MODULE HANDBOOK
MASTER OF AGRIBUSINESS CURRICULUM

MASTER OF AGRIBUSINESS STUDY PROGRAM
FACULTY OF SCIENCE AND TECHNOLOGY
SYARIF HIDAYATULLAH STATE ISLAMIC UNIVERSITY
JAKARTA
2023

No	Code	Course Name	Credit	Semester	Learning Outcome (LO)									
					S1	P1	P2	P3	P4	KK1	KK2	KK3	KU 1	KU 2
1	FST8099202	Philosophy of Science	3	1	√		√	√	√	√			√	
2	FST8099101	Agribusiness Management	3	1	√	√			√	√	√	√	√	√
3	FST8099102	Applied Mathematics and Statistics	3	1	√	√			√	√	√	√	√	
4	FST8099201	Agribusiness in Islam	3	1	√			√	√	√	√	√	√	√
5	FST8099104	Agribusiness Economics	3	2	√				√	√	√	√	√	√
6	FST8099103	Agribusiness Marketing	3	2	√			√		√	√	√	√	
7	FST8099105	Agribusiness strategy and policy	3	2	√	√	√	√	√	√	√	√		√
8	FST8099203	Agribusiness E-commerce	**3**	2	√		√					√	√	
9	FST8099204	Agricultural Development in Islam	3	2	√	√	√	√	√	√	√	√		√
10	FST8099109	International Business	3	2	√	√		√	√		√	√		√
11	FST8099107	Research Methodology	3	3	√	√	√		√	√	√	√	√	
12	FST8099108	Agribusiness Financing Management	3	3	√			√	√		√	√		√
13	FST8099205	Reformulation of Agricultural Land Use	3	3	√				√		√	√		√
14	FST8099206	Qualitative Research Methodology	3	3	√	√			√	√	√	√	√	√

Learning outcomes of Master programme:

1. Upholding academic ethical values, including honesty, academic freedom, and autonomy (S1).
2. Conducting research, problem-solving, as well as knowledge and technology development in agribusiness (P1).
3. Producing innovative and tested works in agribusiness (P2).
4. Competing globally in agribusiness (P3).

5. Understanding the principles of designing various agribusiness development programmes, formulating policies, crafting strategies, and applying economic principles in agribusiness (P4).
6. Showing the ability to write excellent and accurate scientific papers following applicable rules (KU1).
7. Mastering the latest principles and issues in the Agribusiness system (KU2).
8. Being academically accountable, working independently, and collaborating in small groups in Agribusiness with communicative, aesthetic, ethical, appreciative, and participatory guidance (KK1).
9. Formulating alternative solutions for integrated systems to address Agribusiness problems, considering economic factors, sharia business, industry, and government (KK2).
10. Having the ability to obtain, process, control, and analyse data to support decisionmaking in the context of problem-solving in the field of Agribusiness (KK3).

Semester 1

PHILOSOPHY OF SCIENCE

■*Module Name*	Philosophy of Science
■*Module level, if applicable*	
■*Module identification code*	FST8099202
■*Semester(s) in which the module is taught*	Complete
■*Person(s) responsible for the module*	Achmad Tjahchja Nugraha (Coordinator)
■*Language*	English
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Formative 30%, Mid-term test 30%, Final test 40%.
■*Intended learning outcomes*	
1. Mastering the basic concepts of Philosophy of Science in their field of expertise and applying them to the field of agribusiness related to the agribusiness development process. 2. The ability to implement or apply the principles of Philosophy of Science principles in utilizing agribusiness resources based on Islamic values and limited natural resources. 3. Ability to master the principles of Philosophy of Science, namely epistimology, ontology and axiology in agribusiness development 4. The ability to choose strategic decisions and provide alternative solutions based on simple scientific philosophy principles supported by natural resource data collection management capabilities related to Agribusiness Development.	

■Module content

Lecture (Class work)

1. History of Knowledge and development of Science,
2. Philosophy and Philosophy of Science (Knowledge, Science, Philosophy, and Philosophy of Science),
3. Criteria of Truth and Its Development,
4. Ontology of Science,
5. Epistemology of Science and the Scientific Method,
6. Axiology of Science,
7. How the empirical sciences work,
8. How Exact Science Works,
9. Fundamentals of Classical Philosophy of Science,
10. Principal Philosophy of Science in Modern Times,
11. Agribusiness Development Philosophy,
12. Application of Philosophy of Science in the development of Agribusiness,
13. Agricultural Problems in the Point of View of the Philosophy of Science, and
14. Optimization of Philosophy of Science in the Implementation of Philosophy of Science.

■Recommended literatures

1. Jujun S. Suriasumantri, Philosophy of Science A Popular Introduction.
2. Rizal Muntasir, Philosophy of Science.
3. C. R. van Peursen, The Structure of Science.
4. C. Verhaak and R. Haryono Imam, Philosophy of Science Study of How Science Works
5. Soerjono Soemargono (tr.), Philosophical Thinking Way of Thinking.
6. A.G.M. van Mesen, Science and Our Responsibility.
7. Miska Muhammad Amin, Islamic Epistemology Introduction to Islamic Knowledge
8. Mulyadhi Kartanegara. (2003). Introduction to Islamic Epistemology: Unveiling the Curtain of Ignorance, Bandung: Mizan

AGRIBUSINESS MANAGEMENT

■*Module Name*	Agribusiness Management
■*Module level, if applicable*	
■*Module identification code*	FST 8099101
■*Semester(s) in which the module is taught*	1A
■*Person(s) responsible for the module*	Dr. Zulmanery (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Present 5%, Attitude 15%, Quiz 10%, Assignment structured 30%, Mid-term test 20%, Final test 20%.

■*Intended learning outcomes*

1. Students are able to explain scientific involvement in Agribusiness in managing comprehensively.
2. Students are able to explain the important role of Agribusiness in contributing to state income, job opportunities, and science
3. Students are able to explore Agribusiness management in the relationship between sub-systems of production facilities for cultivation, processing, marketing and distribution as well as their implementation.
4. Students are able to explain the change of agricultural products into value-added products and trade governance
5. Students are able to explain management functions in aggregate.

■*Module content*

1. Students understand Agribusiness comprehensively: Agricultural Concepts**, Scientific Agribusiness Connectivity, Islamic, Indonesian,** System concepts in Agribusiness, National policies and strategies in the development of Agribusiness, Regional and international trade related to agribusiness
2. 2. Students understand economics in agribusiness and change: Macroeconomics in agribusiness; supply and demand.changes that occur: (climate, exchange rates, technology, changes in input prices, *number of suppliers, purchasing power, inflation, interest rates*, employement, regulations/policies, global demand), barriers to entry in other countries, barriers to entry in industry, monopolistic markets and oligopoly, perfect competition, food security and independence and policies in Food and industrial products
3. 3. Students understand Business in Agribusiness: Business challenges. Business characteristics in Agribusiness, Connectedness of sub systems, Product trees, Challenges and opportunities of Agribusiness in the 21st century, Technology and technology management in the development of agribusiness industry 4.0*, Vertical and Horizontal* Application of Agribusiness with Islamic values, Changes in behavior in business: B to B, B to C vice versa, B to G vice versa
4. Understand *stakeholders and the role of supporting institutions: Functions and roles* of stakeholders in *agribusiness, stakeholder mapping*, The role of supporting institutions. , The influence of *stakeholders in business*
5. Students Understand *Value Chain:* Understanding Value Chain and in providing added value, Global Value Chain – GVC, Agricultural Commerce (agricultural products, fisheries, animal husbandry)
6. Students understand supply chain and *global supply chain in agribusiness: supply chain in general, global supply chain - GSC global supply chain, Logistics, agribusiness potential, Food chain*
7. Students understand Agribusiness Organizations and partnerships: POAC – PDCA, Strategic partnership, Cross *management function*
8. Students understand business strategy in Agribusiness and Decision making: Strategy Management, Problem solving process, Decision making process, *Problem statement and decision statement*
9. Students understand Agribusiness marketing management and marketing mix: Conventional marketing and electronic marketing, STP, Marketing mix
10. Students understand Production operations management: Production management, processing, standardization. EQI NQI, Quality Management, Environmental Management, Financial Management
11. Competency based HR Management HS in Agribusiness: Competency based Human Resource Management - CBHRM, Human Capital Management - HCM,
12. Integration of Strategic business and Strategic HRM, K3 as per Government Regulation No.50 of 2012

■*Recommended literatures*

Utama

1. Bungaran Saragih.
2. Barnard Freddie, Akridge Jay, Dooley Frank and Foltz John. 2012. Agribusiness Management. Fourth edition. Routledge. London
3. Dias Laura Portolese and Shah Amit.J. (2009). Introduction to Business. McGraw-Hill. NewYork.
1. Downey W. David, Erickson Steven P. 1987. Agribusiness Management. Second edition. Erlangga Publishers. Jakarta
4. Gumbira- Said E, Agribusiness Management
5. ----------Agribusiness Technology Management, 2002
6. ----------Manajemen Agribisnis Syariah, 2005
7. Kay Ronald D, Edwards William M, Duffy Patricia A (2008). Farm Management. McGraw-Hill. International Edition. Singapore
8. Various sources that can be accessed through google search about agribusiness management

APPLIED MATHEMATICS AND STATISTICS

■*Module Name*	Applied Mathematics and Statistics
■*Module level, if applicable*	-
■*Module identification code*	FST8099102
■*Semester(s) in which the module is taught*	1
■*Person(s) responsible for the module*	Edmon Daris and Lilis Imamah Ichdayati (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for undergraduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	• Lecture (class): (3 x 50 min) x 14 wks = 2100 ''=35 h • Structured activities: 3 h x 14 wks = 42 h • Independent study: 3 h x 14 wks = 42 h • Exam: lecture 2 h x 2 times = 4 h; • Total = 123 hours : 30 h = 4.1 ECTS
■*Credit points*	3 Credit Hours (3-0) ≈ 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD and TV media with Power Point presentation
■*Forms of assessment*	Present 10%, Mid-Term Exam 30%, Final Exam 40%, Task/Response 20%
■*Intended learning outcomes*	
Students are able to apply mathematical and statistical analysis tools from various aspects of the economy in agribusiness, to have sufficient competence to analyze a real problem systematically, to model and solve the problem using mathematical and statistical concepts and techniques, as well as communicate and collaborate in a team work.	

■*Module content*

Part 1. Applied Mathematics in Agribusiness :

1. Basics of Mathematics and Function
2. Differentiation, Extreme Value, Partial Differentiation
3. Differential Application and Extreme Value
4. Partial Differential Application
5. Conditional Optimization: Integration Lagrange Multiplier

Part 2. Applied Statistics in Agribusiness (Econometrics) :

6. Sampling Data, Data Validity/Reliability Test, Descriptive Data Analysis
7. Univariate and Bivariate data Analysis
8. Multivariate Interdependence Data Analysis I
9. Multivariate Interdependence Data Analysis II
10. Time Series Data Analysis
11. Decision Making in Inferential Statistics

■*Recommended literatures*

Mandatory books:

1. Kalangi, Joseph Bintang. 2000. Matematika Ekonomi dan Bisnis, Salemba Empat, Jakarta
2. Supranto, J. 2005. Matematika untuk Ekonomi dan Bisnis. Penerbit : Ghalia Indonesia, Bogor.

Other References:

3. Dumairy. 1999. Matematika Terapan untuk Ekonomi. Edisi 2. Cetakan kesembilan. Yogyakarta: BPFE. (Dum)
4. Hedwigis Esti Riwayati & Markonah. 2008. Matematika Ekonomi dan Bisnis II dengan Soal dan Jawaban.Grasindo. (HM)
5. Assauri, Sofyan. 1986. Matematika Ekonomi, PT.Raja Grafindo Persada, Jakarta
6. Haeussler, Ernest F.and Paul, Richard S. 2006. Introductory Mathematical Analysis For Business, Economics and The Life and Social Sciences, 12th Edition. Prentice Hall International Edition. (HER)
7. Budnick, Frank S. 1993. Applied Mathematics For Business, Economics, and The Social Science, 4th Edition. Mc Graw Hill International. (Bud)
8. Thomas, RL. 1997. Modern econometrics, an introduction. Addison Wesley
9. Sitepu, Rasidin K dan Bonar M Sinaga. 2006. Aplikasi Model Ekonometrika; Estimasi, Simulasi dan Peramalan, menggunakan Program SAS. PS EPN, Pascasarjana, IPB Bogor.
10. Spiegel, Murray R. dan I Nyoman Susila. 1992. Statistika; versi SI (Metrik). Penerbit Erlangga, Jakarta

AGRIBUSINESS SYSTEM IN ISLAM

■*Module Name*	Agribusiness System in Islam
■*Module level, if applicable*	
■*Module identification code*	FST8099201
■*Semester(s) in which the module is taught*	1
■*Person(s) responsible for the module*	Ujang Maman and Iwan Aminudin (Coordinator)
■*Language*	English
■*Relation to curriculum*	Compulsory Course for undergraduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Formative 40%, Middle Test 30%, Final test 40%.

■*Intended learning outcomes*

1. Students can respond appropriately, honestly, and objectively to neutral economic and agricultural development theories; which is the result of one's thinking; be able to correct & replace theories that contradict Islam; and can see the urgency of sharia agribusiness.
2. Students can distinguish carefully between neutral economics and economic systems (which are thought and ideological), and can make sharia agribusiness as an alternative to agricultural development
3. Students understand the conception of ownership in Islam, the types of ownership, ownership governance, and its urgency in the development of the agricultural sector
4. Students can distinguish between the development of property (improvement of quality and quantity) that is neutral, and the development of property ownership regulated in Islam

5. Students understand various agribusiness sub-systems that fall into the category of economics (which is neutral and value-free) with agribusiness sub-systems (which are a reflection of the economic system) which are loaded with values and beliefs
6. Students understand water management in an Islamic view, as well as its urgency for the maintenance of food security and sovereignty
7. Students understand land management in Islam in the context of providing food for food security and sovereignty
8. Students can understand the forms of business cooperation in the Islamic view; the reality of contemporary business cooperation models; and able to analyze the compatibility of contemporary forms of business cooperation with Islam
9. Students can understand the model of business cooperation in agriculture in Islam; and understand the opportunities for the application of the agricultural cooperation scheme for contemporary modern agricultural activities
10. Students understand the prohibited forms of property development as well as their alternatives in the Islamic view

■*Module content*

Lecture (Class work)

1. Islamic viewpoint on economic theories and secular agricultural development
2. Differences between Economic Systems and Economics in Islamic View
3. Conception of ownership as part of the Islamic economic system
4. Development of property ownership in Islam
5. Agribusiness as an economic science and economic system
6. Analysis of water management (as a sub-system of agribusiness) in Islamic and neoliberal views
7. Analysis of land management (as a sub-system of agribusiness) in the Islamic view
8. Analysis of forms of cooperation in the development of wealth (business) in Islam
9. Analysis of forms of cooperation in agribusiness development according to an Islamic perspective
10. Forms of property development prohibited in Islam
11. Food commodities and agricultural subsidies in Islam
12. Agricultural development and indicators of its success in the Islamic view
13. Development of community-based agri-food with the implementation of the concept of al-musaqoh

■*Recommended literatures*

1. Abdurrahman Al-Maliki, as-Siyasah al-Iqtishodiyyah al-Mustla, Revised edition (Beirut, Lebabnon, Dar al-Ummah, 2000);
2. Muhammad Husein Abdillah, Dirosah fi Fikril Islamy (Beirut, Lebanon: Darul Bayariq, 1999);
3. Ahmad Rodoni and Abdul Hamid, Sharia Financial Institutions (Jakarta: Zikrul, 2008);
4. Muslich, Sharia Business (Jakarta: UPP STIM YKPN, 2007);
5. Endang Gumbira Said and Yayuk Eka Prastiwi, Sharia Agribusiness: Agribusiness Management in Islamic Perspective (Jakarta: Penebar Swadaya, 2005)
6. Endang Gumbira Said and Harizt Intan, Agribusiness Management (Jakarta: Galia Indonesia, 2001);
7. Abdurrahman Al Baghdady, Islamic Law Series on Land Leasing (Bandung: PT Al Maarif, 1987)
8. Ujang Maman, el at., "From Single to Dual System: Initiating the Model of Wet Rice Field Management to Optimize Staple Food Availability, Journal of Engineering and Applied Science Vol. 13(21).

SEMESTER 2

AGRIBUSINESS MARKETING

■*Module Name*	Agribusiness Marketing
■*Module level, if applicable*	
■*Module identification code*	FST 8099103
■*Semester(s) in which the module is taught*	2A
■*Person(s) responsible for the module*	Zulmaneri (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Conceptual/theoretical courses, compulsory.
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	Agribusiness Management, Supply Chain Management and Production and Operations Management
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Present 5%, Attitude 15%, Assignment structured 40%, Mid-term test 20%, Final test 20%.
■*Intended learning outcomes*	
Understanding agribusiness commodity trading, supply and demand market balance, elasticity of goods in the industrial market, market supply and demand, elasticity of goods needed by agribusiness commodities, global market at macro and industrial levels while at the micro / business level understand marketing **strategies,** build branding, marketing analysis, make business plans and conduct marketing research Agricultural commodities and processed products, with the subject matter: a) Analyzing the product marketing environment, b) how to read global market reports, c) Formulating Marketing Strategies for processed products,	

d) Building Agricultural Product Branding, e) Planning marketing research, f) making research proposals and conducting marketing research, and g) making research reports.

■*Module content*

Lecture (Class work)

1. Understand the agribusiness commodity marketing system and types of commodity market types: agribusiness commerce, agribusiness marketing, perfect market competition, monopoly, oligopoly and monopsony
1. Understand the way of demand and availability of commodities (supplay and dimand) market and market equilibrium : Forecasting commodity supply, Total market demand for agricultural commodities, Quota system, and Equalibrium point
1. Understand the type or classification of goods and the level of elasticity of goods sold in the market: Types of types of demand for goods in the commodity market, Measure the strength of prices to market demand and the elasticity of goods
1. Understand how to analyze the behavior of the GLOBAL market and consumers of local agricultural commodities domestic market to international market: Market behavior and consumer behavior towards several commodities / products or agribusiness companies, and Structure of local and international processed commodities / processed products market
1. Understand agricultural product marketing strategies including how to build product brands: Marketing planning, Marketing Environment: Micro and Macro Companies, (Environmental SWOT), Segmentation, Targeting and Positioning and Marketing Mix / Marketing Mix, Product Life Cycle / Product lifecycle, and Brand Product Management, How to Analyze Products that already have a brand in the market
1. Understand how to make a Marketting Plan that focuses on building an Agribusiness product brand: Production costs, marketing costs (marketing expenses), Marketing Revenue Projections, Marketing Margins and management determine selling prices, Components of STP and V marketing strategies and 4P, 7P, 4C etc., How to compile a proposal (business plan containing product Marketing plan)
1. Understand the meaning of research, how to formulate marketing research problems, and make marketing research designs and research proposals: Marketing Research Process, Types of Research services and suppliers, marketing research processes in agribusiness companies, Problem formulation Processes, Research problems and management decision problems, Training to formulate problems, objectives, scope, and classification of research with companies
1. Understand methods of taking data, measurement techniques, analyzing data and presenting results in the form of discussions and writing down research results and conclusions

■*Recommended literatures*

Utama

1. Marketing Research an Applied Orientation sixth edition; Naresh K. Malhotra; 2016

2. Marketting management edisi terakhir Phillip Kotler dan Kevin Lane \keller Part. Chepter 3-4
3. Marketing Research; Phillips Kotller, edisi terbaru
4. Marketing Research; Freddy Rangkuti; edisi terbaru (min 2007)
5. Marketing agribusiness dalam buku AGRIBUSINESS MANAGEMENT Edisi 4 2014

Penunjang

6. Principles of Advertising Trees in Global Perspectives; Monle Lee dan Carla Johnson
7. Strategic Marketing " *Value-based Marketing Perspective and Performance Measurement*"; Ujang Sumarwan dkk
8. Business Prospects and Marketing of Several Agricultural Commodities; IPB Agricultural Socio-Economic Research Center 2004
9. Complete Guide to Mastering SPSS 16 (helps data analysis with software)
10. E-gumbira Said, Marketing of Agricultural Products

1. Ministry of Agriculture, Agricultural Commodity Marketing

AGRIBUSINESS ECONOMICS

■*Module Name*	Agribusiness Economics
■*Module level, if applicable*	
■*Module identification code*	FST8099104
■*Semester(s) in which the module is taught*	2
■*Person(s) responsible for the module*	Edmon Daris (Coordinator)
■*Language*	English
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	Macroeconomics, Microeconomics, Agribusiness Management, Mathematics and Statistics
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Present 10%, Assignment and Presentation 20%, Middle Test 30%, Final test 40%.

■*Intended learning outcomes*

1. Able to identify and understand and understand agribusiness economics
2. Able to identify agribusiness characteristics from resources, management, capital, institutions
3. Able to analyze the principles of agribusiness economics
4. Able to analyze the supply and demand for agricultural products
5. Able to understand, understand, and analyze costs, production and farm profits
6. Able to analyze agribusiness development
7. Able to analyze agribusiness business institutions and partnerships
8. Able to conduct analysis of agribusiness development strategies and policies
9. Able to identify and understand the role of innovation in agribusiness development
10. Able to analyze agribusiness risk handlers.

11. Able to analyze the role of information and communication technology

■*Module content*

Lecture (Class work)

1. Understanding agribusiness economics,
2. Characteristics of agribusiness from resources, capital, institutions etc.,
3. Principles of agribusiness economics,
4. supply and demand of agricultural products,
5. Cost, Production and profit
6. Agribusiness development,
7. Institutional and Partnership of agribusiness ventures,
8. Agribusiness development strategies and policies,
9. The role of innovation in agribusiness development,
10. Agribusiness risk management,
11. The role of information and communication technology

■*Recommended literatures*

1. Downey, W.David and Steven Erickson. 1989. Agribusiness Management, second edition. Publisher Erlangga, Jakarta
2. Said, E.Gumbira and A.Harizt Intan. 2004. Agribusiness Management. Ghalia Indonesia Publisher, Jakarta
3. Nuhung, Iskandar Andi. 2015. Agribusiness with Indonesian character. Publisher PT Kanisius, Yogyakarta
4. Dabukke et al. 2015a. Voice of Agribusiness 2, Collection of thoughts of Bungaran Saragih. Publisher PT Permata Wacana Lestari, Jakarta
5. Dabukke et al. 2015b. Grounding the Agribusiness Paradigm, 70 Years of prof. Bungaran Saragih. Published by the Center for Agribusiness Food (PPA). Jakarta
6. Rahim, Abdul and Diah RD Hastuti. 2007. Introduction, Theory and Case of Agricultural Economics. Self-help Spreader, Jakarta
7. Hanafie, Rita. 2010. Introduction to Agricultural Economics. ANDI Publisher, Yogyakarta
8. Pujoalwanto, Basuki. 2014. Indonesian Economy, Historical, Theoretical and Empirical Overview. Graha Ilmu, Yogyakarta
9. Tambunan, sincere. 2011. Indonesian Economy, Theoretical Study and Empirical Analysis. Ghalia Indonesia Publishers, Bogor.
10. Evenson, Robert and Prabhu Pingali. E-book. Handbooks in Economics 18. Handbook of Agricultural Economics. Volume 3. Agricultural Development : Farmers, Farm Production and farm Market. North-Holland.

AGRIBUSINESS STRATEGY AND POLICY

■*Module Name*	Agribusiness Strategy and Policy
■*Module level, if applicable*	
■*Module identification code*	FST 8099105
■*Semester(s) in which the module is taught*	2A
■*Person(s) responsible for the module*	Dr. Achmad Tjahja Nugraha (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Present 5%, Attitude 15%, Quiz 10%, Assignment structured 30%, Mid-term test 20%, Final test 20%.
■*Intended learning outcomes*	
Students understand and are able to understand related to the development of agriculture and agriculture in particular. Able to detect and detail strategic issues regarding agribusiness development specifically. Able to link various economic and agricultural theories in the development of business science and agribusiness issues. Able to formulate simple and concrete operational strategies in agribusiness development. Able to calculate the suitability of policy strategies and agribusiness policy implementation as well as conduct evaluations. Able to make alternative sttaregi in the development of models resulting from the evaluation of agribusiness development policies	

■*Module content*

1. Conception and scope of agribusiness strategy and policy
2. Strategy management model in agribusiness development
3. Identify strategic issues in the decision-making stage
4. Strategic issues in the environment of competing companies
5. Blue Ocean Model
6. Formulation of a strategy matrix model
7. Evaluate alternative agribusiness policy models
8. Agribusiness policy models
9. Evaluate policy effectiveness
10. Restrategy of model development

■*Recommended literatures*

Main

1. Daryanto, Arief. 2017. Competitiveness and inclusive value chains of the livestock industry. IPB Press.
1. Husen S. 2012. Prospects, constraints, and investment policies in the Agricultural sector: views of business actors. Indonesian Chamber of Commerce and Industry.
2. Agricultural Law Tahun 2006-2013.
3. Prajogo U.H. 2010. Performance, prospects and investment policy in Indonesia. Agricultural Policy Analysis. Volume 8 No. 2 : 151-165
4. David, R. 2001. Strategic Management. Ed. 8 Prentice Hall
5. Porter, Michael E. 1980 Competitive Strategies: Techniques to Analyze Industry and Competitors. Penerbit Erlangga
6. Porter, Michael E 1993. Competitive Advantage: Creating and maintaining superior performance. Publisher Erlangga. Jakarta
7. Porter Michael E. Competitive adventage of nations. The Free Press. New York
8. Porter Michael E. 1996. On Competition. Harvard Business reviuw Book
9. Whelen T.L and Hunger, J.D. 2002. Strategic management and Business Policy. 8th Edition. Prentice Hall.New York
10. Johnson Gerry and Kevan scholes. 1989 Exploring Corporate Strategy. Prentice Hall Int (UK) Ltd. Cambridge
11. Kim W Chanand Renee Mauborgne 2005. Blue Ocean Strategy . PT Serambi Ilmu Semesta, Jakarta
12. Nalebuff, Barry j and Adam M Brandenburgeer. 1997. Co-competition Book. Jakarta

AGRIBUSINESS E-COMMERCE

■*Module Name*	Agribusiness E-Commerce
■*Module level, if applicable*	-
■*Module identification code*	KB022125
■*Semester(s) in which the module is taught*	2
■*Person(s) responsible for the module*	- Prof. Syopiansyah Jaya Putra, Ph.D (Coordinator) - Aries Susanto, M.T.
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	• Lecture (class): (3 x 50 min) x 14 wks = 2100 ''=35 h • Structured activities: 3 h x 14 wks = 42 h • Independent study: 3 h x 14 wks = 42 h • Exam: lecture 2 h x 2 times = 4 h; • Total = 123 hours : 30 h = 4.1 ECTS
■*Credit points*	3 Credit Hours (3-0) ≈ 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD and TV media with Power Point presentation, E-Views, SPSS, Laptop, White Board
■*Forms of assessment*	Quiz 30%, Task 70%

■*Intended learning outcomes*

1. Students understand and comprehend the definition, benefits and development of E-Commerce
2. Students are able to differentiate the structure and classification of E-Commerce models
3. Students can understand the steps in the development of E-Commerce from a business perspective.
4. Students have ability to build an E-Commerce business
5. Students understand internet portal business
6. Students are able to differentiate between revenue and general E-Commerce business models

7. Students are able to understand supply chain management and distribution of E-Commerce products
8. Students understand marketing concepts in E-Commerce
9. Students can create an E-Commerce web concept according to the desired business flow
10. Students understand security aspects and payment systems in E-Commerce
11. Students are able to understand the concept of internet marketing
12. Students are able to make E-Commerce prototype

■*Module content*

1. Benefits and development of E-Commerce
2. Structure and Model Classification of E-Commerce
3. E-Commerce Business
4. Internet Portal Business
5. Internet Marketing Concepts
6. E-commerce Prototype

■*Recommended literatures*

1. Indrajid. Richardus Eko, E-Commerce : Kiat dan Strategi Bisnis Didunia Maya, Elex-Media Komputindo,2001.
2. Turban,Efraim, David King, Introduction to E-Commerce, Prentice Hall, 2002 Yogiyanto, Analisa dan Perancangan Sistem Informasi, Keempat, Andi Offset, 2004.

AGRICULTURAL DEVELOPMENT IN ISLAM

■*Module Name*	Agricultural Development in Islam
■*Module level, if applicable*	
■*Module identification code*	FST8099204
■*Semester(s) in which the module is taught*	2
■*Person(s) responsible for the module*	Ujang Maman and Iwan Aminudin (Coordinator)
■*Language*	English
■*Relation to curriculum*	Compulsory Course for undergraduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Formative 40%, Middle Test 30%, Final test 40%.

■*Intended learning outcomes*

1. Students can critically see various problems in agricultural development in Indonesia, such as land use change and weak interest in farming
2. Students understand the behavior of farmers that can lead to land conversion, its causes, and control
3. Understand the diversity of agrarian reforms in various countries and their implementation
4. Understand the model and implementation of agrarian reform in Indonesia (from the 1949s, 1960s, onwards)
5. Understand the various forms of agricultural systems in order to find the direction of agrarian reform in Indonesia
6. Understand models of dual farming systems in different countries
7. Can show potential state-owned lands to be used as rice fields

8. Able to identify innovative food institutional models
9. Able to understand and identify cases of food institution cooperation models with farmers
10. Understand the institutional model of agricultural extension in the Otda era and its legal basis
11. Understand the urgency of the food institutional model in line with sharia agrarian reform
12. Can identify various laws related to the implementation of agrarian reform

■*Module content*

Lecture (Class work)

1. Agricultural development problems in Indonesia
2. Farmer behavior that can lead to conversion of agricultural land and its control
3. Models and experiences of agrarian reform in various countries and their implementation measures
4. Agrarian Reform in the trajectory of Indonesian history
5. Study various models of agricultural systems: family farming systems, capitalistic farming systems, and socialistic
6. A mixed model of family farming with a socialistic model: The Case of Several Countries
7. Identification of ex HPH lands or other state-owned land that has the potential to become rice agricultural land (dry or wet land)
8. Case study of Food Institutional Model Innovations in order to realize food for the people
9. Case studies on food institutional partnership models with farmers, farmer groups, or Gapoktan
10. Study the institutional model of agricultural extension in Indonesia in the era of regional autonomy and the underlying legislation
11. Initiating and developing sharia agrarian reform and various institutional supports for the sustainability of agricultural land
12. Review various laws for the implementation of sharia-based agrarian reform

■*Recommended literatures*

1. Apriyanti, Liana, 2018. "Farmer Response to the Plan to Establish Sustainable Food Agricultural Land in Bangodua District, Indramayu Regency, Thesis of the Agribusiness Study Program, Faculty of Science and Technology, UIN Syarif Hidayatullah Jakarta."
2. Al-Muafiri, Abu Muhammad Abu Al-Malik bin Hisham, 2003. Siroh Nabawiyyah Ibn Hisyam, Indonesian edition, translated by Fadhli Bahri, Jakarta: Darul Falah
3. Dwipradnyana, I Made Mahadi, 2014. "Factors Influencing Agricultural Land Conversion and Its Effects on Farmer Welfare: A Case Study of Subak Jadi, Kediri, Tabanan," Denpasar, Bali: Thesis of Master of Agribusiness Program of Udayana University.
4. Maman, Ujang, Ahmad Riyadi Wastra and Eny Dwiningsih, 2017b. "Strategic Planning to Control Land Conversion Risk in Paddy Pre-Cultivation," International Business Management Vol. 11(11): 1964-1973
5. Maman, Ujang, Kusmana, and Supiandi, Dudi, 2017a, "Al-Musaqoh and Sharia Agribusiness System: An Alternative Way to Meet Food Self-Sufficiency in Contemporary Indonesia," HUNAFA: Journal of Islamic Studies, Vol. 12, Issue 2, pp. 189-231.
6. Maman, Ujang, Nindyantoro, and Yuni Sugiarti, 2019. "Agricultural Extension Planning Based on Risk Mitigation: The Case of Land Conversion in Indonesia," International Journal of Engineering &; Technology Vo. 8(1.10): 49-54
7. Maman, Ujang, Nunuk Adiarni, and Fachriany, 2018. "Mitigation of Land Conversion Risk in Post-Harvest Phase to Optimize Staple Food Availability," Journal of Engineering and Applied Sciences Vol. 13(8):2003-2012

8. Mubiyarto (1987), The Politics of Agriculture and Rural Development, Jakarta: Sinar Harapan Publishers
9. Rahardjo (2017), Introduction to Rural and Agricultural Sociology, Yogyakarta: Gadjah Mada University Press
10. Scott, James (2019), Farmer Economic Morals, Jakarta: LP3ES
11. The Economist, 2017, Global Food Security Index 2017: Measuring Food Security And the Impact of Resource Risks, A report from the economist intelligence unit.
12. The Economist, 2018, Global Food Security Index 2018: Building Resilience in the face of Food Security Risk, a report from the economist intelligence unit
13. Tjondronegoro, SMP and Gunawan Wiradi (Editor), (2008), Two Centuries of Land Tenure: Patterns of Agricultural Land Tenure in Java from Time to Time, Jakarta: Yayasan Obor Indonesia

SEMESTER 3

International Business

▮ *Module Name*	International Business
▮ *Module level, if applicable*	
▮ *Module identification code*	FST8099109
▮ *Semester(s) in which the module is taught*	3
▮ *Person(s) responsible for the module*	Dr. Elpawati
▮ *Language*	Indonesian
▮ *Relation to curriculum*	Compulsory Course for Graduate program in Agribusiness
▮ *Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
▮ *Workload*	• Lecture (class): (3 x 50 min) x 14 weeks = 35 h • Structured activities: 3 h x 14 weeks = 42 h • Independent study: 3 h x 14 weeks = 42 h • Exam: (3x50 min) x 2 times = 5 h; • Total = 83.3 hours: 30 hours =4,13 ECTS
▮ *Credit points*	3 Credit Hours (3-0) ≈ 4,13 ECTS
▮ *Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
▮ *Recommended prerequisites*	-
▮ *Media employed*	Classical teaching tools with projector, LCD and TV media with Power Point presentation
▮ *Forms of assessment*	Midterm exam 30%, Final exam 30%, Present 10%, Structured assignment 30%
▮ *Intended learning outcomes*	
The International Business course provides knowledge about international business and the factors that affect business in an international scope and includes risks, challenges and also opportunities in doing business between countries. In addition, this course also discusses globalization and international organizations	

▮ *Module content*

1. Overview on international business
2. Market and Global business center
3. Law, technology, political environment
4. Social and Ethical responsibility in international business
5. Strategic Management in Competition
6. International Trade and Investment
7. Foreign Exchange and International Financial Market
8. International Management Strategic
9. strategies for analyzing and entering foreign markets
10. International strategic alliance
11. International Marketing
12. International operations management
13. International Financial Management
14. International human resource management and labor relations

▮ *Recommended literatures*

Ricky W. Griffin dan Michael W. Pustay, 2015, Internasional Business, Eight edition, Salemba Empat, Jakarta

RESEARCH METHODOLOGY

■*Module Name*	Research Methodology
■*Module level, if applicable*	-
■*Module identification code*	FST8099107
■*Semester(s) in which the module is taught*	3
■*Person(s) responsible for the module*	Lilis Imamah Ichdayati (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	• Lecture (class): (3 x 50 min) x 14 wks = 2100 ''=35 h • Structured activities: 3 h x 14 wks = 42 h • Independent study: 3 h x 14 wks = 42 h • Exam: lecture 2 h x 2 times = 4 h; • Total = 123 hours : 30 h = 4.1 ECTS
■*Credit points*	3 Credit Hours (3-0) ≈ 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD and TV media with Power Point presentation
■*Forms of assessment*	Present 10%, Mid-Term Exam 30%, Final Exam 40%, Task/Response 20%
■*Intended learning outcomes*	
Students have the ability to understand and apply research methods in producing good quality research in the field of agribusiness.	

■*Module content*

1. The thought process in the search for scientific truth in research
2. Scientific thought process in research and the steps of research
3. Phenomena, concepts constructs and variables in agribusiness research
4. The role of theory, library materials, and research results in developing research designs
5. Reasoning/thinking framework in agribusiness research
6. Research design based on qualitative or quantitative research
7. Types of variables and relationships between variables in agribusiness research
8. Population and sample in agribusiness research
9. Developing forms of measurement of research variables and indicator
10. Developing a questionnaire: Formulating a list of questions as a data collection instrument
11. Testing the validity and reliability of instruments
12. Data presentation: categorization and tabulation of research data
13. Data analysis : Statistical and non-statistical analysis models
14. Data analysis is based on the nature of qualitative and quantitative research

■*Recommended literatures*

1. Bungin, Burhan. 2011. Qualitative Research: Communication, Economics, Public Policy and Other Social Sciences. Kencana, Prenada media grup. Jakarta
2. Muhammad. 2008. Islamic Economic Research Methodology, Quantitative Approach. Rajawali Press. Jakarta
3. Nazir, Moh. 2003. Research Methods. Publisher Ghalia Indonesia. Jakarta
4. Sugiyono. 2002. Business Research Methods. CV Alfabeta. Bandung
5. Sugiyono. 2005. Understanding Qualitative Research. CV Alfabeta. Bandung
6. Sugiyono. 2005. Statistics for Research. CV Alfabeta. Bandung
7. Supranto. 2011. Customer Satisfaction Level Measurement. PT Rineka Cipta. Jakarta

AGRIBUSINESS FINANCING MANAGEMENT

■*Module Name*	Agribusiness Financing Management
■*Module level, if applicable*	
■*Module identification code*	FST8099108
■*Semester(s) in which the module is taught*	3
■*Person(s) responsible for the module*	Dr. Achmad Tjahja and Dr. Nunuk Adiarni (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	Manajemen Agribisnis
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Formatif 40%, Middle Test 30%, Final test 40%.
■*Intended learning outcomes*	
1. Scope and Role of Financing in Agribusiness 2. 5 key drivers (five main driving factors - cash, profit, assets, growth and people) 3. Financing within the framework of Financial Management 4. Type of Financing in Business (Agribusiness) Entity 5. POAC in Financing Management 6. Source of Financing According to Law Number 10 of 1998, Law number 17 of 2012, IPO as an alternative to Company Funding 7. Funding Risks 8. Enterprise Resource Planning in complicated resources management	

■*Module content*

Lecture (Class work)

1. Review; Agribusiness and agribusiness subsystems
2. Scope of financial management, balance sheet and profit loss
3. 5 key drivers (cash, profit, assets, growth and people)
4. Definition of costs, financing functions, benefits and risks of financing - financing the agribusinesss
5. Type of financing in business (agribusiness) entity; working capital - investment capital
6. Budgeting
7. External source for funding (general, sharia, PNM, modal ventura) and the risk
8. Agribusiness cost control; (Finance and Operations, Credit control)
9. ERP and application use
10. Financial performance analysis
11. Financial Agribusiness Management – Case Study (practice)

■*Recommended literatures*

1. Downey, W.David dan Steven Erickson. 1989. Manajemen Agribisnis, edisi kedua. Penerbit Erlangga, Jakarta
2. Said, E.Gumbira dan A.Harizt Intan. 2004. Manajemen Agribisnis. Penerbit Ghalia Indonesia, Jakarta
3. Nuhung, Iskandar Andi. 2015. Agribisnis berkarakter Keindonesiaan. Penerbit PT Kanisius, Yogyakarta
4. Dabukke dkk. 2015a. Suara Agribisnis 2, Kumpulan pemikiran Bungaran Saragih. Penerbit PT Permata Wacana Lestari, Jakarta
5. Dabukke dkk. 2015b. Membumikan Paradigma Agribisnis, 70 Tahun prof. Bungaran Saragih. Diterbitkan Pusat Pangan Agribisnis (PPA). Jakarta
6. Rahim, Abdul dan Diah RD Hastuti. 2007. Pengantar, Teori dan Kasus Ekonomika Pertanian. Penebar Swadaya, Jakarta
7. Hanafie, Rita. 2010. Pengantar Ekonomi Pertanian. Penerbit ANDI, Yogyakarta
8. Pujoalwanto, Basuki. 2014. Perekonomian Indonesia, Tinjauan Historis, Teoritis dan Empiris. Graha Ilmu, Yogyakarta
9. Tambunan, Tulus. 2011. Perekonomian Indonesia, Kajian Teoritis dan Analisis Empiris. Penerbit Ghalia Indonesia, Bogor.
10. Evenson, Robert and Prabhu Pingali. E-book. Handbooks in Economics 18. Handbook of Agricultural Economics. Volume 3. Agricultural Development : Farmers, Farm Production and farm Market. North-Holland.

REFORMULATION OF AGRICULTURAL LAND USE

■*Module Name*	Reformulation of Agricultural Land Use
■*Module level, if applicable*	
■*Module identification code*	FST8099205
■*Semester(s) in which the module is taught*	3
■*Person(s) responsible for the module*	Iwan Aminudin (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	●Lecture (class): (3 x 50 min) x 14 wks = 35 h ●Structured activities: 3 h x 14 wks = 42 h ●Independent study: 3 h x 14 wks = 42 h ●Exam: lecture 2 h x 2 times = 4 h; ●Total = 123 hours
●*Credit points*	3 Credit Hours (3-0) 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD, and TV media with Powerpoint presentation
■*Forms of assessment*	Formatif 40%, Middle Test 30%, Final test 40%.

■*Intended learning outcomes*

1. Students are able to explain the involvement of science in managing Agribusiness comprehensively.
2. Students are able to explain the importance of Agribusiness in contributing to national income, job opportunities and knowledge.
3. Students are able to explore agribusiness management in the interrelation of subsystems of production facilities, cultivation, processing, marketing and distribution and their implementation.
4. Students are able to explain the change in agricultural products into value-added products and trade systems.
5. Students are able to explain management functions in aggregate.

■*Module content*

Lecture (Class work)

1. Comprehensive Agribusiness
2. Economy in Agribusiness and the Change
3. Business in Agribusiness
4. Stakeholder and the role of Supporting Institutions in Agribusiness
5. Value chain
6. Supply Chain and Global Supply Chain
7. Case Study of Agribusiness
8. Organisations and Partnerships in Agribusiness
9. Business Strategy and Decision Making in Agribusiness
10. Agribusiness Marketing Management and Marketing Mix
11. Production and Operation Management
12. Competency-based Human Resource Management in Agribusiness

■*Recommended literatures*

1. Bungaran Saragih.
2. Barnard Freddie, Akridge Jay, Dooley Frank and Foltz John. 2012. Agribusiness Management. Fourth edition. Routledge. London
3. Dias Laura Portolese and Shah Amit.J. 2009. Introduction to Business. McGraw-Hill. NewYork.
4. Downey W. David, Erickson Steven P. 1987. Manajemen Agribisnis. Edisi kedua. Penerbit Erlangga. Jakarta
5. Gumbira- Said E, Manajemen Agribisnis
6. ----------Manajemen Teknologi Agribisnis, 2002
7. ----------Manajemen Agribisnis Syariah, 2005
8. Kay Ronald D, Edwards William M, Duffy Patricia A. 2008. Farm Management. McGraw-Hill. International Edition. Singapore

Qualitative Research Methodology

■*Module Name*	Qualitative Research Methodology
■*Module level, if applicable*	-
■*Module identification code*	FST8099206
■*Semester(s) in which the module is taught*	3
■*Person(s) responsible for the module*	Akhmad Mahbubi (Coordinator)
■*Language*	Indonesian
■*Relation to curriculum*	Compulsory Course for graduate program in Agribusiness
■*Teaching methods, contact hours*	The course topics are delivered through lectures which are enriched with relevant examples and followed by short discussion. Each student was assigned to work on a specific topic relevant to the lecture and presented in the class.
■*Workload*	• Lecture (class): (3 x 50 min) x 14 wks = 2100 ''=35 h • Structured activities: 3 h x 14 wks = 42 h • Independent study: 3 h x 14 wks = 42 h • Exam: lecture 2 h x 2 times = 4 h; • Total = 123 hours : 30 h = 4.1 ECTS
■*Credit points*	3 Credit Hours (3-0) ≈ 4.1 ECTS
■*Admission and examination requirements*	• Enrolled in this course • Minimum 80% attendance in lecture • 100% attendance in structured task groups
■*Recommended prerequisites*	-
■*Media employed*	Classical teaching tools with projector, LCD and TV media with Power Point presentation
■*Forms of assessment*	Mid-Term Exam 30%, Final Exam 30%, Formative 40%
■*Intended learning outcomes*	
1. Comprehensive learning about qualitative research referring Islamic, theoretical, and software application perspective 2. Able to implement this course into agribusiness research practice	

■*Module content*

1. Research : An Islamic perspective
2. Designing Research - the introduction, Purpose statement, and research questions
3. Designing Research - qualitative method
4. NVIVO software for qualitative research
5. The Qualitative Research Project

■*Recommended literatures*

1. Bandur, A. 2019. Qualitative Research: A Multi-Disciplinary Study with NVIVO 12 Plus. Mitra Wacana Media. Jakarta
2. Budiastuti, D dan Bandur, A. 2018. Research Validity and Reliability. Mitra Wacana Media. Jakarta
3. Creswell, J. W and Creswell, J. D. 2017. Research Design: Qualitative, Quantitative, and Mixed Method Approach. 5th Edition. SAGE Publication. USA
4. Emzir. 2016. Qualitative Research Methodology: Data Analysis. Rajawali Press. Jakarta
5. Hardani., Andriani, H., Ustiawaty, K., Utami, E.F., Istiqomah, R.R., Fardany, R. A., Sukmana, D.J., dan Aulia, N.H. 2020. Qualitative and Quantitative Research Methods. CV Pustaka Ilmu Group. Yogyakarta