

# **Modulhandbuch**

# **Course Book**

**M.Sc. Agricultural and Food Economics**  
**(AFECO)**

**Prüfungsordnungsversion**  
**Examination Regulations**  
**2017**

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Abkürzungen/Abbreviation:

V=Vorlesung/lecture; Ü=Übung/assignment; S=Seminar/seminar; P=Praktikum/practical course;  
E=Exkursion/excursion; PS=Projektseminar/project seminar; K=Kolloquium

SS=Sommersemester/summer term; WS=Wintersemester/winter term

P=Pflicht/compulsory; WPF=Wahlpflicht/elective; fWPF=freies Wahlpflichtmodul/optional; PM=Projektmodul/project module

## Compulsory modules 1. semester

<b>Methods of Empirical Research</b>					
Code: BAS-110 POS: 749101010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Dr. agrar. Johannes Simons; Ching-Hua Yeh; Dipl. oecotroph. Stefanie Landwehr; M.Sc. Kathrin Meyer				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			P	1.
Learning objectives	Introduction to the epistemological background and basic understanding of the theoretical approaches; Introduction into 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; Interpretation of scientific text material; Ability to discuss and to present own ideas				
Learning content	Historical overview, theoretical basics (Grounded theory, Phenomenological approach, Theory of Action, Critical Discourse Analysis), Methods of qualitative research and their characteristics; Neutral Hermeneutic, Qualitative Textual Analysis, Structural Reconstruction, Comparative Casuistic) Introduction regression analysis, OLS and R2, Steps in applied regression analysis, Presenting results, Assumptions / Gauss Markov-Theorem [BLUE], Including non-metric (dummy) variables as independent variables, Applying logs, Special effects, Assignment				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V	Qualitative Methods of Social Research Quantitative Research Methods	50 50	2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749101018 749101017	written examination (75%) assignment (25%)	100 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Microeconomics</b>					
Code: BAS-130   ARTS-AE6 POS: 749101020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei;				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			P WPF	1. 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 modeling				
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Microeconomics  (ratio V:Ü 3:1)	50	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749101029 749101028	written exam (50%) Assignments (50%)	120 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Global Food Markets and Systems</b>					
Code: BAS-140 POS: 749101030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Dr. Johannes Simons				
Lecturers	Prof. Dr. Monika Hartmann; Prof. Dr. Klaus Froberg				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			P	1.
Learning objectives	Students obtain a deeper insight into the agricultural and food markets and international marketing. They learn to apply theoretical knowledge to the respective markets.				
Key competences	Understanding of the functioning of agricultural and food markets, ability to explain and evaluate developments on the markets, presentation skills				
Learning content	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.				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Global Food Markets and Systems  (ratio V:Ü 1:1)	50 50	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749101037	written exam	60 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

## Compulsory modules 2. Semester



<b>Excursion in Agricultural and Food Economics</b>					
Code: BAS-120 POS: 749201010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Herrmann Trenkel				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			P	2.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	E	Excursions, lasting 1 to 5 days to domestic and international destinations	30	1,5	180
Examination(s)	Code	Type of examination	Duration of examination		
	749201016	none			
Prerequisites for admission to the exam	In toto participation in and proof of 5 days of excursion				not graded
Other					

<b>Decision Theory and Risk Management</b>					
Code: BAS-150 POS: 749201020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Silke Hüttel				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			P	2.
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 modeling tools; modelling exercises and case studies.				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Decision Theory and Risk Management  (ratio V:Ü 1:1)	60	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749201028 749201027	Written exam (75%) Assignment (25%)	120 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

## Electives "Agribusiness (ABS)"

<b>Financial Accounting</b>					
Code: ABS-100 POS: 749112030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Dr. Herrmann Trenkel				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Buchführung und Bilanzanalyse Assignments, own studies, discussion in class (ratio V:Ü 1:1)	15 15	2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749112039	Written exam	60 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Applied Planning Methods in Agribusiness</b>					
Code: ABS-120 POS: 749112010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Stefanie Bröring				
Lecturers	Prof. Dr. Stefanie Bröring; Dr. Chad Baum; Sukhada Khedkar				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 and survey design to explore public understanding; case studies to gather specific detail for hypothesis testing; design of discrete choice experiments to explore consumer demand; use of mediation and moderation analysis to explore causal relationships; social network analyses 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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Applied Planning Methods in Agribusiness  (ratio V:Ü 1:1)	25	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749112018 749112017	written exam (50%) Assignments (50%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Organizational Management</b>					
Code: ABS-140 POS: 749112040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Stefanie Bröring				
Lecturers	Prof. Dr. Stefanie Bröring; Dr. Laura Carraresi; Lora Tsvetanova				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.
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.				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V	Organizational Management	25	4,0	90
Examination(s)	Code	Type of examination	Duration of examination		
	749112048 749112047	written exam (50%) presentation (50%)	120 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Process Based Management</b>					
Code: ABS-150 POS: 749112050		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	PD Dr. Ralf Helbig				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.
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 modeling 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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V	Process Based Management	25	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749112059	written exam	90 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Agricultural Production Economics</b>					
Code: ABS-210 POS: 749112060		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Silke Hüttel; Dr. Reinhard Uehleke				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.
Learning objectives	Students will be able to analyse management tasks of farms and to develop solutions based on the application of various theories and methods				
Key competences	Analytical thinking in the context of enterprise analysis, identification of management problems and finding solutions for them				
Learning content	Fundamentals of production economics and management; factors influencing the appearance of farms; development of partial and enterprise budgets; efficiency analysis; management problems related to crop and livestock production; farm growth and development				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Betriebsführung  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749112069	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					



<b>Cost Accounting</b>					
Code: ABS-110 POS: 749212010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Herrmann Trenkel				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
Learning objectives	Ability to calculate unit costs for agricultural products, analyse the cost structure in production and to identify relevant costs				
Key competences	Cost calculation, cost analysis				
Learning content	Distinction between financial and cost accounting, 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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Kostenrechnung Assignments, own studies (ratio V:Ü 1:1)	15 15	2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749212019	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Investment and Financing</b>					
Code: ABS-130 POS: 749212020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Silke Hüttel; Alisa Spiegel; Dr. Gerd Wesselmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	German				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Investition und Finanzierung  (ratio V:Ü 1:1)	30	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749212029	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Strategy and Innovation Management in Agribusiness</b>					
Code: ABS-230 POS: 749212100		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Stefanie Bröring				
Lecturers	Prof. Dr. Stefanie Bröring; Dr. Chad Baum				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V	Strategic & Innovation Management in Agribusiness	25	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749212109	oral exam	20-30 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Project Analysis</b>					
Code: ABS-240   ARTS-C3 POS: 749212040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Udo Bremer				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF P	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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Project Analysis Lectures with integrated exercises at a ratio of 2:1	20	4,0	150 30
Examination(s)	Code	Type of examination	Duration of examination		
	749212049	written exam	90 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Seminar Production Economics and Farm Management</b>					
Code: ABS-300 POS: 749212080		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Silke Hüttel				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
Learning objectives	Students are able to apply the relevant theories and methods to problems of business analysis and planning. They acquire knowledge and 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	Presentation, communication and writing skills				
Learning content	Case studies related to business analysis and planning problems.				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	S	Business Studies	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749212089 749212088	Term paper (66,6%) presentation (33,3%)	during the semester during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Seminar Quality and Innovation Management in Agribusiness</b>					
Code: ABS-310 POS: 749212090		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Stefanie Bröring				
Lecturers	Prof. Dr. Stefanie Bröring; Dr. Laura Carraresi				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	S	Seminar Quality and Innovation Management in Agribusiness	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749212099 749212098	Term paper (66,6%) presentation (33,3%)	during the semester during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Special Project in Technology and Innovation Management</b>					
Code: ABS-320 POS: 749112070		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS+SS
Coordinator	Prof. Dr. Stefanie Bröring				
Lecturers	Prof. Dr. Stefanie Bröring				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 "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	Englisch				
Recommended knowledge	Modul ABS-140 or ABS-230 with 1.3 or better have to be completed at the start of this module.				
Prerequisites	Modul ABS-140 or ABS-230 with 1.3 or better have to be completed at the start of this module.				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	PS*	Special project	3	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749112079	Term paper	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Special Project in Production Economics</b>					
Code: ABS-340 POS: 749112080		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS+SS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Silke Hüttel				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 "Production Economics". Specific topic and form to deliverable (paper, report, poster, documentation,...) to be agreed upon between student and coordinator.				
Language	Englisch				
Recommended knowledge	Modul ABS-210 with 1.3 or better, and APO-230 with 1.7 or better have to completed at the start of this module.				
Prerequisites	Modul 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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	PS*	Special project	5	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749112089	Term paper	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					



<b>Marketing in Theory and Praxis</b>					
Code: MAC-100 POS: 749132040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Dr. Johannes Simons				
Lecturers	Dr. Johannes Simons; Frau Jeanette Klink-Lehmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.o.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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Marketing in Theory and Praxis Computer assisted simulation game		2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749132049 749132048	written exam (60%) presentation (40%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Bio-economic modelling at farm-scale</b>					
Code: ENV-240 POS: 749222050		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Wolfgang Britz				
Lecturers	PD Dr. Wolfgang Britz; David Schäfer				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 stochastic aspects.				
Language	Englisch				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Modelling of Dynamic Agri-ecological systems  (ratio V:Ü 1:1)	15	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749222059	Assignments	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

## Electives "Resource and Environmental Economics (ENV)"

<b>Economics on Sustainability</b>					
Code: ENV-100   ARTS-AE5 POS: 749122030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Karin Holm-Müller				
Lecturers	Prof. Dr. Karin Holm-Müller				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF WPF	1. 1.
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	none Solid knowledge at bachelor level of microeconomics and welfare theory are recommended for this module.				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Economics on Sustainability  (ratio V:Ü 1:1) MA-WP-07L	40	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749122039	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Advanced Environmental Economics</b>					
Code: ENV-210 POS: 749122010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Jun. Prof. Dr. Jan Börner				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Economics of biodiversity protection  (ratio V:Ü 1:1)	15	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749122019	oral exam	45 min		graded
Prerequisites for admission to the exam	none				not graded
Other	This course builds on knowledge of Environmental Economics and intertemporal allocation of renewable and non-renewable resources.				

<b>Agricultural and Agri-Environmental Law</b>					
Code: ENV-220 POS: 749122020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Karin Holm-Müller				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	3.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V	Agrar- und Agrarumweltrecht  ENV-220	30	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749122029	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Seminar on Environmental Economics and Policy</b>					
Code: ENV-300 POS: 749122040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Jun. Prof. Dr. Jan Börner				
Lecturers	Jun. Prof. Dr. Jan Börner				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	3.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	S*	Environmental Economics and Policy	15	2,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749122049	Term paper (50%)	during the semester		graded
	749122048	presentation (30%)	during the semester		
749122047	contributions to discussions (20%)	Teilnahme an Diskussion			
Prerequisites for admission to the exam	regular participation				not graded
Other					

<b>Special Project in Environmental Economics</b>					
Code: ENV-310 POS: 749122050		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS+SS
Coordinator	Jun. Prof. Dr. Jan Börner				
Lecturers	Jun. Prof. Dr. Jan Börner				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 Environmental, Ecological or Resource Economics. Specific topic and form of deliverable (paper, report, poster, documentation,...) to be agreed upon between student and coordinator.				
Language	Englisch				
Recommended knowledge	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.				
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	PS*	Special Project	3	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749122059	Term paper	during the semester		graded
Prerequisites for admission to the exam	none				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.				



<b>Impact evaluation of conservation &amp; development projects and environmental policies</b>					
Code: ENV-130 POS: 749222040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Jun. Prof. Dr. Jan Börner				
Lecturers	Jun. Prof. Dr. Jan Börner				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF WPF	2. 2.
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	<ul style="list-style-type: none"> <li>- Understanding the differences between state-of-the-art evaluation methods</li> <li>- Ability to interpret results in diverse intervention contexts with a focus on tropical country environments.</li> </ul>				
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	noneBasic knowledge of microeconomics and statistics				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Resource and Environmental Economics (ratio V:Ü 1:1)	15	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749222049 749222048	written exam (50%) take home assignment (50%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Bio-economic modelling at farm-scale</b>					
Code: ENV-240 POS: 749222050		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Wolfgang Britz				
Lecturers	PD Dr. Wolfgang Britz; David Schäfer				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 stochastic aspects.				
Language	Englisch				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Modelling of Dynamic Agri-ecological systems  (ratio V:Ü 1:1)	15	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749222059	Assignments	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Environmental Economics and Policies</b>					
Code: ENV-110   ARTS-BE3 POS: 749222010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Karin Holm-Müller				
Lecturers	Dipl.-Volksw. Elías Cisneros				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF WPF	2. 2.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Environmental policy  (ratio V:Ü 1:1)	40	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749222019	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Ethics in Food Consumption and Production</b>					
Code: MAC-230 POS: 749232030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Prof. Dr. Monika Hartmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.o.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	Determinants of ethical consumption; Consumer boycotts versus buycotts (e.g. Carrotmob); The role of NGOs, new and social media for consumer power; Labeling and ethical consumption; Case studies regarding ethical consumerism in the food sector; Implications for developing countries (e.g. the impact of social labeling on child labor). The concept of CSR; economic theories and CSR; forms of responsible conduct; impact of CSR; case studies regarding CSR in the food sector.				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Ethics in food consumption and production  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749232039 749232038	Written exam (7/10) Presentation (3/10)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other	Die Veranstaltung wird zusätzlich durch Gastdozentinnen und Gastdozenten unterstützt.				

<b>Agricultural Production Economics</b>					
Code: ABS-210 POS: 749112060		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Silke Hüttel; Dr. Reinhard Uehleke				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.
Learning objectives	Students will be able to analyse management tasks of farms and to develop solutions based on the application of various theories and methods				
Key competences	Analytical thinking in the context of enterprise analysis, identification of management problems and finding solutions for them				
Learning content	Fundamentals of production economics and management; factors influencing the appearance of farms; development of partial and enterprise budgets; efficiency analysis; management problems related to crop and livestock production; farm growth and development				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Betriebsführung  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749112069	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Partial and General Equilibrium Modeling</b>					
Code: APO-250 POS: 749242060		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Wolfgang Britz				
Lecturers	Dr. Wolfgang Britz				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	Englisch				
Recommended knowledge	Modul BAS-130 or equivalent				
Prerequisites	Modul BAS-130 or equivalent				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü		20 20	2,0 2,0	
Examination(s)	Code	Type of examination	Duration of examination		
	749242069 749242068	written exam (50%) Assignments (50%)	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Advanced Applied Econometrics</b>					
Code: APO-230 POS: 749242010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	Module BAS-110 or similar knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Advanced Applied Econometrics  (ratio V:Ü 3:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749242019	Assignments	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

## Electives "Market and Consumer Research (MAC)"



<b>Food Industrial Economics</b>					
Code: MAC-110 POS: 749232020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Prof. Dr. Monika Hartmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
Learning objectives	Students will understand competitive processes. They know interdependencies between market structure, conduct and 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	Modul BAS-130 or equivalent knowledge				
Prerequisites	Modul BAS-130 or equivalent knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Food Industrial Economics  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749232029 749232028	Written exam (75%) Assignment (25%)	60 min during the semester		graded
Prerequisites for admission to the exam	keine				not graded
Other					

<b>Behavioral Economics</b>					
Code: MAC-120 POS: 749232010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Dr. Nikolai Reynolds; Manuela Meraner				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
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 behavioural economics to explain market performance and behaviour 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, the cost of information, framing, anchoring and endowment effects, status quo bias, heuristics and cognitive errors, altruism, fairness and reciprocity, libertarian paternalism, experimental economics				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Behavioral Economics  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749232019 749232018	Written exam (70%) Presentation (30%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Advanced Methods of Market Research</b>					
Code: MAC-210 POS: 749132010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Ching-Hua Yeh				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
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, preferences, willingness to pay and social networks, applying among others auctions, choice experiments, concept mapping, network analysis, factor analysis and cluster analysis.				
Language	English				
Recommended knowledge	Modul BAS-110 or equivalent knowledge				
Prerequisites	Modul BAS-110 or equivalent knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Advanced Methods of Market Research	25 25	2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749132019 749132018	Written Exam (75%) Assignments (25%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Consumer oriented Communication in the Food Sector</b>					
Code: MAC-220 POS: 749132020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Johannes Simons				
Lecturers	Dr. Johannes Simons				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.
Learning objectives	Students achieve a deeper insight into the communication policy in agricultural and food markets. They learn to apply conceptual knowledge on communication policy 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	Basics of communication policy; consumer behaviour and information; media research e.g. hostile media phenomenon, agenda-setting, knowledge gap; media and commercials; public relations; information campaigns as strategy in consumer affairs; risk perception and communication				
Language	English				
Recommended knowledge	keine				
Prerequisites	keine				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Consumer oriented Communication in the food sector  (ratio V:Ü 3:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749132029 749132028	Written exam (70%) Presentation (30%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Ethics in Food Consumption and Production</b>					
Code: MAC-230 POS: 749232030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Prof. Dr. Monika Hartmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.o.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	Determinants of ethical consumption; Consumer boycotts versus buycotts (e.g. Carrotmob); The role of NGOs, new and social media for consumer power; Labeling and ethical consumption; Case studies regarding ethical consumerism in the food sector; Implications for developing countries (e.g. the impact of social labeling on child labor). The concept of CSR; economic theories and CSR; forms of responsible conduct; impact of CSR; case studies regarding CSR in the food sector.				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Ethics in food consumption and production  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749232039 749232038	Written exam (7/10) Presentation (3/10)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other	Die Veranstaltung wird zusätzlich durch Gastdozentinnen und Gastdozenten unterstützt.				

<b>Marketing in Theory and Praxis</b>					
Code: MAC-100 POS: 749132040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Dr. Johannes Simons				
Lecturers	Dr. Johannes Simons; Frau Jeanette Klink-Lehmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1.o.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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Marketing in Theory and Praxis Computer assisted simulation game		2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749132049 749132048	written exam (60%) presentation (40%)	60 min during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Seminar Marketing and Market Analysis</b>					
Code: MAC-300 POS: 749132030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Prof. Dr. Monika Hartmann; Jeanette Klink-Lehmann; Chinghua Yeh				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	3.
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 BAS-110, BAS-130 und BAS-140 or equivalent knowledge				
Prerequisites	Module BAS-110, BAS-130 und BAS-140 or equivalent knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	S	Market Analysis and Marketing	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749132039 749132038	Term paper (75%) Presentation (25%)	during the semester during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Special Project in Market and Consumer Research</b>					
Code: MAC-310 POS: 749132050		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS+SS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Prof. Dr. Monika Hartmann; Dr. Daniel Hawes; Dr. Johannes Simons				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	2.-3.
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	Englisch				
Recommended knowledge	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.				
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	PS*		5	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749132059	Term paper	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					



<b>Advanced Applied Econometrics</b>					
Code: APO-230 POS: 749242010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	Module BAS-110 or similar knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Advanced Applied Econometrics  (ratio V:Ü 3:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749242019	Assignments	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

## Electives "Agricultural and Development Policy (APO)"

<b>European and International Agricultural Policy</b>					
Code: APO-110 POS: 749142020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Dr. Stephanie Grosche				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	1. o. 3.
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 BAS-130 or similar knowledge in microeconomic theory at master level				
Prerequisites	Module BAS-130 or similar knowledge in microeconomic theory at master level				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	European and International Agricultural Policy  (ratio V:Ü 3:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749142029	Assignments	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Development Sociology</b>					
Code: APO-130   ARTS-A4 POS: 749142010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Dr. Udo Bremer				
Lecturers	Dr. Udo Bremer				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF P	1. 1.
Learning objectives	Introduction into the theoretical and methodological basics of the Sociology of Development. To learn about social phenomenon and strategies at the micro and the macro level, the structure, function and change of agri-social systems; Understanding of the process of social change in the agricultural sector and in rural areas of developing countries; Ability to define agri-social needs of 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 development processes, sociological theories of social change, actors analysis and participation, phenomenon of development (networks, globalization, migration, poverty, urbanization) Theory of Social Systems, Analysis of Social Systems, Social structures of farming systems, Social Security Systems, Cooperatives, Farmers Associations and MFIs in Developing Countries, Agricultural reforms in selected countries				
Language	English				
Recommended knowledge	none				
Prerequisites	none				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V V	Development Sociology Agricultural Institutions and Social Systems	30 30	2,0 2,0	90 90
Examination(s)	Code	Type of examination	Duration of examination		
	749142019	written exam	100 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Applied Modelling of Agricultural Systems</b>					
Code: APO-220 POS: 749242020		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Dr. Wolfgang Britz				
Lecturers	Dr. Wolfgang Britz				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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 modeling 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	Module APO-210 or equivalent knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	Ü	Applied Modelling of Agricultural Systems	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749242029	Assignments (group work, check for working computer code, sufficient documentation, participation in simulation analysis)	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Special Project in Agricultural and Development Policy</b>					
Code: APO-310 POS: 749142050		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS+SS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	Modules APO-110 and APO-120 have to be completed with simple average at or below 1.3 at the start of this module.				
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	PS	Special project	5	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749142059	Term paper	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Seminar Policy Analysis</b>					
Code: APO-300 POS: 749142030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei; Dr. Stephanie Grosche				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	3.
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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	S	Policy Analysis	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749142039	Term paper	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Partial and General Equilibrium Modeling</b>					
Code: APO-250 POS: 749242060		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Dr. Wolfgang Britz				
Lecturers	Dr. Wolfgang Britz				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	Englisch				
Recommended knowledge	Modul BAS-130 or equivalent				
Prerequisites	Modul BAS-130 or equivalent				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü		20 20	2,0 2,0	
Examination(s)	Code	Type of examination	Duration of examination		
	749242069 749242068	written exam (50%) Assignments (50%)	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					



<b>Applied Trade Theory and Policy</b>					
Code: APO-120   ARTS-BE4 POS: 749242030		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei; Dr. Yaghoob Jafari				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF WPF	2. 2.
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 modeling.				
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 BAS-130 ARTS-AE6 or similar knowledge in microeconomics at master level				
Prerequisites	Module BAS-130 ARTS-AE6 or similar knowledge in microeconomics at master level				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Applied Trade Theory and Policy  (ratio V:Ü 3:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749242039	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Advanced Applied Econometrics</b>					
Code: APO-230 POS: 749242010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	Module BAS-110 or similar knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Advanced Applied Econometrics  (ratio V:Ü 3:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749242019	Assignments	during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Development Economics</b>					
Code: APO-240   ARTS-BE5 POS: 749242040		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus SS
Coordinator	Prof. Dr. Joachim von Braun				
Lecturers	Dr. Alisher Mirzabaev				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics M.Sc. Agricultural Science and Resource Management in the Tropics and Subtropics			WPF WPF	2. 2.
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 BAS-130   ARTS-AE6 or similar knowledge				
Prerequisites	Module BAS-130   ARTS-AE6 or similar knowledge				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	V Ü	Development Economics  (ratio V:Ü 1:1)	20	4,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749242049	written exam	120 min		graded
Prerequisites for admission to the exam	none				not graded
Other					

## Research Seminars

<b>Research Seminar in Agribusiness</b>					
Code: ABS-330 POS: 749313010		Workload (h) 180	Credits (LP) 6	Duration 2	Turnus SS+WS
Coordinator	Prof. Dr. Silke Hüttel				
Lecturers	Prof. Dr. Stefanie Bröring;				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	48LP				
Prerequisites	48LP				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	K*	Agribusiness Assignments, own studies	15 15	2,0	60 120
Examination(s)	Code	Type of examination	Duration of examination		
	749313019 749313018	paper (66,6%) presentation (33,3%)	during the semester during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Research Seminar in Resource and Environmental Economics</b>					
Code: ENV-330 POS: 749323010		Workload (h) 180	Credits (LP) 6	Duration 2	Turnus SS+WS
Coordinator	Prof. Dr. Karin Holm-Müller				
Lecturers					
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	48LP				
Prerequisites	48LP				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	K*	Resource and Environmental Economics	15	1,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749323019 749323018	paper (66,6%) presentation (33,3%)	during the semester during the semester		graded
Prerequisites for admission to the exam	none				not graded
Other					

<b>Research Seminar in Market and Consumer Research</b>					
Code: MAC-330 POS: 749333010		Workload (h) 180	Credits (LP) 6	Duration 2	Turnus SS+WS
Coordinator	Prof. Dr. Monika Hartmann				
Lecturers	Prof. Dr. Monika Hartmann				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	48LP				
Prerequisites	48LP				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	K*	Market and Consumer Research	15	2,0	180
Examination(s)	Code	Type of examination	Duration of examination		
	749333019 749333018	paper (66,6%) presentation (33,3%)	during the semester during the semester		graded
Prerequisites for admission to the exam	regular participation				not graded
Other					

<b>Research Seminar in Agricultural and Development Policy</b>					
Code: APO-330 POS: 749343010		Workload (h) 180	Credits (LP) 6	Duration 2	Turnus SS+WS
Coordinator	Prof. Dr. Thomas Heckelei				
Lecturers	Prof. Dr. Thomas Heckelei				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			WPF	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	48LP				
Prerequisites	48LP				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	K*	Agricultural and Development Policy	15	1,0	60
Examination(s)	Code	Type of examination	Duration of examination		
	749343019 749343018	paper (66,6%) presentation (33,3%)	during the semester during the semester		graded
Prerequisites for admission to the exam	regular participation				not graded
Other					



## Optional Modules

<b>Internship in Agricultural and Food Economics</b>					
Code: ILR-01 POS: 749301010		Workload (h) 180	Credits (LP) 6	Duration 1	Turnus WS/SS
Coordinator	Dr. Manuela Meraner				
Lecturers	Dr. Manuela Meraner				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			fWPF	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 organisation in the field of agricultural and food economics.				
Key competences	Transfer of theoretical knowledge into the professional work environment, capability to present experiences, aquired 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					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
	P	Internship in agricultural and food economics			160
Examination(s)	Code	Type of examination	Duration of examination		
		none			
Prerequisites for admission to the exam	Internship report, presentation in class				not graded
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				

## Masterthesis

<b>Masterthesis</b>					
Code: M-401 POS: 8900		Workload (h) 900	Credits (LP) 30	Duration 1	Turnus WS/SS
Coordinator					
Lecturers	Alle Lehrenden der Lehrinheit				
Teaching unit(s)	Agrar-, Forst- und Ernährungswissenschaften				
Usability	Course program			Mode	Study semester
	M.Sc. Agricultural and Food Economics			P	4.
Learning objectives	Selbstständige Bearbeitung eines vorgegebenen Problems aus dem Gebiet des Studienganges innerhalb eines vorgegebenen Zeitraumes. Das Nähere regelt die Prüfungsorganisationsordnung und die Prüfungsordnung des Studienganges. Die Bearbeitungsdauer beträgt mindestens zwei und höchstens sechs Monate.				
Key competences	Project work, presentation skills				
Learning content	Task of Masterthesis				
Language	German/English				
Recommended knowledge	Research Seminar in the field of the research topic of the master thesis; > 60 LP				
Prerequisites	Research Seminar in the field of the research topic of the master thesis; > 60 LP				
Maximum number of students					
Courses	Teaching method	Topic	Class size	Contact time per week	Workload [h]
			1		900
Examination(s)	Code	Type of examination	Duration of examination		
					graded
Prerequisites for admission to the exam					not graded
Other					