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Program: Agri-business management

Teaching level: Master

Academic Degree / Qualification Awarded: აგრობიზნესის მენეჯმენტის მაგისტრი / Master of Agribusiness Management

Language of instruction: Georgian.

Program Leader:

Program credit value: 120 ECTS

The Master's education program is built on the basis of the European Credit Transfer and Accumulation System (ECTS). One credit in the Master's Degree Program in Agri-Business Management covers a student's study load of 25 hours, which combines both contact and independent hours.

The Master's Degree Program in Agri-Business Management includes a total of 120 ECTS credits, with a full workload of 60 ECTS credits per academic year. Accordingly, the standard duration of the Master's educational program is four academic semesters or two academic years.

It is allowed for a student's study load to exceed 60 credits or be less than 60 credits during one academic year. However, a student's study load must not exceed 75 ECTS credits in one academic year.

Prerequisites for Admission to the Program

A person with a bachelor's degree or an equivalent academic degree, who successfully passes the common master's examination and intra-university examinations, has the right to study in the Master's Degree Program in Agri-Business Management.

The right to participate in intra-university exams will be granted to the master's degree candidate who meets the minimum competence threshold of the general master's exam.

The master's degree candidate must pass an intra-university written exam (testing) in English to confirm knowledge of the English language at at least a B2 level, as well as an oral exam (interview) in the specialty.

The content, procedure, and criteria for evaluating students' knowledge for the internal university exams, including test samples, will be posted on the university's website at least one month before the exams (<http://eeu.edu.ge>).

A person can be enrolled in the Master's Degree Program in Agri-Business Management on a mobility basis, in accordance with applicable legislation. Additionally, a master's student wishing to enroll in the program on a mobility basis must meet the prerequisites for admission to the program.

It is allowed to continue studying in master's educational programs without passing the common master's exams, in the manner and within the time limits established by the Ministry of Education and Science of Georgia, in the cases provided for by Article 521, Clauses 7 and 71 of the Law of Georgia "On Higher Education."

Note: A master's degree candidate is exempt from the internal English language exam if they present an international certificate confirming knowledge of the English language at at least a B2 level (Cambridge ESOL Exams: IELTS – Bands at least 5.5; FCE – at

least Grade C; BEC Vantage – at least Grade C; ILEC – Pass; BULATS – 65-69; TOEIC – 715-795; Aptis Test: at least 46-49) or a valid certificate issued by the National Assessment and Examination Center (CERTUS) in the last 2 years, or a diploma (bachelor's, master's, or other) confirming completion of a degree.

Program objectives:

The goal of the Master's program in Agri-business Management is to provide the student with deep and systematic knowledge in the field of Agri-business Management and to develop:

1. Ability to pay attention to scientific innovations, as well as constantly update knowledge;
2. Ability to effectively apply the knowledge acquired in the field of Agri-business management in practical activities and other skills necessary for specialized activity;
3. Skills necessary to independently evaluate, analyze, reason, justify and solve problems in the field of Agri-business management;
4. Ability for independent research;
5. Ability to contextually analyze ethical values.

Program Learning Outcomes:

The graduate of the Master’s program in Agri-business Management has the following competencies:

Knowledge and understanding	<ol style="list-style-type: none"> 1. Demonstrates in-depth and systematic knowledge of modern concepts and methods of agribusiness management, marketing analysis, agribusiness assessment, dynamic economic development, which enables the formation of a new vision for solving complex problems; 2. Systematically describes ways to solve issues related to the field of Agri-business management.
Skills	<ol style="list-style-type: none"> 3. Conducts a complex assessment of problems in the field of agribusiness management and searches for new, original ways to solve them;

	<p>4. Conducts independent research in the field of agribusiness management using the latest methods and approaches;</p> <p>5. Formulates reasoned conclusions based on the analysis of change, identifies key problems in the field of agribusiness management and lays out ways to solve them;</p> <p>6. On issues related to the field of agribusiness management, he/she can present his/her conclusions and arguments to the academic and professional community in written and oral form in his / her native and foreign language.</p>
Autonomy and responsibility	<p>7. Analyzes the values in the field of agribusiness, adheres to its own reasoned opinions in accordance with the norms of professional ethics and makes reasoned decisions based on a synthesis of theoretical components and practical experience;</p>

Teaching-learning methods:

The syllabus of each training course provided by the Master's Degree Program in Agri-Business Management outlines methods to achieve the course objectives based on student-oriented teaching principles. The teaching-learning methods provided in each course syllabus focus not only on acquiring knowledge but also on developing skills.

The educational courses of the Master's Degree Program in Agri-Business Management include teaching-learning methods relevant to the topic. These methods, reflected in each course syllabus, correspond to the master's level of education and the goals and content of each course. The methods ensure the achievement of the learning outcomes specified in the syllabus, and the overall set of teaching methods ensures the achievement of the program's learning outcomes.

When selecting teaching methods, the purpose of the training course and the expected outcomes—what the student should know and be able to do—are taken into account. Teaching and learning methods such as lectures, group work, seminars, practical work, and others are used to implement the educational component of the program. The teaching-learning methods provided by the course syllabi contribute to the assimilation of specific material and develop the student's transferable skills.

Additionally, the walk-through learning method includes relevant activities: discussion/debate, cooperative learning, collaborative work, demonstration, explanation, verbal methods, deduction, induction, analysis, brainstorming, case studies, problem-based learning (PBL),

and others. The activities used in the teaching-learning process complement and integrate with each other. Academic and visiting staff may use one or more of these activities or any other relevant activity depending on the specific learning task.

Student Knowledge Assessment System

The mastery of the educational component provided by the Master's Degree Program in Agri-Business Management takes into account the active participation of students in the teaching process and is based on the principle of continuous evaluation of acquired knowledge.

During the implementation of the program, the evaluation of the level of achievement of the student's learning outcomes is conducted in accordance with the evaluation system approved by the order of the Minister of Education and Science of Georgia No. 3 of January 5, 2007, "On the Procedure for Calculating Credits for Higher Education Programs."

Assessment of the level of achievement of the student's learning outcomes in the educational component of the program includes intermediate (single or multiple) and final assessments, the sum of which represents the final assessment (100 points).

Intermediate and final assessments include methods to evaluate the achievement of learning outcomes (oral/written exam, survey, project, test, essay, demonstration, presentation, discussion, practical/theoretical assignment, group work, participation in discussions, etc.). The evaluation method is measured by evaluation criteria, which determine the level of achievement of learning outcomes.

For each evaluation component, a quantitative indicator (expressed in percentages or points) is determined from the total evaluation score (100 points) in the final assessment, which is reflected in the syllabus of a specific course and communicated to the student at the beginning of the semester.

A minimum competency threshold is defined for each evaluation component. The specific share of the minimum competence limit of the final assessment should not exceed 60% of the final assessment. The minimum competence threshold for intermediate and final assessments is reflected in the syllabus of each course and communicated to the student at the beginning of the semester.

Credit may not be awarded using only one component of the assessment (interim or final assessment). The student is awarded credit if they exceed the minimum competence thresholds defined for each evaluation component and receive one of the positive evaluations.

The evaluation of the learning outcomes of the educational program's components is completed in the same semester in which it was carried out. The evaluation system of the educational program allows:

Five types of positive evaluation:

- (A) Excellent – 91-100 points;
- (B) Very good – 81-90 points;
- (C) Good – 71-80 points;
- (D) Satisfactory – 61-70 points;
- (E) Sufficient – 51-60 points.

Two types of negative evaluation:

- (FX) Failed – 41-50 points. This indicates that the student requires further effort to achieve a passing grade and is permitted to undertake one additional examination accompanied by independent study;
- (F) Failed – 40 points or less. This signifies that the student's performance is inadequate, necessitating a comprehensive review of the course material.

In case of acceptance of FX in the study component of the educational program, an additional exam is scheduled at least 5 days after the announcement of the results of the final exam. In addition, the number of points obtained in the final assessment is not added to the grade received by the student in the additional exam. The grade obtained on the additional exam is the final grade and is reflected in the final grade of the training component of the educational program.

The scientific-research component (master's thesis) of the Master's Degree Program in Agri-Business Management must be evaluated in the same or the next semester in which the student completes the work on it.

The scientific-research component of the Master's Educational Program in Agri-Business Management (master's thesis) is evaluated as a whole by the final evaluation, which includes the "Rule of Planning, Implementation, and Evaluation of the Scientific-Research Component of the Master's Educational Programs of the Faculty of Business and Engineering" of the University of Eastern Europe. This assessment considers the evaluation and defense of the content of the master's thesis.

The evaluation system of the scientific-research component (master's thesis) of the Master's Educational Program in Agri-Business Management allows:

Five types of positive assessment:

- (A) Excellent 91-100 points;
- (B) Very Good 81-90 points;

- (C) A Good 71-80 points;
- (D) Complete 61-70 points;
- (E) Enough 51-60 points;

Two types of negative evaluations are as follows:

(FX) Failed – Indicates a score between 41-50 points out of the maximum assessment, allowing the master's student the opportunity to revise and resubmit the master's thesis during the subsequent semester.

(F) Failed – Indicates a score of 40 points or below out of the maximum evaluation, resulting in the loss of the right for the master's student to resubmit the same thesis.

Area of Employment

Master of Agri-business Management is trained to carry out high-ranking internships in the agri-business field and to continue scientific work. Accordingly, the graduate of the Master's program in Agri-business Management is given the opportunity to be employed in public and private structures of agrarian profile, as well as in the training and scientific-research organization of agrarian profile.

Potential for Continuing Education

A graduate of the Master's program in Agri-business Management has the right to continue his/her studies in higher education institutions of Georgia or other countries, in Agri-business management, as well as doctoral programs in various fields of economics and business administration, taking into account the prerequisites for admission to the relevant doctoral program.

Material and technical base of the program:

In order to achieve the learning outcomes provided by the Master's program in Agri-business Management, students can use the available University infrastructure and material and technical resources without restrictions, in particular:

- Properly equipped auditoriums, work rooms for academic and administrative staff;

- Conference hall;
- Library equipped with computer and information-communication technologies, where relevant printed and electronic literature provided by the syllabi of the program is available;
- Three computer resource centers, computer connected to Internet and internal network, and adequate software for the teaching / learning process;
- Various technical devices, etc.

The program has the support of the University Library, with the latest Georgian and foreign language modern book fund. The book fund includes mandatory literature, lecture courses, readers and other study materials (including electronic carriers) provided by syllabi, that are supplemented and updated annually with basic and additional textbooks and other literature provided by syllabi. The latest scientific periodicals in electronic and material form, international electronic library databases are available for students: Cambridge Journals Online, Edward Elgar Publishing's journals and development studies eBooks, Heinonline.

In order to implement the practical component, the University has signed memoranda of cooperation with various agrarian enterprises, public and private sector representatives, where students will have the opportunity to develop practical skills.

Human resources of the program:

The program is implemented by the academic staff of the university and visiting specialists with relevant qualifications, who have the necessary competence to produce the learning outcomes of the Master's program in Agri-business Management, professional experience relevant to the program profile, academic degree, teaching and research experience. For more information on human resources, see the course syllabi.

Program Structure

The graduate educational program in Agri-Business Management consists of teaching (90 ECTS) and scientific-research (30 ECTS) components. The educational component of the Master's Degree Program in Agri-Business Management is presented in the form of mandatory (60 ECTS) and optional/free (12 ECTS) training courses.

Teaching practice (18 ECTS) is a necessary component of the graduate educational program in Agri-Business Management. Its purpose is to develop the necessary practical skills for the student. The student undergoes training in partner organizations in the field

of agri-business. The scientific-research component (30 ECTS) of the graduate educational program in Agri-Business Management is presented in the form of a master's thesis.

Curriculum of the Master's Program in Agri-business Management

№	Subject's code	Subject	Prerequisite for admission	Credit /hour				Curriculum hourly calculation					
				I year		II year		Lecture/Seminar	Midterm/Final exam	Homework presentation	Research with coordination	Practice	Independent work
				Recommended Semester									
				I	II	III	IV						
Learning Component													
Mandatory courses				30	30								
1.	ABMMA001	Change management and organizational development	N/A	6/150				26/5	3/3	3			110
2.	ABMMA002	Strategic Management in Agro Business	N/A	6/150				26/5	3/3	3			110
3.	ABMMA003	Marketing analysis	N/A	6/150				26/5	3/3	3			110
4.	ABMMA004	Agrarian Economy	N/A	6/150				26/5	3/3	3			110
5.	ABMMA005	Statistical analysis	N/A	6/150				26/5	3/3	3			110

No	Subject's code	Subject	Prerequisite for admission	Credit /hour				Curriculum hourly calculation					
				I year		II year		Lecture/Seminar	Midterm/Final exam	Homework presentation	Research with coordination	Practice	Independent work
				Recommended Semester									
				I	II	III	IV						
6.	ABMMA006	Organizational behavior	N/A		6/150			26/5	3/3	3			110
7.	ABMMA007	Export management of agri-food products	N/A		6/150			26/5	3/3	3			110
8.	ABMMA008	International Agrarian Trade and Trade Policy	N/A		6/150			26/5	3/3	3			110
9.	ABMMA009	Financial Management	N/A		6/150			26/5	3/3	3			110
10	ABMMA010	Food Safety and Quality Management	N/A		6/150			26/5	3/3	3			110
	Optional courses					12							
1.	ABMMA011	Consumer protection	N/A			6/150		26/5	3/3	3			110
2.	ABMMA012	Innovative Management (Advantage Management)	N/A			6/150		26/5	3/3	3			110
3.	ABMMA013	Legal environment of the business and taxation	N/A			6/150		26/5	3/3	3			110
4.	ABMMA014	Quality infrastructure	N/A			6/150		26/5	3/3	3			110

No	Subject's code	Subject	Prerequisite for admission	Credit /hour				Curriculum hourly calculation					
				I year		II year		Lecture/Seminar	Midterm/Final exam	Homework presentation	Research with coordination	Practice	Independent work
				Recommended Semester									
				I	II	III	IV						
Practical component						18							
1.	ABMMA015	Training practice	N/A			18/4 50		0/0	0/1	0		440	9
Research component						30							
1.	ABMMA016	Writing and defending a master thesis	90 ECTS				30/750	0/0	0/1	0	15		734
per semester				30	30	30	30						
per year				60		60							
Total				120									

Map of program objectives and learning outcomes

Program objectives	Learning outcomes						
	1	2	3	4	5	6	7
Develop the ability to keep abreast of scientific innovations as well as constantly update knowledge	X	X					
Ability to effectively apply the knowledge gained in the field of Agri-business management in practical activities and to develop other skills necessary for activities in the specialty			X	X	X		
Develop the skills necessary to independently assess, analyze, reason, reason, and solve problems in the field of agribusiness management					X	X	X
Develop independent research skills							X
Develop the ability to contextually analyze ethical values							X

#	Courses	Learning outcomes						
		1	2	3	4	5	6	7
1	Change management and organizational development							
2	Strategic Management in Agro Business							
3	Marketing analysis							
4	Agrarian Economy							
5	Statistical analysis							
6	Organizational behavior							
7	Export management of agri-food products							
8	International Agrarian Trade and Trade Policy							
9	Financial management							
10	Food safety and quality management							
11	Training practice							
12	Thesis							

Introduced	
Deepening	
Make stronger	