

STUDY PROGRAMME	AGRIBUSINESS TECHNOLOGIES, 653D70003
SUBJECT TITLE	Agricultural Market and Trade in Agricultural Products
NUMBER OF CREDITS	6
DURATION OF SUBJECT	Total: 160 hours (94 contact hours, 66 self-study hours)
TEACHING PERIOD	Autumn Semester
SUBJECT CONTENT	<p>Subject objective Provide knowledge about the price mechanism on the agricultural market and peculiarities of the food market, as well as develop skills to identify the effect of the supply and demand on the agricultural market. Provide knowledge about the processes of economic activity on the agricultural and food markets, and develop the competence to implement and manage internal and international trade.</p> <p>Learning outcomes Will apply the theoretical knowledge and models of social sciences in professional activities. Will evaluate processes and results of agribusiness economic activity, and select agricultural product marketing strategies and models. Will know the common agricultural policy and its objectives related to agriculture and rural development challenges and oriented to the European Union (EU) strategy. Will analyse, evaluate economic data, and apply the results of data analysis for decision making and planning activities. Will plan, organise and control the activity of agricultural entities and main agricultural production processes, foresee and choose financing sources, forms of credit provision, investment (innovation) agricultural and rural development projects. Will be able to formulate the problem, establish the objective, make rational decisions.</p> <p>Content (topics)</p> <ol style="list-style-type: none"> 1. Analysis of the demand for agricultural products: the demand for agricultural products in the world, demand factors. Agricultural products supply Analysis of supply factors, income differences in agriculture. 2. Trade preconditions. Purchase and sales process management. 3. Price formation in agriculture: agribusiness structure, market forms and competition, vertical integration and price formation system. 4. Agricultural protectionism: agricultural market policy analysis, the WTO and international agricultural and food trade requirements. 5. International trade policy. Development of the international trade in agricultural and food products. 6. International trade processes. International sale - purchase contracts. International trade (contract) terms Incoterms. 7. The meaning and processes of logistics in trade 8. Import and export operations. Customs procedures. 9. International trade financing, short-term and long-term trade financing. 10. Cross-border payments and settlements. Currency risk and hedging.

	11. International trade risk and management of trade flows.
ASSESSMENT	The final assessment is a cumulative score, which is the sum of the intermediate settlements received during the whole semester, and the exam assessments.
SUBJECT COORDINATOR	Dalia Karlaitė Vilniaus kolegija/University of Applied Sciences, Faculty of Agrotechnologies, Environment Design and Agribusiness Technology Department 2A Beržų str., Buivydiškės, Vilnius district, LT–14160, Lithuania Tel. +370 5 2 19 16 53 E-mail: krastotvarka@atf.viko.lt