

Agribusiness Management

1. Agribusiness Management

- 1.1 Concept , importance and problems of agribusiness in Nepal
- 1.2 Agribusiness environment and management systems
- 1.3 Human behavior in organization
- 1.4 Leadership and motivation
- 1.5 Economic principles involved in capital acquisition
- 1.6 Agribusiness control program, evaluation and production planning
- 1.7 Value chain analysis-development, alliance and financing
- 1.8 Agricultural policies of Nepal and their impact on agribusiness enterprises.

2. Farm business Management and Production Economics

- 2.1 Definition, nature, scope, problems and importance of farm management
- 2.2 Farm resource management-land, labor, machinery and civil works
- 2.3 Production relationship-factor-product. Factor-factor and product-product
- 2.4 Principles of farm management decisions
- 2.5 Farm planning and financing and budgeting
- 2.6 Farm records and efficiency measures
- 2.7 Risk and uncertainty management

3. Micro and Macroeconomics

- 3.1 Important models of market structure including price discrimination
- 3.2 Factor and product market and their equilibrium
- 3.3 Public goods, collective action and Coase theorem
- 3.4 Economics and diseconomies of scale
- 3.5 Income and interest
- 3.6 Keynesian and classical microeconomic models
- 3.7 Money and banking
- 3.8 Inflation, deflation, public debt and deficit financing
- 3.9 Unemployment: concept , types and factors affecting
- 3.10 Growth theories, trade cycle and balance of payment

4. Statistics and Mathematical for business management

- 4.1 Application of set theory, matrix, determinants and calculus in business economics
- 4.2 Correlation and regression analysis
- 4.3 Time series analysis, index numbers and scaling techniques
- 4.4 Linear programming and game theory
- 4.5 Application of ANOVA and multivariate analysis in business research
- 4.6 Sampling and design
- 4.7 Hypothesis and their testing

5. Financial Management

- 5.1 Decision making and planning process
- 5.2 Financial intermediation
- 5.3 Tools of financial management and financial statements
- 5.4 Financial and business risk
- 5.5 Cost of capital and time value of money
- 5.6 Scope, models and limitation of agricultural insurance in Nepal

6. Agribusiness Environment and Policy

- 6.1 Agricultural development –Role of agriculture in Nepal economy
- 6.2 Economic policy and reforms
- 6.3 Problems and policies related to production and marketing
- 6.4 Social structure, transformation and perspectives
- 6.5 Impact of political and social systems and practices on agribusiness development
- 6.6 Technological collaboration and government policy for research and development
- 6.7 Intellectual property rights

7. Supply Chain and Value Chain Management

- 7.1 Supply chain-Fundamentals, process view, drivers
- 7.2 Demand management in supply chain, types of demand, demand planning and forecasting
- 7.3 Strategic sourcing-Supplier Evaluation, Selection and Measurement
- 7.4 Supply chain network-Distribution network design and Optimization Models
- 7.5 Supply chain coordination- Inventory Management and Performance Measures
- 7.6 Current trend in supply chain management – E-business and IT applications
- 7.7 Soft ware Packages in SCM Automation and Integration
- 7.8 Logistics-Introduction, scope, Functions and Objectives, strategic logistics planning
- 7.9 Value chain models and mapping
- 7.10 SWOT analysis

8. Market Information System

- 8.1 Nature , role and strategic value of marketing information in all types of business operations
- 8.2 Data requirements for marketing –Sources- Database management- Data warehouse
- 8.3 Management process of the marketing manager
- 8.4 Marketing planning, process modeling and decision making

9. Organization and Human Resource Management

- 9.1 Introduction to Organizational Behavior and history of organizational Behavior
- 9.2 Models in organizational behavior
- 9.3 Foundations of individual behavior biographical characters, ability, learning, MARS
- 9.4 Diversity-nature of diversity and managing diversity
- 9.5 Perception- attribution theory, shortcuts in judging others and self fulfilling prophecy
- 9.6 Personality- Determinants of personality, Myers Briggs type indicator (MBTI)
- 9.7 Leadership- Behavioral theories, trait theories, contingency theories
- 9.8 Organizational structure- elements of organizational structure
- 9.9 Recent changes in organizational structure, organizational design and trade unions

10. Agricultural input management

- 10.1 Agricultural input marketing- meaning and importance
- 10.2 Management of distribution channels for agricultural input marketing: private sectors in agricultural input marketing
- 10.3 Agricultural inputs and their types- farm and non- farm, role of cooperative, public and private sectors in agricultural input marketing
- 10.4 Demand and supply chain of seeds, seed marketing channels, pricing and trade
- 10.5 Role of institutions for seed production and quality control
- 10.6 Prices and pricing policy and subsidy on fertilizer machinery and pesticides

11. Business Law and Intellectual Property Rights

- 11.1 Introduction to Nepal legal system
- 11.2 Contracts: Contract meaning, nature, significance, types of contracts
- 11.3 Acts relating to partnership firm, companies, consumer protection, farmers rights, marketing monopolies and restrictive practices
- 11.4 Industrial disputes
- 11.5 Tax

- 11.6 Industrial and direct tax - relating to personal income ,group/ family income, goods and services
- 11.7 Nature and importance of ethics and moral standards; corporations and social responsibilities
- 11.8 Global regulatory organizations -*World Intellectual property Organization* (WIPO),
- 11.9 World Trade Organization ,TRIPS and implications
- 11.10 Issues relating to patent rights in Agro Export.
- 11.11 Market analysis - financial analysis - Business plan preparation
- 11.12 Mass production techniques- market promotion techniques for innovative products

12. Banking, Insurance and Accounting

- 12.1 Banking system -commercial banks-Co-operative banks- priority sector services.
- 12.2 Micro credit and SHGs - E- banking. Non -performing Assets (NPA)
- 12.3 Growth- characteristics - functions
- 12.4 Type of insurance - life and non -life insurance- Risk management in insurance
- 12.5 Mutual funds - leasing and hire purchase- capital markets- primary and secondary markets -market instruments -money market and capital market
- 12.6 Managing Accounting-Meaning, Functions, Scope, Utility, Limitations and Tools of Management Accounting
- 12.7 Analysis of Financial statements- Ratios, Comparative and Common Size Statements, Cash Flow and funds Flow Analysis. Management Audit and Financial