



SUBJECTS AND TOPICS - MBA IN AGRIBUSINESS

1. Agricultural Derivatives

- Forward Market;
- Futures market: daily adjustment and guarantee margin; and
- Futures options.
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2. Brazilian Agricultural Policy

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

3. Agribusiness 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

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



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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; and
- Compliance.

Strategic Planning and Agribusiness Management

- Strategies for creating and capturing value;
- Generic strategies;
- Analysis of internal and external environments;
- Growth strategies: life cycle of a product or service; horizontal integration; and vertical integration; and
- Strategic planning: levels of planning and their characteristics; Delta model; and Canvas model.