>3,0</td>
<td>120</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>European and International Agricultural Policy</td>
<td>20</td>
<td>1,0</td>
<td>60</td>
</tr>
</tbody>
</table>

#### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749142029</td>
<td>Assignments</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

#### Academic Achievements

- not graded

#### Other
### Rural Development

<table>
<thead>
<tr>
<th>Code: APO-260</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242070</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
Dr. Udo Bremer

**Lecturers**
Dr. Udo Bremer

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program:
  - M.Sc. Agricultural and Food Economics
  - M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics (ARTS)
  
**Duration (Semester)**
1

**Term**
WS

**Coordinator**
Dr. Udo Bremer

**Lecturers**
Dr. Udo Bremer

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program:
- M.Sc. Agricultural and Food Economics
- M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics (ARTS)

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>25</td>
<td>1,3</td>
<td>60</td>
</tr>
<tr>
<td>L</td>
<td></td>
<td></td>
<td>25</td>
<td>2,7</td>
<td>120</td>
</tr>
<tr>
<td>T</td>
<td>Agricultural and Food Economics</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Agricultural and Food Economics</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749242079</td>
<td>Written exam</td>
<td>100 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
- not graded

**Other**

### Learning objectives
Students will be familiar with the theoretical and methodological basics of Rural Development. They gain knowledge on phenomena and strategies at the micro and the macro level, the structure, function and change of rural development and an understanding of the process of change in the agricultural sector and in rural areas of developing countries; they obtain the ability to define needs of rural development and related strategies.

### Key competences
- Interpretation and Evaluation of English text material
- Visualization in brainstorming and mind mapping procedures

### Learning content
- Fields of research, concepts and indicators of rural development processes, stakeholder analysis and participation, phenomena of rural development (networks, globalization, migration, poverty, urbanization).
- Theory of rural development, prerequisites and difficulties, analysis of stakeholders, social structures of farming systems, social security systems, cooperatives, farmers associations and MFIs in developing countries, agricultural reforms in selected countries.
# Applied Modelling of Agricultural Systems

<table>
<thead>
<tr>
<th>Code: APO-220</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242020</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
PD Dr. Wolfgang Britz

**Lecturers**  
PD Dr. Wolfgang Britz

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program  
M.Sc. Agricultural and Food Economics  
Mode  
Study semester  
E  
3.

**Learning objectives**  
With the completion of this course, students have acquired experience in development, application and scenario analysis with a large scale economic modelling system and a self-organized collaborative research project over several months.

**Key competences**  
Self organization of a complex IT and modelling project in group work; documentation of project and code; data management (download from portals, format changes, appropriate aggregation); analysis and presentation of quantitative results

**Learning content**  
The students develop several competing ideas for an economic problem to be analyzed with a market-scale economic simulation model as a joint project during the course. They decide which of the competing problems to analyze. They organize a time-line for the chosen project including tasks and deliverables and define sub-groups (e.g. related to project coordination, literature research, data acquisition, coding, reporting and documentation). They perform the planned project in sub-groups, meet regularly to monitor project progress and revise their project as needed. They present their findings in a presentation with a follow-up discussion and write a report of about 30 pages which summarizes their project. The lecturer will moderate the process and help with technical issues.

**Language**  
English

**Recommended knowledge**  
Module APO-210 or equivalent knowledge

**Prerequisites**  
none

**Maximum number of students**  
none

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>T</td>
<td>Applied Modelling of Agricultural Systems</td>
<td>20</td>
<td>4,0</td>
<td>180</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749242029</td>
<td>Assignments</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
# Special Project in Agricultural and Development Policy

<table>
<thead>
<tr>
<th>Code: APO-310 POS: 749142050</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS/SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Thomas Heckelei

**Lecturers**
Prof. Dr. Thomas Heckelei

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program: M.Sc. Agricultural and Food Economics
- Mode: E 2.-3.

**Learning objectives**
This module allows for special research projects mutually agreed upon between student and coordinator. A clearly defined project “deliverable” will be submitted.

**Key competences**
Scientific research and writing

**Learning content**
Topic from the field of Agricultural and Development Policy. Specific topic and form of deliverable (paper, report, poster, documentation....) to be agreed upon between student and coordinator

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
Modules APO-110 and APO-120 have to be completed with simple average at or below 1.3 at the start of this module.

**Maximum number of students**

**Course(s)**
- **Teaching method**: PS Special Project
- **Contact time per week**: 4,0
- **Workload [h]**: 180

**Examination(s)**
- **Code**: 749142059
- **Type of examination**: Term paper
- **Duration of examination**: during the semester
- **Type**: graded

**Academic Achievements**
- **Type**: not graded

**Other**
# Seminar Policy Analysis

<table>
<thead>
<tr>
<th>Code: APO-300</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749142030</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Thomas Heckelei

**Lecturers**
Prof. Dr. Thomas Heckelei

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>3.</td>
</tr>
</tbody>
</table>

**Workload (h)**

<table>
<thead>
<tr>
<th>Workload</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>180</td>
<td>6,0</td>
</tr>
</tbody>
</table>

**Duration (Semester)**

1

**Term**
WS

**Coordinator**
Prof. Dr. Thomas Heckelei

**Lecturers**
Prof. Dr. Thomas Heckelei

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>3.</td>
</tr>
</tbody>
</table>

**Learning objectives**
Students learn to apply the relevant theories to topical issues. They acquire knowledge and practice research techniques such as structuring research papers, literature search and referencing, and technical writing. Furthermore, they will gain hands-on experience in presentation of scientific results and the moderation of a discussion.

**Key competences**
Presentation, communication and writing skills

**Learning content**
Topical issues on agricultural policy at European and international level will be analysed in written term papers.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>S</td>
<td>Policy Analysis</td>
<td>20</td>
<td>4,0</td>
<td></td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749142039</td>
<td>Term paper</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Academic Achievements**

<table>
<thead>
<tr>
<th>Academic Achievements</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>not graded</td>
</tr>
</tbody>
</table>

**Other**
### Partial and General Equilibrium Modelling

| Code: APO-250 |
| POS: 749242060 |
| Workload (h) | Credits (LP) | Duration (Semester) | Term |
| 180 | 6,0 | 1 | SS |

**Coordinator**
PD Dr. Wolfgang Britz

**Lecturers**
PD Dr. Wolfgang Britz

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

| Course program | Mode | Study semester |
| M.Sc. Agricultural and Food Economics | E | 2 |

**Learning objectives**
With the completion of this course, the students have acquired advanced competence in the concepts, formulation and interpretation of theory-based partial and general equilibrium models for policy analysis. Furthermore, they have been introduced to the General Algebraic Modelling System (GAMS) and are capable of independently modifying market-scale economic simulation models in this modelling language.

**Key competences**
Conceptualization of market-scale problems, computer programming, quantitative analysis of policy instruments.

**Learning content**
1) Introduction to GAMS
2) Profit and utility maximization in GAMS
3) Key elements of Multi-Commodity market models (MCM)
4) Flexible functional forms and parameter calibration, welfare analysis
5) Modelling international trade: point markets, spatial arbitrage, Armington approach
6) Simulation exercises of a Social Accounting Matrix
7) The structure of a Social Accounting Matrix
8) Key elements of Computable General Equilibrium model (CGE)
9) Simulation exercises with selected CGE models

**Language**
English

**Recommended knowledge**
Module Microeconomics or equivalent

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Partial and General Equilibrium Modeling</td>
<td>Partial and General Equilibrium Modeling</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749242069 749242068</td>
<td>Written exam [50%] Assignments [50%]</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
# Applied Trade Theory and Policy

<table>
<thead>
<tr>
<th>Code: APO-120</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242030</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Thomas Heckelei

**Lecturers**
Prof. Dr. Thomas Heckelei; Dr. Yaghoob Jafari

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

**Learning objectives**
Students will gain an overview on classical and new economic theories of international trade explaining trade patterns between countries. Exercises and discussion of applications with emphasis in agricultural and food products will allow students to apply the theories and understand their limitations. Students will learn to work with academic trade literature and to assess the trade and welfare impacts of trade policies independently in the context of exercises.

**Key competences**
Use and assessment of academic literature.
Use of spreadsheet tools for quantitative modelling.

**Learning content**
1) Why do we observe trade? Technological differences (Ricardian model), differences in factor endowments (Heckscher-Ohlin Model), increasing returns to scale
2) Who gains and who loses from trade? Gains from trade: the country perspective, gains from trade: the “within country” or agent perspective, deviations from the perfect market assumption
3) What are the trade and welfare impacts of specific policies? Import tariffs, import quotas, export subsidies, non-tariff measures
4) What are the gains of trade agreements? Multilateral trade agreements (WTO), regional trade agreements, regional versus multilateral agreements
5) How do multinational firms affect trade?

**Language**
English

**Recommended knowledge**
Module Microeconomics or similar knowledge in microeconomics at master level

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Applied Trade Theory and Policy</td>
<td>20</td>
<td>3,0</td>
<td>120</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Applied Trade Theory and Policy</td>
<td>20</td>
<td>1,0</td>
<td>60</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749242039</td>
<td>Written exam</td>
<td>120 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
### Advanced Applied Econometrics

<table>
<thead>
<tr>
<th>Code: APO-230</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Thomas Heckelei

**Lecturers**  
Prof. Dr. Thomas Heckelei; Prof. Dr. Silke Hüttel

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**  
Course program  
M.Sc. Agricultural and Food Economics  
Mode  
Study semester  
E  
2.

**Learning objectives**  
Students will acquire competence in selecting and applying econometric methods to estimate quantitative economic models derived from economic theory. In addition they will learn to use and interpret outputs from econometric software packages.

**Key competences**  
Quantitative analysis; Competence in software use for quantitative analysis;

**Learning content**  
1) Review General Linear Model and OLS  
2) Model specification (functional form and variable choice)  
3) Seemingly Unrelated Regression, system estimation  
4) Endogenous regressors (instrumental variable estimation, Generalised Method of Moments)  
5) Panel data analysis  
6) Limited dependent variable models (Maximum Likelihood)  
7) Using prior information in estimation (Bayesian estimation)

**Language**  
English

**Recommended knowledge**  
Module BAS-110 or similar knowledge

**Prerequisites**  
none

**Maximum number of students**

**Course(s)**  
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Advanced Applied Econometrics</td>
<td>20</td>
<td>3,0</td>
<td>120</td>
</tr>
<tr>
<td>T</td>
<td>Advanced Applied Econometrics</td>
<td>20</td>
<td>1,0</td>
<td>60</td>
</tr>
</tbody>
</table>

**Examination(s)**  

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>749242019</td>
<td>Assignments</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**  
not graded

**Other**
### Development Economics

<table>
<thead>
<tr>
<th>Code: APO-240</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242040</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

#### Coordinator
Prof. Dr. Joachim von Braun

#### Lecturers
Prof. Dr. Joachim von Braun; Dr. Alisher Mirzabaev; Dr. Chiara Kofol; Dr. Zaneta Kubik

#### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

#### Usability
<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

#### Learning objectives
With the successful completion of the course, students will have an overview on essential theories of economic development and understand their practical relevance for developing countries. Moreover, students will become familiar with the complex and multidimensional concepts of underdevelopment and poverty. They will learn to understand different development policies and evaluate them using a variety of quantitative economic techniques.

#### Key competences
Case study approach to analysis

#### Learning content
1) Economic Development: Definitions and measurement concepts
2) Partial theories of economic development (Historical School, The Stages of Economic Growth (Rostow), Theory of structural change and Two sector models (Lewis))
3) Complex theories of economic development (Neoclassical growth theory, Endogeneous growth theory: the role of social capital and new knowledge for the growth process, New institutional economics: the value- and rules based system of a society as an explanatory factor for economic development,
4) Political-economic explanatory approaches: The role of the state and the role of interest groups in the development process
5) From theory to its practical use; case studies
6) Quantitative Analysis of Development Policy

#### Language
English

#### Recommended knowledge
Module Microeconomics or similar knowledge

#### Prerequisites
none

#### Maximum number of students
Course(s)

<table>
<thead>
<tr>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T Development Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>Development Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

#### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Academic Achievements</th>
</tr>
</thead>
<tbody>
<tr>
<td>749242049</td>
<td>Written exam</td>
<td>120 min</td>
<td>not graded</td>
</tr>
</tbody>
</table>

#### Other
Evidence based agricultural policy impact analysis - causal effects and policy design

Code: ABS-350
POS: 749112090
Title: Workload (h) Credits (LP) Duration (Semester) Term
180 6,0 1 WS

Coordinator
Dr. Reinhard Uehleke

Lecturers
Dr. Reinhard Uehleke; Dr. Stefan Seifert

Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

Usability
Course program
M.Sc. Agricultural and Food Economics

Mode
Study semester
E 3.

Learning objectives
Students
- are familiar with voluntary (second pillar) agricultural policy measures,
- acquire understanding of quasi-experimental and experimental evaluation methods,
- are able to apply methods for causal inference in the context of agricultural policy analysis,
- can retrieve the relevant causal estimators using the software R,
- get an in-depth knowledge on experimental approaches to improve agricultural policy design.

Key competences
Understanding of cause and effect paths of agricultural policy instruments; analytical thinking about causal impact in the context of environmental program evaluation; knowledge of quantitative techniques and software programming skills; ability to research, understand and reflect the current literature in this field.

Learning content
Agri-environmental measures; potential outcome framework; methods for causal inference; experimental approaches to evaluate impacts of agricultural policy and design optimization.

Language
English

Recommended knowledge
B-AE-O-02 - Quantitative Research Methods

Prerequisites
none

Maximum number of students
none

Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Evidence based agricultural policy impact analysis: causal effects and policy design</td>
<td>30</td>
<td>1,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Evidence based agricultural policy impact analysis: causal effects and policy design</td>
<td>30</td>
<td>1,0</td>
<td>90</td>
</tr>
</tbody>
</table>

Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749112099</td>
<td>Written exam</td>
<td>graded 90 min</td>
</tr>
</tbody>
</table>

Prerequisites for admission to the exam: Assignments

Academic Achievements

Other
Elective modules "Agroeconomic Modelling"

Additional minor specification "Agroeconomic Modelling". Three of the following modules must be selected.

Every module can only be accounted once i.e. either for the Major or Minor Specification.
# Partial and General Equilibrium Modelling

<table>
<thead>
<tr>
<th>Code: APO-250</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242060</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
PD Dr. Wolfgang Britz

**Lecturers**
PD Dr. Wolfgang Britz

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program
- M.Sc. Agricultural and Food Economics

**Learning objectives**
With the completion of this course, the students have acquired advanced competence in the concepts, formulation and interpretation of theory-based partial and general equilibrium models for policy analysis. Furthermore, they have been introduced to the General Algebraic Modelling System (GAMS) and are capable of independently modifying market-scale economic simulation models in this modelling language.

**Key competences**
Conceptualization of market-scale problems, computer programming, quantitative analysis of policy instruments.

**Learning content**
1) Introduction to GAMS
2) Profit and utility maximization in GAMS
3) Key elements of Multi-Commodity market models (MCM)
4) Flexible functional forms and parameter calibration, welfare analysis
5) Modelling international trade: point markets, spatial arbitrage, Armington approach
6) Simulation exercises of a Social Accounting Matrix
7) The structure of a Social Accounting Matrix
8) Key elements of Computable General Equilibrium model (CGE)
9) Simulation exercises with selected CGE models

**Language**
Enterlish

**Recommended knowledge**
Module Microeconomics or equivalent

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L T</td>
<td>Partial and General Equilibrium Modeling</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
<td></td>
</tr>
<tr>
<td>L T</td>
<td>Partial and General Equilibrium Modeling</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749242069</td>
<td>Written exam [50%]</td>
<td>during the semester</td>
<td>graded</td>
</tr>
<tr>
<td>749242068</td>
<td>Assignments [50%]</td>
<td></td>
<td>not graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

| Other | |
|-------| |
# Applied Modelling of Agricultural Systems

| Code: APO-220 |
| POS: 749242020 |
| **Workload (h)** | **Credits (LP)** | **Duration (Semester)** | **Term** |
| 180 | 6,0 | 1 | WS |

**Coordinator**
PD Dr. Wolfgang Britz

**Lecturers**
PD Dr. Wolfgang Britz

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program
M.Sc. Agricultural and Food Economics

<table>
<thead>
<tr>
<th><strong>Mode</strong></th>
<th><strong>Study semester</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>E</td>
<td>3</td>
</tr>
</tbody>
</table>

**Learning objectives**
With the completion of this course, students have acquired experience in development, application and scenario analysis with a large scale economic modelling system and a self-organized collaborative research project over several months.

**Key competences**
Self organization of a complex IT and modelling project in group work; documentation of project and code; data management (download from portals, format changes, appropriate aggregation); analysis and presentation of quantiative results

**Learning content**
The students develop several competing ideas for an economic problem to be analyzed with a market-scale economic simulation model as a joint project during the course. They decide which of the competing problems to analyze. They organize a time-line for the chosen project including tasks and deliverables and define sub-groups (e.g. related to project coordination, literature research, data acquisition, coding, reporting and documentation). They perform the planned project in sub-groups, meet regularly to monitor project progress and revise their project as needed. They present their findings in a presentation with a follow-up discussion and write a report of about 30 pages which summarizes their project. The lecturer will moderate the process and help with technical issues.

**Language**
English

**Recommended knowledge**
Module APO-210 or equivalent knowledge

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th><strong>Course(s)</strong></th>
<th><strong>Teaching method</strong></th>
<th><strong>Topic</strong></th>
<th><strong>Class size</strong></th>
<th><strong>Contact time per week</strong></th>
<th><strong>Workload [h]</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>T</td>
<td>Applied Modelling of Agricultural Systems</td>
<td>20</td>
<td>4,0</td>
<td>180</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Examination(s)</strong></th>
<th><strong>Code</strong></th>
<th><strong>Type of examination</strong></th>
<th><strong>Duration of examination</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>749242029</td>
<td>Assignments</td>
<td>during the semester</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
## Advanced Applied Econometrics

<table>
<thead>
<tr>
<th>Code: APO-230</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

### Coordinator
Prof. Dr. Thomas Heckelei

### Lecturers
Prof. Dr. Thomas Heckelei; Prof. Dr. Silke Hüttel

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
- Course program: M.Sc. Agricultural and Food Economics

### Learning objectives
Students will acquire competence in selecting and applying econometric methods to estimate quantitative economic models derived from economic theory. In addition they will learn to use and interpret outputs from econometric software packages.

### Key competences
- Quantitative analysis;
- Competence in software use for quantitative analysis;

### Learning content
1. Review General Linear Model and OLS
2. Model specification (functional form and variable choice)
3. Seemingly Unrelated Regression, system estimation
4. Endogenous regressors (instrumental variable estimation, Generalised Method of Moments)
5. Panel data analysis
6. Limited dependent variable models (Maximum Likelihood)
7. Using prior information in estimation (Bayesian estimation)

### Language
English

### Recommended knowledge
Module BAS-110 or similar knowledge

### Prerequisites
none

### Maximum number of students

### Course(s)
- **Teaching method**: L
- **Topic**: Advanced Applied Econometrics
- **Class size**: 20
- **Contact time per week**: 3,0
- **Workload [h]**: 120

- **Teaching method**: T
- **Topic**: Advanced Applied Econometrics
- **Class size**: 20
- **Contact time per week**: 1,0
- **Workload [h]**: 60

### Examination(s)
- **Code**: 749242019
- **Type of examination**: Assignments
- **Duration of examination**: during the semester
- **Examination grading**: graded
- **Academic achievements grading**: not graded

### Other
# Bio-economic modelling at farm-scale

<table>
<thead>
<tr>
<th>Code: ENV-240 POS: 749222050</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
PD Dr. Wolfgang Britz

**Lecturers**
PD Dr. Wolfgang Britz

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program: M.Sc. Agricultural and Food Economics
- Mode: E
- Study semester: 2.

**Learning objectives**
With the completion of this course, the students have acquired advanced competence in the concepts, formulation and interpretation of farm-scale bio-economic programming approaches. Furthermore, they have been introduced to the General Algebraic Modelling System (GAMS) and are capable of independently modifying farm-scale economic simulation models in this modelling language.

**Key competences**
Conceptualization of bio-economic farm-scale problems, computer programming, systems thinking, analysis of programming models

**Learning content**
Basics of linear and mixed-integer linear programming, programming solutions to farm scale problems related to (1) branch management (crop and feed mix optimization, herd dynamics, resource use), (2) environmental indicators and related policy instruments, (3) investment and financing, (4) risk and risk behavior, (5) dynamic stochastics aspects.

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Modelling of Dynamic Agri-ecological systems</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>Modelling of Dynamic Agri-ecological systems</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749222059</td>
<td>Assignments</td>
<td>during the semester</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
Elective modules "Development Economics"

Additional minor specification "Development Economics". Three of the following modules must be selected.

Every module can only be accounted once i.e. either for the Major or Minor Specification.
# Development Economics

<table>
<thead>
<tr>
<th>Code: APO-240</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749242040</td>
<td>180</td>
<td>6.0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Joachim von Braun

**Lecturers**  
Prof. Dr. Joachim von Braun; Dr. Alisher Mirzabaev; Dr. Chiara Kofol; Dr. Zaneta Kubik

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

<table>
<thead>
<tr>
<th>Usability</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Course program</td>
<td>180</td>
<td>6.0</td>
<td>1</td>
<td>SS</td>
</tr>
<tr>
<td>Mode</td>
<td>Study semester</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>E</td>
<td>2.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>E</td>
<td>2.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Learning objectives**  
With the successful completion of the course, students will have an overview on essential theories of economic development and understand their practical relevance for developing countries. Moreover, students will become familiar with the complex and multidimensional concepts of underdevelopment and poverty. They will learn to understand different development policies and evaluate them using a variety of quantitative economic techniques.

**Key competences**  
Case study approach to analysis

**Learning content**

1) Economic Development: Definitions and measurement concepts
2) Partial theories of economic development (Historical School, The Stages of Economic Growth (Rostow), Theory of structural change and Two sector models (Lewis))
3) Complex theories of economic development (Neo-classical growth theory, Endogeneous growth theory: the role of social capital and new knowledge for the growth process, New institutional economics: the value- and rules based system of a society as an explanatory factor for economic development,
4) Political-economic explanatory approaches: The role of the state and the role of interest groups in the development process
5) From theory to its practical use; case studies
6) Quantitative Analysis of Development Policy

**Language**  
English

**Recommended knowledge**  
Module Microeconomics or similar knowledge

**Prerequisites**  
none

**Maximum number of students**

**Course(s)**

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Development Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Development Economics</td>
<td>20</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

**Examination(s)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>749242049</td>
<td>Written exam</td>
<td>120 min</td>
<td>graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**

not graded

**Other**
### Project Analysis

<table>
<thead>
<tr>
<th>Code: ABS-240</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749212040</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Dr. Udo Bremer

**Lecturers**
Dr. Udo Bremer

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

### Usability

**Course program**
- M.Sc. Agricultural and Food Economics
- M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics (ARTS)

**Mode**
- E
- C

**Study semester**
- 2.
- 3.

### Learning objectives
To become acquainted with and exercise various methods of project planning, to look on projects from an entity’s and a society’s viewpoint, to exercise the “soft skills” required for project management, to develop a project from its inception to the final report

### Key competences
Ability to plan and to manage projects

### Learning content
- Project planning and implementation, SWOT and Log-frame approach; budget planning and management,
- Quantitative techniques for planning under consideration of with- and without-project situations
- Planning of projects with tangible products
  - with regard to an entity’s standpoint (Financial analysis)
  - with regard to the society’s standpoint (Economic analysis)
- Planning of a fictional project in the context of development co-operation (group work)

### Language
English

### Recommended knowledge
none

### Prerequisites
none

### Maximum number of students

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Project Analysis</td>
<td>20</td>
<td>2,5</td>
<td>150</td>
</tr>
<tr>
<td></td>
<td>T</td>
<td>Lectures with integrated exercises</td>
<td>20</td>
<td>1,5</td>
<td>30</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Examination(s)</th>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
<th>Academic Achievements</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>749212049</td>
<td>Written exam</td>
<td>90 min</td>
<td>not graded</td>
</tr>
</tbody>
</table>

### Other
Impact evaluation of conservation & development projects and environmental policies

<table>
<thead>
<tr>
<th>Code: ENV-130 POS: 749222040</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>SS</td>
</tr>
</tbody>
</table>

Coordinator
Prof. Dr. Jan Börner

Lecturers
Prof. Dr. Jan Börner

Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

Usability
<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>E</td>
<td>2.</td>
</tr>
</tbody>
</table>

Learning objectives
The course will introduce concepts and quantitative techniques to evaluate impacts of conservation measures, such as payments for environmental services, integrated conservation and development projects, and the enforcement of regulatory policies.

Key competences
- Understanding the differences between state-of-the-art evaluation methods
- Ability to interpret results in diverse intervention contexts with a focus on tropical country environments.

Learning content
Role of impact evaluation in guiding the design of conservation measures, i.e., in the context of international mechanisms for climate change mitigation (REDD+); Overview of methods and related debates: black-box versus theory-based impact evaluation; Counterfactual analysis, experimental versus non-experimental design, selection bias, impact heterogeneity, and estimation methods; Case studies of conservation initiatives; Application of key methods to selected cases.

Language
English

Recommended knowledge
Basic knowledge of microeconomics and statistics

Prerequisites
none

Maximum number of students

Course(s)
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>L</td>
<td>Resource and Environmental Economics</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td>T</td>
<td>Resource and Environmental Economics</td>
<td>15</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

Examination(s)
<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749222049</td>
<td>Written exam [50%]</td>
<td>60 min during the semester</td>
</tr>
<tr>
<td>749222048</td>
<td>Assignments [50%]</td>
<td></td>
</tr>
</tbody>
</table>

Academic Achievements
not graded

Other
Research Seminars

Compulsory Research Seminar with a total of 6 CP.
## Research Seminar in Agribusiness

<table>
<thead>
<tr>
<th>Code: ABS-330</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749313010</td>
<td>180</td>
<td>6,0</td>
<td>2</td>
<td>WS+SS</td>
</tr>
</tbody>
</table>

### Coordinator
- Prof. Dr. Silke Hüttel

### Lecturers
- Prof. Dr. Silke Hüttel
- Lora Tsvetanova
- Prof. Dr. Stefanie Bröring
- Dr. Reinhard Uehleke

### Teaching unit(s)
- Agrar-, Forst- und Ernährungswissenschaften

### Usability
- Course program
- M.Sc. Agricultural and Food Economics

### Learning objectives
After a successful completion of the course, the students have conceptualized their Master thesis including the description of the problem background with a preliminary literature review, the identification of the research question, the intended methodology, work plan and expected results.

### Key competences
- Scientific conceptualizing and writing; scientific verbal communication

### Learning content
- Literature studies, preparation of a research concept and a proposal, presentations of the state of the art in a thematic field which is close to the research question; scientific discussion

### Language
- English

### Recommended knowledge
- none

### Prerequisites
- 48CP

### Maximum number of students

### Course(s)
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>C* T</td>
<td>Agribusiness Assignments, own studies</td>
<td>15</td>
<td>2,0</td>
<td>60</td>
</tr>
</tbody>
</table>

### Examination(s)
<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749313019</td>
<td>Term paper [67%]</td>
<td>during the semester</td>
</tr>
<tr>
<td>749313018</td>
<td>Presentation [33%]</td>
<td>graded</td>
</tr>
</tbody>
</table>

### Academic Achievements
- not graded

### Other
**Research Seminar in Resource and Environmental Economics**

<table>
<thead>
<tr>
<th>Code: ENV-330</th>
<th>POS: 749323010</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>180</td>
<td>6,0</td>
<td>2</td>
<td>WS+SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Jan Börner

**Lecturers**
Prof. Dr. Jan Börner

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program
- M.Sc. Agricultural and Food Economics

**Workload (h)** 180
**Credits (LP)** 6,0
**Duration (Semester)** 2
**Term** WS+SS

**Coordinator**
Prof. Dr. Jan Börner

**Lecturers**
Prof. Dr. Jan Börner

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program
- M.Sc. Agricultural and Food Economics

**Workload (h)** 180
**Credits (LP)** 6,0
**Duration (Semester)** 2
**Term** WS+SS

**Learning objectives**
After a successful completion of the course, the students have conceptualized their Master thesis including the description of the problem background with a preliminary literature review, the identification of the research question, the intended methodology, work plan and expected results.

**Key competences**
Scientific conceptualizing and writing; scientific verbal communication

**Learning content**
Literature studies, preparation of a research concept and a proposal, presentations of the state of the art in a thematic field which is close to the research question; scientific discussion

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
48CP

**Maximum number of students**

**Course(s)**
- Teaching method
- Topic
- Class size
- Contact time per week
- Workload [h]

<table>
<thead>
<tr>
<th>Course</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>C*</td>
<td></td>
<td>Resource and Environmental Economics</td>
<td>15</td>
<td>1,0</td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**
- Code
- Type of examination
- Duration of examination

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749323019</td>
<td>Term paper [67%]</td>
<td>during the semester graded</td>
</tr>
<tr>
<td>749323018</td>
<td>Presentation [33%]</td>
<td>during the semester graded</td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**
# Research Seminar in Market and Consumer Research

<table>
<thead>
<tr>
<th>Code: MAC-330</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749333010</td>
<td>180</td>
<td>6,0</td>
<td>2</td>
<td>WS+SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Prof. Dr. Monika Hartmann

**Lecturers**
Ching-Hua Yeh; Jeanette Klink-Lehmann

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
Course program
M.Sc. Agricultural and Food Economics

**Learning objectives**
After a successful completion of the course, the students have conceptualized their Master thesis including the description of the problem background with a preliminary literature review, the identification of the research question, the intended methodology, work plan and expected results.

**Key competences**
Scientific conceptualizing and writing; scientific verbal communication

**Learning content**
Literature studies, preparation of a research concept and a proposal, presentations of the state of the art in a thematic field which is close to the research question; scientific discussion

**Language**
English

**Recommended knowledge**
none

**Prerequisites**
48CP

**Maximum number of students**

**Course(s)**
<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>C*</td>
<td>Market and Consumer Research</td>
<td>15</td>
<td>2,0</td>
<td>180</td>
</tr>
</tbody>
</table>

**Examination(s)**
<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749333019</td>
<td>Term paper [67%]</td>
<td>during the semester</td>
</tr>
<tr>
<td>Prerequisites for admission to the exam: regular participation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>749333018</td>
<td>Presentation [33%]</td>
<td>during the semester</td>
</tr>
<tr>
<td>Prerequisites for admission to the exam: regular participation</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Academic Achievements**
not graded

**Other**

# Research Seminar in Agricultural and Development Policy

<table>
<thead>
<tr>
<th>Code: APO-330</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749343010</td>
<td>180</td>
<td>6,0</td>
<td>2</td>
<td>WS+SS</td>
</tr>
</tbody>
</table>

## Coordinator
Prof. Dr. Thomas Heckelei

## Lecturers
Dr. Yaghoob Jafari

## Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

## Usability
- Course program: M.Sc. Agricultural and Food Economics
- Mode: E 2.+3.

## Learning objectives
After a successful completion of the course, the students have conceptualized their Master thesis including the description of the problem background with a preliminary literature review, the identification of the research question, the intended methodology, work plan and expected results.

## Key competences
Scientific conceptualizing and writing; scientific verbal communication

## Learning content
- Literature studies, preparation of a research concept and a proposal, presentations of the state of the art in a thematic field which is close to the research question; scientific discussion

## Language
English

## Recommended knowledge
none

## Prerequisites
48CP

## Maximum number of students

### Course(s)

<table>
<thead>
<tr>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>C*</td>
<td>Agricultural and Development Policy</td>
<td>15</td>
<td>2,0</td>
<td>180</td>
</tr>
</tbody>
</table>

### Examination(s)

<table>
<thead>
<tr>
<th>Code</th>
<th>Type of examination</th>
<th>Duration of examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>749343019</td>
<td>Term paper [67%]</td>
<td>during the semester</td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: regular participation</td>
<td></td>
</tr>
<tr>
<td>749343018</td>
<td>Presentation [33%]</td>
<td>during the semester</td>
</tr>
<tr>
<td></td>
<td>Prerequisites for admission to the exam: regular participation</td>
<td></td>
</tr>
</tbody>
</table>

## Academic Achievements
not graded

## Other
Free elective modules

A maximum of 12 CP.
# Internship in Agricultural and Food Economics

<table>
<thead>
<tr>
<th>Code: ILR-01</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>POS: 749301010</td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS/SS</td>
</tr>
</tbody>
</table>

**Coordinator**
Dr. Manuela Meraner

**Lecturers**
Dr. Manuela Meraner

**Teaching unit(s)**
Agrar-, Forst- und Ernährungswissenschaften

**Usability**
- Course program: M.Sc. Agricultural and Food Economics
- Mode: O
- Study semester: 1.-3.

**Learning objectives**
The objective of the internship is to put the students' academic skills into practice and further develop professional skills. Additionally, students broaden their scope for future work by participation in a professional organization in the field of agricultural and food economics.

**Key competences**
Transfer of theoretical knowledge into the professional work environment, capability to present experiences, acquired knowledge and skills, enhanced reflexion capability on own expectations and experiences.

**Learning content**
Students learn to apply knowledge and skills acquired during the course of study, to execute certain professional skills better and to work independently and expand the professional network. The internship includes a minimum of four weeks of full-time work in a relevant field outside the university. It can be performed at research institutes, private companies or governmental and non-governmental institutions. The internship is completed by an internship report and a presentation in class.

**Language**
German/English

**Recommended knowledge**
none

**Prerequisites**
none

**Maximum number of students**

<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td>P</td>
<td>Internship in agricultural and food economics</td>
<td></td>
<td></td>
<td></td>
<td>160</td>
</tr>
</tbody>
</table>

**Examination(s)**
- Code: none
- Type of examination: Duration of examination
- Duration: none

**Academic Achievements**
Internship report, presentation in class

**Other**
- * the internship must be arranged by the students and authorized by the internship coordinator prior to the starting date
- * only internships completed after award of the Bsc. degree can be considered

Academic Achievements:
Internship report, presentation in class

Not graded

* the internship must be arranged by the students and authorized by the internship coordinator prior to the starting date
* only internships completed after award of the Bsc. degree can be considered
# Cold-Chain Management

<table>
<thead>
<tr>
<th>Code: M-L-05</th>
<th>POS: 745102030</th>
<th>Workload (h)</th>
<th>Credits (LP)</th>
<th>Duration (Semester)</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>180</td>
<td>6,0</td>
<td>1</td>
<td>WS</td>
</tr>
</tbody>
</table>

**Coordinator**  
Prof. Dr. Judith Kreyenschmidt

**Lecturers**  
Prof. Dr. Judith Kreyenschmidt

**Teaching unit(s)**  
Agrar-, Forst- und Ernährungswissenschaften

**Usability**

<table>
<thead>
<tr>
<th>Course program</th>
<th>Mode</th>
<th>Study semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.Sc. Agricultural and Food Economics</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>M.Sc. Human Nutrition</td>
<td>E</td>
<td>1./3. (Beginn WS); 2. (Beginn SS)</td>
</tr>
<tr>
<td>M.Sc. Food Technology</td>
<td>E</td>
<td>1./3. (Beginn WS); 2. (Beginn SS)</td>
</tr>
<tr>
<td>M.Sc. Animal Science</td>
<td>E</td>
<td>1./3. (Beginn WS); 2. (Beginn SS)</td>
</tr>
<tr>
<td>M.Sc. Microbiology</td>
<td>O</td>
<td></td>
</tr>
</tbody>
</table>

**Learning objectives**  
Nach erfolgreichem Abschluss des Moduls kennen die Studierenden die logistischen Abläufe in unterschiedlichen Kühlketten und verfügen über ein fundiertes Wissen über die Herausforderungen und Lösungsansätze zur Optimierung des Kühlkettenmanagements in nationalen und internationalen Supply Chains. Dies beinhaltet die Fähigkeit, Prozesse, die die Optimierung der Lebensmittelsicherheit und Qualität kühlpflichtiger Produkte betreffen, aufzubauen bzw. zu optimieren.

**Key competences**

- fächerübergreifendes Denken, Fähigkeit, vorhandenes Wissen auf neue Probleme anzuwenden  
- Problemlösungsfähigkeit  
- Präsentationstechniken, Wissenschaftliches Schreiben  
- kritisches Denken  
- Umgang mit Literatur  
- Selbstmanagement / organisation  
- Informationsgewinnung / Auswertung von Informationen

**Learning content**

- Grundlagen des Kühlkettenmanagements  
- Innovative Technologien zur Optimierung der Produkt und Prozessqualität  
- Einflussfaktoren auf die Qualität und Sicherheit von Lebensmitteln  
- Methoden zur Charakterisierung der Frische von Lebensmitteln  
- Modellierung des Frischeverlustes und der Haltbarkeit von Lebensmitteln  
- Methoden und Herausforderungen bei der der Temperaturüberwachung  
- Logistische Abläufe in nationalen und internationalen Supply Chains  
- Kühlen und Kühltechniken

**Language**  
German

**Recommended knowledge**  
none

**Prerequisites**  
none

**Maximum number of students**

---

80 von 83  
06.03.2020
<table>
<thead>
<tr>
<th>Course(s)</th>
<th>Teaching method</th>
<th>Topic</th>
<th>Class size</th>
<th>Contact time per week</th>
<th>Workload [h]</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>L</td>
<td>Kühlkettenmanagement</td>
<td>70</td>
<td>2,0</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>S</td>
<td>Lernziel: erworbenes Wissen aus der Vorlesung selbstständig und fachgerecht anzuwenden, genannte Schlüsselkompetenzen zu stärken</td>
<td>42</td>
<td>2,0</td>
<td>90</td>
</tr>
</tbody>
</table>

| Examination(s) | Code   | Type of examination | Duration of examination | | |
|-----------------|--------|---------------------|-------------------------|---|
|                 | 745102039 | Written exam Seminararbeit / -vortrag | 90 min | graded |

| Academic Achievements | | |
|-----------------------| | |
|                      | not graded |

| Other | | |
|-------| | |
Masterthesis

The masterthesis credits 30 CP.
# Masterthesis

| Code: M-401 |
| Workload (h) | Credits (LP) | Duration (Semester) | Term |
| POS: 8900 | 900 | 30,0 | 1 | WS/SS |

### Coordinator
NN

### Lecturers
Alle Lehrenden der Lehreinheit

### Teaching unit(s)
Agrar-, Forst- und Ernährungswissenschaften

### Usability
- Course program: M.Sc. Agricultural and Food Economics
- Mode: C
- Study semester: 4.

### Learning objectives
Independent work on a research project in the field of the teaching units within a given time frame. Details are specified in the examination regulation and examination organization regulation (available only in German).

### Key competences
Project work

### Learning content
Task of Masterthesis

### Language
German/English

### Recommended knowledge
none

### Prerequisites
Enregistered in either ABS-330 or ENV-330 or MAC-330 or APO-330 depending on the teaching unit of the first supervisor and at least 60CP

### Maximum number of students
Course(s)
- Course method: MT
- Topic: Masterthesis
- Class size
- Contact time per week
- Workload [h]: 900

Examination(s)
- Code: 8900
- Type of examination: Masterthesis
- Duration of examination: 2 - 6 Months
- Exam: graded

Academic Achievements
- Academic Achievement: not graded

### Other
The processing time lasts 6 months and the earliest delivery of the thesis is possible 2 months after the registration at the examination office.