

# Anhang B1: Modulbeschreibungen Talca

## 1. Pflichtmodule

<b>Module</b>	<b>Managerial Economics</b>							
<b>Code</b>	<b>DEA-C-01</b>							
Coordinator	Prof. Dr. Javier L. Troncoso							
Language	English							
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	First Semester							
Professor	Prof. Dr. Javier L. Troncoso Prof. Dr. Alejandra Engler							
Content	<p>This module is concerned with the theoretical foundations of business decision-making and management. The course first examines the principles that govern a rational business decision making (sections 1 to 4), and then concentrates in methodology for business decision-making (sections 5 to 8). Although the principles examined can be applied to any kind of firm, a special reference is made throughout the course to agribusiness. The course is based on lectures, readings and exercises.</p> <p>Contents includes: Rational decision making; theory of demand; production economics, cost and supply; analysis of different market structures and pricing; investment decisions; production mix decisions; transportation decisions; inventory control.</p>							
Objectives	<p>To provide students with the principles that support sound business decision-making.</p> <p>To provide the students with concepts of microeconomic theory with special emphasis in the theory of the firm</p>							
Bibliography	<p>Mansfield, E., Allen, W.B., Doherty, N. and Weigelt, K. 2002. <u>Managerial Economics</u>. Fifth Edition, W.W. Norton and Co., New York, U.S.A.</p> <p>Samuelson, William, Marks, Stephen. 1999. <u>Managerial Economics</u>. Third Edition, The Dryden Press, Fort Worth, U.S.A.</p>							
Type of Module	Compulsory		Methodological			Optional		
	<b>X</b>							
Requirements	Admission to MIA Program							
Type of instruction	Lectures	Seminars	Excursions	Internships	Tutorials	Projects		
Duration	54				30			
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>							
Grade structure	Written Exam (2): 50% each							

<b>Module</b>	<b>Marketing in Agribusiness I (Strategic Marketing)</b>
<b>Code</b>	<b>DEA-C-02</b>
Coordinator	Prof. Dr. Marcos Mora González
Language	Spanish (References in English and Spanish)
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)
ECTS Credits	6 ECTS
Semester	First Semester
Professor	Prof. Dr. Marcos Mora González
Content	<ul style="list-style-type: none"> <li>• The consumer and the agricultural products</li> <li>• Theories of consumer behaviors</li> <li>• Psychology of consumer</li> <li>• Process of buy decision</li> <li>• Psychic determinants (Involvement, motives, attitude) and the social influence-sizes (measured media, opinion leaders) the consumer of behavior.</li> <li>• Product positioning, situational influences, attitudes, and determinants of satisfactions</li> <li>• Principles of marketing research and consumer behavior</li> <li>• Methods of measurement, analysis of perception and of preference</li> <li>• New information technologies and consumer concerns.</li> <li>• Marketing-instrument, production policy and advance publicity.</li> <li>• Consumers and nutritional-behavior</li> <li>• Marketing-strategy, -Concept, - employment of funds and controlling.</li> <li>• Planning of Marketing</li> </ul>
Objectives	The aim of this module is to give basic aspect of consumer theories and marketing instrument focused in agricultural products.
Bibliography	<p>Buwer, J.; Li, E.; Red, M. (2002). Segmentation of the Australian wine market using a wine-related lifestyle approach. <i>Journal of Wine Research</i>. Vol. 13. Nº 3, pp. 217-242.</p> <p>Cateora, P. (1997). <i>Marketing Internacional</i>. Ed. Irwin. 863 pág.</p> <p>Cattin, P. and Wittink, D. (1982). Commercial use of conjoint analysis: a survey. <i>Journal of Marketing</i>. Vol. 46 (verano), pp. 44-53.</p> <p>Churchill, G.A.; Suprenant C. (1982). An investigation into the determinants of customer satisfaction. <i>Journal of Marketing Research</i>. Vol. XIX (noviembre), pp. 491-504.</p> <p>Cramer C.; Jensen C.; Southgate, D. (1997). <i>Agricultural Economics And Agribusiness</i>. Ed. John Wiley &amp; Sons, Inc.</p> <p>CZINKOTA, M; RONKAINEN, I. (1998). <i>Marketing Internacional</i>. Editorial Mc Graw Hill. 819 pág.</p> <p>Daniels, J; Radebaugh, L.; Sullivan, D. 2004. <i>Negocios Internacionales: Ambientes y Operaciones</i>. Ed. Pearson – Prentice Hall.</p> <p>Dodds, W. B.; Monroe, K. B.; Grewal, D. (1991). Effects of price, brand and stores information on buyers' products evaluation. <i>Journal of Marketing Research</i>. Vol. 28 (agosto), pp. 307-319.</p> <p>Green, P.E. and Srinivasan, V. (1990). Conjoint Analysis in Marketing: New Developments with Implications for Research and Practice. <i>Journal of Marketing</i>. Vol. 54. Nº 4, pp. 3-19.</p> <p>Henson, S. and Northen, J. (2000). Consumer assessment of the safety of beef at the point of purchase: a Pan-European study. <i>Journal of Agricultural Economics</i>. Vol. 51. Nº 1, pp. 90-105.</p> <p>Horowitz, I &amp; Lockshin, L, (2002), 'What price Quality? An investigation into the prediction of wine-quality ratings', <i>Journal of Wine Research</i>. Vol. 13. Nº1, pp. 7-22.</p> <p>Kirmani, A.; Rao A. R. (2000). No pain, no gain: A critical review of the literature on signaling unobservable product quality. <i>Journal of Marketing</i>. Vol. 64 (April), pp. 66-79.</p> <p>Kotler, P. (2000): <i>Dirección de Marketing</i>. Edición del milenio. Prentice Hall, Madrid.</p> <p>Kotler, P. y Otros (2000): <i>Introducción al Marketing (2ª ed. Europea)</i>. Prentice Hall, Madrid.</p> <p>Santesmases, M. (1999): <i>Marketing: Conceptos y Estrategias</i>. 4ª Ed. Pirámide, Madrid.</p> <p>LaBarbera, P.; Mazursky, D. (1983). A longitudinal assessment of consumer satisfaction/dissatisfaction: the dynamic aspect of the cognitive process. <i>Journal of Marketing Research</i>. Vol. 20 (noviembre), pp. 393-404.</p> <p>Luque T.; Ibañez J.; Barrio S. (2000). Consumer ethnocentrism measurement: an assessment of de reliability and validity of the CETSCALE in Spain. <i>European Journal of Marketing</i>. Vol. 34. Nº 11/12, pp. 1353-1373.</p> <p>Mora G. M.; Espinoza J.A. (2005). Segments determination of fresh peaches' consumers through the conjoint analysis: an approximation to the Chilean market. Sixth International Peach Symposium. Peach Culture Working Group. ISHS FRUIT SECTION. Santiago (Chile), 9 - 14 January, 2005. Hotel Sheraton. Enviado a <i>Acta Horticulturae</i>.</p>

	<p>Mora, M.; Espinoza, J.; Bruna G.; Kern, W.; Marchant, R. (2003). Comercialización de Productos de Origen Agropecuario y Agroindustrial. Programa de Gestión Agropecuaria. Ministerio Agricultura de Chile- Fundación Chile- Universidad de Chile. 76 p.</p> <p>Ness, M.; Gerhardy, H. (1994). Consumer preferences for quality and freshness attributes of eggs. British Food Journal. Vol. 96. N° 3, pp. 26-34.</p> <p>Quester, P., &amp; Smart, J. (1998). The influence of consumption situation and product involvement over consumers' use of product attribute. Journal of consumer marketing. Vol. 15 N° 3, pp. 220-238.</p> <p>Rodríguez-Barrio, J. E.; Rivera, L.M.; Olmeda, M. (1990). Gestión Comercial de la Empresa Agroalimentaria. Ed. Mundi-Prensa. Madrid.</p> <p>Westbrook, R. A. (1987). Product/consumption-based affective responses and postpurchase processes, Journal of Marketing Research. N° 24, pp. 258-270.</p> <p>Zeithaml, V. A. (1988). Consumers Perceptions of Price, Quality and Value: A Means-End Model and Synthesis of Evidence". Journal of Marketing. Vol. 52 (julio), pp. 2-22.</p>							
Type of Module	Compulsory		Methodological			Optional		
	<b>X</b>							
Requirements	Admission to MIA Program							
Type of instruction	Lectures	Seminars		Excursions	Internships	Tutorials	Projects	
Duration	54					30		
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>	<b>X</b>	<b>X</b>					
Grade structure	Writing Exam 30% Quizzes 20% Seminar and Seminar Presentations 50%							

<b>Module</b>	<b>Strategic Management</b>							
<b>Code</b>	<b>DEA-C-03</b>							
Coordinator	Prof. M.B.A. Patricio Ortúzar Ruiz							
Language	Spanish (References in English and Spanish)							
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	First Semester							
Professor	Prof. M.B.A. Patricio Ortúzar Ruiz							
Content	<ul style="list-style-type: none"> <li>• Concepts of strategy</li> <li>• Tools of Strategic Management</li> <li>• The analysis of Competitive Advantage</li> <li>• Business strategies in agribusiness context</li> <li>• Food Corporate Strategy</li> </ul>							
Objectives	<p>To provide to participants a guide to agribusiness strategy analysis combining rigor, relevance and applicability.</p> <p>To transfer to the students a more profound knowledge of the critical characteristics of agrifood companies, markets and the competitive process</p>							
Bibliography	<p>Hill, Ch y Jones, G. (1996) Administración estratégica. Tercera Edición McGraw Hill</p> <p>Johnson Gerry y Scholes Kevan 2002 Dirección Estratégica ED Prentice Hall Cap 11</p> <p>Hax y N. Majluf: Estrategias para el liderazgo competitivo Dolmen 1997Cap 8</p> <p>Hitt-Ireland-Hoskisson 1999 Ed Thompson Editores Administración Estratégica</p> <p>Michael Porter. Competitive Advantage: Creating and Sustaining Superior Performance, New York, The Free Press, 1985.</p> <p>ael Porter..Competitive Strategy. Techniques for Analyzing Industries and Competitors, New York: The Press, 1980.</p>							
Type of Module	Compulsory			Methodological			Optional	
	<b>X</b>							
Type of instruction	Lectures	Seminars	Excursions	Internships	Tutorials	Projects		
Duration	54				30			
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>	<b>X</b>					<b>X</b>	
Grade structure	<p>Exam: 50%</p> <p>Quizzes: 25%</p> <p>Practical Report: 25%</p>							

<b>Module</b>	<b>Human Resource Management</b>						
<b>Code</b>	<b>DEA-C-04</b>						
Coordinator	Prof. MBA. Paula Manríquez						
Language	Spanish (References in English and Spanish)						
Hours. Workload	180hrs. (84 Classroom Hours and Time of Presence)						
ECTS Credits	6 ECTS						
Semester	Second Semester						
Professor	Prof. MBA. Paula Manríquez						
Content	<ul style="list-style-type: none"> <li>• Psychology of workers. Human relations. Perceptions. Communication. Group Dynamics</li> <li>• Human Relation at work. Agribusiness Organizational Structure. Motivation. Goal Setting and Job Performance. Change Dynamics.</li> <li>• Leader and the group. Leadership. Power. Problem Solving. Decision Making and Creativity in the Agrifood system.</li> <li>• Laws and ethics. Employees Rights. Unions. Ethics.</li> <li>• Growth and Future. Agribusiness Etiquette. Job-Seeking Skills. Wellness. Transition to the Future</li> </ul>						
Objectives	<ul style="list-style-type: none"> <li>• To review the fundamentals of human resource techniques leading to improve the efficiency of the agribusiness firm</li> <li>• To profound the current knowledge of the critical characteristics human management in agrifood companies, under different markets and processes.</li> </ul>						
Bibliography	<p>Chiavenato, I. 2002. <u>Gestión del talento humano</u>. Primera Edición, McGraw Hill, Santiago.</p> <p>Gomez-Mejía,L., Balkin,D., and Cardy, R. 2001. <u>Managing Human Resources</u>. McGraw Hill, Third Edition, New Jersey.</p> <p>Stone,T. &amp; Meltz,N. 1990. <u>Human Resources Management in Canada</u>. Second Edition, Prentice Hall, Toronto.</p> <p>George T. Milkovich y John W. Boudreau, "Dirección y Administración de Recursos Humanos".</p> <p>William B. Werther Jr., Keith davis, "Administración de Personal y Recursos Humanos". Edición: 5ta. Human Relations. Dalton, Hoyle, y Watts. South Western Publishing, Cincinnati, 1992.</p> <p>Social Psychology. Freedman, Sears y Carlsmith. Prentice Hall, N.J., 1981.</p>						
Type of Module	Compulsory		Methodological			Optional	
	<b>X</b>						
Requirements	Admission to MIA Program						
Type of instruction	Lectures	Seminars		Excursions	Internships	Tutorials	Projects
Duration	54					30	
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report Project Presentation
						<b>X</b>	
Grade structure	Practical Report: 100%						

<b>Module</b>	<b>World Agricultural Markets and Trade</b>							
<b>Code</b>	<b>DEA-C-05</b>							
Coordinator	Prof. Dr. José Díaz Osorio							
Language	Spanish (References in English and Spanish)							
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Second Semester							
Professor	Prof. Dr. José Díaz Osorio and Guest Professor							
Content	<ul style="list-style-type: none"> <li>• Theoretical aspects of international trade</li> <li>• International trade policy</li> <li>• Nominal and effective protection</li> <li>• Trade and development</li> <li>• Trade strategies and instruments of trade policy</li> <li>• Trade of primary commodities</li> <li>• World food problems</li> <li>• Trade policy of developing countries after the Uruguay Round</li> <li>• International trade and environment</li> <li>• Policy of international organisations and the consequences for trade on developing countries</li> <li>• Representation the coexistence of hunger and abundance in the world-nutritional-economy (cause, solution-possibilities).</li> <li>• Development of the international agrarian-trade and the institutional order of the international economic-relationships.</li> </ul>							
Objectives	The aim of this module is to know the basic-function-problems of the world agrarian economy, especially the location problem and matter of the trade policy with agrarian products as well as its justification and its effects. The lecture deals with the situation at the world-agrarian-markets and the interventions of that agrarian and trade policy into these markets.							
Bibliography	Reed, M R. 2001. International Trade in Agricultural products. Prentice-Hall Inc. Seal, J. U.S. Trade Agreements. 123 p. Petersen, C. 2007. Incoterms 2000—A Practical Review. 136 p. Bowen, Harry; Hollander, Abraham, and Viaene, Jean-Marie. 1998. Applied international trade analysis. Ann Arbor: University of Michigan Press; xxvi, 664 p. Hoekman, Bernard M; Mattoo, Aaditya, and English, Philip. 2002. Development, trade, and the WTO: a handbook. Washington, D.C: World Bank; xxx, 641 p. Batabyal, Amitrajeet A and Beladi, Hamid. 2001. The economics of international trade and the environment. Boca Raton, Fla: Lewis Publishers;. 331 p. Streeten, Paul. Globalisation - threat or opportunity. Denmark: Copenhagen Business School Press; 2001. 190 p. Briz, J., Martin, M. 1991. Políticas Comerciales Internacionales Agrarias. Editorial Agrícola Española. 173 p. Houck, J. 1988. Comercio Exterior Agrario. Ediciones Mundi-Prensa. 242 p. Feenstra, R.C. 2004: Advanced international trade: Theory and evidence. Princeton University Press.							
Type of Module	Compulsory		Methodological			Optional		
	<b>X</b>							
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars		Excursions	Internships	Tutorials	Projects
Duration	54						30	
Type of examination	Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>		<b>X</b>					
Grade structure	Exam 50% Seminar and Seminar Presentation 50%							

<b>Module</b>	<b>Financial Management I</b>							
<b>Code</b>	<b>DEA-C-06</b>							
Coordinator	Prof. Dr. Alejandra Engler							
Language	Spanish (if necessary could be in English)							
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Second Semester							
Professor	Prof. Dr. Alejandra Engler Invited Professor from Faculty of Business (FACE)							
Content	Accounting principles, basics in cost accounting, analysis of financial statements, business planning and budget, short term assets and liabilities management.							
Objectives	The aim of the course is to give the student fundamental concepts of accounting principles for decision making, and short term financial analysis and tool.							
Bibliography	"Administración Financiera", Van Horne, J. Décima Edición. Editorial McGraw – Hill, España, 2004. 1997. "Contabilidad de Costos: Un enfoque gerencial", Horngren, C., G. Foster y S. Datar. Perason Educación, 10º Edición. 2002.							
Type of Module	Compulsory		Methodological			Optional		
	<b>X</b>							
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars		Excursions	Internships	Tutorials	Projects
Duration	54		20				10	
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>		<b>X</b>					
Grade structure	Exams (2) 80% (40% each) Seminar 20%							

<b>Module</b>	<b>Innovation Management in the Agroindustry and Food Chain</b>								
<b>Code</b>	<b>DEA-C-07</b>								
Coordinator	Prof. M.Sc. Jaime Olavarria								
Language	Spanish (References in English)								
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)								
ECTS Credits	6 ECTS								
Semester	Third Semester								
Professor	Prof. Jaime Olavarria Other invited lectures								
Content	Innovation management course is focused on the systematic processes that firms use to develop new and improved products, services and business processes. It involves harnessing the creative ideas of an organization's employees and utilizing it to bring a steady pipeline of profitable new innovations to the marketplace, quickly and efficiently								
Objectives	The objective of this course is to introduce to the knowledge of what is going on at the leading edges of innovation practice. Important trends in innovation are identified and their implications for innovation management explored. Major topics include: the trend to open information as well as protected intellectual property; distribution of innovation over many independent but collaborating actors; and toolkits that empower users to innovate for themselves.								
Bibliography	<b>Managing Innovation: Integrating Technological, Market and Organizational Change, 4th Edition</b> Joe Tidd, John Bessant ISBN: 978-0-470-99810								
Type of Module	Compulsory		Methodological			Optional			
	<b>X</b>								
Requirements	Admission to MIA Program								
Type of instruction	Lectures		Seminars		Excursions		Tutorials		Projects
Duration	54		20				10		
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation	
	<b>X</b>		<b>X</b>		<b>X</b>				
Grade structure	2 Exams 60% (30% each) Project presentation 20% Project report 20%								



<b>Module</b>	<b>Agricultural Policy Analysis</b>							
<b>Code</b>	<b>DEA-C-08</b>							
Coordinator	Prof. Dr. Javier L. Troncoso							
Language	Spanish (References in Spanish and English)							
Hours. Workload	180hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Third Semester							
Professor	Prof. Dr. Javier L. Troncoso Prof. Dr. José Díaz Osorio							
Content	This module is focused on the analysis of the main agricultural policies that have put to effect in Latin America, with emphasis on Chile. The module first examines the macroeconomic framework where agriculture takes place, the transformation of the regional agriculture in recent years, the relationship of macroeconomic policies and agricultural development. Subsequently, the module turns to methodological issues such as: policy instruments to promote production, trade, food security, alleviation of rural poverty and sustainable growth.							
Objectives	To provide students with concepts and principles of agricultural policy formulation.							
Bibliography	FAO. 1994. Política agrícola en el Nuevo estilo de desarrollo latinoamericano. Publicación de la Organización de Naciones Unidas para la Agricultura y Alimentación. OCDE. 2008. Examen OCDE de políticas agrícolas: Chile. Oficina de Estudios y Políticas Agrarias (ODEPA). Agricultural policy analysis tools for economic development. Luther Tweeten (ed.), Westview Press, Boulder CA and Intermediate Technology Publications, London, 1989: pp. xvi, 402. Carter, Michael R., Bradford B. Barham, Dina Mesbah, and Denise Stanley (1993): "Agro-Exports and the Rural Resource Poor in Latin America: Policy Options for Achieving Broadly-Based Growth." Draft. Madison: Department of Agricultural Economics, University of Wisconsin, 18 March							
Type of Module	Compulsory		Methodological			Optional		
	<b>X</b>							
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars	Excursions	Internships	Tutorials	Projects	
Duration	54		20			10		
Type of examination	Written Exams	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>		<b>X</b>					
Grade structure	1 Exam 50% Seminar Presentation and Seminar 50%							

<b>Module</b>	<b>Quality Management and Food Safety</b>							
<b>Code</b>	<b>DEA-C-09</b>							
Coordinator	Prof. Dr. Pablo Villalobos							
Language	Spanish (References in Spanish and English)							
Hours. Workload	180hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Third Semester							
Professor	Prof. Dr. Pablo Villalobos							
Content	Agrifood Policy in the Global Context Introduction to Food Safety and Quality Introduction to Good Agriculture Practices Introduction to Good Livestock Practices Assurance Management: Application of the ISO 9000 Standard Introduction to Good Manufacturing Practices – GMP Implementation of Hazard Analysis and Critical Control Point – HACCP							
Objectives	<ul style="list-style-type: none"> <li>• Creating the student abilities necessary for the implementation of Quality Assurance Management in farm production systems.</li> <li>• Incorporating in the students basic concepts related to the GAP, GMP, Food Safety and Bio-security of food products as the basis of the technical-economic management of the business.</li> </ul>							
Bibliography	GLOBALGAP (2007): Protocol for Fresh Fruit and Vegetables. GlobalGAP Food PLUS GmbH, Cologne. FAO (2002): Sistemas de Calidad e Inocuidad de los Alimentos: Manual de capacitación sobre higiene de los alimentos y sobre el sistema de análisis de peligros y de puntos críticos de control (APPCC). Roma. Mortimore, S., and Wallace, C. 1999. <i>HACCP: A Practical Approach</i> . Aspen Publishers, 403 p. Theuvsen, L. and Spiller, A. (2007): Quality management in food chains. Wageningen Academic, Netherlands. 509p.							
Type of Module	Compulsory		Methodological			Optional		
	<b>X</b>							
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars	Excursions	Internships		Tutorials	Projects
Duration								
Type of examination	Oral Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>							<b>X</b>
Grade structure	Oral Exam: Midterm: 35%; Final: 35% Project 1: 15% Project 2: 15%							

## 2. Methodische Module

<b>Module</b>	<b>Introduction to Statistical Methods and Econometrics (<i>Brückenmodul</i>)</b>											
<b>Code</b>	<b>DEA-B-01</b>											
<b>Coordinator</b>	Prof. MSc. Medardo Aguirre											
<b>Language</b>	Spanish (References in Spanish and English)											
<b>Hours. Workload</b>	180 hrs. (84 Classroom Hours and Time of Presence)											
<b>ECTS Credits</b>	6 ECTS											
<b>Semester</b>	First Semester											
<b>Professor</b>	Prof. MSc. Medardo Aguirre											
<b>Content</b>	<ul style="list-style-type: none"> <li>• Producing Data</li> <li>• Methods for Describing Sets of Data</li> <li>• Using models to make decisions</li> <li>• Sampling Distributions</li> <li>• Inference Based on a Single Sample: Estimation with Confidence Intervals</li> <li>• Inference Based on a Single Sample: Tests of Hypothesis</li> <li>• Inference Based on Two Samples: Confidence Intervals and Tests of Hypothesis</li> <li>• The general linear model Desirable characteristics of estimators Linear and non-linear Least Squares estimation: the example of a simple production function</li> <li>• Measures of central tendency</li> <li>• Analysis of variance</li> <li>• Discriminate Analysis</li> <li>• Cluster Analysis</li> <li>• Factor Analysis</li> </ul>											
<b>Objectives</b>	This course is designed to be a first course in econometric theory. This module is required for students who do not possess sufficient knowledge of statistical and econometric methods from their prior B.Sc. or Diploma degree. A successful exam in this module is a prerequisite for admission to modules DEA-M-02 and DEA-M-03.											
<b>Bibliography</b>	<ul style="list-style-type: none"> <li>• Gujarati D.N. Basic Econometrics. McGraw-Hill, 4<sup>th</sup> edition, 2003 and earlier editions (3<sup>rd</sup> edition)</li> <li>• Aliaga, M. Gunderson, B. (1999) <i>Interactive Statistics</i>, Prentice Hall.</li> <li>• Mendenhall, W., Sincich, T. "Probabilidad y estadística para ingeniería y ciencias" 4ta ed. Prentice Hall, 1997.</li> <li>• Anselin, L. and R.J.G.M. Florax (eds.): New Directions in Spatial Econometrics. Springer, Berlin, Heidelberg, New York u.a. 1995.</li> <li>• Greene, William H.: Análisis Económico. Prentice Hall, tercera edición, Madrid 1999.</li> <li>• Pindyck, R., and D. Rubinfeld. Econometric Models and Economic Forecast. McGraw-Hill, New York 1998.</li> </ul>											
<b>Type of Module</b>	Brückenmodul											
<b>Requirements</b>	Admission to MIA Program											
<b>Type of instruction</b>	Lectures		Seminars		Excursions		Internships		Tutorials		Projects	
<b>Duration</b>	56								28			
<b>Type of examination</b>	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation				
	<b>X</b>	<b>X</b>										
<b>Grade structure</b>	Quizzes: 30% Exam: 70%											

<b>Module</b>	<b>Methods for Socio-Economics Analysis</b>							
<b>Code</b>	<b>DEA-M-02</b>							
Coordinator	Dr. (c) Roberto Jara Rojas							
Language	Spanish/ English (References in English)							
Hours Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Second Semester							
Professor	Prof. PhD. Boris Bravo-Ureta							
Content	<ul style="list-style-type: none"> <li>• Introduction into qualitative and quantitative methods of socio- economic analysis.</li> <li>• Design of sampling frame and survey questionnaires for rural areas in developing countries.</li> <li>• Methods of descriptive data analysis using SPSS, STATA (Data entry, cross tabulation, major statistical tests).</li> <li>• Econometric methods, focusing on multivariate Regression</li> </ul>							
Objectives	The course is offered to students who are interested in the application of field research tools as well as statistical methods for the analysis of rural and agricultural development in developing countries.							
Bibliography	<ul style="list-style-type: none"> <li>• Burns, Robert B. Introduction to research methods. Forth edition. Sage Publications, London, 2000.</li> <li>• Maxim, Paul S. Quantitative research methods in the social sciences. Oxford University Press, New York, 1999.</li> <li>• Bernard, Russell H. Social science research methods. Qualitative and quantitative approaches. Sage Publications, London 2000.</li> <li>• Sadoulet, E., and A. de Janvry. Quantitative Development Policy Analysis. John Hopkins University Press, Baltimore and London. 1995.</li> <li>• Tatian, Peter. Designing a data entry and verification system. IFPRI, Microcomputer in Policy research series N°1</li> <li>• W. Greene, Econometric Analysis. 3<sup>rd</sup> edition. Prentice Hall, 1997.</li> <li>• R.S. Pindyck &amp; D.L. Rubinfeld, Econometric Models and Economic Forecasts, 3<sup>rd</sup> edition, McGraw Hill, 1991.</li> </ul>							
Type of Module	Compulsory		Methodological			Optional		
			<b>X</b>					
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars	Excursions	Internships	Tutorials	Projects	
Duration	56					28		
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>		<b>X</b>			<b>X</b>		
Grade structure	Written Exam: 50% Seminar Presentation: 30% Practical Report: 20%							

<b>Module</b>	<b>Applied Econometrics</b>							
<b>Code</b>	<b>DEA-M-03</b>							
Coordinator	Dr. (c) Roberto Jara Rojas							
Language	Spanish/ English (References in English)							
Hours Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Third Semester							
Professor	Prof. PhD. Boris Bravo-Ureta							
Content	<ul style="list-style-type: none"> <li>• Ordinary Least Squares (OLS) regression.</li> <li>• Maximum likelihood estimation (MLE): examples and formal treatment.</li> <li>• Properties of ML estimators.</li> <li>• Discrete dependent variables: qualitative (nominal), ranking, counted dependent variables.</li> <li>• Binary choice models. Linear probability model. Probit and Logit models. Interpretation of the coefficients in binary choice models. Maximum likelihood estimates in Probit and Logit models.</li> <li>• Models with truncated and censored dependent variables. Tobit model. Biased ness and inconsistency of OLS estimates. ML estimates.</li> <li>• Unit roots and cointegration.</li> <li>• Box-Jenkins model (ARIMA). Properties of ARMA models. Forecasting with an ARIMA models. Seasonal ARIMA models.</li> <li>• Seemingly unrelated regression (SUR).</li> <li>• Simultaneous equations (SE). Structure and reduced form of the system. Identification. Order and rank conditions.</li> <li>• Estimation of SE: indirect least squares, two-step least squares.</li> </ul>							
Objectives	<ul style="list-style-type: none"> <li>• The objective of the course is to introduce students to econometrics and regression models. This includes an overview of several regression techniques and applications to cross-sectional data and time series data. The course aims to reach a level of econometrics such that applied economic journals can be read with a good understanding and a critical perspective</li> </ul>							
Bibliography	<ul style="list-style-type: none"> <li>• W. Greene, Econometric Analysis. 3<sup>rd</sup> edition. Prentice Hall, 1997.</li> <li>• R.S. Pindyck &amp; D.L. Rubinfeld, Econometric Models and Economic Forecasts, 3<sup>rd</sup> edition, McGraw Hill, 1991.</li> <li>• J.Johnston, J.DiNardo, Econometrics Methods, 4<sup>th</sup> edition, McGraw-Hill, 1997.</li> <li>• J.D.Hamilton, Time Series Analysis, Princeton University Press, 1994.</li> <li>• Hsiao, C. Analysis of Panel Data. New York: Cambridge University Press, 1996.</li> <li>• Zellner A. Basic Issues in Econometrics. Chicago: University of Chicago Press, 1994.</li> <li>• Maddala, G. Limited Dependent and Qualitative Variables in Econometrics. New York: Cambridge University Press, 1993.</li> <li>• Mills, T.C.: Time Series Techniques for Economists. Cambridge Uni. Press, Cambridge 1990.</li> </ul>							
Type of Module	Compulsory		Methodological			Optional		
			<b>X</b>					
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars	Excursions	Internships	Tutorials	Projects	
Duration	60					24		
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>		<b>X</b>		<b>X</b>			
Grade structure	Written Exam: 50% Seminar Presentation: 30% Reports: 20%							

### 3. Optionale Module

<b>Module</b>	<b>Agricultural Price Theory</b>						
<b>Code</b>	<b>DEA-O-01</b>						
Coordinator	Prof. Dr. Javier L. Troncoso						
Language	English						
Hours. Workload	180 hrs. (84Classroom Hours and Time of Presence)						
ECTS Credits	6 ECTS						
Semester	Third Semester						
Professor	Prof. Dr. Javier L. Troncoso Prof. Dr. Alejandra Engler						
Content	Principles of price determination. Price differences and variability. Pricing institutions. Empirical price analysis. Price determination in perfect competition, price determination in imperfect competition (supply and demand theory). Empirical applications: hedonic prices, AIDS models. Time series analysis and forecasting: price cycles, seasonality, co-integration models.						
Objectives	(i) To provide students with an understanding of the complex array of forces that influence the level and behavior of agricultural product prices; (ii) To introduce students to empirical studies and analytical techniques useful for forecasting.						
Bibliography	Tomek, W.G. and Robinson, K.L. , 1972. Agricultural product prices. FAO. 1987. Agricultural price policies. John W. Goodwin. 1994. Agricultural Price Analysis and Forecasting. ISBN: 978-0-471-30447-0						
Type of Module	Compulsory		Methodological		Optional		
					<b>X</b>		
Requirements	Admission to MIA Program						
Type of instruction	Lectures	Seminars	Excursions	Internships	Tutorials	Projects	
Duration	34 hours	20 hours				30 hours Paper	
Type of examination	Oral Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report Project Presentation
	<b>X</b>						<b>X</b>
Grade structure	Exam (2): 40% each Seminar Presentation: 20%.						

<b>Module</b>	<b>Technologies in Fruit and Wine Production</b>							
<b>Code</b>	<b>DEA-O-02</b>							
Coordinator	Prof. Dr. José Antonio Yuri S.							
Language	Spanish (References in English and Spanish)							
Hours. Workload	180 hrs. (84 Present Hours)							
ECTS Credits	6 ECTS							
Semester	First Semester							
Professor	Prof. Dr. José Antonio Yuri S. Prof. Dr. Yerko Moreno S. Prof. Dr. Felipe Laurie G.							
Content	Physiology of fruit crops and orchard management Fruit Industry, Fruit Species and varieties, Cost of fruit production Fruit Harvest and Postharvest Vineyards and vintage The wine Industry: Economical and Technical Issues Taste wine.							
Objectives	The aim of this module is to explain physiologist and productive aspects of fruit crops growing in both temperate and temperate-cold weather. At the same time, gives an overview of the wine production and high quality wines.							
Bibliography	<p><b>Books</b></p> <p>Boulton R.B., V.L. Singleton, L.F. Bisson, and R.E. Kunkee. 1996. Principles and Practices of Winemaking. Chapman and Hall, New York. 604 pp.</p> <p>Faust, M. 1989. Physiology of Temperate Zone Fruit Trees. John Willey &amp; Sons. N. York. 337</p> <p>Feucht, W. 1967. Fisiología de la Madera Frutal. Pub. en Ciencias Agrícolas Nr. 1. U. de Chile. 64 p.</p> <p>Gil, Gonzalo. Fruticultura. 1997. El Potencial Productivo. Colección en Agricultura. Facultad de Agronomía. P.U. Católica de Chile. 342 p.</p> <p>Gil, Gonzalo. Fruticultura. 2000. La Producción Frutícola. Colección en Agricultura. Facultad de Agronomía. P.U. Católica de Chile. 583 p.</p> <p>Gil, Gonzalo. 2001. Madurez de la Fruta y Manejo de Postcosecha. Colección en Agricultura. Facultad de Agronomía. P.U. Católica de Chile. 413 p.</p> <p>Lawless H.T. and H. Heymann. 1999. Sensory Evaluation of Food. Principles and Practices. Aspen, Maryland. 827 pp.</p> <p>Maib, K.; Andrews, P.; Lang, G. and Mullinix. 1996. Tree Fruit Physiology: Growth and Development. Good Fruit Grower, USA. 165 p.</p> <p>Peterson, B. and Tevens, R. 1994. Tree Fruit Nutrition. Good Fruit Grower, USA. 211 p.</p> <p>Silva. H. y Rodríguez, J. 1998. Fertilización de Huertos Frutales. Colección en Agricultura. Facultad de Agronomía. P.U. Católica de Chile. 519 p.</p> <p>Taiz, , L. and Zeiger, E. 1991. Plant Physiology. The Benjamin/Cummings Pub. Co., Inc., California. 565p</p> <p>Westwood, M.N. 1993. Temperate-Zone Pomology. 3ª Ed. Timber Press, Portland. 523 p.</p> <p>Winter, F.; Janssen, H.; Kennel, W.; Link, H.; Scherr, F. und Silbereisen, R. 1992. Lucas' Anleitung zum Obstbau. 31. ed. Ulmer Verlag, Stuttgart. 415</p> <p><b>Journals</b></p> <p>Aconex, Acta Horticulturae, American Journal of Enology and Viticulture. Erwerbsobstbau, Fruticultura Profesional, Good Fruit Growers ,L'Arboriculture Frutiére Obst und Weinbau ,Orchardist of New Zealand, Revista Fruticola (Curicó) Rivista di Frutticoltura e di Ortofloricoltura</p>							
Type of Module	Compulsory		Methodological			Optional		
						<b>X</b>		
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars	Excursions	Internships	Tutorials	Projects	
Duration	52			32				
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>							
Grade structure	Exam 100%							

<b>Module</b>	<b>Development Economics in Latin America</b>							
<b>Code</b>	<b>DEA-O-03</b>							
Coordinator	Prof. Dr. José Díaz Osorio							
Language	Spanish (References in English and Spanish)							
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	First Semester							
Professor	Prof. Dr. José Díaz Osorio							
Content	<ul style="list-style-type: none"> <li>• Introduction: Growth and Development in Latin America</li> <li>• Analytical approaches (neoclassical and structuralist approach) to economic development</li> <li>• Contending Theories of Economic Development in Latin America</li> <li>• Agricultural and Natural Resource Exports and Development</li> <li>• Strategy and Performance of Import Substitution Industrialization</li> <li>• Paths into and Responses to the Debt Crisis</li> <li>• Neoliberal Resurgence and Economic Integration</li> <li>• Contemporary Challenges of Social and Environmental Sustainability</li> </ul>							
Objectives	In this module, theory and history are combined in an attempt to understand the various forces that have shaped economic development in Latin America. Latin America's recent economic record is the take-off point for discussion. Particular emphasis will be given to indicators of economic growth, volatility in markets and politics, income and wealth distribution, and the underlying economic processes and structures that may shape outcomes in these areas.							
Bibliography	<ul style="list-style-type: none"> <li>• Amartya Sen, "Development, which Way Now?" Economic Journal, 93, December 1983: pp. 745-762.</li> <li>• Albert Fishlow, "The State of Latin American Economies, in Interamerican Development Bank, Economic and Social Progress in Latin America, 1985, pp. 123-145.</li> <li>• Alain de Janvry, "Social Disarticulation in Latin America History," in ed. Kwan Kim and David F. Ruccio, Debt and Development in Latin America, (Notre Dame, Indiana: University of Notre Dame 1985). pp. 32-73.</li> <li>• Edward E. Leamer, Hugo Maul, Sergio Rodriguez, and Peter K. Schott, "Does Natural Resource Abundance Increase Latin America Income Inequality," Journal of Development Economics, 59 (1999): 3-42</li> <li>• Michael Todaro, "Trade Strategies: Import Substitution," Chapter 16 in Todaro, Economic Development in the Third World, 4<sup>th</sup> ed. (New York, Longman, 1989).</li> <li>• Rene Villareal. "The Latin American Strategy of Import Substitution: Failure or Paradigm for the Region?," in Manufacturing Miracles, edited by Gary Gerreffi and Donald L. Wyman, (Princeton: Princeton University Press, 1991).</li> <li>• CEPAL, Foreign Investment in Latin America and the Caribbean: 1998 Report, (Chile United Nations, 1998): pp 52-59, 99-102, 126, 171-179.</li> <li>• Michael Carter and Bradford L. Barham, "Level Playing Fields and Laissez Faire: Post-Liberal Development Strategy in Inegalitarian Agrarian Economies" World Development, 24, 7 (1996): 1133-1149.</li> <li>• Chs 2 and 3, Inter-American Development Bank, "Facing up to Inequality in Latin America" (<a href="http://www.iadb.org/oce/IPES98_eng/">http://www.iadb.org/oce/IPES98_eng/</a>).</li> </ul>							
Type of Module	Compulsory		Methodological			Optional		
						<b>X</b>		
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars		Excursions	Internships	Tutorials	Projects
Duration	56		14				14	
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
			<b>X</b>		<b>X</b>			
Grade structure	Seminar Presentations = 50% Reports = 50%							



<b>Module</b>	<b>Marketing in Agribusiness II (Marketing Research)</b>							
<b>Code</b>	<b>DEA-O-04</b>							
Coordinator	Prof. Dr. Mauricio Ponce							
Language	Spanish (References in English and Spanish)							
Hours. Workload	180hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Second Semester							
Professor	Prof. Dr. Mauricio Ponce Prof. Dr. Marcos Mora González							
Content	<ul style="list-style-type: none"> <li>• Methods of market and marketing research</li> <li>• Segmentation, Targeting and Positioning</li> <li>• Identifying Market Segments</li> <li>• Strategic analysis of market segments</li> <li>• Case studies in agribusiness marketing research</li> </ul>							
Objectives	This lecture presents major methods in market and marketing research. Students will design and undertake a case study, and use SPSS for the statistical analysis (Statistical Package for the Social Sciences).							
Bibliography	Aaker, D. A., V. Kumar and G. S. Day. 2003. Marketing research. 8 <sup>th</sup> edition. John Wiley & Sons Inc., New Jersey. Kinnear, T.B. and J. R. Taylor. 1996. Marketing research: an applied approach. 5 <sup>th</sup> edition. McGraw Hill Inc., New York. Wind, Y. (1978). Issues and Advances in Segmentation Research. Journal of Marketing Research, Vol. 15, (August): 317-337. Wittink, D., and Cattin, P. (1989). Commercial Use of Conjoint Analysis: An Update. <i>Journal of Marketing</i> , Vol. 53, (July): 91-96. Malhotra, N. (2004). Investigación de Mercados, un enfoque aplicado. 4a edición. Pearson educación, México. 816pg. ISBN: 970-26-0491-5.							
Type of Module	Compulsory		Methodological			Optional		
						<b>X</b>		
Requirements	Marketing in Agribusiness I (Strategic Marketing) - Course Approved							
Type of instruction	Lectures	Seminars	Excursions	Internships	Tutorials	Projects		
Duration (Present Hours)	56				28			
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>							
Grade structure	Exam 100%							

<b>Module</b>	<b>Principles, Monitoring and Methods of Agricultural Projects Management Development Policies</b>						
<b>Code</b>	<b>DEA-O-05</b>						
Coordinator	Dr (c) Roberto Jara Rojas						
Language	Spanish (References in English and Spanish)						
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)						
ECTS Credits	6 ECTS						
Semester	Second Semester						
Professor	Prof. Dr. José Díaz Osorio						
Content	<p><b>a.- Planning and Goal-oriented Project Planning (ZOPP)</b></p> <ul style="list-style-type: none"> <li>• Scope and Working on Team</li> <li>• Visualizing</li> <li>• Projects Planning Matrix (PPM)</li> <li>• Project Planning Process: Projection, Analysis and Strategies.</li> <li>• Project Organization and Responsibility</li> <li>• Workshop: Participatory Planning</li> <li>• Example of Project Planning</li> <li>• Use and restriction of the Instrument</li> </ul> <p><b>b.- Project Cycle Management (PCM)</b></p> <ul style="list-style-type: none"> <li>• Project Cycle Model</li> <li>• Management an Participatory in working Development</li> <li>• Concept</li> <li>• Tree Level Model in Technical Cooperation (TC)</li> <li>• Instruments of PCM</li> </ul>						
Objectives	The aim of this module is to give a general introduction to project management for technical cooperation (TC) and Principles of project management. The instruments used are: "Project Cycle Management (PCM) and Objectives-oriented Project Planning (ZOPP)"						
Bibliography	<ul style="list-style-type: none"> <li>• Meredith and Mantel, 1985. Project Management: A Managerial Approach. John Wiley and Sons, N. York.</li> <li>• Ward and Deren, 1991. The Economics of Project Analysis: A Practitioner's Guide. The World Bank, Washington DC.</li> <li>• Deutsche Gesellschaft für Technische Zusammenarbeit, 1998. ZOPP and PCM Methods. GTZ, GMBH</li> <li>• <a href="http://www.gtz.de">http://www.gtz.de</a>, Gesellschaft für technische Zusammenarbeit GTZ.</li> </ul>						
Type of Module	Compulsory		Methodological			Optional	
						<b>X</b>	
Requirements	Admission to MIA Program						
Type of instruction	Lectures	Seminars	Workshop	Internships	Tutorials	Projects	
Duration	36		40		8		
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report
			<b>X</b>	<b>X</b>			
Grade structure	Seminar 50% Oral Seminar Presentation 50%						

<b>Module</b>	<b>Agricultural Innovation and Extension</b>						
<b>Code</b>	<b>DEA-0-06</b>						
Coordinator	Dr. (c) Roberto Jara Rojas						
Language	Spanish (References in English and Spanish)						
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)						
ECTS Credits	6 ECTS						
Semester	Second Semester						
Professor	Prof. Dr Alvaro Rojas-Marín						
Content	<ul style="list-style-type: none"> <li>• Cooperation, decision making, management conflict in groups</li> <li>• Methods, organization, management and evaluations of agricultural extension.</li> </ul>						

	<ul style="list-style-type: none"> <li>• The agricultural knowledge system: Relevant actors, types of communication, relations of power.</li> <li>• Innovation strategy, extension and adoption: Concepts of innovation, examples of farm or product innovation, extension strategies, adoption theory.</li> <li>• Technical design for agricultural innovation: Concepts of sustainability and design, procedure for design examples of technical design, strategies to improve farm production.</li> <li>• Facilitation of sustainable agriculture: New concepts from extension to facilitation of innovation</li> <li>• Chain management: Concepts, strategies and examples in the Latin America context</li> <li>• Social design of innovation processes, Interactive communication, role of social actors involved, design of soft (people) systems, decision-making and conflict management.</li> </ul>							
Objectives	In this module, the student will become familiar with the communication of innovation by which he (she) is able to analyze rural (or agricultural) development projects from the view of the people involved. The objective of the module is to enable students to design strategies that successfully involve the various stakeholders in agricultural innovation processes.							
Bibliography	<ul style="list-style-type: none"> <li>• Bollinger, E., Reinhart, P. and Zellweger, T.: Agricultural Extension. Guidelines for extension workers in rural areas. Lindau, 1994</li> <li>• Okali Ch.; Sumberg, J.; Farrington, J.: Farmer Participatory Research. Exeter, 1995</li> <li>• Schwarzweiler, H.K.: Research in rural Sociology and Development, in: Third World Contexts Vol. 3. Greenwich 1987</li> </ul>							
Type of Module	Compulsory		Methodological			Optional		
						<b>X</b>		
Requirements	Admission to MIA Program							
Type of instruction	Lectures		Seminars	Excursions	Internships	Tutorials	Projects	
Duration (Present Hours)	56					28		
Type of examination	Oral Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>			<b>X</b>			<b>X</b>	
Grade structure	Oral Exam 50% Oral Presentation and Project Report 50%							

<b>Module</b>	<b>Financial Management II</b>							
<b>Code</b>	<b>DEA-O-07</b>							
Coordinator	Prof. Dr. Alejandra Engler							
Language	Spanish (if necessary could be in English) (References in Spanish and English)							
Hours. Workload	180 (60 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	Third Semester							
Professor	Prof. Dr. Alejandra Engler Invited Professor FACE							
Content	The value of money in time, financial mathematics concepts, the value of the firm, risk – return rate, capital budgeting, capital structure, capital markets.							
Objectives	The objective of this course is to introduce the student to the value of the firm, capital markets and to provide tools and concepts of the long term financial management of the firm							
Bibliography	"Administración Financiera" , Van Horne, J. Décima Edición. Editorial McGraw – Hill, España, 2004. 1997. "Fundamentos de Finanzas Corporativas", Brealey, R., Myers, S. y Marcus, A. Curata Edición. Editorial McGraw – Hill, España, 2004.							
Type of Module	Compulsory		Methodological			Optional		
						<b>X</b>		
Requirements	Financial Management I Approved							
Type of instruction	Lectures		Seminars		Excursions	Internships	Tutorials	Projects
Duration	40		20					
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>			<b>X</b>			<b>X</b>	
Grade structure	Exams (2) 60% (30% each) Project presentation 20% Project Report 20%							

<b>Module</b>	<b>Formulation and Project Appraisal for Agricultural and Agroindustry</b>									
<b>Code</b>	<b>DEA-O-08</b>									
Coordinator	Prof. MSc. Jaime Olavarria									
Language	Spanish (References in English and Spanish)									
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)									
ECTS Credits	6 ECTS									
Semester	Third Semester									
Professor	Prof. MSc. Jaime Olavarria									
Content	1: Project Appraisal & Evaluation: An Introduction 2: Investment Appraisal Techniques 3: Social Cost-Benefit Analysis 4: Valuation Techniques, Applications in Various Sectors and Case Studies 5: Risk & Uncertainty Analysis in Project Appraisal 6: Distributional Issues & Social Cost-Benefit Analysis 7: Environmental and Social Impact Assessment (ESIA) 8: Impact Assessment in innovation: Additional Tools and Techniques									
Objectives	To understand the need and significance of project appraisal & evaluation. To enable participants prepare project reports for different types of enterprises.									
Bibliography	Boardman A, Greenberg D, Vining A, Weimer D, (2006) <i>Cost-Benefit Analysis – Concepts and Practice</i> , Glasson, J., Therivel, R. and Chadwick, A. (2005) <i>Introduction to Environmental Impact Assessment</i> , Third Edition, Routledge, London & New York ñez Zuñiga, R. (2007). <i>Impact Assessment in Innovation</i> . Mexico: Trillas Sapag Chain, N. (2001). <i>Impact Assessment in Innovation</i> . Buenos Aires: Prentice Hall. Fontaine, E. (1993). <i>Evaluación Social de Proyectos</i> . Ediciones Universidad Católica de Chile.									
Type of Module	Compulsory		Methodological			Optional				
						<b>X</b>				
Requirements	Admission to MIA Program									
Type of instruction	Lectures		Seminars		Excursions		Internships		Tutorials	Projects
	56								28	
Type of examination	Written Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation		
	<b>X</b>						<b>X</b>	<b>X</b>		
Grade structure	Exam 50% Project Report 20% Project Presentation 30%									

<b>Module</b>	<b>Environmental Economics and Environmental Impact Analysis of Agribusiness Projects</b>							
<b>Code</b>	<b>DEA-O-09</b>							
Coordinator	Prof. Dr. Pablo Villalobos							
Language	Spanish (References in Spanish and English)							
Hours. Workload	180 hrs. (84 Classroom Hours and Time of Presence)							
ECTS Credits	6 ECTS							
Semester	First Semester							
Professor	Prof. Dr. Pablo Villalobos Prof. Dr. Roberto Pasten							
Content	Meaning of Sustainable Development The Causes of Environmental Degradation Nonrenewable Resources Renewable resources Externalities and Public Goods Valuing the Environment Market-based Mechanisms for Conservation and Development The social discount rate Cost Benefit Analysis in practice Business and the environmental							
Objectives	<ul style="list-style-type: none"> <li>To develop professional skills in the theoretical knowledge of the environmental and Resources Economics.</li> <li>To value the importance of the instruments of the environmental policies for the control of the pollution and the conservation of the natural resources.</li> <li>Promoting in the students rational use and management of the Natural Resources under the premise of environmental sustainability.</li> </ul>							
Type of Module	Compulsory		Methodological			Optional		
						<b>X</b>		
Requirements	Admission to MIA Program							
Type of instruction	Lectures	Seminars	Excursions	Internships	Tutorials	Projects		
	56				28			
Type of examination	Oral Exam	Quizzes	Seminar Presentations	Oral Presentation	Reports	Practical Report	Project Report	Project Presentation
	<b>X</b>							<b>X</b>
Grade structure	Oral Exam: Midterm: 35%; Final: 35% Project: 30%							