**Course syllabus for Master Program In Agribusiness and Value Chain Management (Regular)**

### Year 1 Semester II

### 1. Livestock Value Chain Management

Course Code: ABVM 512

Credit Hours: 3

**Course Description**

This course tries to address the role of livestock in Ethiopian economy, challenges and opportunities in commercializing livestock agriculture, economics of livestock products processing, livestock supply chains; post-harvest handling of livestock/animal products; characteristics of livestock/animal products as it relates to their loss; major causes of deterioration in livestock/animal products; development of livestock products handling systems; major components of livestock products handlings; efficient and effective utilization of animal product processing facilities; the role of women in livestock products handling processing and preservation; importance, principles and techniques of processing and preservation of animal/livestock products; safety measures and quality assurance procedures in transporting, storing, grading and standardization of livestock products, economic feasibility, social acceptability and environmental friendliness of processing and preservation

**Course Objectives:**

At the end of this course students will be able to:

* Explain the role of livestock in Ethiopian economy
* Identify the challenges and opportunities of commercializing livestock agriculture in Ethiopia
* Describe the changes (structural and bio-chemical) in agricultural products
* Assess and estimate post-harvest losses using different estimation methods and propose methods for minimizing the losses
* Identify economically feasible animal product processing facilities and manage their efficient and effective utilization
* Monitor the implementation of safety measures and quality assurance procedures in transporting, storing, grading and standardization and marketing of livestock/animal products
* Apply the basic principles of processing livestock products to value added food commodities
* Explain the different processing methods for various livestock/animal products
* Apply different livestock/animal products preservation methods
* Assess the economic feasibility, social acceptability and environmental friendliness of different livestock/animal processing and preservation
* Analyse the role of women in livestock products handling, processing, preservation & marketing.

**Course Content**

1. Roles of livestock in Ethiopian economy

2. Challenges and opportunities in commercializing livestock in Ethiopia

3. Supply chains of major livestock products

4. Characteristics of livestock/animal products

* Nutritional characteristics
* Safety and quality problems
* Post-harvest product losses

5. Handling and value addition of animal products

* Principles of Processing and Preservation of livestock Products
* Poultry and Poultry Products Handling & processing (Packaging, Transporting, chilling, preservation, Storage; Standardization, , Safety , Quality Control , Quality Standards)
* Milk and Milk Product Handling & processing (Straining/filtration, pasteurization, standardization, homogenization, cooling, Transporting, Packaging, Storage; Safety and Quality Control, Quality Standards)
* Meat and Meat Product Handling & processing (Chilling, Deboning, canning/sterilization, curing/salting, Transporting, Packaging, Storage; Safety and Quality Control, Quality Standards )
* Fish Handling & processing (Harvesting, chilling, preservation, Packaging, Transporting, Storage, Quality Control)
* Honey and Honey Product Handling & processing (Refining, Transporting, Packaging, Storage, Safety and Quality Control, Quality Standards )

6. Economic and biological benefits of value addition of livestock products

* Economic benefits of value addition/processing
* Biological benefits (quality and safety)
* Food security

7. Economic feasibility, social acceptability and environmental friendliness of processing and

preservation of animal/livestock products

8. Role of Gender in handling, processing, preservation and marketing of livestock products

**Mode of Course Delivery**

Interactive lecture, group discussion and presentations, term paper, field and company visits: students will visit different livestock farms, different livestock products processing industries and supermarkets and identify the possible loss types, factors affecting product quality, post harvest handling methods by chain actors.

**Assessment Methods**

Students will be assessed on continuous bases and summative exam. The continuous assessment consists of term paper writing, presentation, tests, and field reports. The minimum total weight for the elements in continuous assessment is 50%. The rest will be covered by final exam.

**References**

AGP-LMD (2013) Value chain analysis for Ethiopia: meat and live animal, dairy, hide, skin and leather products. Expanding livestock markets for small scale producers, USAID.

Cost benefit analysis of the dairy value chain in Ethiopia. USAID report.Available:http:/pdf.usaid.gov/pdf\_docs/pa00jp32.pdf.

Economic Commission for Africa (ECA). (2012). Report on livestock value chains in Eastern and Southern Africa: A regional perspective. Eighth Session of the Committee on Food Security and Sustainable Development and Regional Implementation Meeting for the Twentieth Session of the Commission on Sustainable Development, Addis Ababa, Ethiopia 19 - 21 November 2012.

FAO (2012) Designing and Implementing livestock value chain studies- A practical aid for highly pathogenic and emerging diseases control. FAO animal production and health guidelines No. 10. Rome.

FAO (2007) Meat processing technology for small to medium scale producers.FAO, regional office for Asia and the Pacfic.

Sahay, K.M. and Singh, K.K. (2001). Unit operation of agricultural processing 2nd Ed., Vikas

 Publishing House Pvt. Ltd., New Delhi

[Sivasankar](http://www.amazon.com/s/ref%3Dntt_athr_dp_sr_1?_encoding=UTF8&field-author=B%20Sivasankar&ie=UTF8&search-alias=books&sort=relevancerank), B. (2004).Food Processing and Preservation, Prentice-Hall of India Pvt.Ltd.

### 2. Agribusiness project planning and Analysis

Course code: ABVM 522

Credit hour: 3

**Course Description:**

The course is aimed at equipping learners with the knowledge and skills that help in analyzing investment in agribusiness and develop business plan. The course generally covers the introductory concepts of investment, investment risk analysis, aspects of investment feasibility analysis, financial feasibility analysis of agribusiness investments, and development of business plans.

**Course Objectives**

At the end of this course, learners will be able to:

* Explain role and scope of investment
* Asses the investment environment
* Identify and measure investment risks
* Characterize the risk preference of investors
* Conduct risk diversification analysis
* Conceptualize of the steps of investment feasibility analysis
* Identify the aspects of investment feasibility analysis
* Conduct investment feasibility analysis using various methods
* Develop agribusiness plans

[**1: Introduction**](#_Toc372061893)

* [Definition and Scope](#_Toc372061894)
* [Investment Environment](#_Toc372061895)
	+ [Five forces of competition](#_Toc372061896)
	+ [Investment vehicles and decisions](#_Toc372061897)
	+ [Return on investment](#_Toc372061898)
	+ [Breakeven analysis](#_Toc372061899)

**2:** [**Basics of Investment Feasibility**](#_Toc372061900) **Analysis**

* The Project Cycle
* [Steps in Investment Analysis](#_Toc372061901)
* [Financial Feasibility](#_Toc372061902)
* [Technical Feasibility](#_Toc372061903)
* [Marketing Feasibility](#_Toc372061904)
* Environmental feasibility
* [Socio-economic Aspect](#_Toc372061905)

**3:** [**Analysis of Risky**](#_Toc372061906) **Investments**

* [Measures of Return and Risk](#_Toc372061907)
* [Measures of expected return](#_Toc372061908)
* [Measures of risk](#_Toc372061909)
* [Probability distributions of returns](#_Toc372061910)
* [Decision rules for risk-return trade-off](#_Toc372061911)
* [Coefficient of variation](#_Toc372061912)
* [Highest lower bound (HLB)](#_Toc372061913)
* [Investors’ Utility Functions and Risk Preference](#_Toc372061915)
* [Risk-neutral utility functions](#_Toc372061916)
* [Risk-loving utility functions](#_Toc372061917)
* [Risk-averse utility functions](#_Toc372061918)
* [Indifference curves](#_Toc372061919)
* [Maximizing utility](#_Toc372061920)
* [Risk with Two Enterprises](#_Toc372061921)
* [Covariance](#_Toc372061922)
* [Correlation coefficient](#_Toc372061923)
* [Risk Diversification under Resource Constraints](#_Toc372061924)
* [Risk Diversification with More than Two Enterprises](#_Toc372061925)
* [Portfolio returns](#_Toc372061926)
* [Portfolio risk](#_Toc372061927)

**4**[**: Financial Feasibility and Investment Appraisal**](#_Toc372061928)

* [Time Value of Money](#_Toc372061929)
	+ [Compounding and future values](#_Toc372061930)
	+ [Discounting and present values](#_Toc372061931)
* [Methods of Investment Appraisal](#_Toc372061932)
	+ [Basics](#_Toc372061933)
	+ Non-discounted measures
		- [Cash flow method](#_Toc372061934)
		- [Payback method](#_Toc372061935)
		- [Accounting rate of return](#_Toc372061936)
	+ [Discounted cash flow measures](#_Toc372061937)
		- [The NPV method](#_Toc372061938)
		- [Benefit-cost ratio](#_Toc372061939)
		- [The IRR method](#_Toc372061940)
	+ [Profitability (or Excess NPV) index](#_Toc372061941)
* [Accounting for Risk in Investment Decisions](#_Toc372061942)
	+ [Risk-adjusted cut-off rate](#_Toc372061943)
	+ [Certainty equivalents approach](#_Toc372061944)
	+ [Probability approach](#_Toc372061945)
	+ [Sensitivity technique](#_Toc372061946)

**5**[**: Business Plan Development**](#_Toc372061947)

* [Meaning and Purposes of Business Planning](#_Toc372061948)
* [Elements of a Business Plan](#_Toc372061949)
	+ [Business description](#_Toc372061950)
	+ [Market analysis](#_Toc372061951)
	+ [Competitor assessment](#_Toc372061952)
	+ [Marketing plan](#_Toc372061953)
	+ [Operating plan](#_Toc372061954)
	+ [Financial plan](#_Toc372061955)
	+ [Executive summary](#_Toc372061956)

**Mode of Course Delivery**

This course will be delivered through lectures, seminar papers and presentations, case studies and presentations, assignments, brainstorming sessions, and crossover discussions.

**Assessment Methods**

Continuous assessment will be employed. The assessment will be based on active participation in discussion of case-based tasks, presentations, seminars, assignments, and will account for at least 50% of the evaluation. The remaining goes for final exam.

[**References**](#_Toc372061957)

Belli, P., Anderson, J., Barnum, H., Dixon, J. and Tan, J-P. (2001). The Economic Analysis of Investment Operations: Analytical Tools and Practical Applications, Washington: The World Bank.

Berry, T., 2010. Start, Run and Grow Your business. Available at [www.bplans.com](http://www.bplans.com).

Ehmke, C., J. Fulton, J. Akridge, K. Erickson, S. Linton. Industry Analysis: The Five Forces. Availabl at http//:www.agecon.purdue.edu.nwventures.

GittingerJ.P.,1982.EconomicAnalysisofAgriculturalProjects.2nd edition,JohnsHopkinsUniversity Press.

Kirkpatrick, C. and Weiss, J. (eds.) (1996). Cost Benefit Analysis and Project Appraisal in Developing Countries, Cheltenham: Edward Elgar.

Levišauskait, K., 2010. Investment Analysis and Portfolio Management.Vytautas Magnus University Kaunas, Lithuania.

Potts, D. (2002). Project Planning and Analysis for Development, London: Lynne Rienner Publishers.

Schaper, M., Volery, T., Weber, P., & Lewis, K. (2010). Entrepreneurship and Small Business: 3rd Asia–Pacific Edition. Australia: John Wiley & Sons.

### 3. International Trade

Course Code: ABVM 532

Credit hours: 2

**Course Descriptions**:

Review of macroeconomic policy environment; the effects of economic policies on agribusiness and value chain management; Concepts of international trade and policy, classical and neo-classical theories of international trade, international patterns of trade and specializations, theory of trade protection, economic integration, and balance of payment foreign exchange market.

**Course objectives:**

Upon the completion of this course, student will able to:

* To Explain the meaning and nature of international trade
* To Analyze comparative advantage of a given country in the open economy
* To Identify global factors that affect local agribusiness and value chain management
* To Advice different stakeholders on how to be effective in international trade

**Expected Competence**

Upon the completion of this course, student will able to:

* To Explain the meaning and nature of international trade
* To Analyze comparative advantage of a given country in the open economy
* To Identify global factors that affect local agribusiness and value chain management
* To Advice different stakeholders on how to be effective in international trade

**Course contents:**

**1: Introduction**

* 1. Review of Macroeconomic policy environment
	2. Effects of economic policies on agribusiness and value chain management

1.3 Review of Concepts in international trade

1.4 Importance of agricultural trade to the economy.

1.5 Trends in agricultural trade

**2: The Theoretical Concepts Underlying International Trade**

2.1 Classical Theories of International Trade

2.2 Neoclassical Theories International Trade

**3: International Trade Policy Instruments**

3.1 Basic Trade Policy Instruments

3.2 Tariff and non tariff barriers to Trade

3.3 Trade Liberalization

3.3 Impact of Trade Policy Instruments

**4: International Trade and Developing Economy**

4.1 Importance and Implications of Foreign Trade for Developing Economy

4.2 Absolute and Comparative Advantages of Foreign Trade under Ethiopian condition

4.3 Composition of Ethiopia’s Foreign Trade Policy and Balance of Payments

4.4 Foreign exchange and world monetary systems

4.5 International institutions (UNCTAD, World Bank, IMF, GATT, WTO…) and their impact on the trade of developing countries.

4.5 Issues of access to WTO

**5: Emerging Issues in Agricultural Trade**

5.1 Global and Regional trade Integration and Implications

5.2 Foreign Demand, Supply and factor price Analysis

5.3 Market Entry Methods

5.4 Export Procedures & Documentations

5.5 Regulations Standards and Product Certification

5.6 Carbon Trade and other emerging issues in international trade

**Mode of course Delivery**

The course will be delivered through lectures, project works and assignments.

**Assessment Method**

Continuous assessment (Term paper, assignments and presentations) 50% and Final examination = 50%

**References:**

Corden, W. M. (1997) *Trade Policy and Economic Welfare.* Oxford University Press

Dixit, A. and Norman (1980).*Theory of International Trade,* Cambridge University Press: Cambridge.

Gandolfl, G (1987) *International Economics I: The pure Theory of International Trade*, ,Spinger-Verlag: Berlin

Krugman P.R and M. Obstfeld (2000) *International Economics: Theory and Policy.*MA: MA: Addison Wesley.

Markusen, J.R. and J.R. Melvin (1988) *The Theory of International Trade.* New York: Harper and Row.

Timmer (1986).*Getting Prices Right: The Scope and Limits of Agricultural Policy*. Ithaca, Cornell University Press

Tweeten, L. (1992). *Agricultural Trade: Principles and Policies.* Boulder: Westview Press.

Vousden, N. (1990) *The Economics of Trade Protection.* Cambridge University Press: Cambridge.

### 4. Financial and Risk Management

Course code: ABVM 542

Credit hour: 2

**Course Description**

The course covers issues in financial management; credit management; agricultural value chain finance; and agricultural risk assessment; and agricultural risk management.

**Course Objective**

After completion of this course, students will be able to:

* Analyze financial statements and interpret them
* Indentify the sources, roles, essentials of agribusiness credit, credit instruments and loan agreements
* Assess the basics of credit analysis and rating
* Evaluate information asymmetry and credit risk management
* Conceptualize the framework of value chain finance
* Compare the various innovations in value chain financing
* Indentify and assess the various risks and constraints in agribusiness
* Identify agribusiness risk management approaches and strategies.

**Course Content**

**1: Financial Management in Agribusiness**

* Basics of Financial Management
	+ Meaning and dimension
	+ Finance function
	+ Objectives of financial management
	+ Types of finance
* Techniques of Financial Analysis
* Analysis of Financial Structure
	+ Liquidity
	+ Solvency
* Financial Return Analysis
	+ Structure
	+ Earning performance

**2: Credit Management in Agribusiness**

* Roles and Essentials of Credit
* Sources of and Constraints in Agricultural Credit
* Advantages and Disadvantages of Credit
* Credit Instruments and Contracts
	+ Credit instruments
	+ Loan agreements
* Basics of Credit Analysis and Rating
	+ Credit process
	+ Credit analysis
	+ Credit scoring and risk rating
* Information Asymmetry and Credit Risk Management

**3: Agricultural Value Chain Finance**

* Framework of Value Chain Finance
* Out grower Schemes
* Warehouse Receipt Finance
* Credit Guarantees
* Value Chain Intermediation
* Agricultural Factoring and Trade Receivables Finance
* Trade Credit
* Key Points in VCF

**4: Agribusiness Risk Assessment and management**

* Farm-level Risks and Constraints
* Supply Chain Risks
* Risk Assessment
	+ Analyzing risky situations
	+ Major risk variables
	+ Dimensions of risk
* Risk Layering
* Approaches to Agribusiness Risk Management
* Agricultural risks and management strategies
* Agricultural insurance
	+ Crop insurance products
	+ Livestock insurance products
	+ Risk layering in weather-related agricultural insurance
* Weather Index Insurance (WII)
	+ Basics of WII
	+ Weather parameters and payout structure
	+ Advantages and disadvantages of index insurance
		- Advantages of index insurance
		- Challenges in index insurance

**Mode of Course Delivery**

This course will be delivered through lectures, seminar papers and presentations, case studies and presentations, assignments, brainstorming sessions, and crossover discussions.

**Assessment Methods**

Continuous assessment will be employed. The assessment will be based on active participation in discussion of case-based tasks, presentations, seminars, assignments, and will account for at least 50% of the evaluation. The remaining goes for final exam.

**References**

Berry, Ellinger, Hopkin and Baker, 2000.*Financial Management in Agriculture*,6th Edition Interstate Publishers.

Goodwillie, D., 2011. Comprehensive Guide to Farm Financial Management.Saskatchewan Ministry of Agriculture.

Jessop, R.,B. Diallo, M. Duursma, A. Mallek, J. Harms, and B. van Manen, 2012. Creating Access to Agricultural Finance Based on a Horizontal Study of Cambodia, Mali, Senegal, Tanzania, Thailand and Tunisia. AgenceFrançaise de Développement (AFD), France.

Lee, W.F., M.D. Boehlje, A.G. Nelson, and W.G. Murray, 1988.Agricultural Finance, 5th edition, Iowa State University Press, Ames, Iowa.

Rejda, J.E., 2003. Principles of Risk Management and Insurance, 8th edition, Pearson Education PLC, New Delhi.

WFP and IFAD, 2011. Weather Index-based Insurance in Agricultural Development: A Technical Guide. IFAD.

World Bank, 2011. Weather Index Insurance for Agriculture: Guidance for Development Practitioners. The World Bank, Washington, D.C.

### 5. .Research Methods in Agribusiness and Value Chains

Course Code: ABVM 552

Credit Hours: 2

**Course Description**

The course provides students with advanced research techniques in Agri-business and value chain. It employs both quantitative and qualitative research techniques in Agri-business and value chain development. The course will cover areas of research problem identification, research design, methods of data collection & analysis, developing research proposal, scientific communication of research findings, and model applications.

**Course Objectives**

At the end of this course, learners will be able to:

* Apply skills of collecting, summarising and analyzing data
* Identify researchable problems in agribusiness and value chain
* Develop sound research proposal
* Conduct research
* Analyze data using appropriate quantitative techniques
* Communicate scientific findings in agribusiness and value chain

**Course content**

**1: Concepts of Scientific Research**

* Types of Scientific Research
* Research in Agribusiness and Value Chains
* Systematic Process of Research

**2: Defining Research Problem**

* What is Research Problem?
* Defining and Formulating Research Problems
* Developing Research Questions, Hypotheses and Objectives

**3: Developing a Research Proposal**

* Research Proposals and Types
* Structure of Research Proposal

**4: Research Designs**

* Sampling
* Criteria for Selecting Sampling Procedures
* Types of Sample Designs (Probability and Non-probability sample designs)
* Determination of Sample Size
* Methods of Data Collection
* Methods and Tools of Data Collection
* Selection of Appropriate Methods for Data Collection

**5: Data Processing, Analysis, and Interpretation**

* Processing Operations (editing, coding, classification, tabulation)
* Selecting Variables and indicators
* Units of analysis (individual, households, groups, social artifacts)
* Consideration of Measurement Scales
* Types of Data Analysis
* Criteria for Selecting Analytical Tools

**6: Research Report Writing and Presentation**

* Types of Scientific Research Reports
* Characteristics of a good Report/Thesis
* Structure of Scientific Research Reports
* Publication and Authorship
* Presentations of Research Outputs
* Ethical Considerations in Research

**Mode of Course Delivery**

The mode of delivery for this course will mainly depend on lectures, presentations on scenario analysis, discussions and individual/group work on developing research proposal and writing reports.

**Assessment Methods**

The course evaluation will be both continuous assessment and final examination. At least 50 percent of the evaluation will be continuous assessment which includes assignments, tests, group work and presentations. The rest will be covered by final examination.

**References**

Alreck, P.L., Settle R. B. (2004). The Survey Research Handbook.Irwin Hill.Third Edition.

Angus Deaton (1998). The Analysis of Household Surveys: A Micro-econometric Approach to Development Policy. Baltimore: The Johns Hopkins University Press. (Chapters 1 and 2).

Anja, F., Ulrike G., Etti, W. 2009. Value Chain Analysis Methodologies in the Context of

 Environment and Trade Research. Discussion Paper No. 429.

Babbies, E. (1989). The Practice of Social Research. New York: Wadsworth Publishing Company.

Brewerton, P. and Lynne M. (2001 ). Organizational Research Methods A Guide for Students and Researchers.London: Sage Publishers.

Casley, D.J., Lury, D. A., (1993). Data Collection in Developing Countries.Oxford: Oxford University Press.

Dennis J. C., and Krishma, K. (1988).Collection, Analysis and Use of Monitoring and Evaluation Data. Baltimore: John Hopkins University Press.

Dey, I. (1993).Qualitative Data Analysis.A User Friendly Guide for Social Scientists.

 Environment and Trade Research. Discussion Paper No. 429

Ethridge, D. (1995**).** Research Methodology in Applied Economics: Organizing, Planning and Conducting Economic Research. Ames: Iowa State University Press.

Goode, W. J., and Paul K. H. (1981).Methods in Social Research.International Students Edition. Auckland: McGraw-Hill Book Company.

Malmfors, B., Phil G. and Michael G. (2004).Writing and Presenting Scientific Paper (2nd Ed.). Nottingham University.

Raphael, K. and Mike, M. (2003). A Handbook For Value Chain Research Prepared for the IDRC.

Raune, Janet. (2005). Essentials of Research Methods: A Guide to Social Science Research. Oxford: Blackwell Publishing

Sophie Laws (2003).Research for Rural Development: A Practical Guide. Sage Publications.

Verschuren, P. and Hans D. (1999).Designing a Research Project.Utrecht: LEMMA.

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### 6. Agribusiness Organization and Management

Course Code: ABVM 562

Credit Hours: 2

**Course description**

The course is aimed at equipping learners with knowledge and skills in agribusiness organization and management. It covers introduction to agribusiness management; business types and forms; organizational behavior; strategic human resource management; consumer behavior; change management; farm business management; and resource mobilization and budgeting.

**Course Objectives:**

At the end of this course, learners will be able to:

* Explain agribusiness management
* Evaluate organizational behaviour
* Apply strategic human resource management
* Identify consumer behaviour
* Manage change
* Develop budget for agribusiness organization

**Course Content**

1. Introduction to Agribusiness Management
* Concepts, Principles and Functions of agribusiness management
* Agribusiness Firms: Types, Characteristics and Development
1. Organizational Behavior
* Importance of Organizational Behaviour
* Models and Approaches of Organizational Behaviour
* Autocratic, Custodial, Supportive, and Collegial Models
* Bureaucracy and Scientific Management Approaches
1. Strategic Human Resource Management
* Job Analysis & Design
* Human Resource Management Functions
1. Change Management
* Change Management Process
* Conflict Management
* Roles of Gender in Change Management
1. Farm Business Management
* Physical Production Relationships
* Management Decisions
* Cost Relationships
* Risk and Uncertainty in Farm Business
* Consumer behaviour in Agri-business
1. Resource Mobilization and Budgeting

**Mode of Course Delivery**

This course relies on a variety of learning methods. Students-led discussions and presentations will be combined with instructor facilitated learning experiences and lectures. Some specific methods include lectures, reading assignments, group discussions, and case studies.

**Assessment Methods**

The assessment methods to be employed include continuous assessment (assignments, group work and presentations) at least 50% of the evaluation and the rest is final exam.

**References**

Cunningham, J. B. &Eberle, T. (1990).A Guide to Job Enrichment and redesign. Personnel, Feb 1990, p.57 in Newstrom, J. & Davis, K. (1993). [Organization Behavior: Human Behavior at Work](http://www.amazon.com/exec/obidos/tg/detail/-/007239675X/bigdogsbowlofbis/). New York: McGraw-Hill.

Davis , K. (1967). [Human relations at work: The dynamics of organizational behavior](http://www.amazon.com/HUMAN-RELATIONS-WORK-Organizational-Behavior/dp/B003BFNY0Y/). 9th ed., New York: McGraw-Hill

Knoster, T., Villa, R., & Thousand, J. (2000).A framework for thinking about systems change. In R. Villa & J. Thousand (Eds.), [Restructuring for caring and effective education: Piecing the puzzle together](http://www.amazon.com/Restructuring-Caring-Effective-Education-Together/dp/1557663866/bigdogsbowlofbis/) (pp. 93-128). Baltimore: Paul H. Brookes Publishing Co.

Koch, C. (2006). The New Science of Change. CIO Magazine, Sep 15, 2006 (pp 54-56). Also available on the web:<http://www.cio.com/archive/091506/change.html>

Newstrom, John W. & Davis, Keith (1993). [Organizational Behavior: Human Behavior at Work](http://www.amazon.com/exec/obidos/tg/detail/-/007239675X/bigdogsbowlofbis/). New York: McGraw-Hill.

Revans, R. W. (1982). [The Origin and Growth of Action Learning](http://www.amazon.com/Origins-Growth-Action-Learning/dp/9144990715/bigdogsbowlofbis/). Hunt, England: Chatwell-Bratt, Bickley.

Stephen PP. R. and Timothy A. J. (2012).Essentials of Organizational Behavior, 11thed.Umass ISOM MBA Custom Edition Edition.Pearson Prentice-Hall.

Stewart, J. (1991). [Managing Change Through Training and Development](http://www.amazon.com/Managing-Change-Through-Training-Development/dp/074941846X/bigdogsbowlofbis/). London: Kogan

John. M. Ivancevich, 1998. Human Resource Management, 7th ed.

Dessler, 1998. Human Resource Management , 9th ed.

Lioyd.L.Bayers and Leslie W.Rue, 1997.Human Resource Management.

Margaret Attwood and Stuart Dim Mock, 1999. Personnel management .

Margaret Foot Caroline Hook, 1998. Introducing Human Resource Management.

Wendell L. French, 1996. Human Resource Management.

Shaun Tyson and Alford york, 2001. An introduction to Human resource Management 1st ed.

###

7. Graduate Seminar in Agribusiness and Value Chain Management

Course code: ABVM 592

Credit Hour: 1

**Course Description**

The course is expected to cover topics related to current issues and advances in agribusiness and value chain management such as policies, technologies, economic, social and environmental feasibilities as well as challenges and opportunities at local, national, regional and international levels.

**Course Objectives**

At the end of this course, students will be able to:

* Review and critically analyze scientific articles and papers related to advances in Agribusiness and value chain management
* Present scientific papers and with appropriate delivery methods using visual aids such as overheads, slides, posters and other computer generated techniques
* Prepare seminar paper on current issues of Agribusiness and value chain.
* Analyze emerging problems in agribusiness and value chain management and propose solutions

**Mode of Course Delivery**

Seminar coordinator gives orientation on seminar preparation and presentation procedures and gives other necessary supports.

**Assessment Methods**

Preparation and presentation of seminar paper on current issues of agribusiness and value chain; the presentation is evaluated by three relevant instructors and it accounts 100% (50% seminar document/paper, 50% presentation) of the evaluation. The seminar document has to follow proper seminar writing styles and stick to the research/scientific ethics and different from the M. Sc thesis topic.