

Module Title:	Agribusiness Management
Language of Instruction:	English
Credits:	10
NFQ Level:	6
Module Delivered In	4 programme(s)
Teaching & Learning Strategies:	The main focus of the classes will be a lecture style combined with case analysis in reviewing management concepts. Learners will also engage in class/group discussions to deepen the understanding of the concepts covered. Theory will be supplemented using guest speakers and video material where relevant. Learners will also be provided with relevant theory to support the practical work and deepen the understanding of the concepts covered.
Module Aim:	This module aims to provide learners with an introduction to enterprise and management and its application at farm and agribusiness level. The appropriate record keeping techniques will be examined at farm level (e.g. statutory management requirements) and agribusiness level. Enterprise analysis skills will also be developed for appropriate business planning.
Learning Outcomes	
<i>On successful completion of this module the learner should be able to:</i>	
LO1	Provide an introduction to enterprise and management and its application to farms and agribusinesses.
LO2	Explain the development of the agricultural sector and its present environment.
LO3	Development of a basic agribusiness plan.
Pre-requisite learning	
Module Recommendations	
<i>This is prior learning (or a practical skill) that is recommended before enrolment in this module.</i>	
No recommendations listed	
Incompatible Modules	
<i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module.</i>	
No incompatible modules listed	
Co-requisite Modules	
No Co-requisite modules listed	
Requirements	
<i>This is prior learning (or a practical skill) that is mandatory before enrolment in this module is allowed.</i>	
No requirements listed	

Module Content & Assessment

Indicative Content
Introduction to management and enterprise Introduction to management • Management levels, skills, functions. • Agri-business management • Introduction to enterprises and their organisational context • The agribusiness organisation and its functional areas
The agribusiness environment • Agri-business environment • The macro environment, the task environment and competitive analysis
Agribusiness plan • Idea generation • Feasibility study • Business Plan for a farm and agribusiness (including relevant financial and physical performance data) • Climate for enterprise • Support agencies for enterprises/agri-enterprises/State industrial policy
Record keeping for farm businesses Record keeping for livestock and crop enterprises • Record keeping for statutory management requirements on farm including livestock movement, animal health records, pesticide use and fertiliser use • Performance monitoring for farm enterprises and bench marking KPI against similar farm businesses
Product Costs • Material Control • Labour Control • Overhead Control • Strategies to optimise production costs at a farm enterprise level.
Cost volume profit analysis • Contribution • Fixed and variable costs • Graphical analysis • Margin of safety • Cost volume profit assumptions
Budgeting • Budgeting process including master budgets, cash flows for farm and agribusiness enterprises including monthly and annual cash flows.
Capital investment decisions • Appraisal methods, their purposes and implications • NPV, IRR, Payback method, ARR, DCF. Financing of capital investment

Assessment Breakdown	%
Continuous Assessment	50.00%
Project	50.00%

Continuous Assessment				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Essay	Essay Report on a farm or agribusiness enterprise	1,2	25.00	n/a
Project	Completion of a business plan	3	25.00	n/a
Practical/Skills Evaluation	Application of skills required for farm and agribusiness based record keeping	1	50.00	n/a

No Project

No Practical

No End of Module Formal Examination

SETU Carlow Campus reserves the right to alter the nature and timings of assessment

Module Workload

Workload: Full Time		
<i>Workload Type</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	12 Weeks per Stage	4.00
Lab/Lecture	12 Weeks per Stage	2.00
Independent Learning Time	12 Weeks per Stage	6.00
Total Hours		144.00

Module Delivered In

Programme Code	Programme	Semester	Delivery
CW_SWOAG_B	Bachelor of Science (Honours) in Organic Agriculture	2	Mandatory
CW_SWSFM_B	Bachelor of Science (Honours) in Sustainable Farm Management and Agribusiness	2	Mandatory
CW_SWOAG_D	Bachelor of Science in Organic Agriculture	2	Mandatory
CW_SWSFM_D	Bachelor of Science in Sustainable Farm Management and Agribusiness	2	Mandatory