

**Course Code** : AEC 405  
**Course Title** : Agribusiness Management  
**Credit Hours** : 3 (2+1)      **Full Marks:** 75      **Theory:** 50      **Practical:** 25

## OBJECTIVES

Upon the completion of this course, the students will gain theoretical as well as practical knowledge on different aspects of agribusiness management.

### I. SYLLABUS

Concept and definition of agribusiness management. Basic concepts and definitions of firm, plant, industry and their interrelationships with respect to agricultural production; Constraints and opportunities of agribusiness in Nepal; Agribusiness environment, management systems, Organization and business management functions and managerial decision. Human behavior in organization; Financial management of agribusiness – preparation of financial statements and analysis, agribusiness financing; appraisals techniques of agribusiness investment activities: methods of investment analysis; Leadership and motivation, economic principles involved in capital acquisition, agribusiness control program and evaluation; Value chain analysis: concept, mapping and approaches; Production planning and risk management; in agribusiness implications of international trade in agriculture sector of Nepal; Agricultural policies of Nepal and their impact on agribusiness enterprises.

### II. COURSE BREAKDOWN

#### A. Lectures

S.N.	Topic	No. of Lectures
1.	Concept and definition and scope of agribusiness management in Nepal	2
2.	Basic concept and definitions of firms, plant, industry and their interrelationships with respect to agricultural production	1
3.	Agribusiness environment and management systems,	2
4.	Organization and business management functions and managerial decision	2
5.	Human resource management in organization	2
6.	Preparation of financial statements, analysis and agribusiness financing	2
7.	Investment appraisals through use of discounted and appraisal measures	3
8.	Leadership and motivation, economic principles involved in capital acquisition	3
9.	Agribusiness control program and evaluation	2
10.	Value chain analysis: concept, mapping and approaches	3
11.	Production planning in agribusiness – planning production, risk management	2
12.	Implications of international trade in agriculture sector of Nepal	3
13.	Agricultural policies and their impact on agribusiness enterprises in Nepal	3
<b>Total</b>		<b>30</b>

## B. Practicals

S.N.	Topic	No. of Practicals
1.	Review of organization and management structure in different agro-industries	1
2.	Assessment of Demand-supply of agri. commodities in different agro-industries	1
3.	Analysis of backward and forward linkages of major agricultural products	1
4.	Preparation and analysis of balance sheet – A case study	1
5.	Preparation and analysis of profit and loss statement – A case study	1
6.	Cash flow analysis of agro industries	1
7.	Ratio analysis and forecasting techniques	1
8.	Investment appraisals through discounted cash flow measures of project worth	1
9.	Visit to an agribusiness unit for the analysis of problems, performances and prospects – A case study	1
10.	Value chain mapping of major agricultural subsectors	2
11.	SWOT analysis of major agricultural subsectors	1
12.	Preparation of business plan for agricultural firms	3
<b>Total</b>		<b>15</b>

## REFERENCES

- Downey, W. D. and Erickson, S. P. 1987. Agribusiness management. McGraw Hill Inc.
- Rhodes, V. J. 1983. The agricultural marketing systems. John, Wiley, and sons, Inc. Singapore.
- Gittinger, J. P. 1982. Economic Analysis of Agricultural Projects. 2<sup>nd</sup> eds completely revised and expanded. The John Hopkins University Press. London.
- Fae, A. N. 1981. Crop Management Economics. Granada publishing. London.