



UNIVERSITÀ DEGLI STUDI DI PALERMO

DEPARTMENT	Scienze Agrarie, Alimentari e Forestali		
ACADEMIC YEAR	2021/2022		
BACHELOR'S DEGREE (BSC)	PROPAGATION AND NURSERY MANAGEMENT IN THE MEDITERRANEAN ENVIRONMENT		
INTEGRATED COURSE	NURSERY SECTOR ECONOMICS AND POLICY		
CODE	21710		
MODULES	Yes		
NUMBER OF MODULES	2		
SCIENTIFIC SECTOR(S)	AGR/01		
HEAD PROFESSOR(S)	BACARELLA SIMONA	Professore Associato	Univ. di PALERMO
OTHER PROFESSOR(S)	BORSELLINO VALERIA	Professore Associato	Univ. di PALERMO
	BACARELLA SIMONA	Professore Associato	Univ. di PALERMO
CREDITS	6		
PROPAEDEUTICAL SUBJECTS			
MUTUALIZATION			
YEAR	1		
TERM (SEMESTER)	1° semester		
ATTENDANCE	Not mandatory		
EVALUATION	Out of 30		
TEACHER OFFICE HOURS	<p>BACARELLA SIMONA</p> <p>Monday 09:00 12:00 Studio n°118 - Dipartimento SAAF - Viale delle Scienze Ed 4 ingr. A piano 1</p> <p>Wednesday 09:00 12:00 Studio n°118 - Dipartimento SAAF - Viale delle Scienze Ed 4 ingr. A piano 1</p> <p>BORSELLINO VALERIA</p> <p>Monday 11:00 12:00 Dipartimento di Scienze Agrarie, Alimentari e Forestali, edificio 4, primo piano, studio 104. Altri giorni e altri orari per il ricevimento possono essere concordati con la docente</p> <p>Thursday 11:00 12:00 Dipartimento di Scienze Agrarie, Alimentari e Forestali, edificio 4, primo piano, studio 104. Altri giorni e altri orari per il ricevimento possono essere concordati con la docente</p>		

DOCENTE: Prof.ssa SIMONA BACARELLA

PREREQUISITES	Knowledge of basic mathematics
LEARNING OUTCOMES	<p>Knowledge and understanding. The course provides the elements for the knowledge of the market of the products of the nursery sector, and sufficient knowledge to understand the mechanisms of operation and the problems related to the nursery sector through the analysis of the structure, market trends of the and the Italian and EU policy of the nursery sector. Furthermore, through the course the student acquires the knowledge needed to understand and interpret the information contained in a financial statement (balance sheet, income statement, supplementary notes to the financial statements and annexed management report), as well as to understand the fundamental relationships between the entities that compose it.</p> <p>Ability to apply knowledge and understanding. The student at the end of the course will be able to have a unique vision of the nursery system production-market-consumption to address the supply of nursery products. The student will also be able to interpret the relationship among company, macro-environment and micro-environment, and, starting from the information contained in the financial statements, to calculate the economic, equity and financial indicators; to analyse the economic-financial trends and the equity situation of the company's management; to formulate an informed judgement on the company's management; to interpret its socio-economic-management needs.</p> <p>Autonomy of Judgment. Following the learning of the contents of the course, the student acquires the ability to make judgments regarding changes in the market. It will also be able to express a judgement opinion on the current situation and growth prospects of the company whose financial statements it has examined.</p> <p>Communication Skills. Ability to use the specific language of the subject, to transfer the knowledge and skills acquired with sufficient clarity, and to link and elaborate on the various topics discussed.</p> <p>Learning Ability. The skills acquired during the course will allow the student to continue learning by studying the results of researches, articles, normative innovations, and understanding their significant traits.</p>
ASSESSMENT METHODS	<p>The assessment of learning takes place during the exam session, after the final check of knowledge and understanding of the covered addressed during the course.</p> <p>For the discipline "Economics and policy of the nursery sector" the verification of learning consists, at the end of the course, of a final written test including some multiple-choice questions and 2/3 open questions on the topics discussed during the course. In case of positive evaluation of the final test, the teacher will be able to recognize the credits and assign the vote of the examination for the module of "Economics and policy of the nursery sector". The following exam sessions will provide for the conduct of the oral exam only.</p> <p>For the " Balance sheet analysis of nursery companies" discipline, a written test is scheduled lasting about 90 minutes- (comprising 6 multiple-choice questions, 6 true/false questions, and an exercise consisting of the analysis of a reclassified financial statement) to verify whether the student has kept both the interpretative skills in terms of theoretical knowledge and data processing, and the ability to make a judgement on the results achieved by the examined company (to this end, the student is asked to comment on the obtained results). The written test is followed by a short oral exam (1-3 questions which can only be accessed by students who earn at least a vote of 18/30 in the written exam) aimed at verifying the acquired knowledge and the possessing of an adequate teaching capacity.</p> <p>The topics of the exam will be those covered during the course and indicated in the program.</p> <p>For each question and exercise in the written test there is a score, which is announced on the outline. The sum of the marks obtained by the student in the written test determines the basis for the assessment of learning. The oral exam is also taken into account when determining the final mark.</p> <p>The latter, expressed in thirtieths, is given by the arithmetic mean of the marks obtained in the two courses.</p> <p>The exam is passed if the mark, expressed in thirtieths, is at least 18/30 for both courses. The evaluation is determined on the basis of the following criteria:</p> <ul style="list-style-type: none">-The minimum mark (18/30) is given to those who demonstrate a basic understanding of the core content of the course.-A low evaluation (19-22/30) is given to those who demonstrate an understanding of the disciplinary content, although with obvious gaps.-An intermediate evaluation (23-25/30) is given to those who demonstrate an understanding of the disciplinary content, although with some gaps.-An average-high evaluation (26-29/30) is given to those who demonstrate an understanding of the disciplinary content with slight gaps.-A high rating (30-30 with honours/30) is given to those who demonstrate a

	complete understanding of the disciplinary content and the autonomous ability to process them.
TEACHING METHODS	The teaching method provides for both disciplines, in addition to traditional lectures, exercises, nursery companies visits, and/or the presentation of management experiences by corporate witnesses selected on the base of their experience and skills.

MODULE NURSERY SECTOR ECONOMICS AND POLICY <i>Prof.ssa SIMONA BACARELLA</i>	
SUGGESTED BIBLIOGRAPHY	
- Gregori M.: Introduzione all'economia ed elementi di economia agraria - UTET Università - ISBN: 9788860086600 - Messori F, Ferretti F.: Economia del mercato agro-alimentare (Nuova edizione) – EDAGRICOLE -ISBN: 8850653298 - Iacoponi L., Romiti R., Economia e politica agraria. Edagricole, Bologna 1994. - ISBN: 8820638762 - Vieri S., Politica agraria: comunitaria, nazionale, regionale. Edagricole, Bologna 2001 - ISBN: 8850600674 - Bacarella S., Appunti delle lezioni e materiale didattico distribuiti durante il corso di insegnamento	
AMBIT	70248-Discipline economiche, estimative e giuridiche
INDIVIDUAL STUDY (Hrs)	51
COURSE ACTIVITY (Hrs)	24
EDUCATIONAL OBJECTIVES OF THE MODULE	
The objective of the module is to provide the basic knowledge and concepts necessary to understand the economic system, with particular attention to the nursery sector, and its place in the national and international context, framing the economic context of the nursery sector and building the path followed by the product throughout the supply chain. These elements are essential for the understanding of the nursery system and for its placement in the national and EU context, also in relation to current trends in markets and consumption. The acquired knowledge will provide the student with a fundamental tool to be used in business consulting, for the choice of the productions to be started in the seed and nursery companies, or of the best modalities for their commercialization.	

SYLLABUS

Hrs	Frontal teaching
1	Introduction to the course: objectives, content, working methods, methods of examinations.
2	The agri-food system, the supply chain, market definition and market concepts
7	The agricultural products market: consumption and needs, demand theory, demand of nursery products
6	The agricultural products market: supply theory, pricing, the supply of nursery products
4	Policies for the nursery system
Hrs	Practice
2	Tutorials on topics related to the nursery sector, e.g.: use of databases
Hrs	Others
2	Educational visits to nursery companies and/or meetings in the classroom with entrepreneurs

MODULE
BUDGET ANALYSIS OF PLANT NURSERY COMPANIES

Prof.ssa VALERIA BORSELLINO

SUGGESTED BIBLIOGRAPHY

Tunisini, A., Ferrucci, L., & Pencarelli, T. (2020). Economia e management delle imprese. Strategie e strumenti per la competitività e la gestione aziendale. Hoepli. 2a Ed. ISBN: 9788820398804
 Sciarelli, S. (2020). La gestione dell'impresa: tra teoria e pratica aziendale. Wolters Kluwer. 11a ed. ISBN 9788813372583
 Tieghi M. Gigli S. (2018). Introduzione alla contabilità e al bilancio di esercizio. 2a ed. ISBN 978-88-15-27872-2
 Altro materiale sarà fornito durante il corso.

AMBIT	70248-Discipline economiche, estimative e giuridiche
INDIVIDUAL STUDY (Hrs)	43
COURSE ACTIVITY (Hrs)	32

EDUCATIONAL OBJECTIVES OF THE MODULE

The course aims to provide students with the main practical and theoretical tools to understand the financial statements in order to assess the business performance of nursery companies. The aim of the course is to provide a base of technical, specialist and managerial knowledge on the functioning of the business in general, and of the nursery companies in particular, aimed at the understanding of the patrimonial, economic and financial dynamics that characterise the life of nursery companies, through the analysis of balance sheet documents.
 At the end of the course, the student will be able to proceed to a correct interpretation of the accounting values as well as to use the instruments and the methodologies for the evaluation of the patrimonial, financial and income situation of a company.

SYLLABUS

Hrs	Frontal teaching
1	Obiettivi del corso e sua suddivisione.
7	Elements of business economics: - Civil law definition of entrepreneur and different types of business. The business as a socio-technical system. The business as a cognitive system. The business as a sustainable system. - Business, environment, market: the relationship between the business and the competitive environment. The concepts of environment and market. The general subsystems of the environmental context. Relations with the micro-environment and the macro-environment. - Roles and functions of the business. - The business as an efficient transformation system.
10	Business performance analysis. - The management operations. - The production process cycles. - The dynamics of values: financial and economic values of income and capital. The sources and uses table. - Financial statements. Analysis of business capital. The balance sheet. Income analysis. The income statement. The Italian format of the income statement. The balance sheet ratios.
Hrs	Practice
4	Exercises on the topics addressed during the lectures by means of an analysis of the financial statements of nursery companies through the determination of the main ratios
Hrs	Others
2	Visits to Sicilian nursery companies selected on the base of their experience and competitive skills