



UNIVERSITÀ DEGLI STUDI DI PALERMO

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| DEPARTMENT | Scienze Agrarie, Alimentari e Forestali | | |
| ACADEMIC YEAR | 2021/2022 | | |
| BACHELOR'S DEGREE (BSC) | VITICULTURE AND OENOLOGY | | |
| SUBJECT | VINICULTURAL ECONOMICS AND POLICY | | |
| TYPE OF EDUCATIONAL ACTIVITY | B | | |
| AMBIT | 50123-Discipline economiche estimative e giuridiche. | | |
| CODE | 15488 | | |
| SCIENTIFIC SECTOR(S) | AGR/01 | | |
| HEAD PROFESSOR(S) | CHIRONI STEFANIA | Professore Associato | Univ. di PALERMO |
| OTHER PROFESSOR(S) | | | |
| CREDITS | 6 | | |
| INDIVIDUAL STUDY (Hrs) | 90 | | |
| COURSE ACTIVITY (Hrs) | 60 | | |
| PROPAEDEUTICAL SUBJECTS | | | |
| MUTUALIZATION | | | |
| YEAR | 2 | | |
| TERM (SEMESTER) | 2° semester | | |
| ATTENDANCE | Not mandatory | | |
| EVALUATION | Out of 30 | | |
| TEACHER OFFICE HOURS | CHIRONI STEFANIA Tuesday 15:00 16:30 Sede del corso di Laurea Viticoltura ed Enologia e/o Piattaforma Teams | | |

DOCENTE: Prof.ssa STEFANIA CHIRONI

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| PREREQUISITES | The student should have at least basics of the general principles of agricultural economics and policy |
| LEARNING OUTCOMES | <p>Knowledge and understanding</p> <p>Acquire basic knowledge concerning the study of Economy and Politics agrarian, of the agrarian companies with particular reference to corporate business decisions, the fundamental elements of the EU Agricultural Policy in the field of wine and viticulture.</p> <p>Ability to use the technical and economic specific language.</p> <p>Applying knowledge and understanding</p> <p>Interpret the relationships between the company, market, political context.</p> <p>Making judgments</p> <p>Being able to evaluate the performance of the wineries and behavior of agricultural policy sector.</p> <p>Communication skills</p> <p>Ability to publicly display the results and public intervention lines in agriculture.</p> <p>Learning ability</p> <p>Update, through consultation of scientific publications of economic sector and politician.</p> <p>Ability to follow, using the knowledge acquired in the course, master and seminars of</p> <p>sector economy of markets, marketing and agricultural policy</p> |
| ASSESSMENT METHODS | <p>The exam consists of an oral test. The candidate must answer at least three questions, relating to the parts treated during the course and the subject of the program, with reference to texts or recommended handouts for the study.</p> <p>The exam tends to assess whether the student has acquired the knowledge and understanding of the topics, if acquired interpretative capacity and independence of judgment.</p> <p>The minimum score is reached when the student will have demonstrated knowledge and understanding of the topics, at least in general terms.</p> <p>The assessment is made of thirty</p> |
| EDUCATIONAL OBJECTIVES | <p>Considering the intense development and the modernization of the Wine Sicilian sector,</p> <p>the course aims, to frame, from an economic point of view, the main aspects of the management of winery.</p> <p>In the study of economics it is given particular emphasis to issues related to management of the company, at the economy of investment and matters relating to the processing of the product in its different phases.</p> <p>In the study of politics it will be a focus of the main aspects of agricultural policy, and on especially, on matters relating to the common agricultural policy for various questions concerning the wine sector, with particular reference to the situation in Sicily</p> |
| TEACHING METHODS | Frontal lessons and exercises in classroom |
| SUGGESTED BIBLIOGRAPHY | <p>- S. Chironi: Dispensa "Appunti di Economia Agraria per lo studio dell'Economia dell'azienda vitivinicola"</p> <p>- S. Chironi: dispensa " Appunti per lo studio della Politica Vitivinicola"</p> |

SYLLABUS

| Hrs | Frontal teaching |
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| 5 | Introduction to the course of the economy and agricultural policy study: economics and Agricultural Policy as a logical explanation of the agricultural reality. Business planning: economic periods: the choices in the short and long-term; the production costs: total cost, fixed cost, variable cost, average cost, marginal cost ; the production function; |
| 10 | Farm and agricultural enterprise: Definition of different cataloging criteria of companies. Agrarian companies theory : the basic assumptions; the entrepreneur's choices The factors of production in agriculture and their characteristics (land capital, agrarian capital, work); business types and business The economic budget of the farm: Economic participants in the production The economic budget of the farm: types; general economic budget scheme: the general equation of profit: the operating budget; the liabilities side; the differential items in the accounts: profit, net income, income land, the labor income, the net product, the added value. The life cycle of a tree plantation and the calculation of its installation cost |
| 5 | The prior assessment of choices in business planning. economic problems relating to the farm mechanization: the mechanization costs; economic judgments: choice of mechanization with his machine and with the use of rental; the choice between two tractors; the search for the point of indifference. |
| 5 | The Italian and Sicilian agriculture Cooperation in agriculture: general information on cooperatives, types of cooperatives agricultural; producer groups. The credit in agriculture: the agricultural credit improvement, the agricultural credit of exercise |
| 5 | Analysis of the economic attractiveness of long-term investments: general corporate investments; The economic and agrarian tradition in terms of investments: judgments of convenience economic on land improvements: the traditional cost effectiveness indicators; The general criteria for the evaluation of investment: the main indicators TIR; VAN, discounted benefit-cost ratio, capital return time |

SYLLABUS

| Hrs | Frontal teaching |
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| 5 | Common Agricultural Policy The history of the CAP in the Treaty of Rome to reform (Mac Sharry reform, Agenda 2000; Fischler Reform) |
| 5 | The Common Market Organisation (CMO) in the wine sector The Common Agricultural Policy after 2012 |
| Hrs | Practice |
| 20 | Exercises: Tutorial on the economic balance of a winery; exercise on the calculation of the cost of planting a vineyard; Exercise on the transformation of value into wine; economy of exercise machines; Exercise on corporate investments Tutorial on the economic balance of a winery; exercise on the calculation of the cost of planting a vineyard; Exercise on the transformation of value into wine; economy of exercise machines; Exercise on corporate investments |