



SUBJECTS AND TOPICS - MBA IN AGRIBUSINESS

1. Agricultural Derivatives

- Forward market;
- Future market: daily adjustment and guarantee margin;
- Options on future.

2. Brazilian Agricultural Policy

- Crop Year and Agricultural and Livestock Plan;
- Premium for Product Flow (PEP);
- Private Contracts of the Sale Option and Private Option Risk Award (PROP);
- Equalizer Bonus Paid to the Producer (PEPRO);
- Regulation Policy on the Use of Forest Resources.

3. Agricultural Financing

- Private Sources of Rural Credit Provision:
 - Rural Product Note - CPR (Physical and Financial);
 - Agricultural Deposit Certificate (CDA);
 - Agricultural Warrant (WA);
 - Agribusiness Credit Rights Certificate (ACRC);
 - Agribusiness Letters of Credit (LCA); and
 - Agribusiness Receivables Certificates (CRA).

4. Rural Insurance

- Types of Rural Insurance;
- Rural Insurance Premium Subsidy Program (PSR);
- Types of agricultural insurance: Agricultural cost insurance; agricultural productivity insurance; Billing or revenue insurance.

5. Corporate Governance and Compliance

- Social Assets and Assets of the Partners: legitimate of heirs; will; donation; and encumbrances;
- Holdings for Succession Planning;

- Board of Administration and Director;
- Inspection and Control Bodies.

6. Negotiation I

- Integrative Negotiation and Distributive Negotiation;
- Tools for Negotiation Planning: Zone of Possible Agreement (ZOPA); and Best Alternative to a Negotiated Agreement (BATNA);
- Planning Steps;
- Negotiation Styles.